

MONTHLY MARKET INSIGHT REPORT

AUGUST 2018

Detached Single-Family Homes

The 1,679 homes sold in August 2018 was the fourth highest sales total for the month and was a 3.3 percent increase in sales volume from the 1,626 homes sold in August 2017. This total is comfortably above the historical monthly sales average of 1,486 homes sold. Additionally, the median sales price reached a new record high price for the month of August at \$625,000 which reflects a 3.3 percent increase on the August 2017 median sales price of \$605,000.

Condominiums

With 1,244 condos sold in August, it was the eighth most active August on record in Greater Boston as the market experienced a 4.5 percent increase in sales volume from the 1,191 units sold in August 2017. This falls slightly above the historical sales average for August of 1,214 units sold. The median sales price for condos increased 8.3 percent up from \$530,000 in August 2017 to \$573,778 in 2018, which is a new record high price for the month.

Multi-Family Homes

This month, 248 multi-family homes were sold in Greater Boston, which reflects a 11.7 percent increase in sales from the 222 units sold in August 2017. Notably, the three-family home market experienced the largest increase in volume, from 53 units in August 2017 to 63 this month, and also saw a 1.7 percent increase in median sales price from \$810,000 to \$824,000.



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Greater Boston Association of REALTORS®

A division of the Greater Boston Real Estate Board

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GREATER BOSTON MARKET SUMMARY

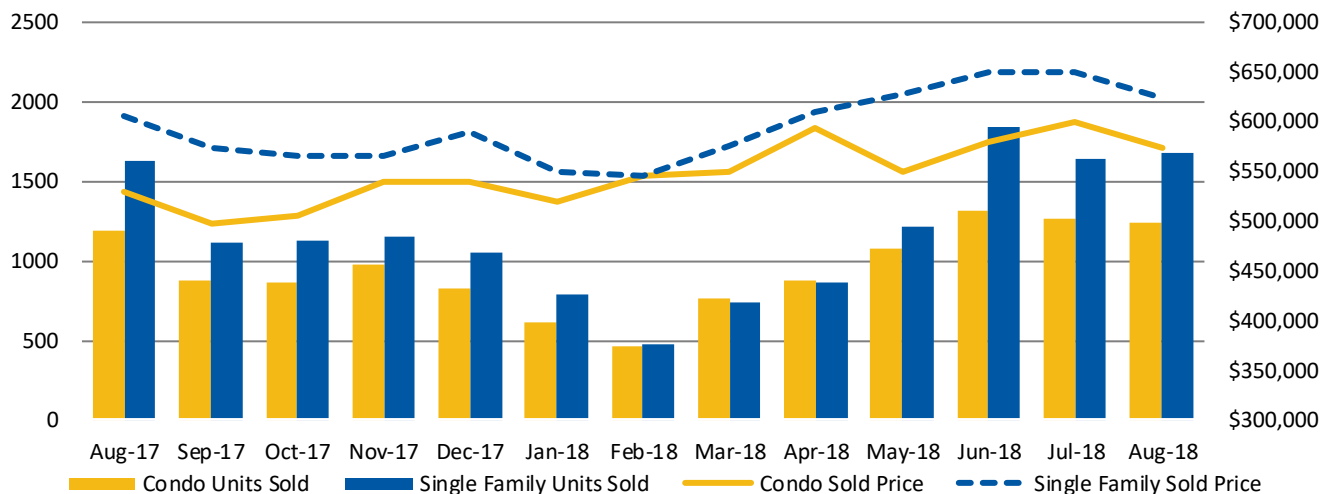
Includes all 64 towns within the GBAR jurisdictional area

Single Family Homes

	Year over Year			Month over Month		Year to Date		
	Aug 2018	Aug 2017	Change	Jul 2018	Change	2018	2017	Change
Median Selling Price	\$625,000	\$605,000	▲ 3.3%	\$650,000	▼ -3.8%	\$620,000	\$585,000	▲ 6.0%
Units Sold	1,679	1,626	▲ 3.3%	1,648	▲ 1.9%	9,272	9,418	▼ -1.6%
Active Listings	2,560	2,763	▼ -7.3%	2,912	▼ -12.1%	---	---	---
Months Supply of Inventory	1.5	1.7	▼ -11.8%	1.8	▼ -16.7%	---	---	---
New Listings	1,252	1,248	▲ 0.3%	1,371	▼ -8.7%	12,751	12,542	▲ 1.7%
Pending Sales	1,158	1,176	▼ -1.5%	1,312	▼ -11.7%	9,700	9,804	▼ -1.1%
Days to Off Market	43	45	▼ -4.4%	39	▲ 10.3%	38	43	▼ -11.5%
Sold to Original Price Ratio	99.0%	99.0%	▼ -0.1%	100.7%	▼ -1.7%	99.9%	99.2%	▲ 0.7%
Price per Square Foot	\$334	\$314	▲ 6.4%	\$339	▼ -1.5%	\$332	\$312	▲ 6.5%

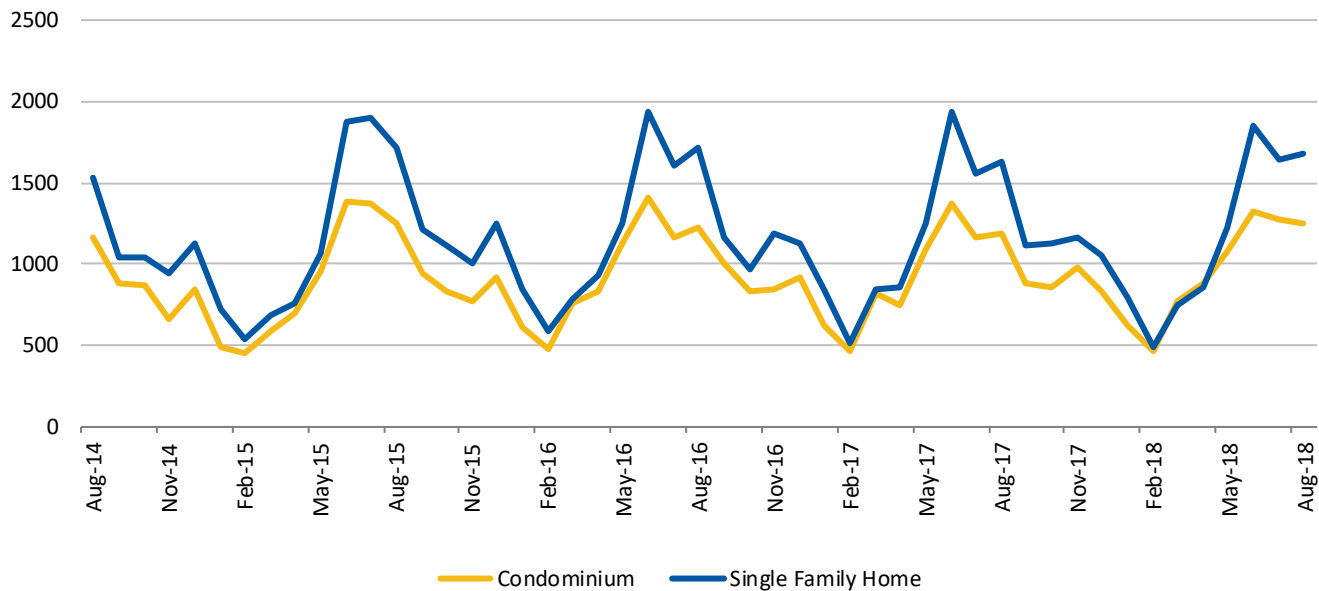
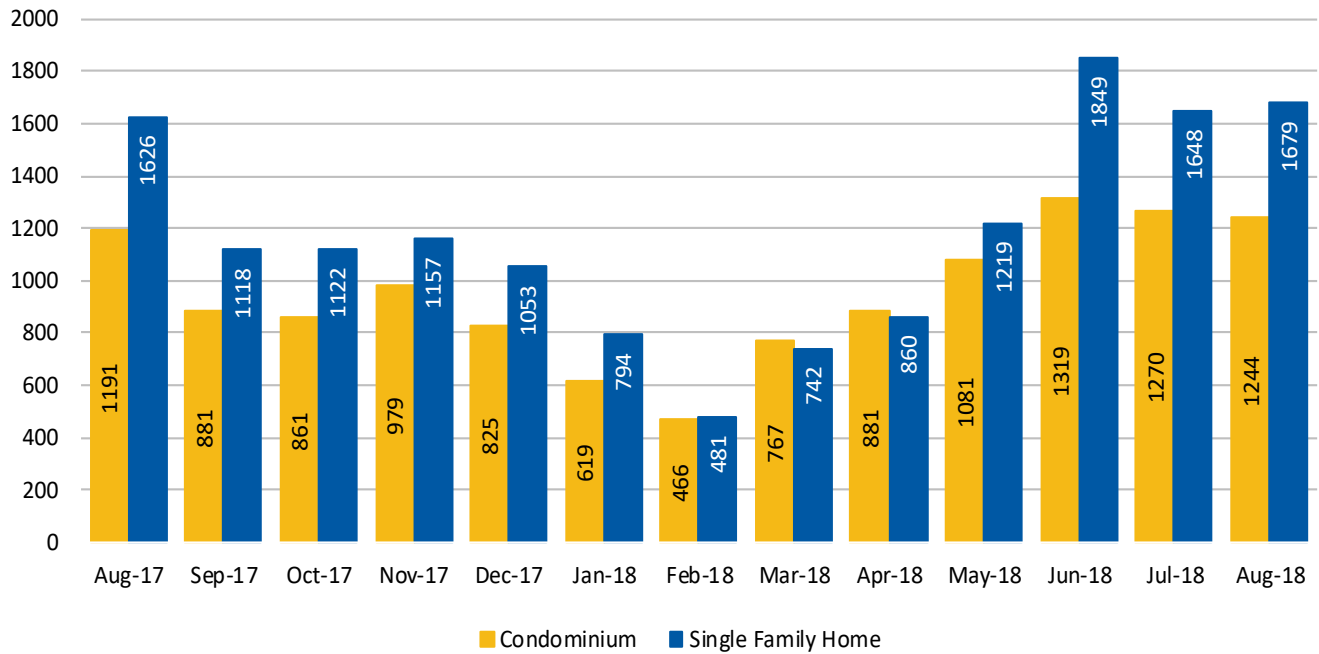
Condominiums

	Year over Year			Month over Month		Year to Date		
	Aug 2018	Aug 2017	Change	Jul 2018	Change	2018	2017	Change
Median Selling Price	\$573,778	\$530,000	▲ 8.3%	\$599,950	▼ -4.4%	\$570,000	\$522,500	▲ 9.1%
Units Sold	1,244	1,191	▲ 4.5%	1,270	▼ -2.0%	7,647	7,478	▲ 2.3%
Active Listings	1,623	1,771	▼ -8.4%	1,847	▼ -12.1%	---	---	---
Months Supply of Inventory	1.3	1.5	▼ -13.3%	1.5	▼ -13.3%	---	---	---
New Listings	968	912	▲ 6.1%	1,020	▼ -5.1%	9,874	9,696	▲ 1.8%
Pending Sales	842	869	▼ -3.1%	1,062	▼ -20.7%	7,841	7,888	▼ -0.6%
Days to Off Market	40	36	▲ 11.1%	39	▲ 2.6%	35	35	▼ -0.5%
Sold to Original Price Ratio	100.2%	100.7%	▼ -0.5%	101.3%	▼ -1.1%	100.9%	101.0%	▼ 0.0%
Price per Square Foot	\$568	\$520	▲ 9.2%	\$580	▼ -1.9%	\$565	\$520	▲ 8.7%



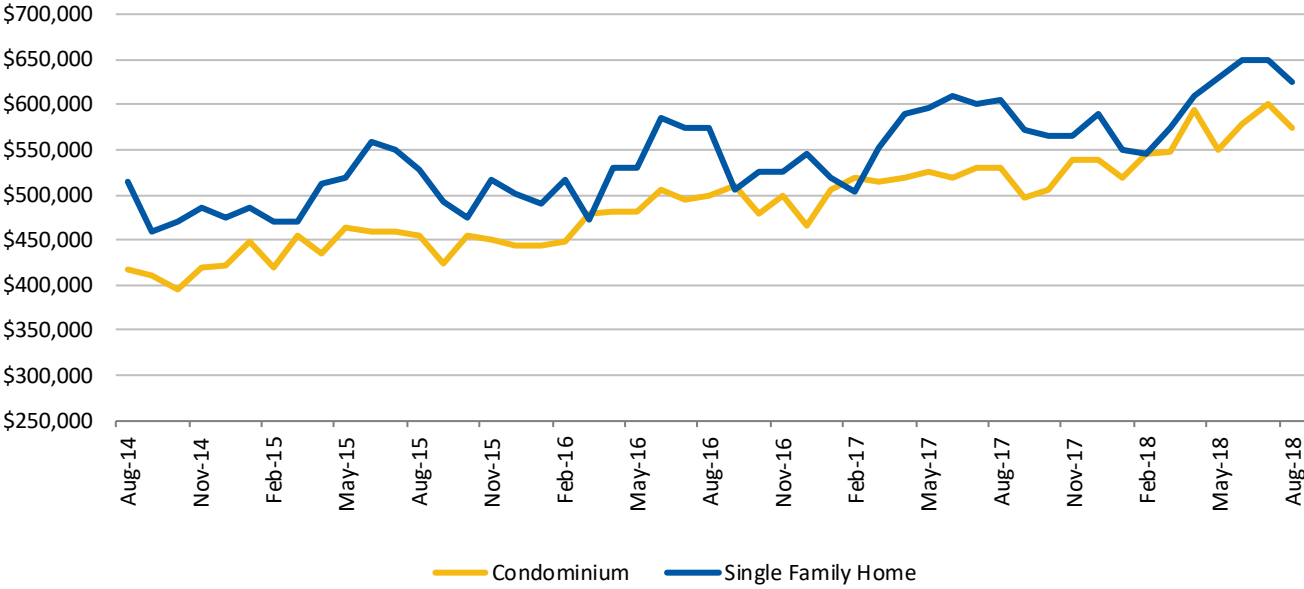
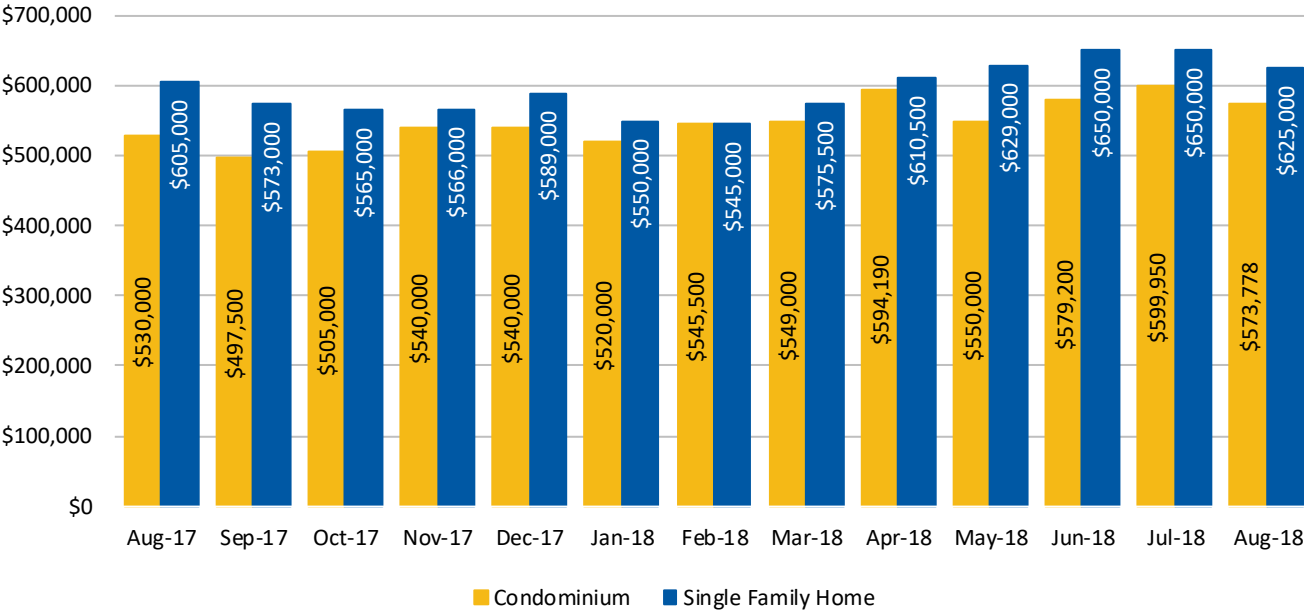
UNITS SOLD

	Year over Year			Month over Month			Year to Date		
	Aug 2018	Aug 2017	Change	Jul 2018	Change	2018	2017	Change	
SINGLE FAMILY HOMES	1,679	1,626	▲ 3.3%	1,648	▲ 1.9%	9,272	9,418	▼ -1.6%	
CONDOMINIUMS	1,244	1,191	▲ 4.5%	1,270	▼ -2.0%	7,647	7,478	▲ 2.3%	



MEDIAN SELLING PRICE

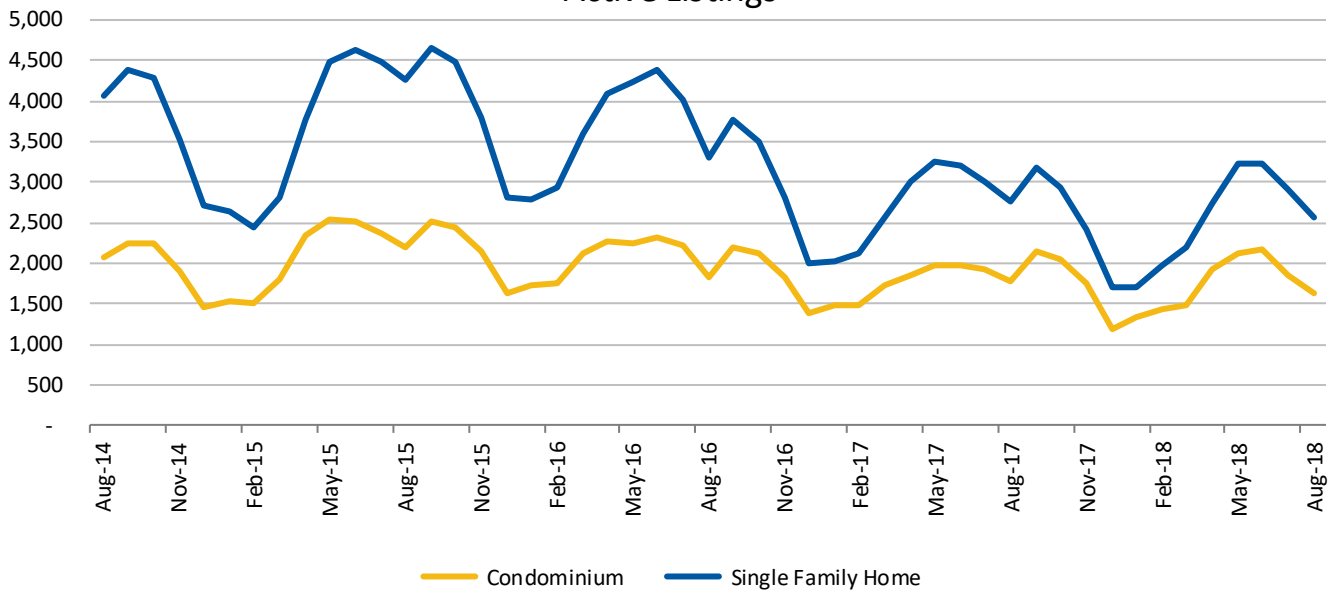
	Year over Year			Month over Month		Year to Date		
	Aug 2018	Aug 2017	Change	Jul 2018	Change	2018	2017	Change
SINGLE FAMILY HOMES	\$625,000	\$605,000	▲ 3.3%	\$650,000	▼ -3.8%	\$620,000	\$585,000	▲ 6.0%
CONDOMINIUMS	\$573,778	\$530,000	▲ 8.3%	\$599,950	▼ -4.4%	\$570,000	\$522,500	▲ 9.1%



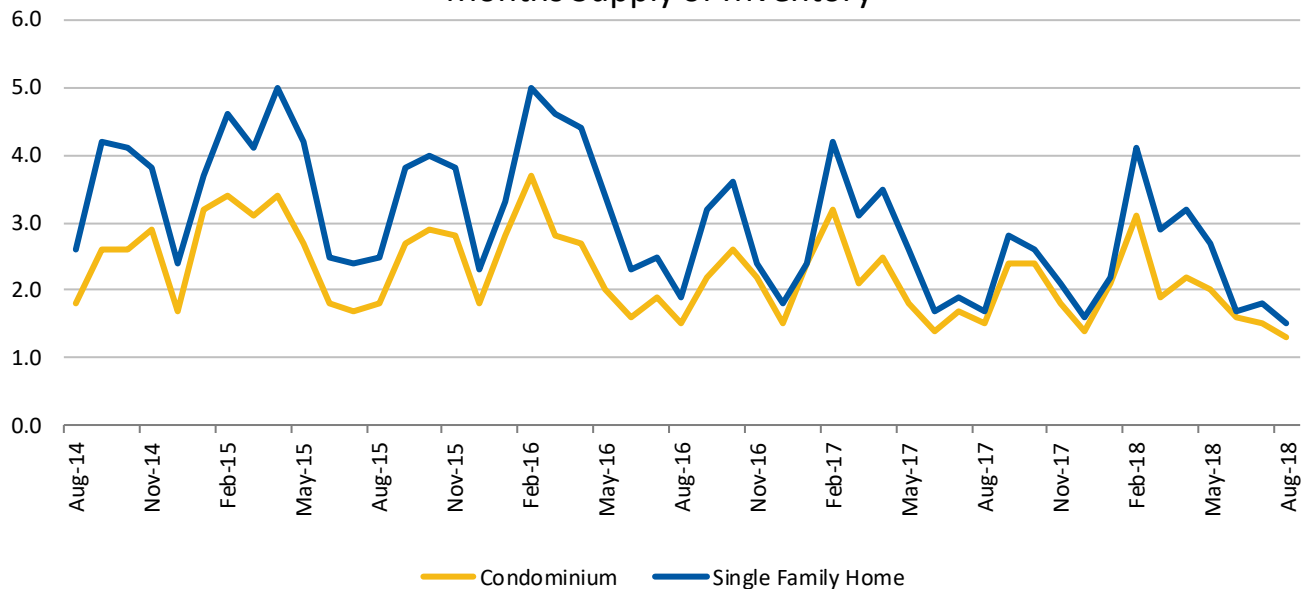
ACTIVE LISTINGS

		Year over Year			Month over Month	
		Aug 2018	Aug 2017	Change	Jul 2018	Change
SINGLE FAMILY HOMES	Active Listings	2,560	2,763	▼ -7.3%	2,912	▼ -12.1%
	Months Supply of Inventory	1.5	1.7	▼ -11.8%	1.8	▼ -16.7%
CONDOMINIUMS	Active Listings	1,623	1,771	▼ -8.4%	1,847	▼ -12.1%
	Months Supply of Inventory	1.3	1.5	▼ -13.3%	1.5	▼ -13.3%

Active Listings

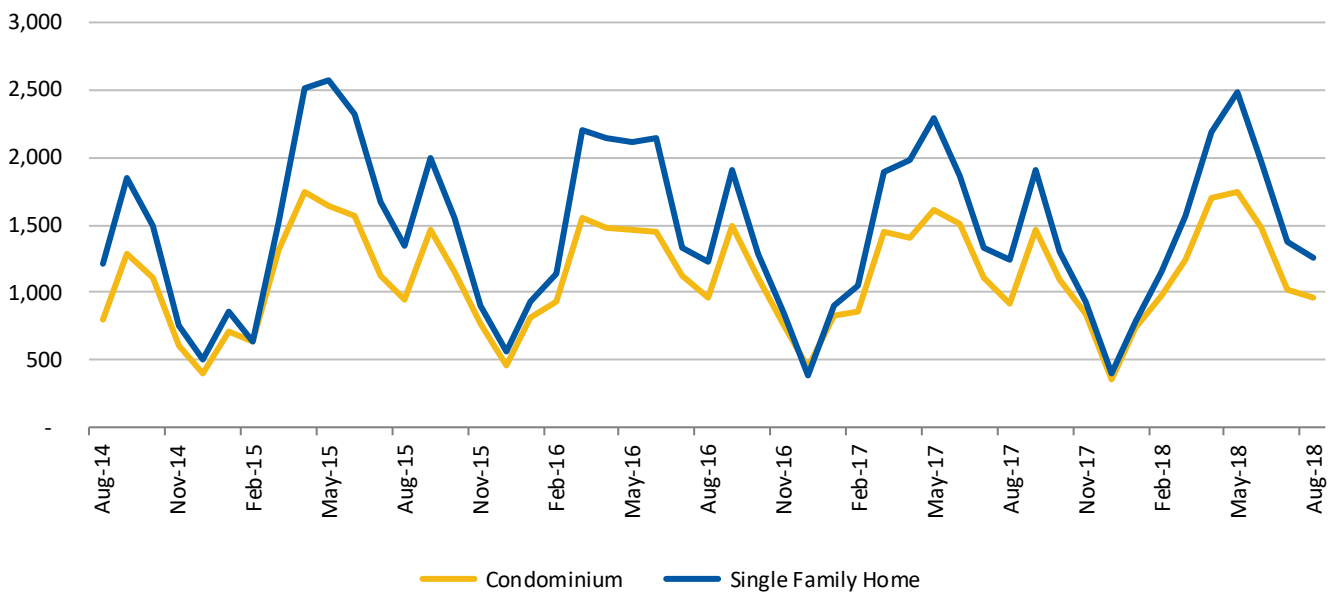
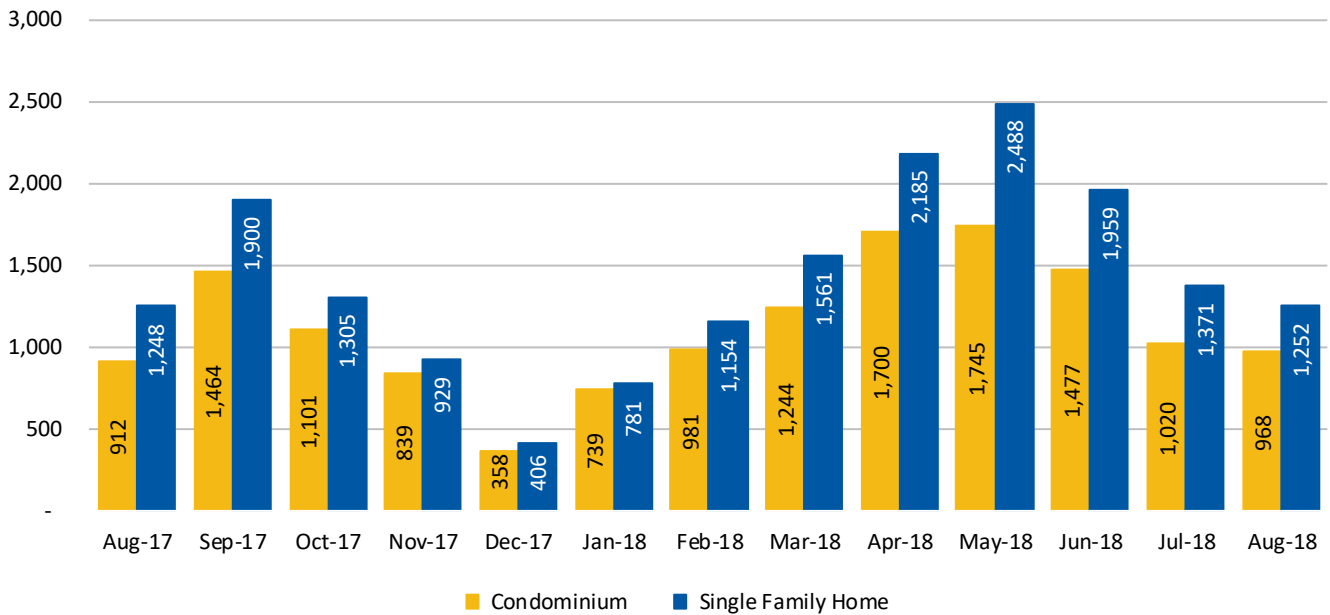


Months Supply of Inventory



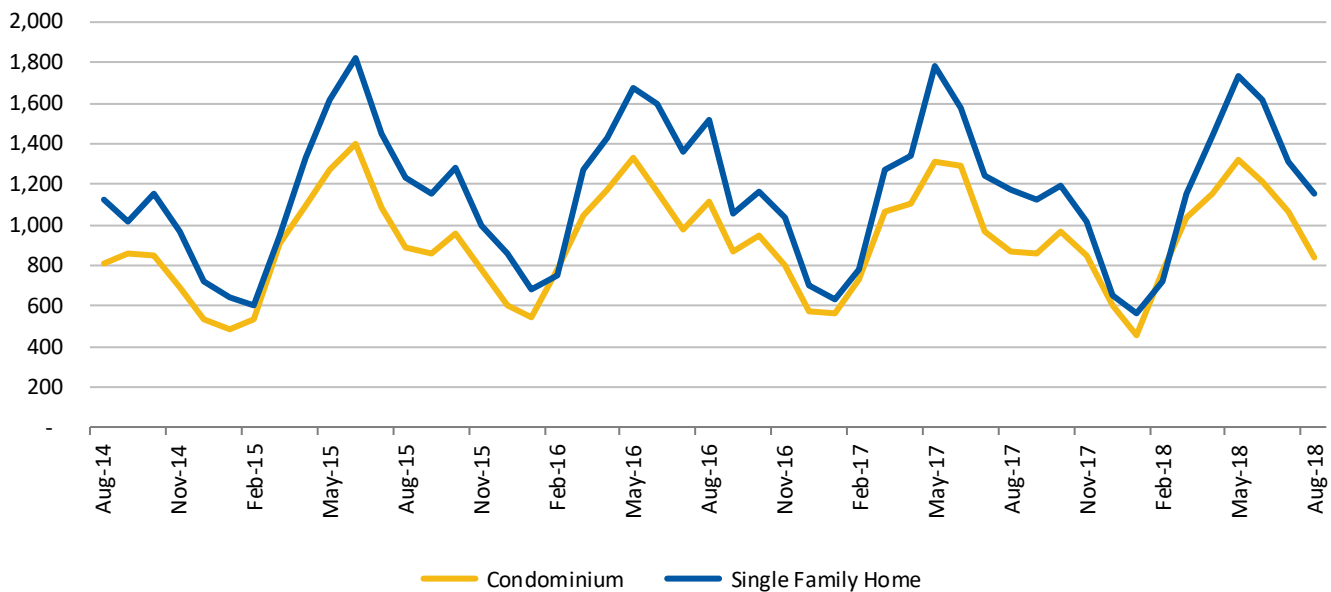
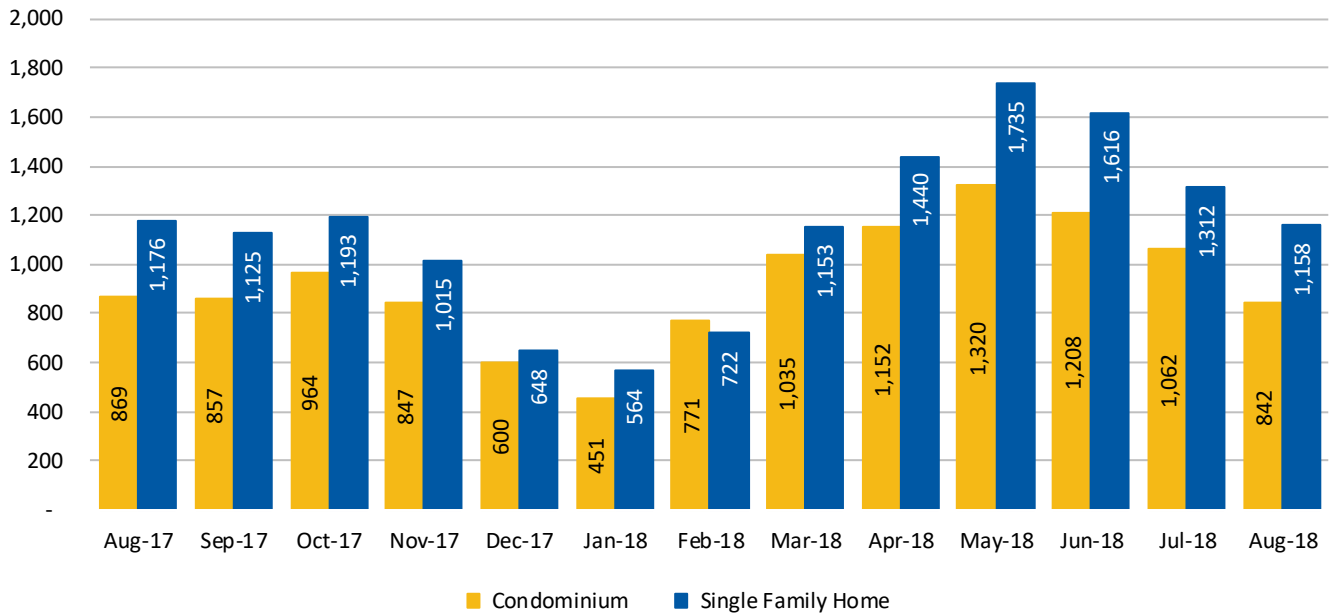
NEW LISTINGS

	Year over Year			Month over Month		Year to Date		
	Aug 2018	Aug 2017	Change	Jul 2018	Change	2018	2017	Change
SINGLE FAMILY HOMES	1,252	1,248	▲ 0.3%	1,371	▼ -8.7%	12,751	12,542	▲ 1.7%
CONDOMINIUMS	968	912	▲ 6.1%	1,020	▼ -5.1%	9,874	9,696	▲ 1.8%



PENDING SALES

	Year over Year			Month over Month		Year to Date		
	Aug 2018	Aug 2017	Change	Jul 2018	Change	2018	2017	Change
SINGLE FAMILY HOMES	1,158	1,176	▼ -1.5%	1,312	▼ -11.7%	9,700	9,804	▼ -1.1%
CONDOMINIUMS	842	869	▼ -3.1%	1,062	▼ -20.7%	7,841	7,888	▼ -0.6%



CENTRAL MIDDLESEX REGION

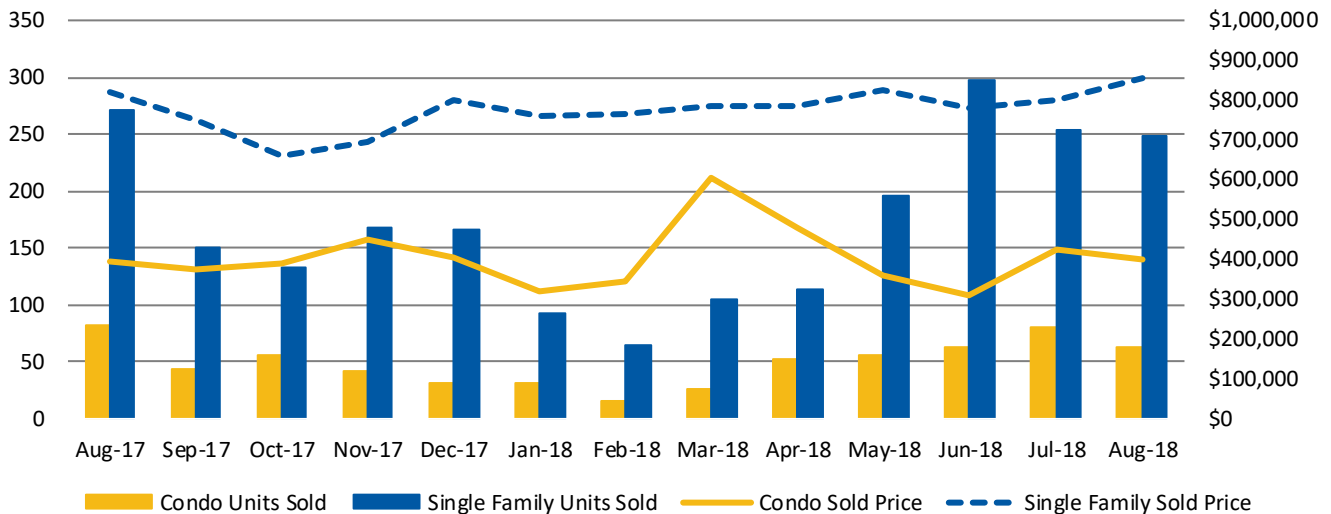
Acton, Bedford, Boxboro, Concord, Hudson, Lexington, Lincoln, Maynard, Stow, Sudbury, Wayland, Weston

Single Family Homes

	Year over Year			Month over Month		Year to Date		
	Aug 2018	Aug 2017	Change	Jul 2018	Change	2018	2017	Change
Median Selling Price	\$857,500	\$820,000	▲ 4.6%	\$800,000	▲ 7.2%	\$800,000	\$765,000	▲ 4.6%
Units Sold	248	271	▼ -8.5%	253	▼ -2.0%	1,367	1,356	▲ 0.8%
Active Listings	467	590	▼ -20.8%	540	▼ -13.5%	---	---	---
Months Supply of Inventory	1.9	2.2	▼ -13.5%	2.1	▼ -11.8%	---	---	---
New Listings	162	157	▲ 3.2%	180	▼ -10.0%	1,931	1,944	▼ -0.7%
Pending Sales	150	136	▲ 10.3%	171	▼ -12.3%	1,425	1,407	▲ 1.3%
Days to Off Market	60	60	▬ 0.0%	51	▲ 17.6%	50	52	▼ -3.8%
Sold to Original Price Ratio	98.4%	97.3%	▲ 1.1%	99.3%	▼ -0.9%	98.5%	97.7%	▲ 0.9%
Price per Square Foot	\$326	\$311	▲ 4.7%	\$328	▼ -0.6%	\$324	\$308	▲ 5.2%

Condominiums

	Year over Year			Month over Month		Year to Date		
	Aug 2018	Aug 2017	Change	Jul 2018	Change	2018	2017	Change
Median Selling Price	\$397,250	\$395,000	▲ 0.6%	\$426,000	▼ -6.7%	\$382,250	\$365,000	▲ 4.7%
Units Sold	62	81	▼ -23.5%	80	▼ -22.5%	384	430	▼ -10.7%
Active Listings	94	123	▼ -23.6%	95	▼ -1.1%	---	---	---
Months Supply of Inventory	1.5	1.5	▼ -0.2%	1.2	▲ 27.6%	---	---	---
New Listings	53	71	▼ -25.4%	49	▲ 8.2%	507	549	▼ -7.7%
Pending Sales	42	56	▼ -25.0%	69	▼ -39.1%	409	453	▼ -9.7%
Days to Off Market	51	49	▲ 4.1%	44	▲ 15.9%	46	54	▼ -14.8%
Sold to Original Price Ratio	98.0%	98.5%	▼ -0.5%	100.1%	▼ -2.0%	99.4%	98.4%	▲ 1.1%
Price per Square Foot	\$257	\$279	▼ -7.9%	\$264	▼ -2.7%	\$262	\$260	▲ 0.7%



EASTERN MIDDLESEX REGION

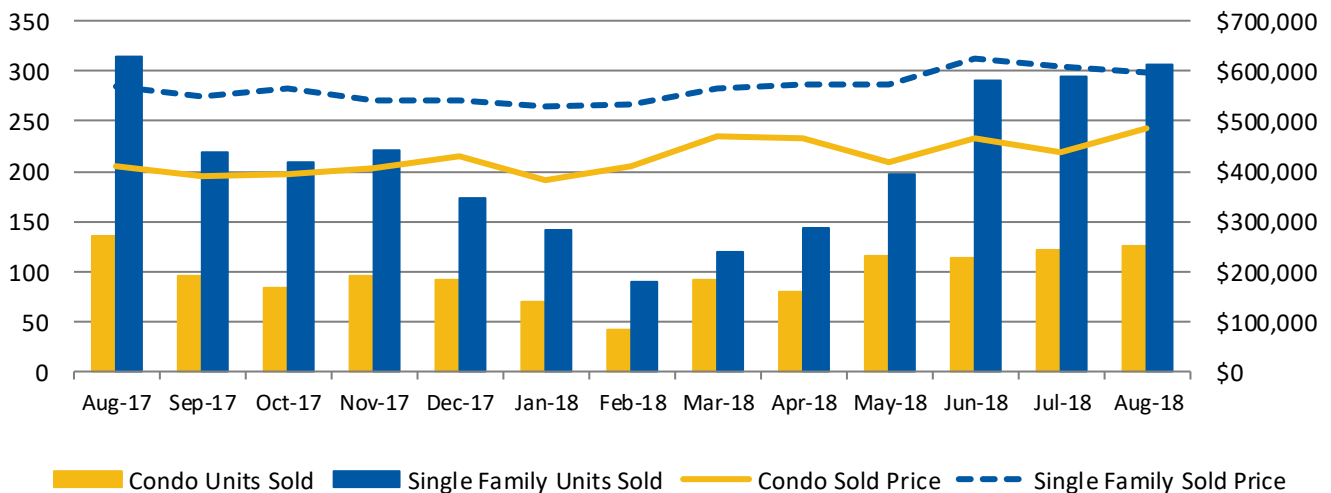
Burlington, Malden, Medford, Melrose, North Reading, Reading, Stoneham, Wakefield, Wilmington, Winchester, Woburn

Single Family Homes

	Year over Year			Month over Month		Year to Date		
	Aug 2018	Aug 2017	Change	Jul 2018	Change	2018	2017	Change
Median Selling Price	\$595,900	\$570,000	▲ 4.5%	\$610,000	▼ -2.3%	\$590,000	\$559,900	▲ 5.4%
Units Sold	307	315	▼ -2.5%	295	▲ 4.1%	1,582	1,629	▼ -2.9%
Active Listings	338	319	▲ 6.0%	416	▼ -18.8%	---	---	---
Months Supply of Inventory	1.1	1.0	▲ 8.7%	1.4	▼ -21.9%	---	---	---
New Listings	222	228	▼ -2.6%	278	▼ -20.1%	2,118	2,084	▲ 1.6%
Pending Sales	238	232	▲ 2.6%	265	▼ -10.2%	1,688	1,737	▼ -2.8%
Days to Off Market	36	33	▲ 9.1%	32	▲ 12.5%	30	34	▼ -11.8%
Sold to Original Price Ratio	100.0%	100.5%	▼ -0.4%	103.0%	▼ -2.9%	102.1%	101.2%	▲ 0.8%
Price per Square Foot	\$331	\$310	▲ 7.1%	\$337	▼ -1.6%	\$329	\$308	▲ 6.9%

Condominiums

	Year over Year			Month over Month		Year to Date		
	Aug 2018	Aug 2017	Change	Jul 2018	Change	2018	2017	Change
Median Selling Price	\$485,000	\$410,000	▲ 18.3%	\$440,000	▲ 10.2%	\$445,000	\$392,000	▲ 13.5%
Units Sold	125	135	▼ -7.4%	122	▲ 2.5%	759	763	▼ -0.5%
Active Listings	125	124	▲ 0.8%	111	▲ 12.6%	---	---	---
Months Supply of Inventory	1.0	0.9	▲ 8.8%	0.9	▲ 9.9%	---	---	---
New Listings	120	108	▲ 11.1%	92	▲ 30.4%	877	948	▼ -7.5%
Pending Sales	92	99	▼ -7.1%	114	▼ -19.3%	744	832	▼ -10.6%
Days to Off Market	30	32	▼ -6.3%	27	▲ 11.1%	30	29	▲ 3.4%
Sold to Original Price Ratio	102.1%	101.8%	▲ 0.3%	103.0%	▼ -0.9%	102.3%	101.9%	▲ 0.4%
Price per Square Foot	\$376	\$342	▲ 9.7%	\$364	▲ 3.0%	\$363	\$331	▲ 9.7%



METRO BOSTON REGION

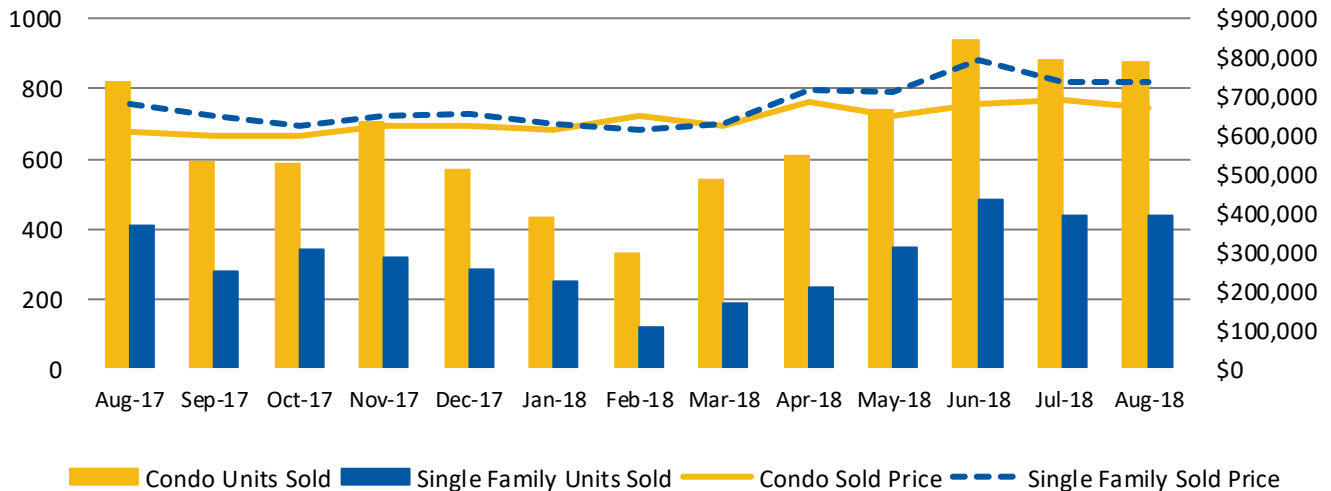
Arlington, Belmont, Boston, Brookline, Cambridge, Chelsea, Dedham, Everett, Milton, Newton, Revere, Somerville, Waltham, Watertown, Winthrop

Single Family Homes

	Year over Year			Month over Month		Year to Date		
	Aug 2018	Aug 2017	Change	Jul 2018	Change	2018	2017	Change
Median Selling Price	\$735,300	\$679,500	▲ 8.2%	\$740,000	▼ -0.6%	\$713,000	\$655,000	▲ 8.9%
Units Sold	439	412	▲ 6.6%	438	▲ 0.2%	2,497	2,527	▼ -1.2%
Active Listings	555	654	▼ -15.1%	701	▼ -20.8%	---	---	---
Months Supply of Inventory	1.3	1.6	▼ -20.4%	1.6	▼ -21.0%	---	---	---
New Listings	305	341	▼ -10.6%	374	▼ -18.4%	3,375	3,409	▼ -1.0%
Pending Sales	318	319	▼ -0.3%	331	▼ -3.9%	2,582	2,610	▼ -1.1%
Days to Off Market	39	41	▼ -4.9%	36	▲ 8.3%	33	36	▼ -8.3%
Sold to Original Price Ratio	99.3%	100.3%	▼ -0.9%	101.6%	▼ -2.2%	100.7%	100.2%	▲ 0.5%
Price per Square Foot	\$420	\$384	▲ 9.5%	\$424	▼ -1.0%	\$418	\$385	▲ 8.6%

Condominiums

	Year over Year			Month over Month		Year to Date		
	Aug 2018	Aug 2017	Change	Jul 2018	Change	2018	2017	Change
Median Selling Price	\$670,000	\$608,000	▲ 10.2%	\$690,000	▼ -2.9%	\$662,500	\$600,600	▲ 10.3%
Units Sold	879	821	▲ 7.1%	883	▼ -0.5%	5,359	5,217	▲ 2.7%
Active Listings	1,115	1,211	▼ -7.9%	1,372	▼ -18.7%	---	---	---
Months Supply of Inventory	1.3	1.5	▼ -14.0%	1.6	▼ -18.4%	---	---	---
New Listings	609	575	▲ 5.9%	727	▼ -16.2%	7,004	6,861	▲ 2.1%
Pending Sales	574	584	▼ -1.7%	707	▼ -18.8%	5,440	5,480	▼ -0.7%
Days to Off Market	41	36	▲ 13.9%	38	▲ 7.9%	34	33	▲ 3.0%
Sold to Original Price Ratio	100.1%	101.0%	▼ -0.9%	101.3%	▼ -1.1%	101.0%	101.3%	▼ -0.3%
Price per Square Foot	\$682	\$627	▲ 8.9%	\$707	▼ -3.4%	\$683	\$627	▲ 8.9%



METRO WEST REGION

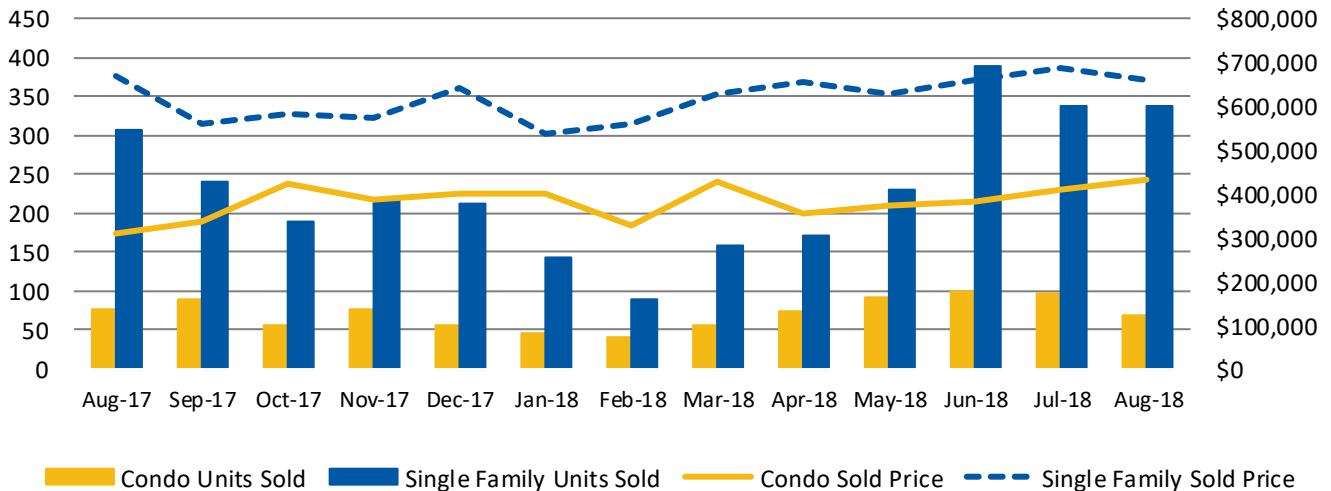
Ashland, Dover, Framingham, Holliston, Hopkinton, Medfield,
Medway, Millis, Natick, Needham, Sherborn, Wellesley

Single Family Homes

	Year over Year			Month over Month		Year to Date		
	Aug 2018	Aug 2017	Change	Jul 2018	Change	2018	2017	Change
Median Selling Price	\$661,500	\$670,500	▼ -1.3%	\$689,450	▼ -4.1%	\$650,000	\$620,750	▲ 4.7%
Units Sold	338	306	▲ 10.5%	338	■ 0.0%	1,858	1,956	▼ -5.0%
Active Listings	595	579	▲ 2.8%	621	▼ -4.2%	---	---	---
Months Supply of Inventory	1.8	1.9	▼ -7.0%	1.8	▼ -4.2%	---	---	---
New Listings	259	224	▲ 15.6%	233	▲ 11.2%	2,600	2,553	▲ 1.8%
Pending Sales	211	217	▼ -2.8%	259	▼ -18.5%	1,952	2,023	▼ -3.5%
Days to Off Market	44	47	▼ -6.4%	40	▲ 10.0%	42	50	▼ -16.0%
Sold to Original Price Ratio	98.2%	98.4%	▼ -0.2%	99.5%	▼ -1.3%	99.0%	98.4%	▲ 0.6%
Price per Square Foot	\$309	\$303	▲ 1.8%	\$317	▼ -2.6%	\$311	\$295	▲ 5.4%

Condominiums

	Year over Year			Month over Month		Year to Date		
	Aug 2018	Aug 2017	Change	Jul 2018	Change	2018	2017	Change
Median Selling Price	\$432,500	\$310,000	▲ 39.5%	\$407,500	▲ 6.1%	\$386,000	\$367,000	▲ 5.2%
Units Sold	70	77	▼ -9.1%	98	▼ -28.6%	577	520	▲ 11.0%
Active Listings	118	148	▼ -20.3%	118	■ 0.0%	---	---	---
Months Supply of Inventory	1.7	1.9	▼ -12.3%	1.2	▲ 40.0%	---	---	---
New Listings	75	80	▼ -6.3%	69	▲ 8.7%	684	647	▲ 5.7%
Pending Sales	60	59	▲ 1.7%	73	▼ -17.8%	610	532	▲ 14.7%
Days to Off Market	39	34	▲ 14.7%	52	▼ -25.0%	41	39	▲ 5.1%
Sold to Original Price Ratio	100.8%	100.3%	▲ 0.5%	100.9%	▼ -0.2%	100.4%	100.2%	▲ 0.2%
Price per Square Foot	\$278	\$252	▲ 10.1%	\$267	▲ 4.2%	\$271	\$258	▲ 4.9%



SOUTHERN NORFOLK REGION

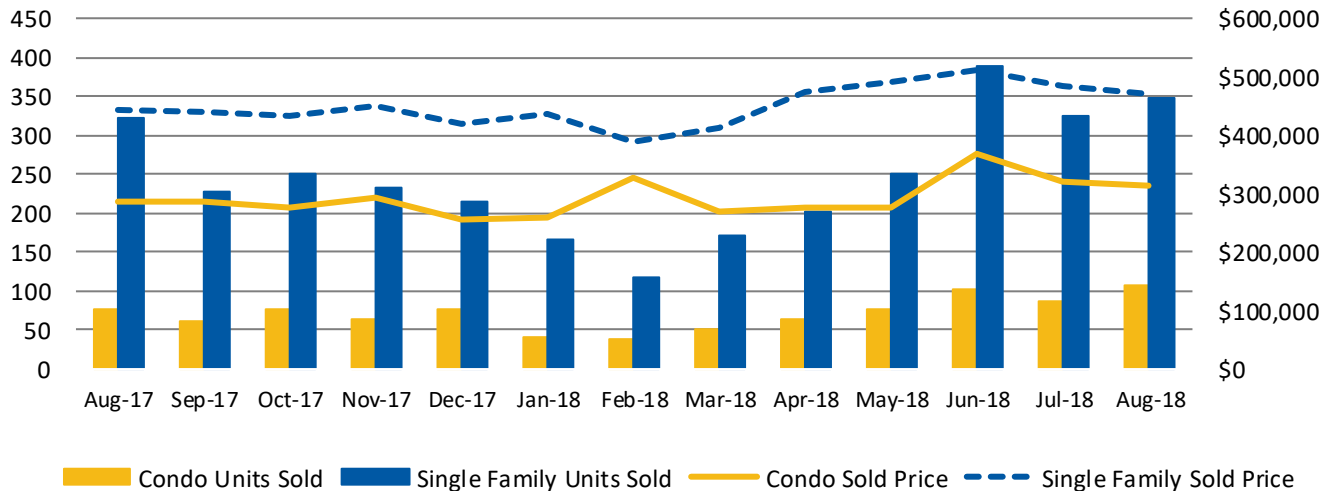
Avon, Bellingham, Canton, Foxboro, Franklin, Mansfield, Norfolk, Norwood, Randolph, Sharon, Stoughton, Walpole, Westwood, Wrentham

Single Family Homes

	Year over Year			Month over Month		Year to Date		
	Aug 2018	Aug 2017	Change	Jul 2018	Change	2018	2017	Change
Median Selling Price	\$470,000	\$442,500	▲ 6.2%	\$484,750	▼ -3.0%	\$469,950	\$441,000	▲ 6.6%
Units Sold	347	322	▲ 7.8%	324	▲ 7.1%	1,968	1,950	▲ 0.9%
Active Listings	605	621	▼ -2.6%	634	▼ -4.6%	---	---	---
Months Supply of Inventory	1.7	1.9	▼ -9.6%	2.0	▼ -10.9%	---	---	---
New Listings	304	298	▲ 2.0%	306	▼ -0.7%	2,727	2,552	▲ 6.9%
Pending Sales	241	272	▼ -11.4%	286	▼ -15.7%	2,053	2,027	▲ 1.3%
Days to Off Market	43	49	▼ -12.2%	42	▲ 2.4%	40	47	▼ -14.9%
Sold to Original Price Ratio	98.8%	98.2%	▲ 0.7%	99.5%	▼ -0.7%	98.9%	98.3%	▲ 0.7%
Price per Square Foot	\$255	\$240	▲ 6.5%	\$256	▼ -0.2%	\$252	\$241	▲ 4.8%

Condominiums

	Year over Year			Month over Month		Year to Date		
	Aug 2018	Aug 2017	Change	Jul 2018	Change	2018	2017	Change
Median Selling Price	\$314,500	\$286,000	▲ 10.0%	\$320,000	▼ -1.7%	\$312,000	\$270,000	▲ 15.6%
Units Sold	108	77	▲ 40.3%	87	▲ 24.1%	568	548	▲ 3.6%
Active Listings	171	165	▲ 3.6%	151	▲ 13.2%	---	---	---
Months Supply of Inventory	1.6	2.1	▼ -26.1%	1.7	▼ -8.8%	---	---	---
New Listings	111	78	▲ 42.3%	83	▲ 33.7%	802	691	▲ 16.1%
Pending Sales	74	71	▲ 4.2%	99	▼ -25.3%	638	591	▲ 8.0%
Days to Off Market	41	30	▲ 36.7%	40	▲ 2.5%	40	45	▼ -11.1%
Sold to Original Price Ratio	99.7%	98.8%	▲ 0.9%	101.0%	▼ -1.2%	99.8%	98.9%	▲ 0.9%
Price per Square Foot	\$229	\$221	▲ 3.9%	\$237	▼ -3.1%	\$227	\$211	▲ 7.5%



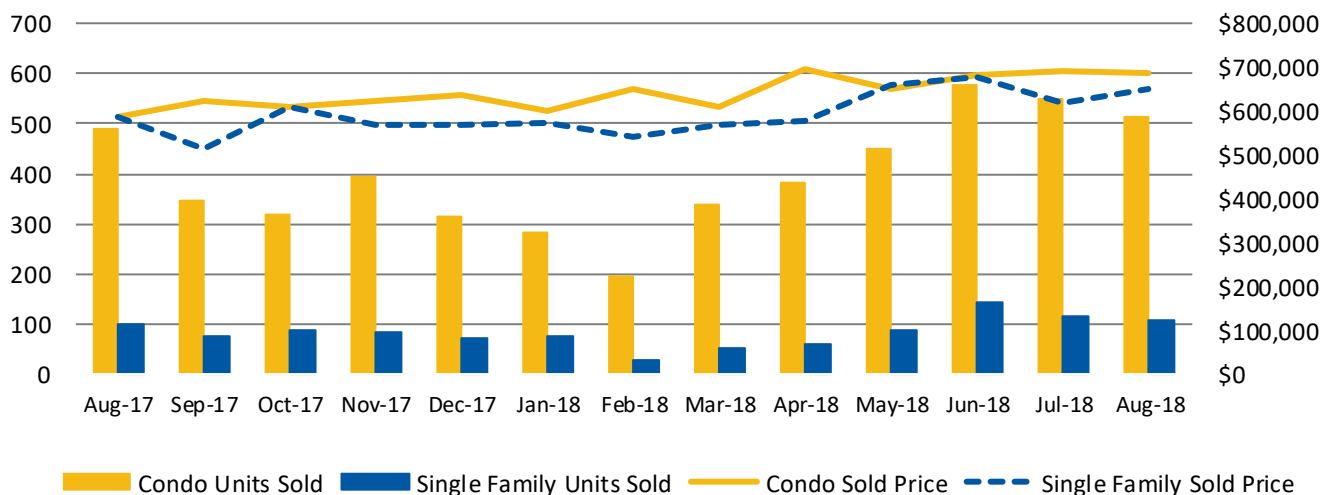
CITY OF BOSTON

Single Family Homes

	Year over Year			Month over Month		Year to Date		
	Aug 2018	Aug 2017	Change	Jul 2018	Change	2018	2017	Change
Median Selling Price	\$650,000	\$585,000	▲ 11.1%	\$620,000	▲ 4.8%	\$627,000	\$580,000	▲ 8.1%
Units Sold	109	100	▲ 9.0%	117	▼ -6.8%	670	684	▼ -2.0%
Active Listings	148	185	▼ -20.0%	184	▼ -19.6%	---	---	---
Months Supply of Inventory	1.4	1.9	▼ -26.6%	1.6	▼ -13.7%	---	---	---
New Listings	89	82	▲ 8.5%	98	▼ -9.2%	910	932	▼ -2.4%
Pending Sales	88	79	▲ 11.4%	90	▼ -2.2%	701	699	▲ 0.3%
Days to Off Market	38	50	▼ -24.0%	37	▲ 2.7%	34	40	▼ -13.2%
Sold to Original Price Ratio	98.2%	101.9%	▼ -3.6%	102.6%	▼ -4.3%	100.6%	99.7%	▲ 0.9%
Price per Square Foot	\$454	\$398	▲ 14.3%	\$387	▲ 17.3%	\$427	\$395	▲ 8.2%

Condominiums

	Year over Year			Month over Month		Year to Date		
	Aug 2018	Aug 2017	Change	Jul 2018	Change	2018	2017	Change
Median Selling Price	\$689,500	\$585,000	▲ 17.9%	\$692,500	▼ -0.4%	\$667,500	\$595,000	▲ 12.2%
Units Sold	514	491	▲ 4.7%	548	▼ -6.2%	3,289	3,036	▲ 8.3%
Active Listings	762	808	▼ -5.7%	919	▼ -17.1%	---	---	---
Months Supply of Inventory	1.5	1.6	▼ -10.0%	1.7	▼ -11.6%	---	---	---
New Listings	366	327	▲ 11.9%	427	▼ -14.3%	4,338	4,155	▲ 4.4%
Pending Sales	334	328	▲ 1.8%	420	▼ -20.5%	3,316	3,230	▲ 2.7%
Days to Off Market	45	39	▲ 15.4%	42	▲ 7.1%	37	37	▲ 1.0%
Sold to Original Price Ratio	99.5%	99.6%	▼ -0.1%	100.4%	▼ -0.9%	100.3%	100.5%	▼ -0.2%
Price per Square Foot	\$772	\$681	▲ 13.3%	\$784	▼ -1.6%	\$760	\$704	▲ 8.0%



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		
	Aug 2018	Aug 2017	Change	Jul 2018	Change	2018	2017	Change
Median Selling Price	\$690,000	\$650,000	▲ 6.2%	\$698,300	▼ -1.2%	\$690,000	\$615,000	▲ 12.2%
Units Sold	168	156	▲ 7.7%	168	▬ 0.0%	1,006	969	▲ 3.8%
Active Listings	264	283	▼ -6.7%	317	▼ -16.7%	---	---	---
Months Supply of Inventory	1.6	1.8	▼ -11.1%	1.9	▼ -15.8%	---	---	---
New Listings	185	183	▲ 1.1%	211	▼ -12.3%	1,499	1,380	▲ 8.6%
Pending Sales	163	110	▲ 48.2%	148	▲ 10.1%	1,090	979	▲ 11.3%
Days to Off Market	32	33	▼ -3.0%	33	▼ -3.0%	34	30	▲ 13.3%
Sold to Original Price Ratio	100.1%	101.5%	▼ -1.4%	102.2%	▼ -2.1%	101.4%	101.6%	▼ -0.1%
Price per Square Foot	\$297	\$293	▲ 1.4%	\$311	▼ -4.7%	\$304	\$279	▲ 9.0%

3 Family Homes

	Year over Year			Month over Month		Year to Date		
	Aug 2018	Aug 2017	Change	Jul 2018	Change	2018	2017	Change
Median Selling Price	\$824,000	\$810,000	▲ 1.7%	\$870,000	▼ -5.3%	\$845,000	\$720,000	▲ 17.4%
Units Sold	63	53	▲ 18.9%	61	▲ 3.3%	386	361	▲ 6.9%
Active Listings	111	108	▲ 2.8%	135	▼ -17.8%	---	---	---
Months Supply of Inventory	1.8	2.0	▼ -10.0%	2.2	▼ -18.2%	---	---	---
New Listings	73	68	▲ 7.4%	66	▲ 10.6%	591	524	▲ 12.8%
Pending Sales	59	55	▲ 7.3%	49	▲ 20.4%	408	381	▲ 7.1%
Days to Off Market	33	38	▼ -13.2%	38	▼ -13.2%	39	34	▲ 16.5%
Sold to Original Price Ratio	99.3%	103.4%	▼ -4.0%	100.3%	▼ -1.0%	99.4%	100.5%	▼ -1.1%
Price per Square Foot	\$285	\$289	▼ -1.4%	\$307	▼ -7.1%	\$300	\$259	▲ 15.5%

4 Family Homes

	Year over Year			Month over Month		Year to Date		
	Aug 2018	Aug 2017	Change	Jul 2018	Change	2018	2017	Change
Median Selling Price	\$800,000	\$1,262,500	▼ -36.6%	\$638,000	▲ 25.4%	\$912,500	\$810,000	▲ 12.7%
Units Sold	9	2	▲ 350.0%	5	▲ 80.0%	52	36	▲ 44.4%
Active Listings	30	20	▲ 50.0%	33	▼ -9.1%	---	---	---
Months Supply of Inventory	3.3	10.0	▼ -67.0%	6.6	▼ -50.0%	---	---	---
New Listings	14	10	▲ 40.0%	11	▲ 27.3%	100	68	▲ 47.1%
Pending Sales	10	6	▲ 66.7%	6	▲ 66.7%	52	31	▲ 67.7%
Days to Off Market	60	58	▲ 3.4%	28	▲ 114.3%	36	45	▼ -19.8%
Sold to Original Price Ratio	98.9%	93.5%	▲ 5.8%	99.2%	▼ -0.3%	96.9%	99.6%	▼ -2.7%
Price per Square Foot	\$302	\$299	▲ 1.0%	\$245	▲ 23.3%	\$322	\$253	▲ 27.0%

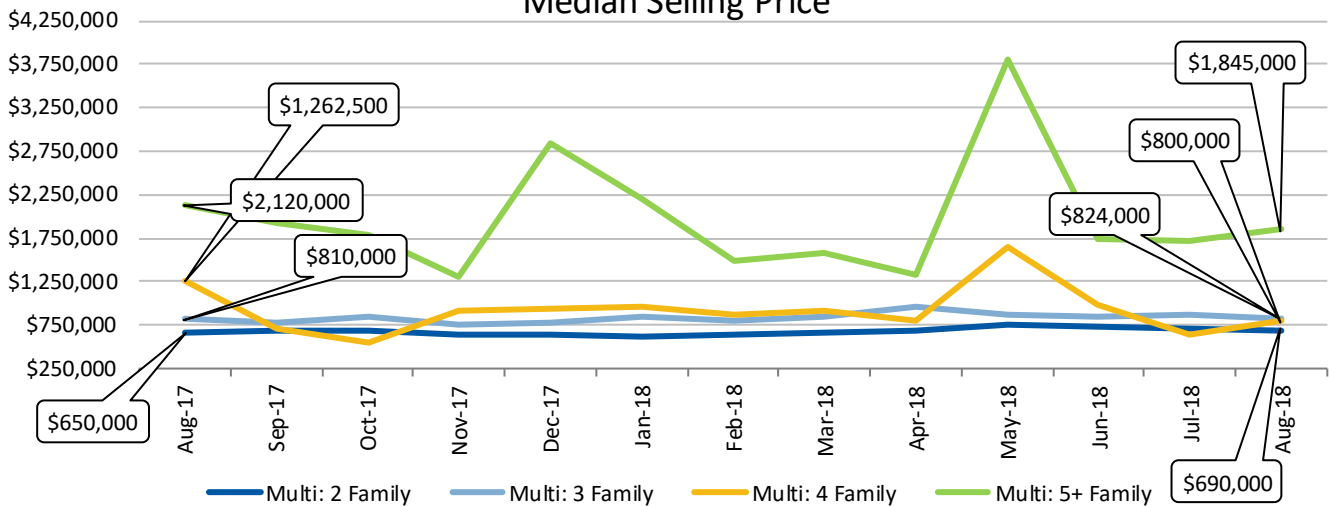
MULTI-FAMILY MARKET SUMMARY

Includes all 64 towns within the GBAR jurisdictional area

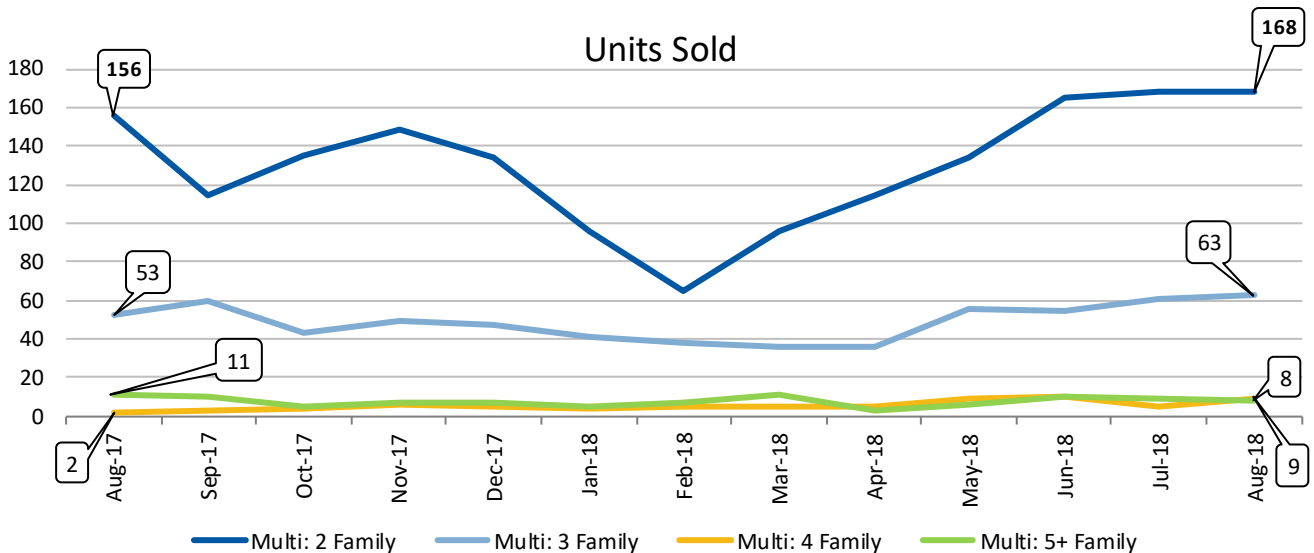
5+ Family Homes

	Year over Year			Month over Month		Year to Date		
	Aug 2018	Aug 2017	Change	Jul 2018	Change	2018	2017	Change
Median Selling Price	\$1,845,000	\$2,120,000	▼ -13.0%	\$1,725,000	▲ 7.0%	\$1,725,000	\$2,506,250	▼ -31.2%
Units Sold	8	11	▼ -27.3%	9	▼ -11.1%	59	54	▲ 9.3%
Active Listings	32	31	▲ 3.2%	36	▼ -11.1%	---	---	---
Months Supply of Inventory	4.0	2.8	▲ 42.9%	4.0	■ 0.0%	---	---	---
New Listings	11	7	▲ 57.1%	12	▼ -8.3%	109	88	▲ 23.9%
Pending Sales	9	3	▲ 200.0%	3	▲ 200.0%	64	55	▲ 16.4%
Days to Off Market	75	98	▼ -23.5%	92	▼ -18.5%	48	59	▼ -17.5%
Sold to Original Price Ratio	101.6%	98.8%	▲ 2.8%	109.1%	▼ -6.9%	101.3%	96.4%	▲ 5.1%
Price per Square Foot	\$278	\$371	▼ -25.0%	\$393	▼ -29.3%	\$467	\$433	▲ 7.8%

Median Selling Price

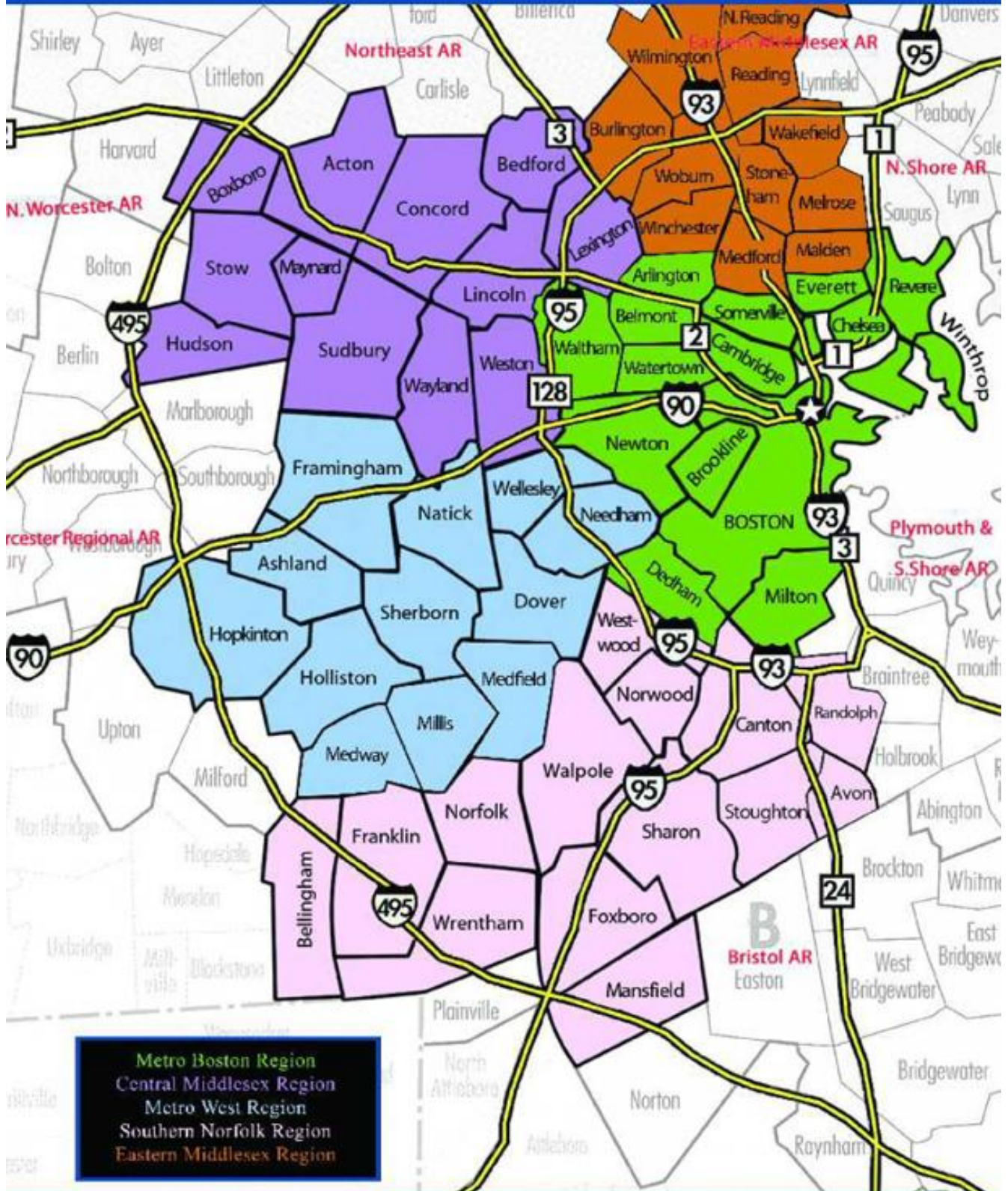


Units Sold



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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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.