

MONTHLY MARKET INSIGHTS REPORT

SEPTEMBER 2018

Detached Single-Family Homes

The 978 homes sold in September 2018 was the ninth highest sales total for the month, and was a 12.5 percent decrease in sales volume from the September 2017 sales total of 1,118. This total remains below the historical monthly sales total of 1,016 units sold. Additionally, the median sales price reached a new record high price for the month of September at \$599,900 and is also a 4.7 percent increase on the September 2017 median sales price of \$573,000.

Condominiums

With 747 condos sold in September, it was the twelfth most active September on record in Greater Boston as the market experienced a 15.2 percent decline in sales volume from the 881 units sold in September 2017. Additionally, this year's total is also below the historical monthly average for September of 829 units sold. The median sales price for condo increased 14.6 percent up from \$497,500 in September 2017 to \$570,000 in 2018.

Multi-Family Homes

This month, 197 multi-family homes were sold in Greater Boston, which reflects a 4.7 percent increase in sales from the 188 units sold in September 2017. Additionally, all but the five-family home market experienced an increase in pending sales, as that market dropped from 8 pending sales in Sept. 2017 to 5 this month.

Greater Boston Association of REALTORS®

A division of the Greater Boston Real Estate Board

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Data thru 10/10/2018

GREATER BOSTON MARKET SUMMARY

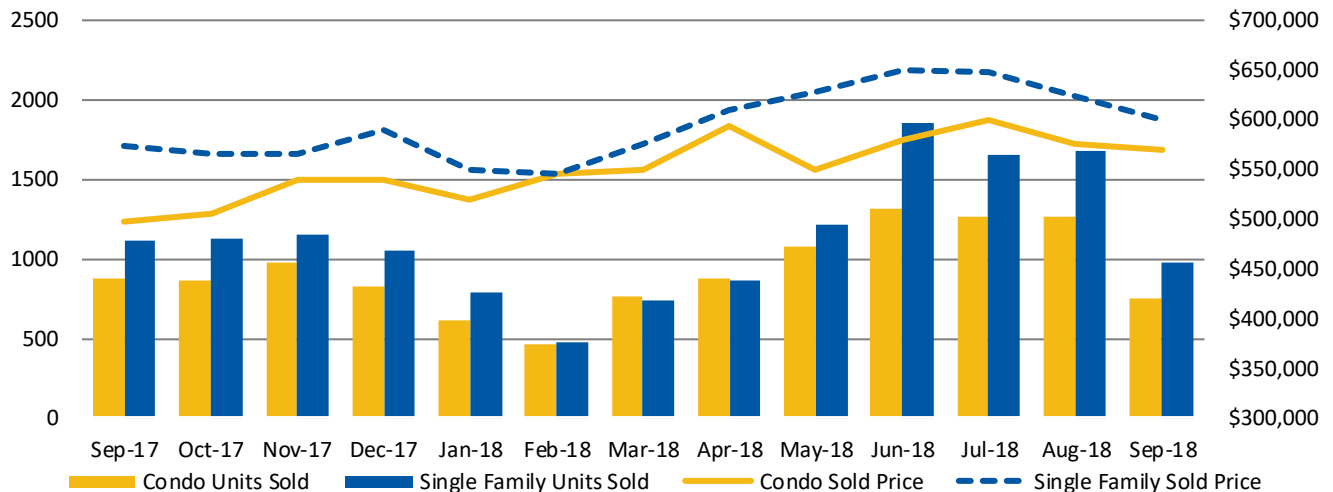
Includes all 64 towns within the GBAR jurisdictional area

Single Family Homes

	Year over Year			Month over Month		Year to Date		
	Sep 2018	Sep 2017	Change	Aug 2018	Change	2018	2017	Change
Median Selling Price	\$599,900	\$573,000	▲ 4.7%	\$624,000	▼ -3.9%	\$617,500	\$582,500	▲ 6.0%
Units Sold	978	1,118	▼ -12.5%	1,685	▼ -42.0%	10,259	10,535	▼ -2.6%
Active Listings	3,191	3,181	▲ 0.3%	2,703	▲ 18.1%	---	---	---
Months Supply of Inventory	3.3	2.8	▲ 17.9%	1.6	▲ 106.3%	---	---	---
New Listings	1,990	1,900	▲ 4.7%	1,250	▲ 59.2%	14,731	14,440	▲ 2.0%
Pending Sales	1,083	1,125	▼ -3.7%	1,120	▼ -3.3%	10,710	10,925	▼ -2.0%
Days to Off Market	42	42	■ 0.0%	43	▼ -2.3%	38	43	▼ -10.5%
Sold to Original Price Ratio	98.4%	98.5%	▼ -0.1%	99.0%	▼ -0.6%	99.8%	99.2%	▲ 0.6%
Price per Square Foot	\$315	\$311	▲ 1.3%	\$333	▼ -5.5%	\$331	\$312	▲ 6.0%

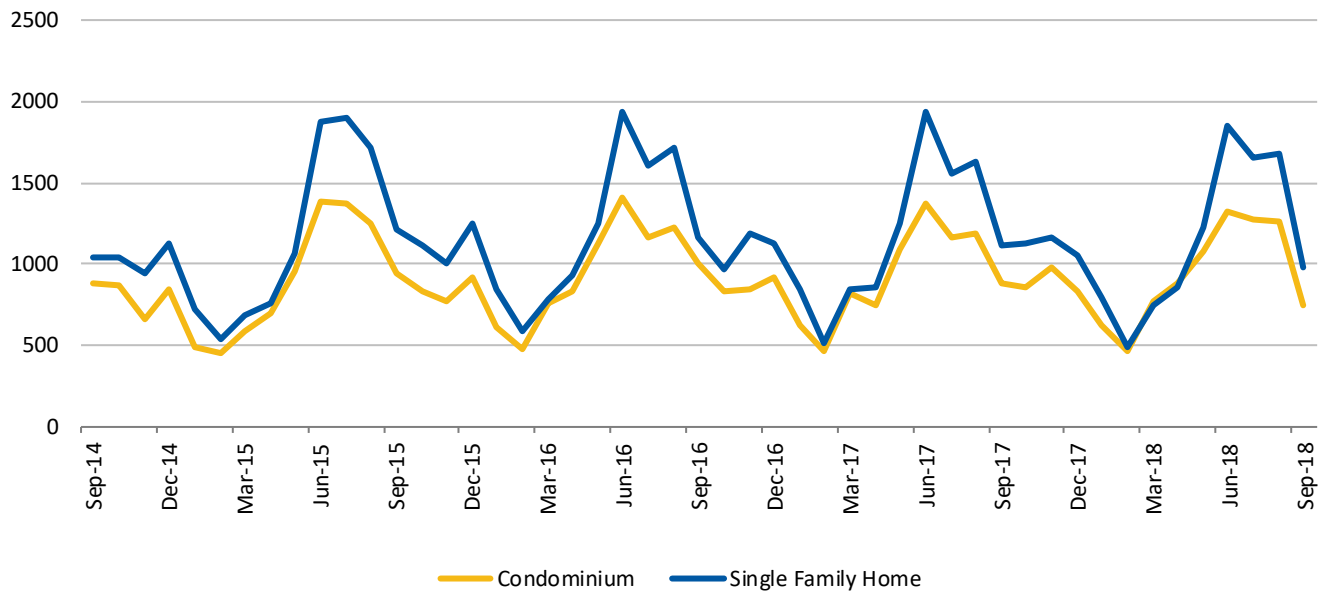
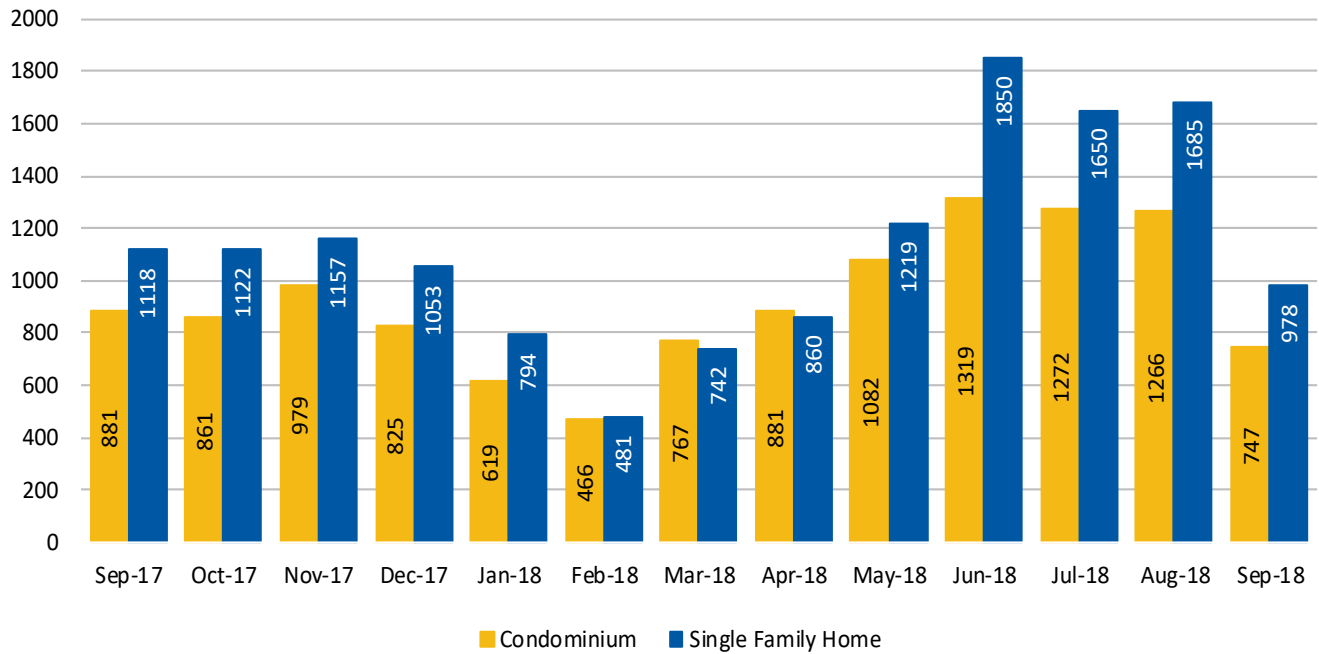
Condominiums

	Year over Year			Month over Month		Year to Date		
	Sep 2018	Sep 2017	Change	Aug 2018	Change	2018	2017	Change
Median Selling Price	\$570,000	\$497,500	▲ 14.6%	\$575,000	▼ -0.9%	\$570,000	\$520,000	▲ 9.6%
Units Sold	747	881	▼ -15.2%	1,266	▼ -41.0%	8,419	8,359	▲ 0.7%
Active Listings	2,229	2,154	▲ 3.5%	1,733	▲ 28.6%	---	---	---
Months Supply of Inventory	3.0	2.4	▲ 25.0%	1.4	▲ 114.3%	---	---	---
New Listings	1,607	1,464	▲ 9.8%	969	▲ 65.8%	11,479	11,160	▲ 2.9%
Pending Sales	774	857	▼ -9.7%	827	▼ -6.4%	8,588	8,743	▼ -1.8%
Days to Off Market	37	35	▲ 5.7%	39	▼ -5.1%	35	35	▼ -0.2%
Sold to Original Price Ratio	99.4%	100.1%	▼ -0.7%	100.2%	▼ -0.8%	100.8%	100.9%	▼ -0.1%
Price per Square Foot	\$562	\$527	▲ 6.5%	\$567	▼ -1.0%	\$564	\$520	▲ 8.5%



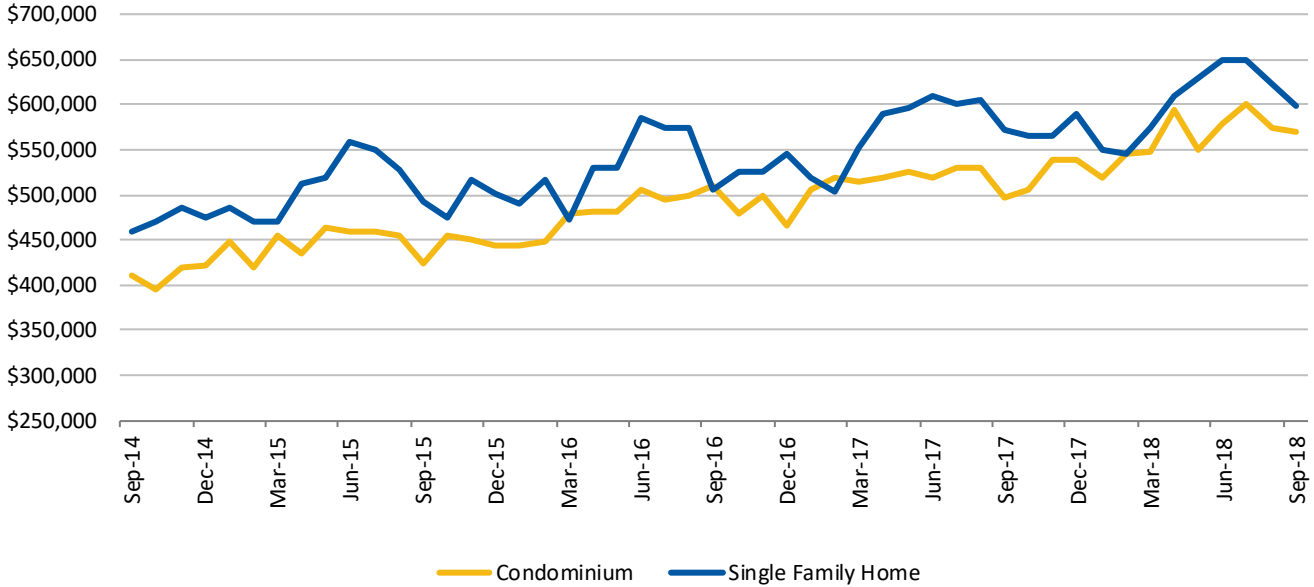
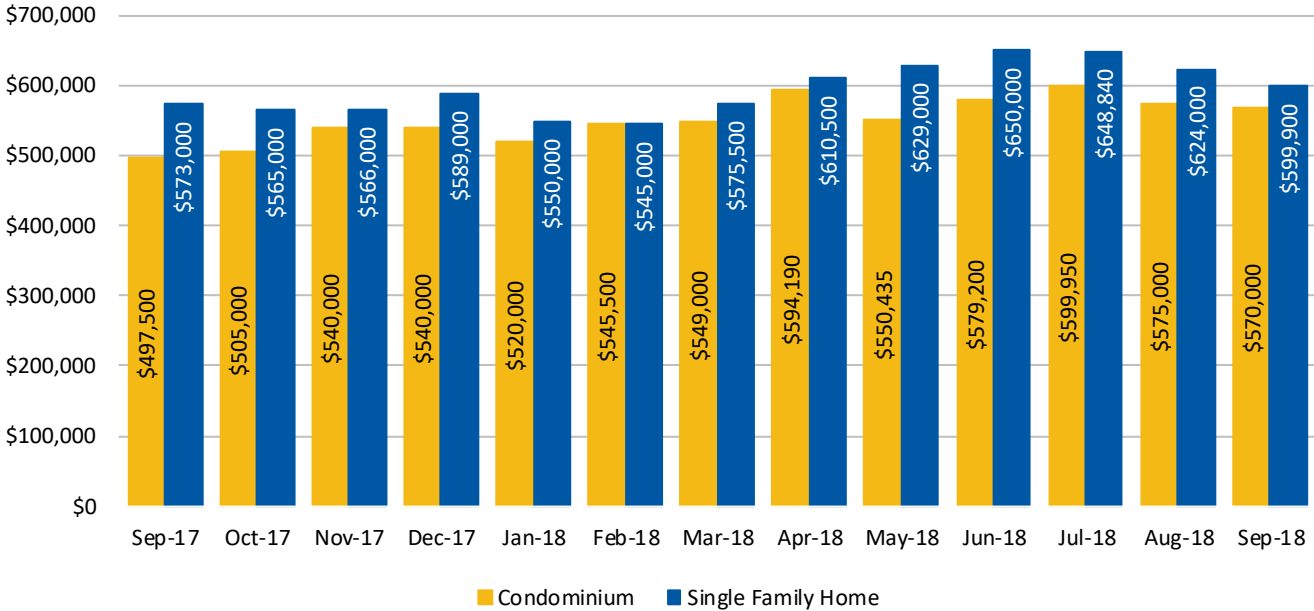
UNITS SOLD

	Year over Year			Month over Month		Year to Date		
	Sep 2018	Sep 2017	Change	Aug 2018	Change	2018	2017	Change
SINGLE FAMILY HOMES	978	1,118	▼ -12.5%	1,685	▼ -42.0%	10,259	10,535	▼ -2.6%
CONDOMINIUMS	747	881	▼ -15.2%	1,266	▼ -41.0%	8,419	8,359	▲ 0.7%



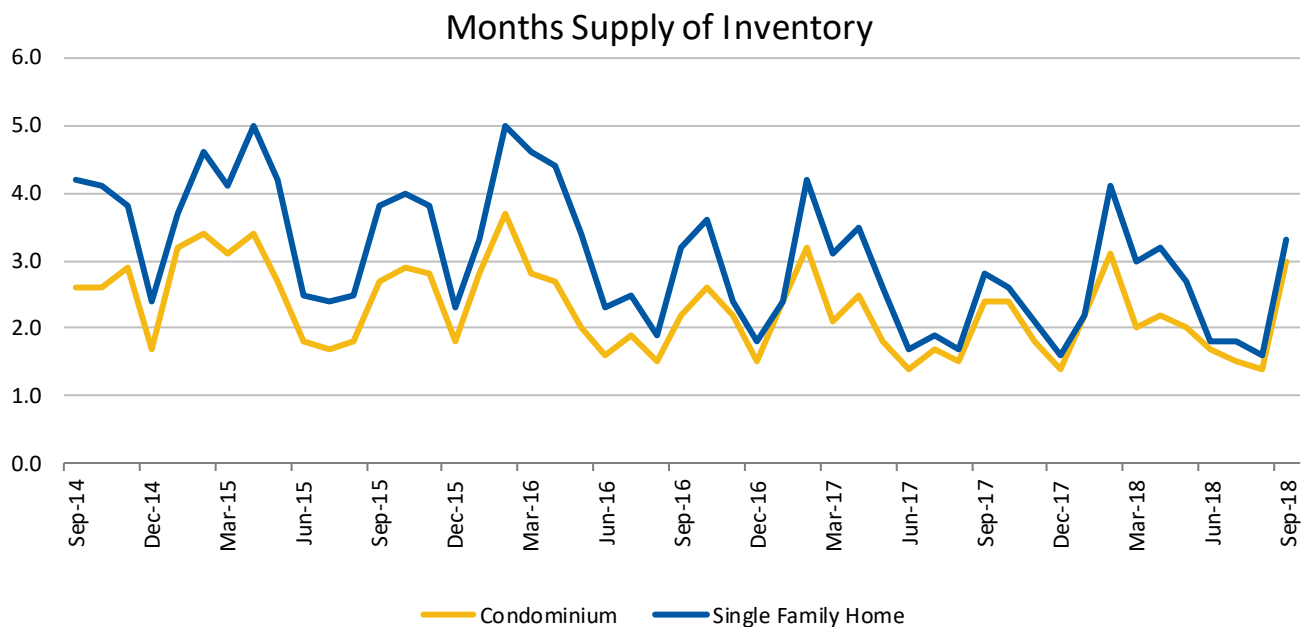
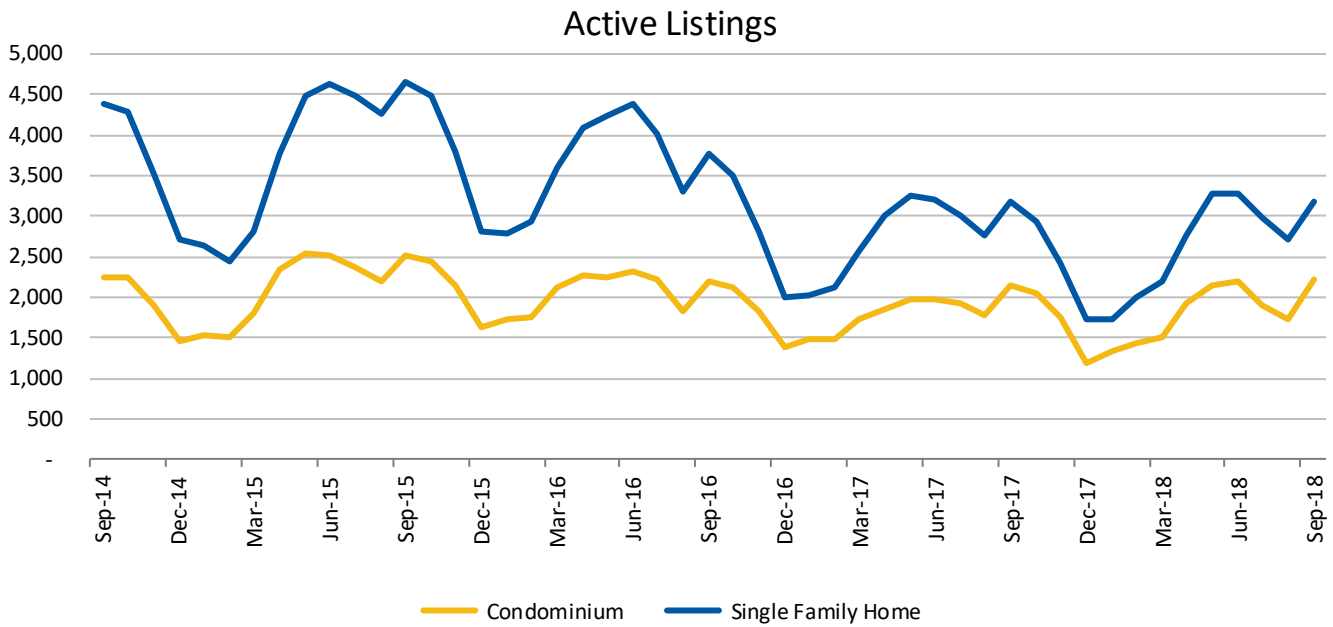
MEDIAN SELLING PRICE

	Year over Year			Month over Month		Year to Date		
	Sep 2018	Sep 2017	Change	Aug 2018	Change	2018	2017	Change
SINGLE FAMILY HOMES	\$599,900	\$573,000	▲ 4.7%	\$624,000	▼ -3.9%	\$617,500	\$582,500	▲ 6.0%
CONDOMINIUMS	\$570,000	\$497,500	▲ 14.6%	\$575,000	▼ -0.9%	\$570,000	\$520,000	▲ 9.6%



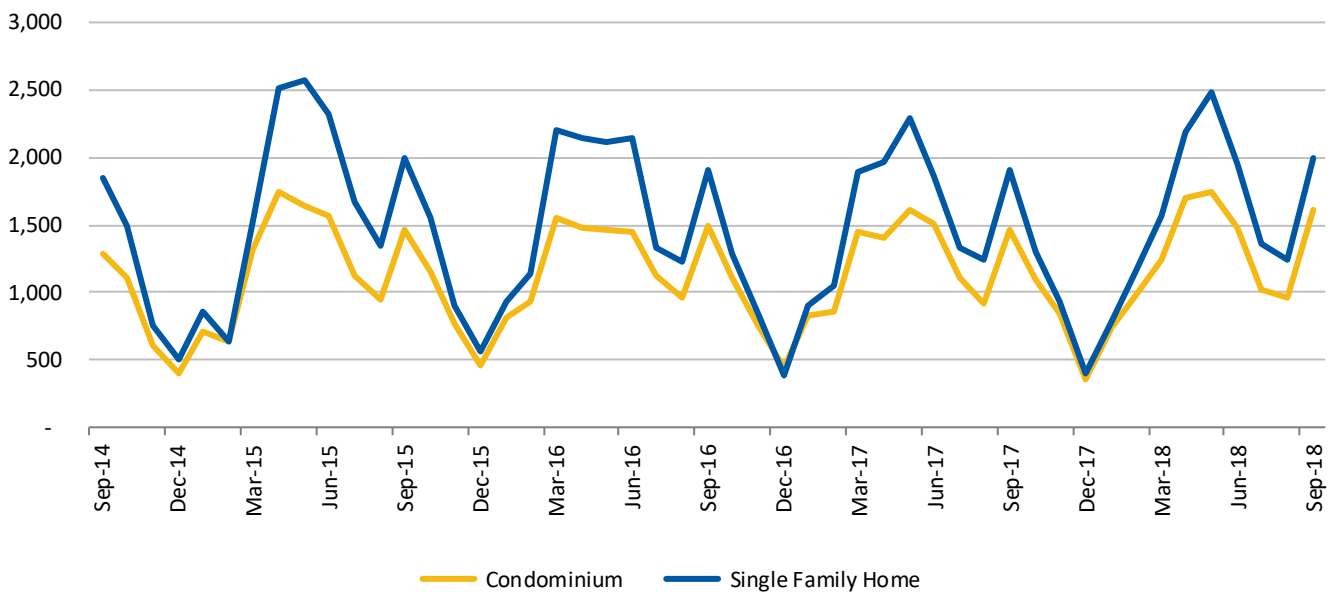
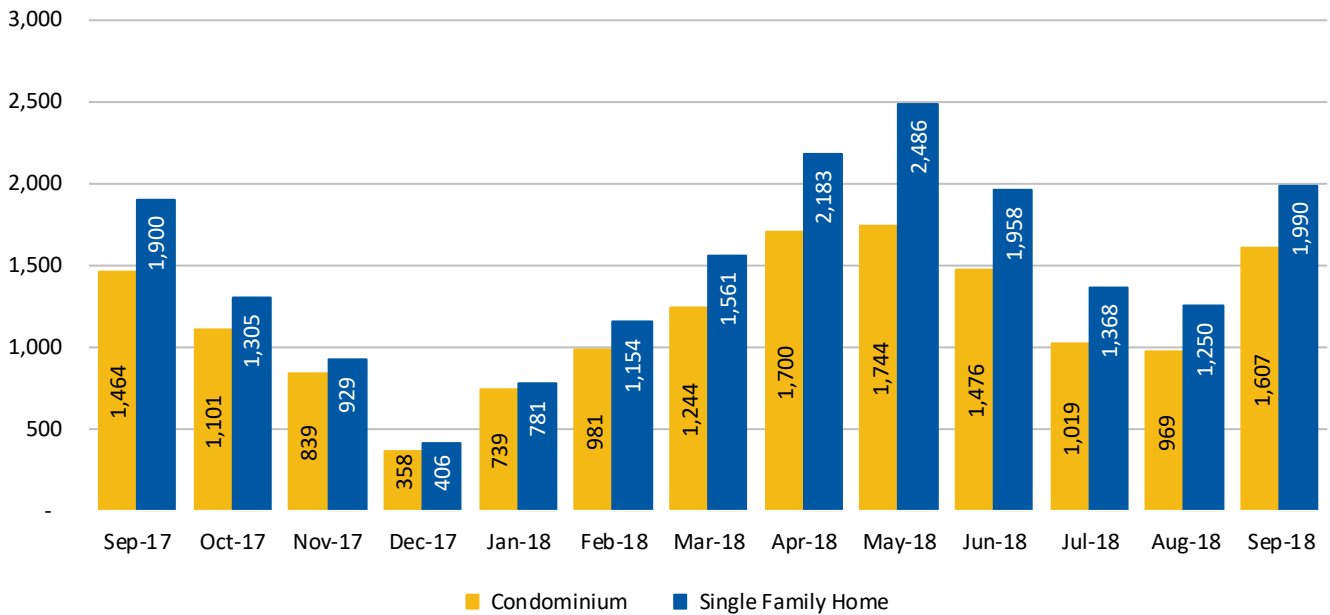
ACTIVE LISTINGS

		Year over Year			Month over Month	
		Sep 2018	Sep 2017	Change	Aug 2018	Change
SINGLE FAMILY HOMES	Active Listings	3,191	3,181	▲ 0.3%	2,703	▲ 18.1%
	Months Supply of Inventory	3.3	2.8	▲ 17.9%	1.6	▲ 106.3%
CONDOMINIUMS	Active Listings	2,229	2,154	▲ 3.5%	1,733	▲ 28.6%
	Months Supply of Inventory	3.0	2.4	▲ 25.0%	1.4	▲ 114.3%



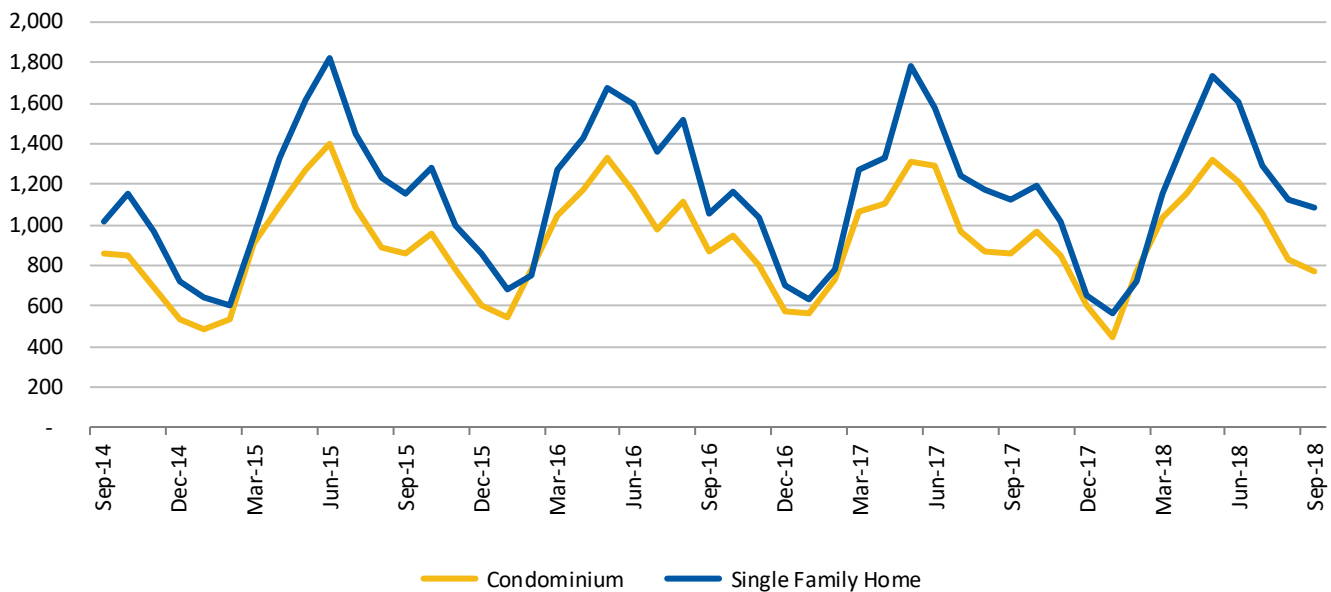
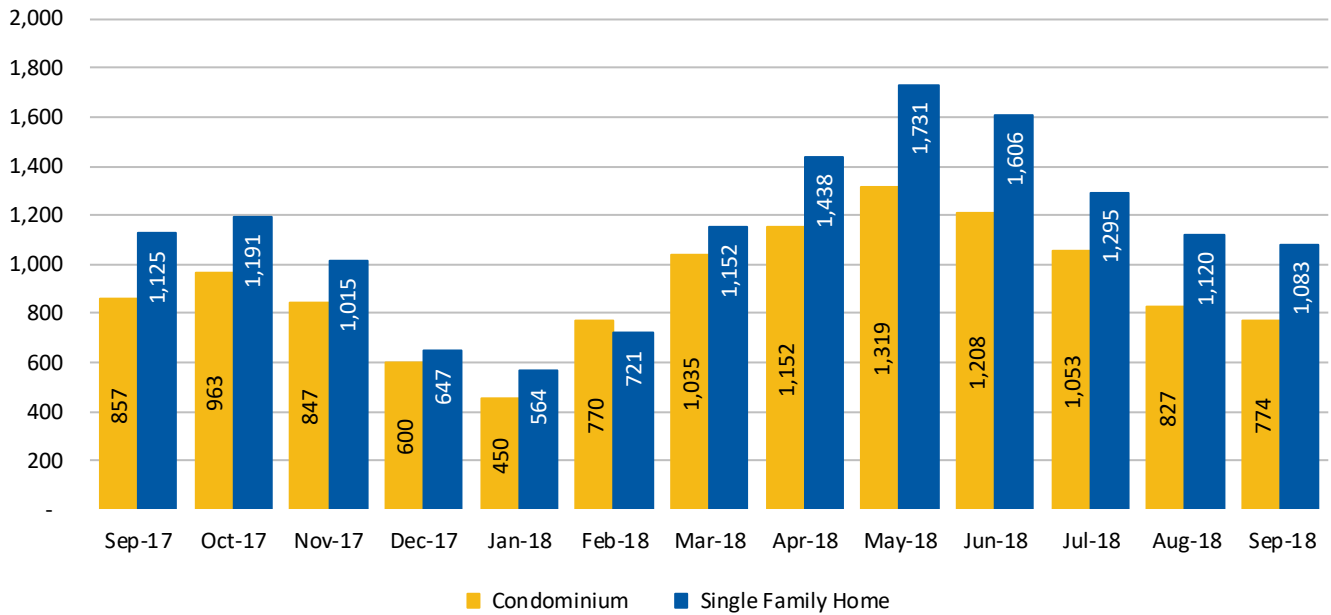
NEW LISTINGS

	Year over Year			Month over Month		Year to Date		
	Sep 2018	Sep 2017	Change	Aug 2018	Change	2018	2017	Change
SINGLE FAMILY HOMES	1,990	1,900	▲ 4.7%	1,250	▲ 59.2%	14,731	14,440	▲ 2.0%
CONDOMINIUMS	1,607	1,464	▲ 9.8%	969	▲ 65.8%	11,479	11,160	▲ 2.9%



PENDING SALES

	Year over Year			Month over Month		Year to Date		
	Sep 2018	Sep 2017	Change	Aug 2018	Change	2018	2017	Change
SINGLE FAMILY HOMES	1,083	1,125	▼ -3.7%	1,120	▼ -3.3%	10,710	10,925	▼ -2.0%
CONDOMINIUMS	774	857	▼ -9.7%	827	▼ -6.4%	8,588	8,743	▼ -1.8%



CENTRAL MIDDLESEX REGION

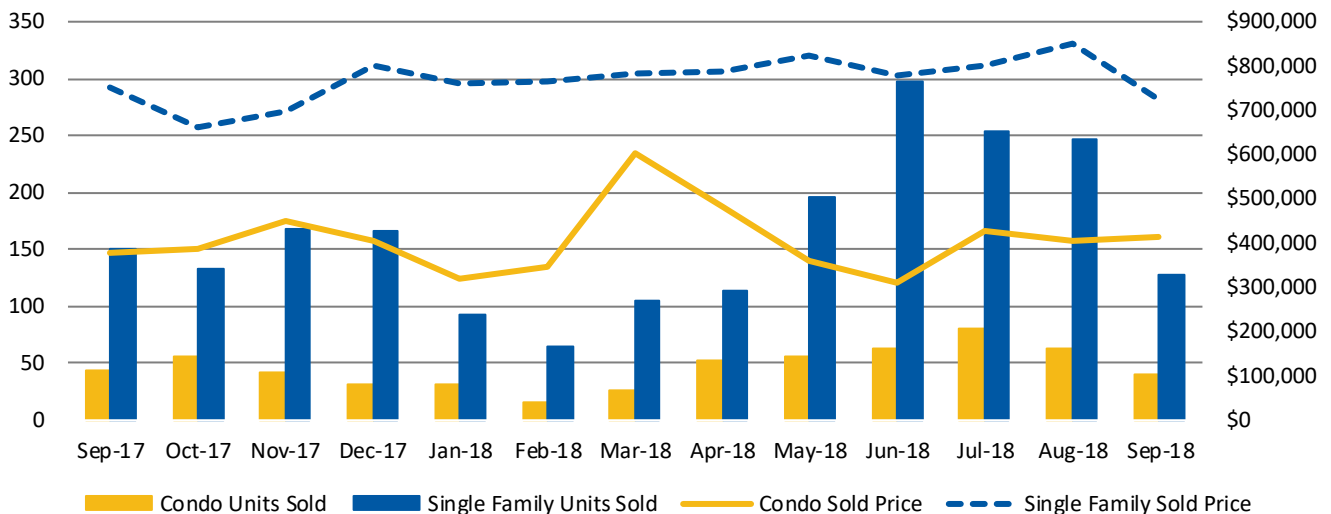
Acton, Bedford, Boxboro, Concord, Hudson, Lexington, Lincoln, Maynard, Stow, Sudbury, Wayland, Weston

Single Family Homes

	Year over Year			Month over Month		Year to Date		
	Sep 2018	Sep 2017	Change	Aug 2018	Change	2018	2017	Change
Median Selling Price	\$725,000	\$750,000	▼ -3.3%	\$850,000	▼ -14.7%	\$790,500	\$760,000	▲ 4.0%
Units Sold	128	151	▼ -15.2%	247	▼ -48.2%	1,494	1,507	▼ -0.9%
Active Listings	577	613	▼ -5.9%	490	▲ 17.8%	---	---	---
Months Supply of Inventory	4.5	4.1	▲ 11.0%	2.0	▲ 127.2%	---	---	---
New Listings	285	251	▲ 13.5%	160	▲ 78.1%	2,212	2,194	▲ 0.8%
Pending Sales	127	163	▼ -22.1%	145	▼ -12.4%	1,546	1,570	▼ -1.5%
Days to Off Market	52	60	▼ -13.3%	61	▼ -14.8%	50	53	▼ -5.7%
Sold to Original Price Ratio	96.6%	95.4%	▲ 1.2%	98.4%	▼ -1.8%	98.4%	97.5%	▲ 0.9%
Price per Square Foot	\$307	\$317	▼ -3.4%	\$325	▼ -5.7%	\$323	\$309	▲ 4.4%

Condominiums

	Year over Year			Month over Month		Year to Date		
	Sep 2018	Sep 2017	Change	Aug 2018	Change	2018	2017	Change
Median Selling Price	\$412,500	\$375,000	▲ 10.0%	\$404,500	▲ 2.0%	\$399,900	\$365,000	▲ 9.6%
Units Sold	40	44	▼ -9.1%	63	▼ -36.5%	425	474	▼ -10.3%
Active Listings	130	109	▲ 19.3%	107	▲ 21.5%	---	---	---
Months Supply of Inventory	3.3	2.5	▲ 31.2%	1.7	▲ 91.4%	---	---	---
New Listings	79	49	▲ 61.2%	53	▲ 49.1%	586	598	▼ -2.0%
Pending Sales	46	55	▼ -16.4%	39	▲ 17.9%	450	508	▼ -11.4%
Days to Off Market	47	40	▲ 17.5%	41	▲ 14.6%	45	52	▼ -13.5%
Sold to Original Price Ratio	98.0%	98.9%	▼ -0.9%	98.1%	▼ -0.1%	99.3%	98.4%	▲ 0.9%
Price per Square Foot	\$291	\$253	▲ 15.0%	\$259	▲ 12.5%	\$265	\$260	▲ 2.1%



EASTERN MIDDLESEX REGION

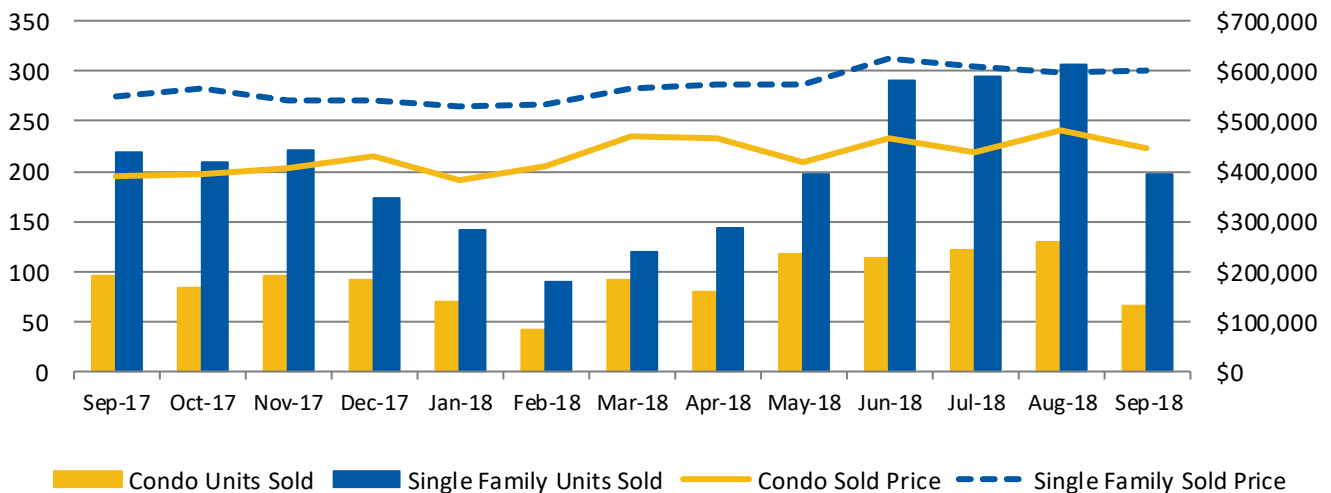
Burlington, Malden, Medford, Melrose, North Reading, Reading, Stoneham, Wakefield, Wilmington, Winchester, Woburn

Single Family Homes

	Year over Year			Month over Month		Year to Date		
	Sep 2018	Sep 2017	Change	Aug 2018	Change	2018	2017	Change
Median Selling Price	\$600,000	\$550,000	▲ 9.1%	\$595,900	▲ 0.7%	\$590,000	\$557,500	▲ 5.8%
Units Sold	197	219	▼ -10.0%	307	▼ -35.8%	1,779	1,848	▼ -3.7%
Active Listings	463	390	▲ 18.7%	355	▲ 30.4%	---	---	---
Months Supply of Inventory	2.4	1.8	▲ 31.9%	1.2	▲ 103.3%	---	---	---
New Listings	351	320	▲ 9.7%	223	▲ 57.4%	2,467	2,404	▲ 2.6%
Pending Sales	190	201	▼ -5.5%	231	▼ -17.7%	1,869	1,938	▼ -3.6%
Days to Off Market	33	30	▲ 10.0%	36	▼ -8.3%	30	34	▼ -11.8%
Sold to Original Price Ratio	99.6%	100.6%	▼ -1.0%	100.0%	▼ -0.5%	101.8%	101.2%	▲ 0.6%
Price per Square Foot	\$325	\$304	▲ 6.7%	\$331	▼ -1.9%	\$329	\$307	▲ 6.9%

Condominiums

	Year over Year			Month over Month		Year to Date		
	Sep 2018	Sep 2017	Change	Aug 2018	Change	2018	2017	Change
Median Selling Price	\$447,500	\$391,700	▲ 14.2%	\$482,450	▼ -7.2%	\$445,000	\$392,000	▲ 13.5%
Units Sold	66	96	▼ -31.3%	130	▼ -49.2%	831	859	▼ -3.3%
Active Listings	178	128	▲ 39.1%	135	▲ 31.9%	---	---	---
Months Supply of Inventory	2.7	1.3	▲ 102.3%	1.0	▲ 159.8%	---	---	---
New Listings	148	110	▲ 34.5%	120	▲ 23.3%	1,025	1,058	▼ -3.1%
Pending Sales	79	93	▼ -15.1%	88	▼ -10.2%	818	924	▼ -11.5%
Days to Off Market	27	35	▼ -22.9%	30	▼ -10.0%	30	29	▲ 3.4%
Sold to Original Price Ratio	101.8%	100.6%	▲ 1.2%	102.0%	▼ -0.2%	102.2%	101.8%	▲ 0.5%
Price per Square Foot	\$362	\$325	▲ 11.1%	\$374	▼ -3.4%	\$363	\$330	▲ 9.9%



METRO BOSTON REGION

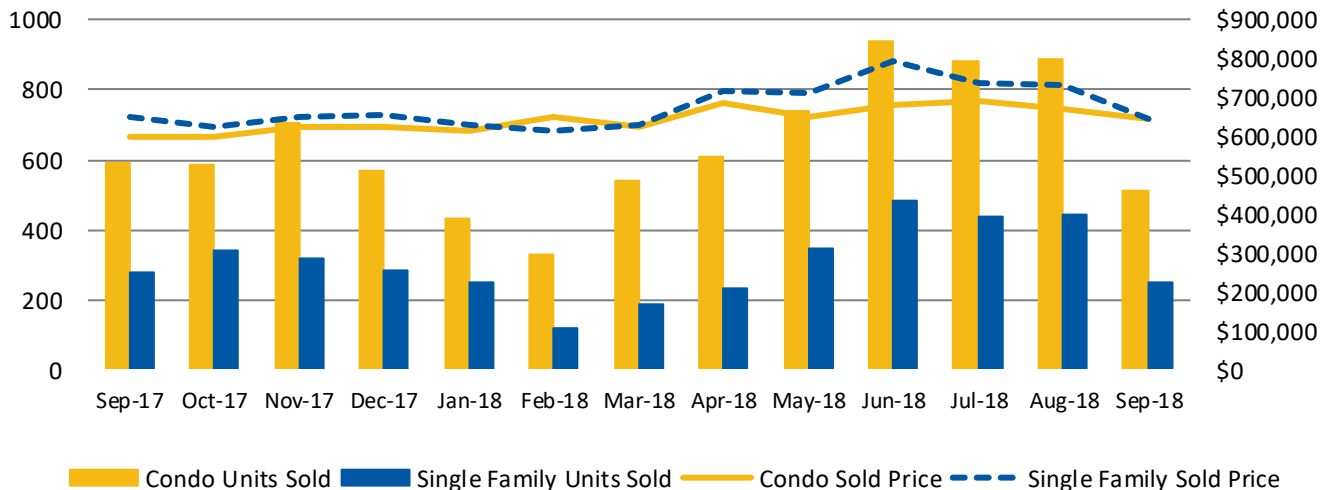
Arlington, Belmont, Boston, Brookline, Cambridge, Chelsea, Dedham, Everett, Milton, Newton, Revere, Somerville, Waltham, Watertown, Winthrop

Single Family Homes

	Year over Year			Month over Month		Year to Date		
	Sep 2018	Sep 2017	Change	Aug 2018	Change	2018	2017	Change
Median Selling Price	\$645,000	\$650,000	▼ -0.8%	\$733,000	▼ -12.0%	\$700,000	\$655,000	▲ 6.9%
Units Sold	252	280	▼ -10.0%	442	▼ -43.0%	2,751	2,806	▼ -2.0%
Active Listings	799	827	▼ -3.4%	589	▲ 35.7%	---	---	---
Months Supply of Inventory	3.2	3.0	▲ 7.3%	1.3	▲ 137.9%	---	---	---
New Listings	619	602	▲ 2.8%	304	▲ 103.6%	3,992	4,010	▼ -0.4%
Pending Sales	302	342	▼ -11.7%	306	▼ -1.3%	2,861	2,950	▼ -3.0%
Days to Off Market	32	35	▼ -8.6%	38	▼ -15.8%	32	36	▼ -11.1%
Sold to Original Price Ratio	99.0%	99.6%	▼ -0.7%	99.4%	▼ -0.4%	100.6%	100.2%	▲ 0.4%
Price per Square Foot	\$374	\$393	▼ -4.9%	\$420	▼ -11.1%	\$414	\$386	▲ 7.4%

Condominiums

	Year over Year			Month over Month		Year to Date		
	Sep 2018	Sep 2017	Change	Aug 2018	Change	2018	2017	Change
Median Selling Price	\$645,000	\$600,000	▲ 7.5%	\$670,000	▼ -3.7%	\$660,000	\$600,000	▲ 10.0%
Units Sold	511	590	▼ -13.4%	890	▼ -42.6%	5,882	5,807	▲ 1.3%
Active Listings	1,583	1,581	▲ 0.1%	1,190	▲ 33.0%	---	---	---
Months Supply of Inventory	3.1	2.7	▲ 15.6%	1.3	▲ 131.7%	---	---	---
New Listings	1,188	1,125	▲ 5.6%	611	▲ 94.4%	8,192	7,986	▲ 2.6%
Pending Sales	535	573	▼ -6.6%	569	▼ -6.0%	5,965	6,052	▼ -1.4%
Days to Off Market	38	34	▲ 11.8%	40	▼ -5.0%	34	33	▲ 3.0%
Sold to Original Price Ratio	99.1%	100.0%	▼ -1.0%	100.1%	▼ -1.0%	100.9%	101.2%	▼ -0.3%
Price per Square Foot	\$691	\$655	▲ 5.4%	\$683	▲ 1.1%	\$683	\$630	▲ 8.5%



METRO WEST REGION

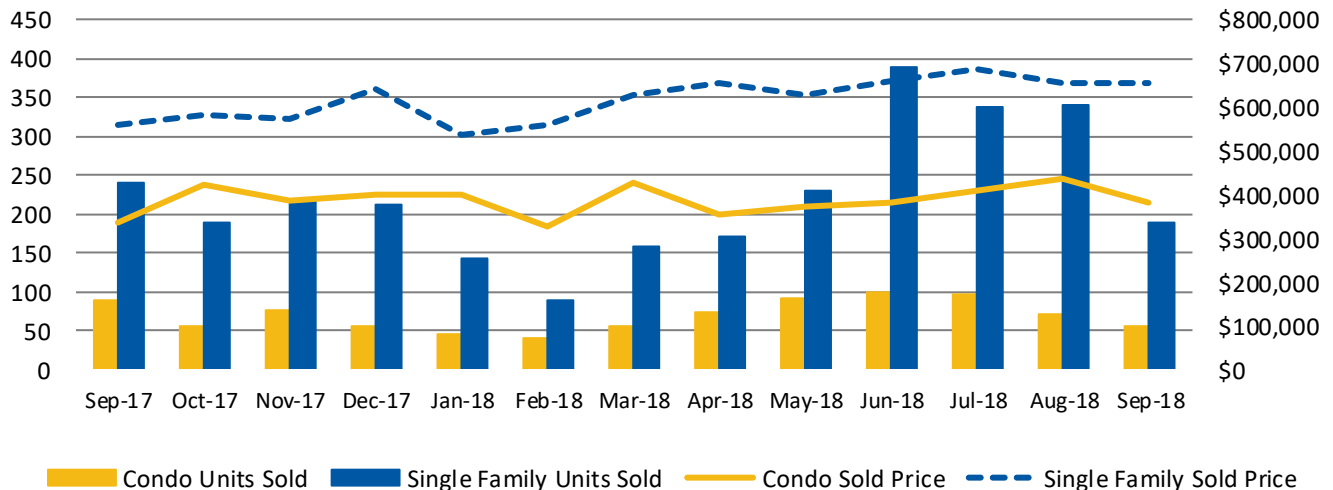
Ashland, Dover, Framingham, Holliston, Hopkinton, Medfield,
Medway, Millis, Natick, Needham, Sherborn, Wellesley

Single Family Homes

	Year over Year			Month over Month		Year to Date		
	Sep 2018	Sep 2017	Change	Aug 2018	Change	2018	2017	Change
Median Selling Price	\$654,000	\$560,330	▲ 16.7%	\$655,000	▼ -0.2%	\$650,000	\$615,278	▲ 5.6%
Units Sold	189	240	▼ -21.3%	341	▼ -44.6%	2,052	2,196	▼ -6.6%
Active Listings	659	697	▼ -5.5%	627	▲ 5.1%	---	---	---
Months Supply of Inventory	3.5	2.9	▲ 20.1%	1.8	▲ 89.6%	---	---	---
New Listings	337	392	▼ -14.0%	259	▲ 30.1%	2,936	2,945	▼ -0.3%
Pending Sales	214	195	▲ 9.7%	207	▲ 3.4%	2,151	2,217	▼ -3.0%
Days to Off Market	50	47	▲ 6.4%	45	▲ 11.1%	42	49	▼ -14.3%
Sold to Original Price Ratio	98.2%	98.3%	▼ -0.1%	98.2%	▼ 0.0%	98.9%	98.4%	▲ 0.6%
Price per Square Foot	\$308	\$277	▲ 11.0%	\$308	▼ -0.1%	\$310	\$293	▲ 6.0%

Condominiums

	Year over Year			Month over Month		Year to Date		
	Sep 2018	Sep 2017	Change	Aug 2018	Change	2018	2017	Change
Median Selling Price	\$380,000	\$335,000	▲ 13.4%	\$437,250	▼ -13.1%	\$385,000	\$362,000	▲ 6.4%
Units Sold	55	89	▼ -38.2%	72	▼ -23.6%	634	609	▲ 4.1%
Active Listings	151	156	▼ -3.2%	122	▲ 23.8%	---	---	---
Months Supply of Inventory	2.7	1.8	▲ 56.6%	1.7	▲ 62.0%	---	---	---
New Listings	96	84	▲ 14.3%	74	▲ 29.7%	779	731	▲ 6.6%
Pending Sales	49	65	▼ -24.6%	59	▼ -16.9%	657	597	▲ 10.1%
Days to Off Market	31	44	▼ -29.5%	39	▼ -20.5%	41	40	▲ 2.5%
Sold to Original Price Ratio	100.2%	101.3%	▼ -1.1%	100.8%	▼ -0.7%	100.4%	100.4%	▲ 0.1%
Price per Square Foot	\$274	\$262	▲ 4.7%	\$280	▼ -2.0%	\$271	\$258	▲ 4.9%



SOUTHERN NORFOLK REGION

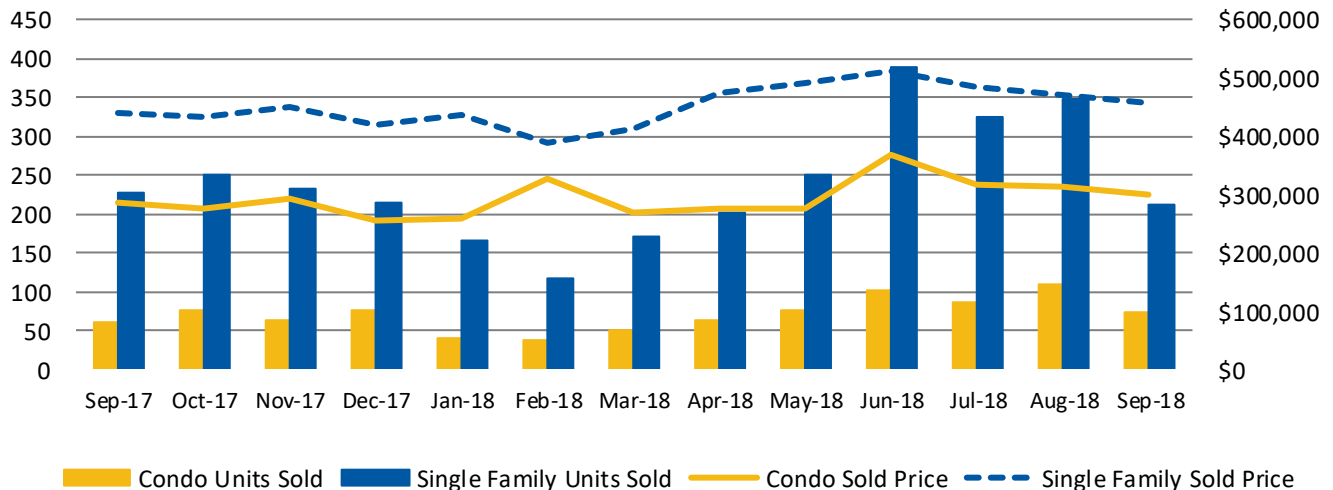
Avon, Bellingham, Canton, Foxboro, Franklin, Mansfield, Norfolk, Norwood, Randolph, Sharon, Stoughton, Walpole, Westwood, Wrentham

Single Family Homes

	Year over Year			Month over Month		Year to Date		
	Sep 2018	Sep 2017	Change	Aug 2018	Change	2018	2017	Change
Median Selling Price	\$458,500	\$441,500	▲ 3.9%	\$469,750	▼ -2.4%	\$465,000	\$441,000	▲ 5.4%
Units Sold	212	228	▼ -7.0%	348	▼ -39.1%	2,183	2,178	▲ 0.2%
Active Listings	693	654	▲ 6.0%	642	▲ 7.9%	---	---	---
Months Supply of Inventory	3.3	2.9	▲ 14.0%	1.8	▲ 77.2%	---	---	---
New Listings	398	335	▲ 18.8%	304	▲ 30.9%	3,124	2,887	▲ 8.2%
Pending Sales	250	224	▲ 11.6%	231	▲ 8.2%	2,283	2,250	▲ 1.5%
Days to Off Market	50	47	▲ 6.4%	43	▲ 16.3%	41	47	▼ -12.8%
Sold to Original Price Ratio	98.0%	97.5%	▲ 0.5%	98.8%	▼ -0.8%	98.8%	98.2%	▲ 0.7%
Price per Square Foot	\$249	\$248	▲ 0.3%	\$255	▼ -2.7%	\$252	\$242	▲ 4.3%

Condominiums

	Year over Year			Month over Month		Year to Date		
	Sep 2018	Sep 2017	Change	Aug 2018	Change	2018	2017	Change
Median Selling Price	\$300,000	\$287,500	▲ 4.3%	\$315,000	▼ -4.8%	\$312,000	\$275,000	▲ 13.5%
Units Sold	75	62	▲ 21.0%	111	▼ -32.4%	647	610	▲ 6.1%
Active Listings	187	180	▲ 3.9%	179	▲ 4.5%	---	---	---
Months Supply of Inventory	2.5	2.9	▼ -14.1%	1.6	▲ 54.6%	---	---	---
New Listings	96	96	▬ 0.0%	111	▼ -13.5%	897	787	▲ 14.0%
Pending Sales	65	71	▼ -8.5%	72	▼ -9.7%	698	662	▲ 5.4%
Days to Off Market	38	38	▬ 0.0%	41	▼ -7.3%	39	44	▼ -11.4%
Sold to Original Price Ratio	99.4%	99.2%	▲ 0.2%	99.8%	▼ -0.4%	99.8%	98.9%	▲ 0.9%
Price per Square Foot	\$218	\$202	▲ 7.9%	\$229	▼ -4.7%	\$225	\$210	▲ 7.4%



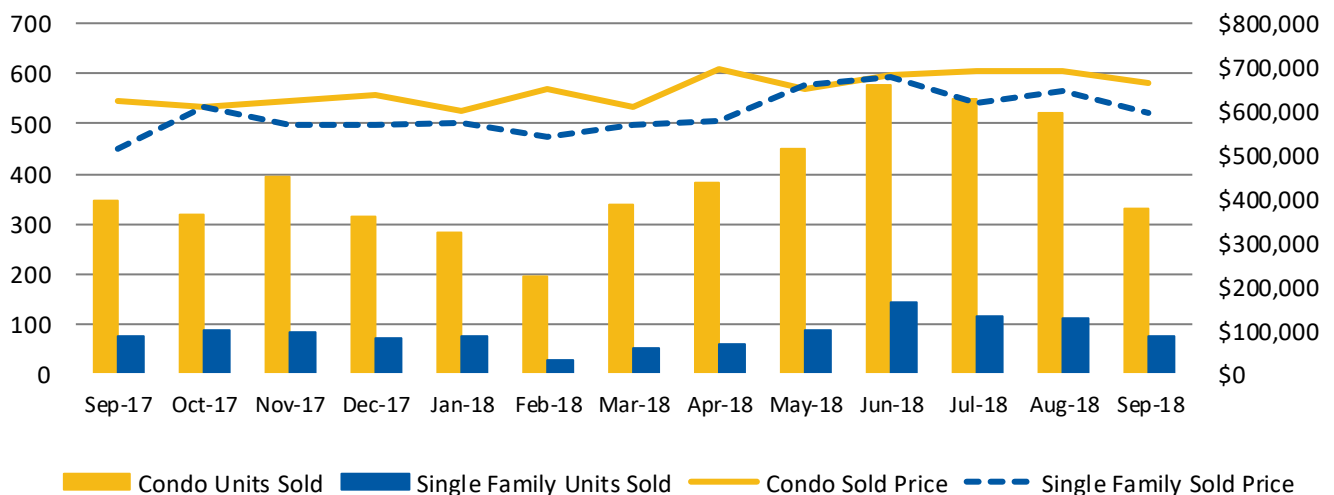
CITY OF BOSTON

Single Family Homes

	Year over Year			Month over Month		Year to Date		
	Sep 2018	Sep 2017	Change	Aug 2018	Change	2018	2017	Change
Median Selling Price	\$598,000	\$512,450	▲ 16.7%	\$645,988	▼ -7.4%	\$620,000	\$575,000	▲ 7.8%
Units Sold	76	74	▲ 2.7%	112	▼ -32.1%	748	758	▼ -1.3%
Active Listings	219	250	▼ -12.4%	153	▲ 43.1%	---	---	---
Months Supply of Inventory	2.9	3.4	▼ -14.7%	1.4	▲ 111.0%	---	---	---
New Listings	181	173	▲ 4.6%	88	▲ 105.7%	1,088	1,105	▼ -1.5%
Pending Sales	84	81	▲ 3.7%	85	▼ -1.2%	775	779	▼ -0.5%
Days to Off Market	32	38	▼ -15.8%	38	▼ -15.8%	34	39	▼ -14.0%
Sold to Original Price Ratio	99.1%	98.0%	▲ 1.2%	98.3%	▲ 0.9%	100.5%	99.6%	▲ 0.9%
Price per Square Foot	\$366	\$393	▼ -6.8%	\$454	▼ -19.3%	\$421	\$395	▲ 6.7%

Condominiums

	Year over Year			Month over Month		Year to Date		
	Sep 2018	Sep 2017	Change	Aug 2018	Change	2018	2017	Change
Median Selling Price	\$662,444	\$625,000	▲ 6.0%	\$690,500	▼ -4.1%	\$667,500	\$599,000	▲ 11.4%
Units Sold	330	346	▼ -4.6%	520	▼ -36.5%	3,625	3,382	▲ 7.2%
Active Listings	1,061	1,038	▲ 2.2%	817	▲ 29.9%	---	---	---
Months Supply of Inventory	3.2	3.0	▲ 7.2%	1.6	▲ 104.6%	---	---	---
New Listings	709	660	▲ 7.4%	368	▲ 92.7%	5,049	4,815	▲ 4.9%
Pending Sales	294	306	▼ -3.9%	332	▼ -11.4%	3,605	3,535	▲ 2.0%
Days to Off Market	44	38	▲ 15.8%	45	▼ -2.2%	38	37	▲ 2.1%
Sold to Original Price Ratio	98.3%	99.5%	▼ -1.2%	99.5%	▼ -1.2%	100.1%	100.4%	▼ -0.3%
Price per Square Foot	\$767	\$762	▲ 0.7%	\$772	▼ -0.6%	\$761	\$710	▲ 7.2%



MULTI-FAMILY MARKET SUMMARY

Includes all 64 towns within the GBAR jurisdictional area

2 Family Homes

	Year over Year			Month over Month		Year to Date		
	Sep 2018	Sep 2017	Change	Aug 2018	Change	2018	2017	Change
Median Selling Price	\$719,500	\$676,500	▲ 6.4%	\$690,000	▲ 4.3%	\$696,500	\$623,250	▲ 11.8%
Units Sold	146	115	▲ 27.0%	170	▼ -14.1%	1,155	1,084	▲ 6.5%
Active Listings	336	362	▼ -7.2%	291	▲ 15.5%	---	---	---
Months Supply of Inventory	2.3	3.1	▼ -25.8%	1.7	▲ 35.3%	---	---	---
New Listings	260	259	▲ 0.4%	186	▲ 39.8%	1,759	1,639	▲ 7.3%
Pending Sales	153	137	▲ 11.7%	162	▼ -5.6%	1,229	1,116	▲ 10.1%
Days to Off Market	45	31	▲ 45.2%	31	▲ 45.2%	35	30	▲ 16.6%
Sold to Original Price Ratio	99.1%	103.5%	▼ -4.2%	100.0%	▼ -0.9%	101.1%	101.8%	▼ -0.6%
Price per Square Foot	\$317	\$289	▲ 9.7%	\$296	▲ 7.3%	\$306	\$280	▲ 9.1%

3 Family Homes

	Year over Year			Month over Month		Year to Date		
	Sep 2018	Sep 2017	Change	Aug 2018	Change	2018	2017	Change
Median Selling Price	\$765,500	\$778,000	▼ -1.6%	\$834,500	▼ -8.3%	\$837,500	\$740,000	▲ 13.2%
Units Sold	46	60	▼ -23.3%	64	▼ -28.1%	434	421	▲ 3.1%
Active Listings	152	131	▲ 16.0%	124	▲ 22.6%	---	---	---
Months Supply of Inventory	3.3	2.2	▲ 50.0%	1.9	▲ 73.7%	---	---	---
New Listings	122	76	▲ 60.5%	73	▲ 67.1%	713	600	▲ 18.8%
Pending Sales	57	41	▲ 39.0%	55	▲ 3.6%	459	422	▲ 8.8%
Days to Off Market	43	34	▲ 26.5%	33	▲ 30.3%	40	34	▲ 18.1%
Sold to Original Price Ratio	99.7%	98.0%	▲ 1.7%	99.2%	▲ 0.5%	99.4%	100.2%	▼ -0.7%
Price per Square Foot	\$292	\$273	▲ 6.9%	\$286	▲ 1.8%	\$299	\$261	▲ 14.5%

4 Family Homes

	Year over Year			Month over Month		Year to Date		
	Sep 2018	Sep 2017	Change	Aug 2018	Change	2018	2017	Change
Median Selling Price	\$1,173,750	\$710,000	▲ 65.3%	\$807,500	▲ 45.4%	\$920,000	\$810,000	▲ 13.6%
Units Sold	2	3	▼ -33.3%	10	▼ -80.0%	55	39	▲ 41.0%
Active Listings	41	22	▲ 86.4%	33	▲ 24.2%	---	---	---
Months Supply of Inventory	20.5	7.3	▲ 180.8%	3.3	▲ 521.2%	---	---	---
New Listings	19	10	▲ 90.0%	14	▲ 35.7%	119	78	▲ 52.6%
Pending Sales	8	5	▲ 60.0%	8	■ 0.0%	59	36	▲ 63.9%
Days to Off Market	72	40	▲ 80.0%	71	▲ 1.4%	42	45	▼ -5.9%
Sold to Original Price Ratio	88.0%	92.3%	▼ -4.7%	98.2%	▼ -10.4%	96.5%	99.0%	▼ -2.6%
Price per Square Foot	\$280	\$418	▼ -33.1%	\$322	▼ -13.3%	\$324	\$266	▲ 21.6%

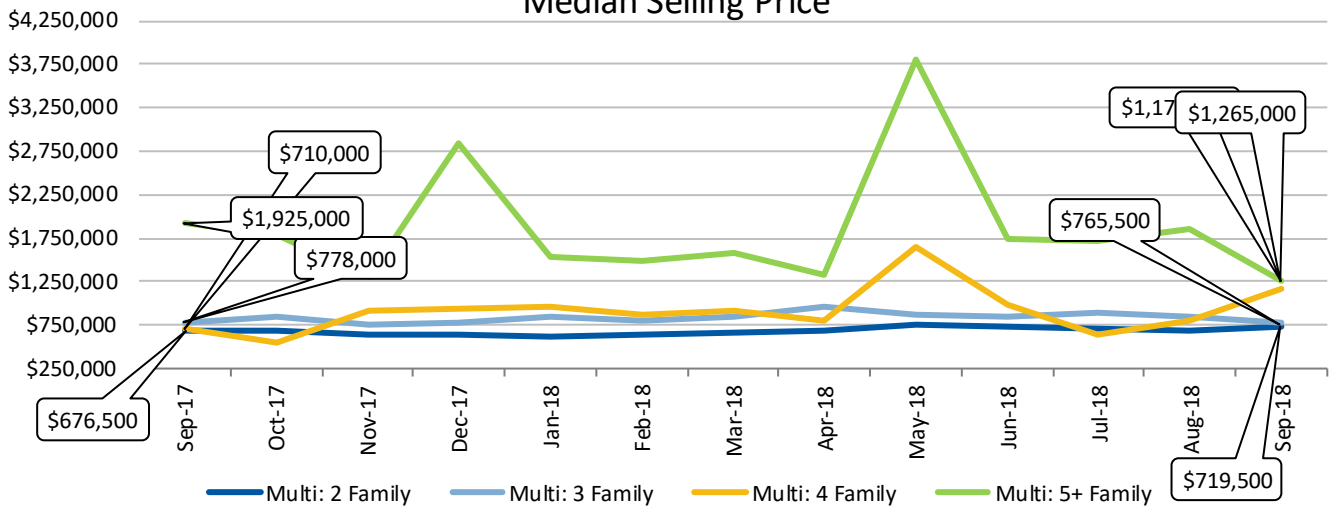
MULTI-FAMILY MARKET SUMMARY

Includes all 64 towns within the GBAR jurisdictional area

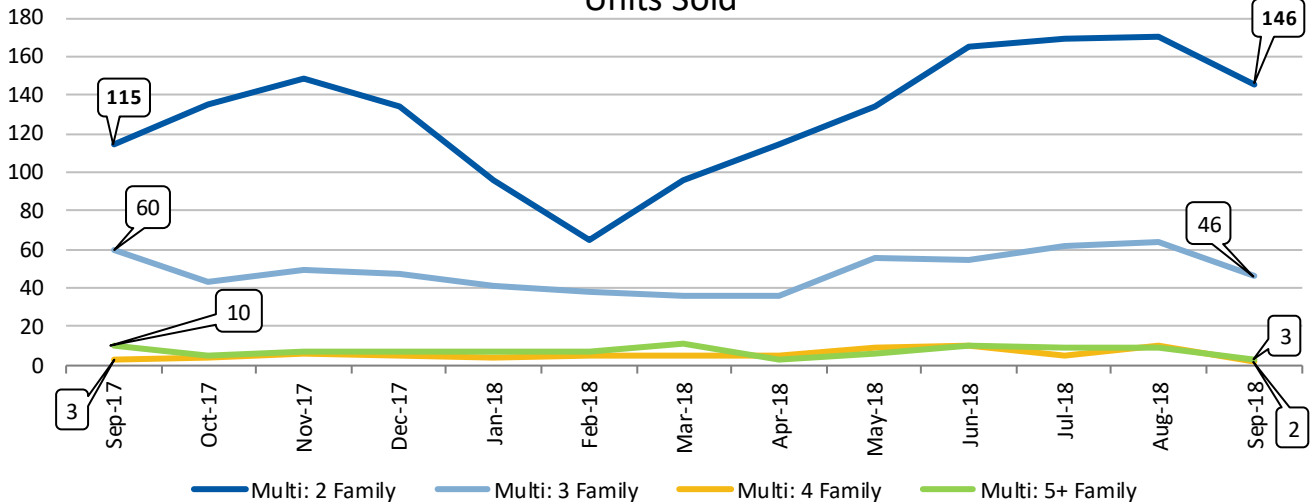
5+ Family Homes

	Year over Year			Month over Month		Year to Date		
	Sep 2018	Sep 2017	Change	Aug 2018	Change	2018	2017	Change
Median Selling Price	\$1,265,000	\$1,925,000	▼ -34.3%	\$1,850,000	▼ -31.6%	\$1,650,000	\$2,360,000	▼ -30.1%
Units Sold	3	10	▼ -70.0%	9	▼ -66.7%	65	64	▲ 1.6%
Active Listings	41	34	▲ 20.6%	37	▲ 10.8%	---	---	---
Months Supply of Inventory	13.7	3.4	▲ 302.9%	4.1	▲ 234.1%	---	---	---
New Listings	15	14	▲ 7.1%	12	▲ 25.0%	125	102	▲ 22.5%
Pending Sales	5	8	▼ -37.5%	8	▼ -37.5%	67	63	▲ 6.3%
Days to Off Market	56	66	▼ -15.2%	80	▼ -30.0%	49	59	▼ -16.9%
Sold to Original Price Ratio	93.7%	101.0%	▼ -7.3%	100.7%	▼ -7.0%	100.8%	97.1%	▲ 3.8%
Price per Square Foot	\$247	\$473	▼ -47.7%	\$272	▼ -9.1%	\$448	\$439	▲ 1.9%

Median Selling Price

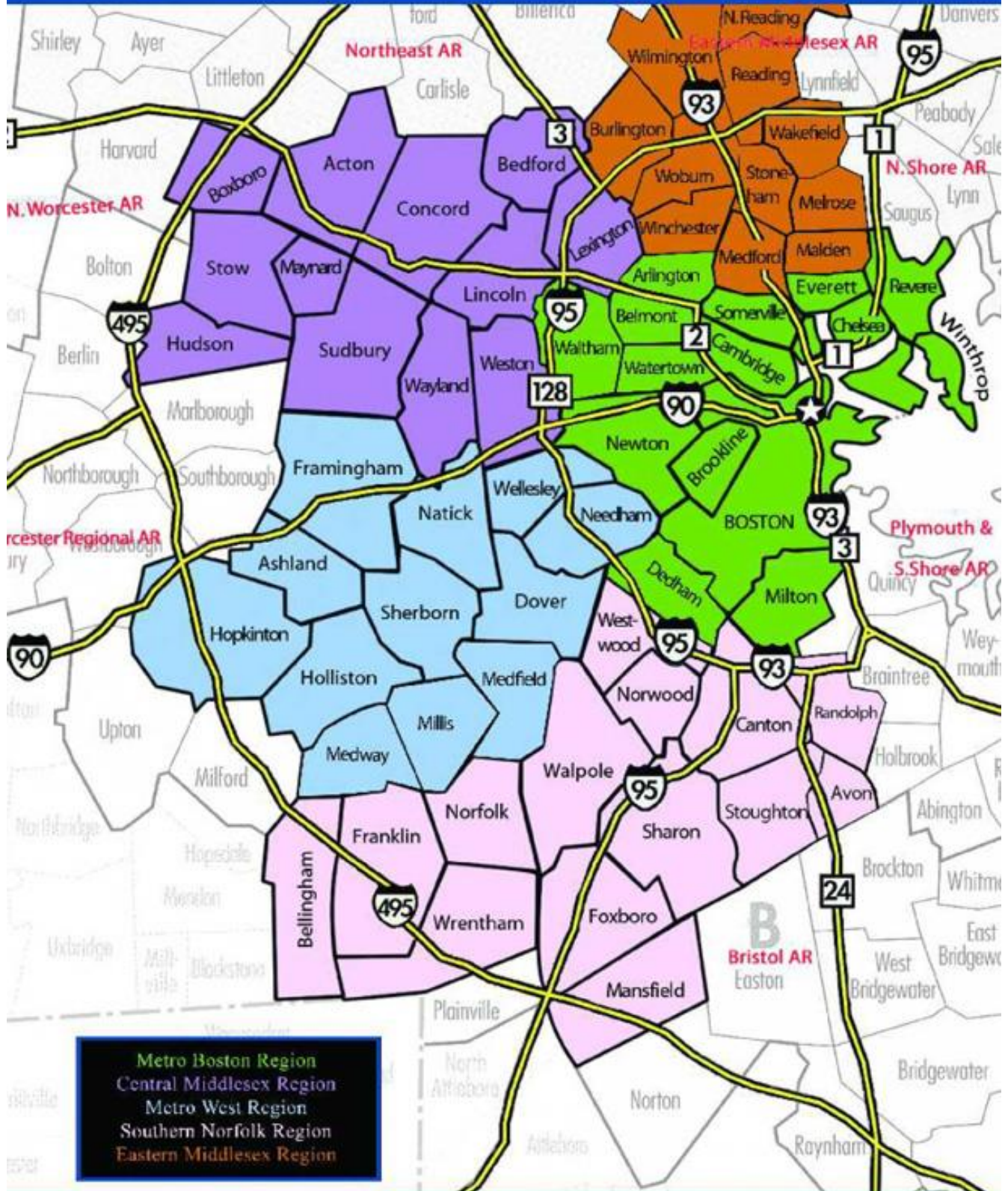


Units Sold



GBAR JURISDICTIONAL AREA

Greater Boston Association of REALTORS® Regional Map



GLOSSARY

Days to Off Market is the Average number of days between when a property is listed and the off market date when an offer is accepted.

Active Listings is the number of Active properties available for sale at the end of the month.

Median Selling Price is the mid-point where the price for half of the sales are higher and half are lower. Median is preferred to average as it better accounts for outliers at the high or low end of the price range.

Months Supply of Inventory (MSI), also known as Absorption, is the number of months it would take to sell through the units available for sale at the current monthly sales rate. The National Association of REALTORS® describes a balanced market as between 5 and 7 months supply of inventory (MSI).

New Listings is the number of properties listed in a given month or time period.

Pending Sales is the number of properties newly under contract in a given month or time period.

Price per Square Foot is the average of the sold price divided by the square feet of the property.

Sale Price to Original Price Ratio is the average of the Sales Price divided by the Original List Price, and expressed as a percentage.

Units Sold is the number of properties which actually Sold within a given month or time period.

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Market trends and analysis based on data from the MLS Property Information Network, Inc. through the end of each month. Due to timing of data entry into the MLS, data shown may be different than previously reported.

The Monthly Insights report provides monthly summaries of the overall market served by the Greater Boston Association of REALTORS®. As market conditions vary within smaller geographic areas, the Association also provides to its members an online, interactive dashboard which delivers timely, relevant data with many more metrics and filtering capabilities. Contact your Association representative for details.