

MONTHLY MARKET INSIGHTS REPORT

JANUARY 2018

Detached Single-Family Homes

The 787 homes sold in January 2018 was the sixth highest sales volume for the month and was a 5.9 percent decrease from the 836 homes sold in January 2017. Despite this drop, the January 2018 total remains above the 15-year historical monthly sales average of 699 homes sold. The median sales price reached a record high for the month of January at \$551,000, which was a 6.0 percent increase from the January 2017 median sales prices of \$520,000.

Condominiums

With 610 condos sold, it was the fourth most active January on record in Greater Boston, and a 2.2 percent decrease in sales from the 624 units sold in January 2017. Additionally, this total is comfortably above the 15-year historical sales total for condos sold in January of 537 units. The median sales price of condos also reached a new record high for the month of January at \$520,000, which is a 3.0 percent increase from January 2017's median sales price of \$505,000.

Multi-Family Homes

This month, there were 144 multi-family units sold in Greater Boston, which reflects a 21.3 percent decrease in sales volume from the 183 multi-family units sold in January 2017. Notably, all but the five-family unit home markets experienced increases in median sales price, as that market saw a 21.3 percent decline from \$2,950,000 in January 2017 to \$2,350,000, in January 2018, despite selling seven fewer homes this year

Greater Boston Association of REALTORS®

A division of the Greater Boston Real Estate Board

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Data thru 2/13/2018

GREATER BOSTON MARKET SUMMARY

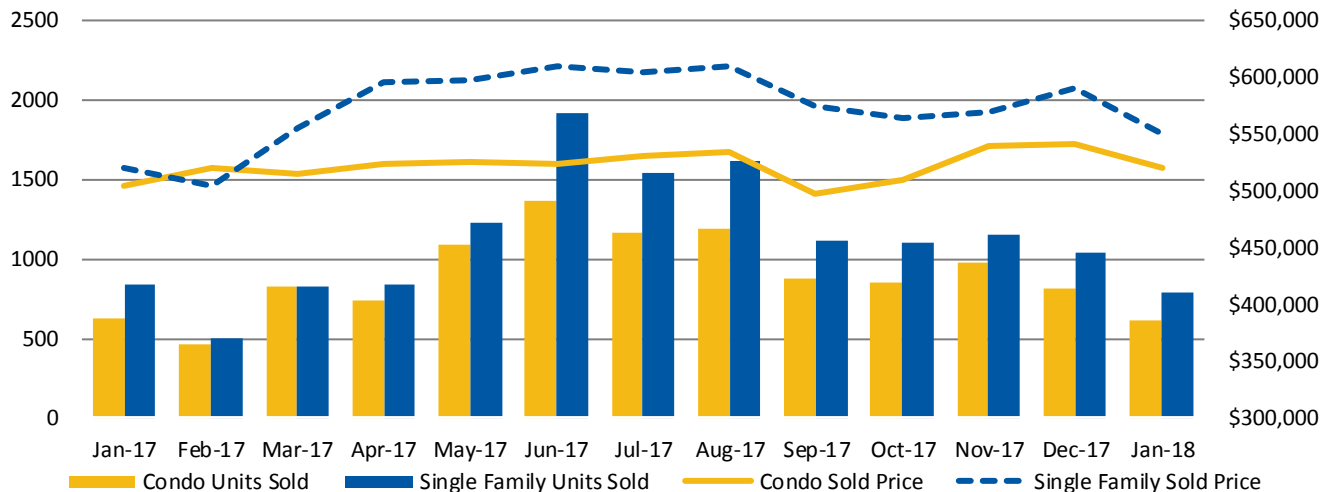
Includes all 64 towns within the GBAR jurisdictional area

Single Family Homes

	Year over Year			Month over Month		Year to Date		
	Jan 2018	Jan 2017	Change	Dec 2017	Change	2018	2017	Change
Median Selling Price	\$551,000	\$520,000	▲ 6.0%	\$590,000	▼ -6.6%	\$580,000	\$540,000	▲ 7.4%
Units Sold	787	836	▼ -5.9%	1,041	▼ -24.4%	787	836	▼ -5.9%
Active Listings	1,525	2,014	▼ -24.3%	1,586	▼ -3.8%	---	---	---
Months Supply of Inventory	1.9	2.4	▼ -19.5%	1.5	▲ 27.6%	---	---	---
New Listings	776	891	▼ -12.9%	405	▲ 91.6%	776	891	▼ -12.9%
Pending Sales	583	631	▼ -7.6%	652	▼ -10.6%	583	631	▼ -7.6%
Days to Off Market	67	72	▼ -6.9%	59	▲ 13.6%	45	56	▼ -19.8%
Sold to Original Price Ratio	97.4%	96.0%	▲ 1.5%	97.7%	▼ -0.3%	99.0%	98.2%	▲ 0.8%
Price per Square Foot	\$317	\$290	▲ 9.2%	\$313	▲ 1.1%	\$312	\$294	▲ 6.1%

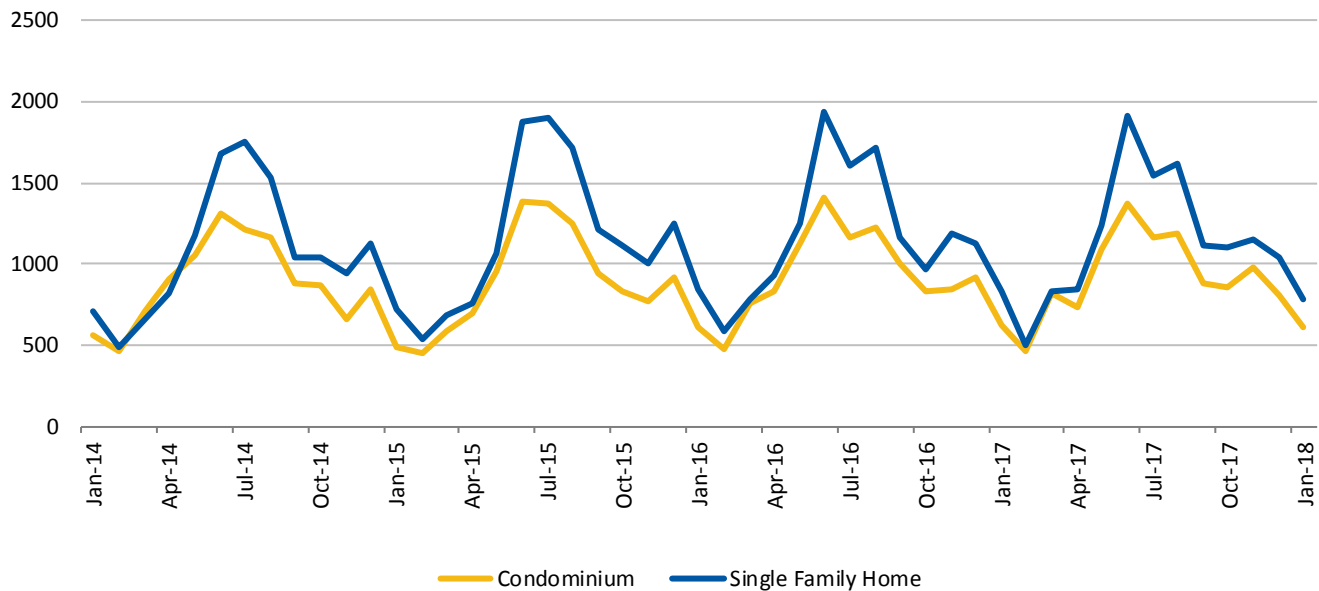
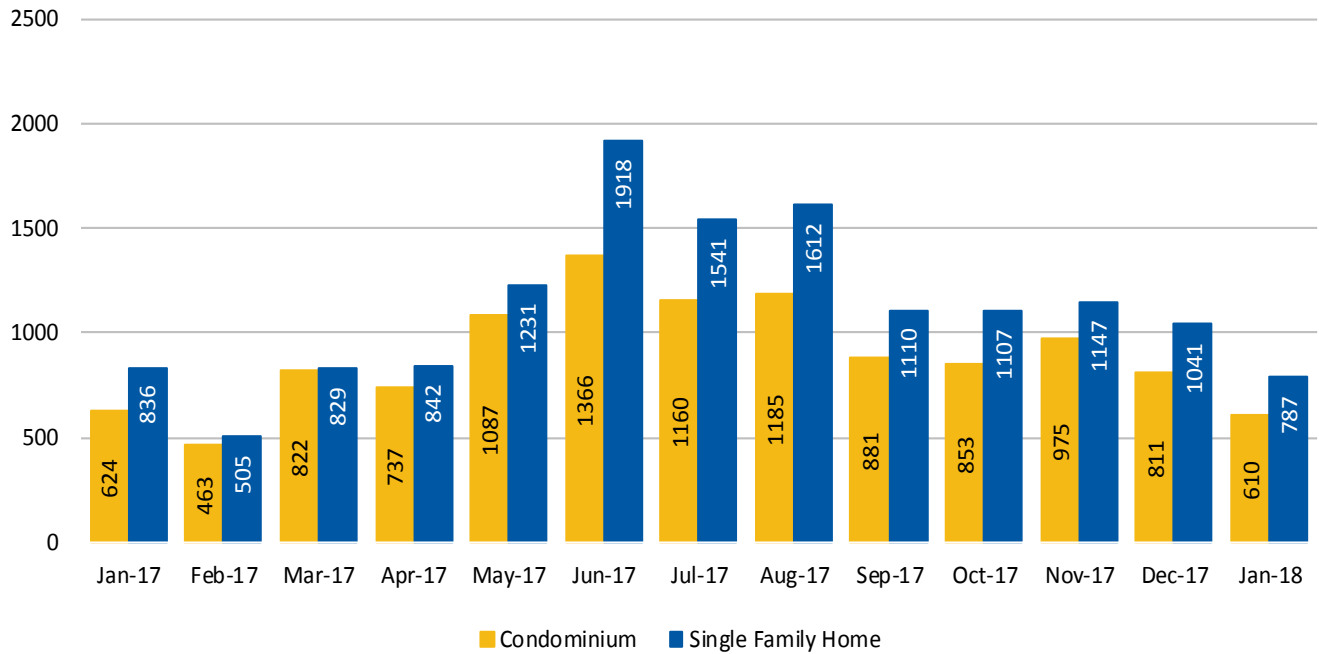
Condominiums

	Year over Year			Month over Month		Year to Date		
	Jan 2018	Jan 2017	Change	Dec 2017	Change	2018	2017	Change
Median Selling Price	\$520,000	\$505,000	▲ 3.0%	\$542,000	▼ -4.1%	\$525,000	\$486,760	▲ 7.9%
Units Sold	610	624	▼ -2.2%	811	▼ -24.8%	610	624	▼ -2.2%
Active Listings	1,173	1,465	▼ -19.9%	1,080	▲ 8.6%	---	---	---
Months Supply of Inventory	1.9	2.4	▼ -18.3%	1.3	▲ 44.4%	---	---	---
New Listings	736	828	▼ -11.1%	358	▲ 105.6%	736	828	▼ -11.1%
Pending Sales	462	563	▼ -17.9%	606	▼ -23.8%	462	563	▼ -17.9%
Days to Off Market	54	47	▲ 14.9%	49	▲ 10.2%	37	42	▼ -12.5%
Sold to Original Price Ratio	98.1%	97.7%	▲ 0.4%	99.0%	▼ -1.0%	100.6%	100.2%	▲ 0.4%
Price per Square Foot	\$526	\$483	▲ 8.8%	\$511	▲ 2.8%	\$521	\$493	▲ 5.7%



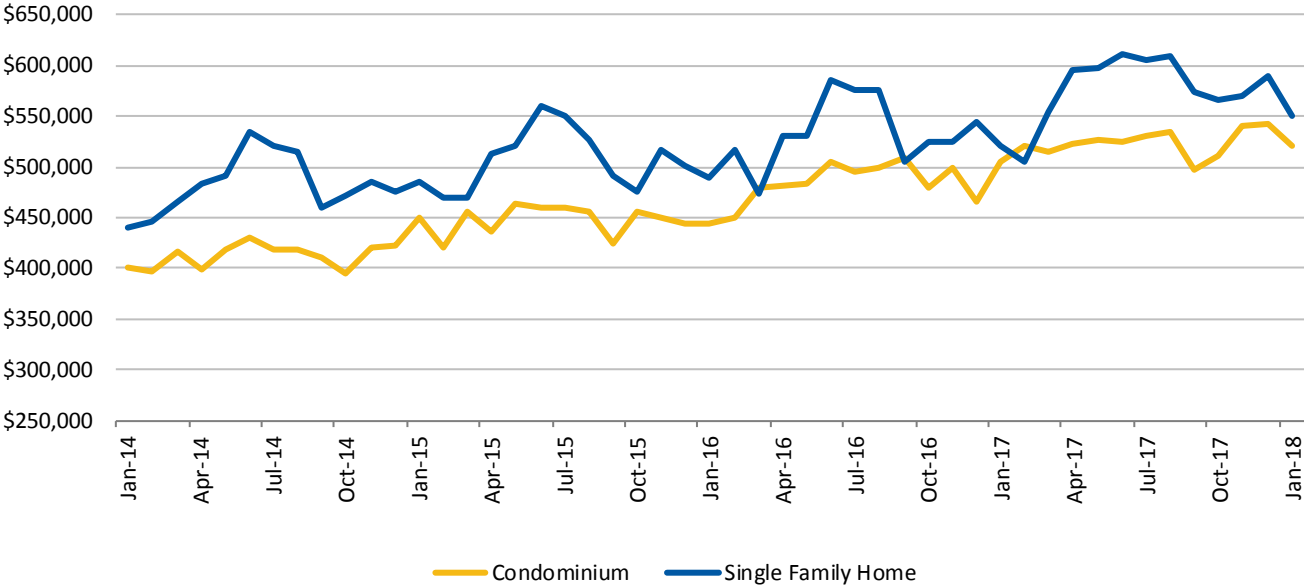
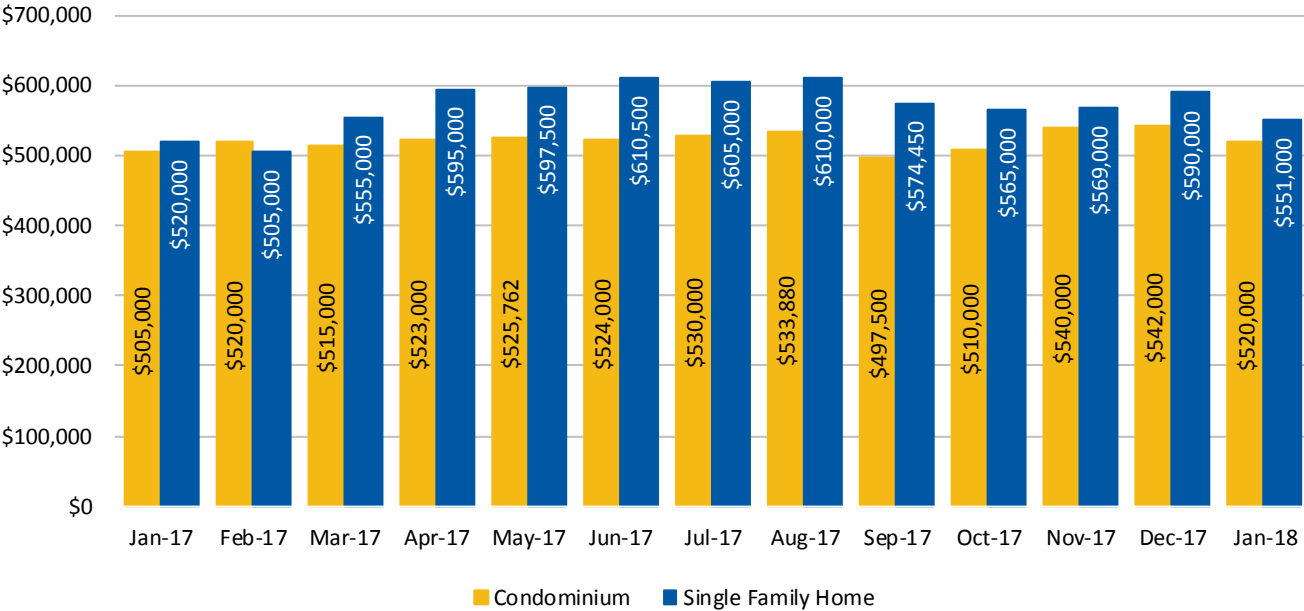
UNITS SOLD

	Year over Year			Month over Month		Year to Date		
	Jan 2018	Jan 2017	Change	Dec 2017	Change	2018	2017	Change
SINGLE FAMILY HOMES	787	836	▼ -5.9%	1,041	▼ -24.4%	787	836	▼ -5.9%
CONDOMINIUMS	610	624	▼ -2.2%	811	▼ -24.8%	610	624	▼ -2.2%



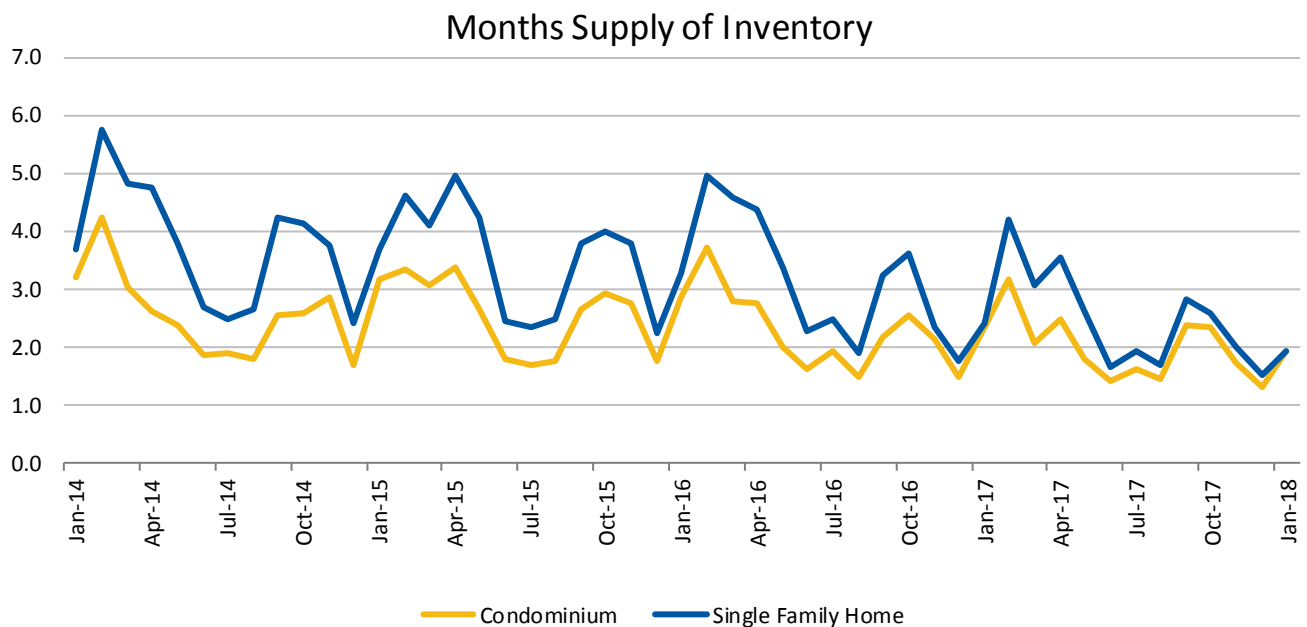
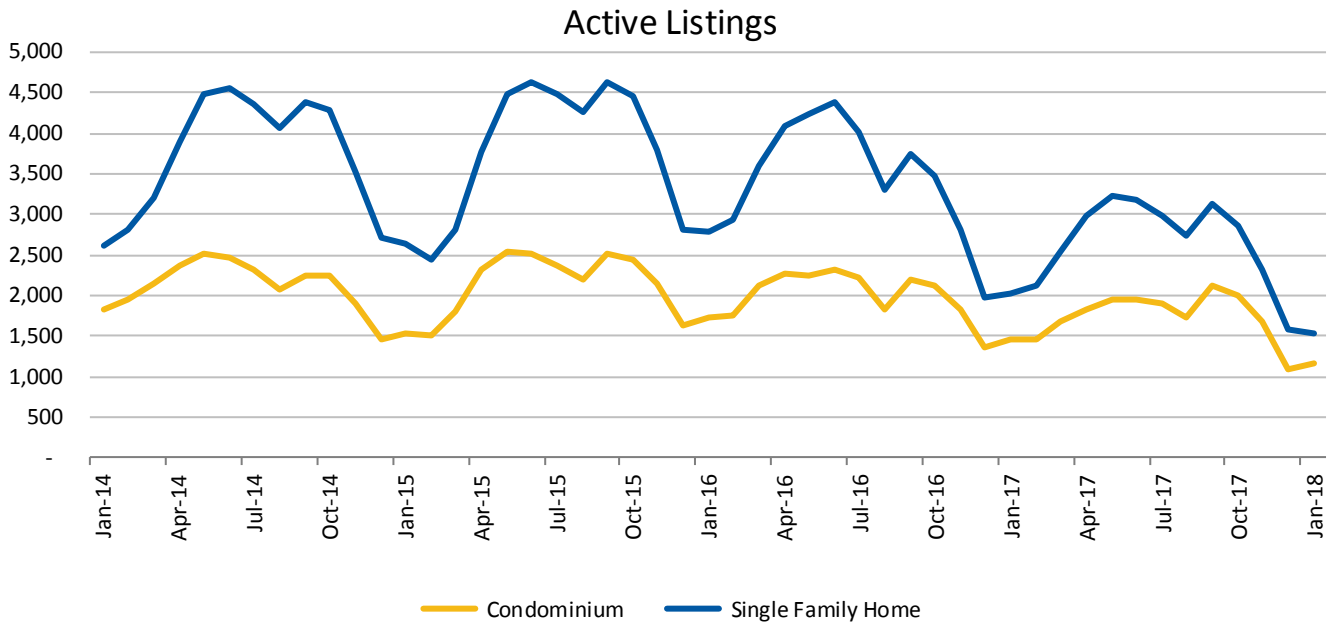
MEDIAN SELLING PRICE

	Year over Year			Month over Month		Year to Date		
	Jan 2018	Jan 2017	Change	Dec 2017	Change	2018	2017	Change
SINGLE FAMILY HOMES	\$551,000	\$520,000	▲ 6.0%	\$590,000	▼ -6.6%	\$580,000	\$540,000	▲ 7.4%
CONDOMINIUMS	\$520,000	\$505,000	▲ 3.0%	\$542,000	▼ -4.1%	\$525,000	\$486,760	▲ 7.9%



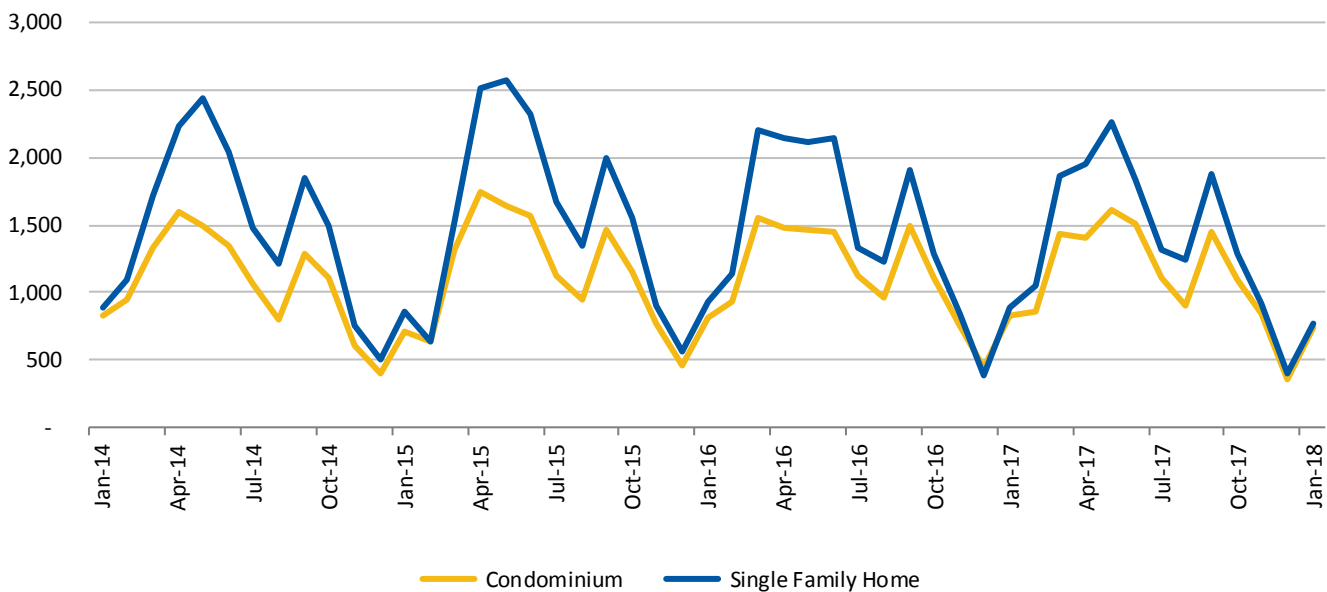
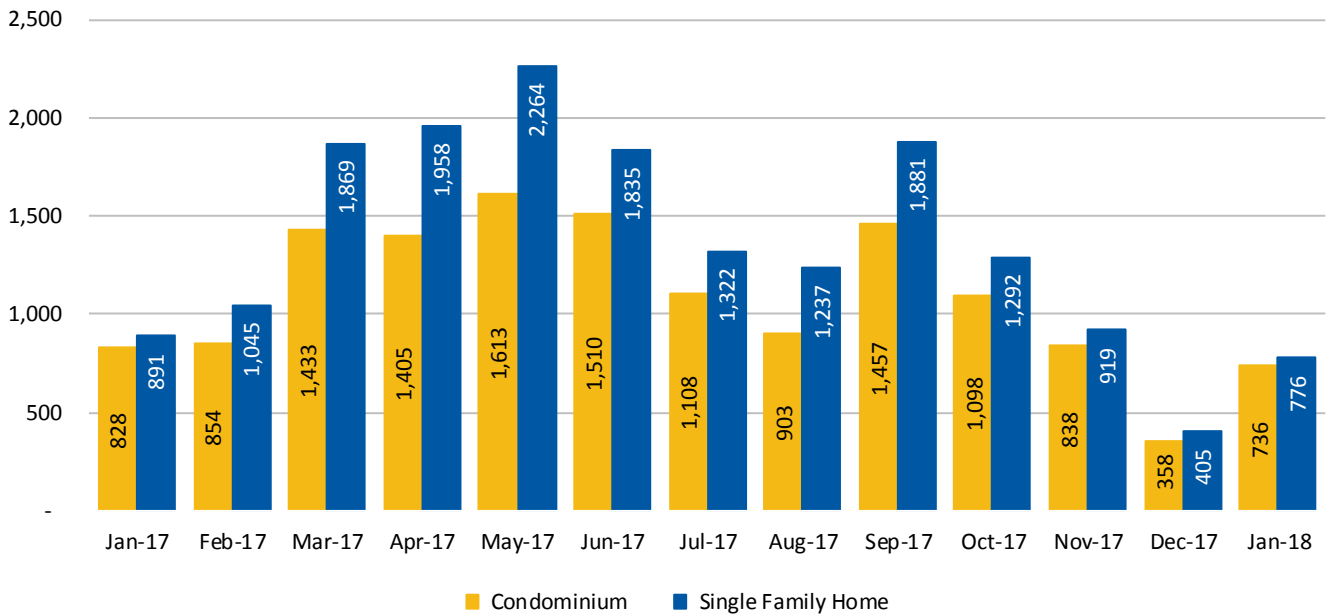
ACTIVE LISTINGS

		Year over Year			Month over Month	
		Jan 2018	Jan 2017	Change	Dec 2017	Change
SINGLE FAMILY HOMES	Active Listings	1,525	2,014	▼ -24.3%	1,586	▼ -3.8%
	Months Supply of Inventory	1.9	2.4	▼ -19.5%	1.5	▲ 27.6%
CONDOMINIUMS	Active Listings	1,173	1,465	▼ -19.9%	1,080	▲ 8.6%
	Months Supply of Inventory	1.9	2.4	▼ -18.3%	1.3	▲ 44.4%



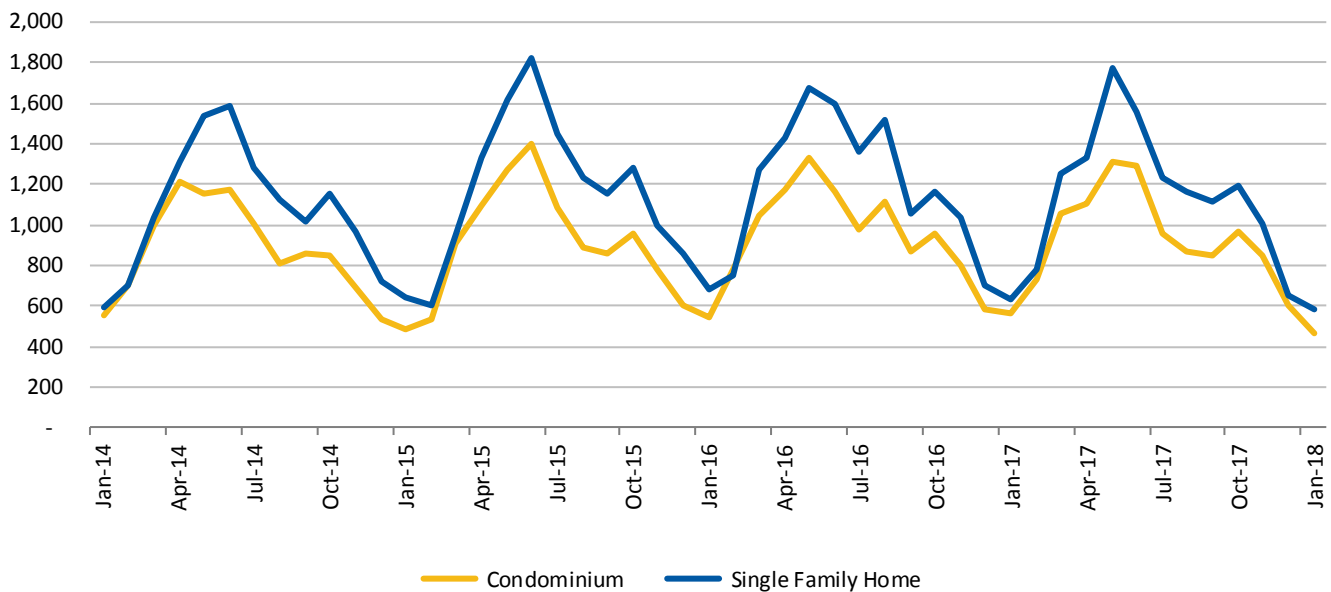
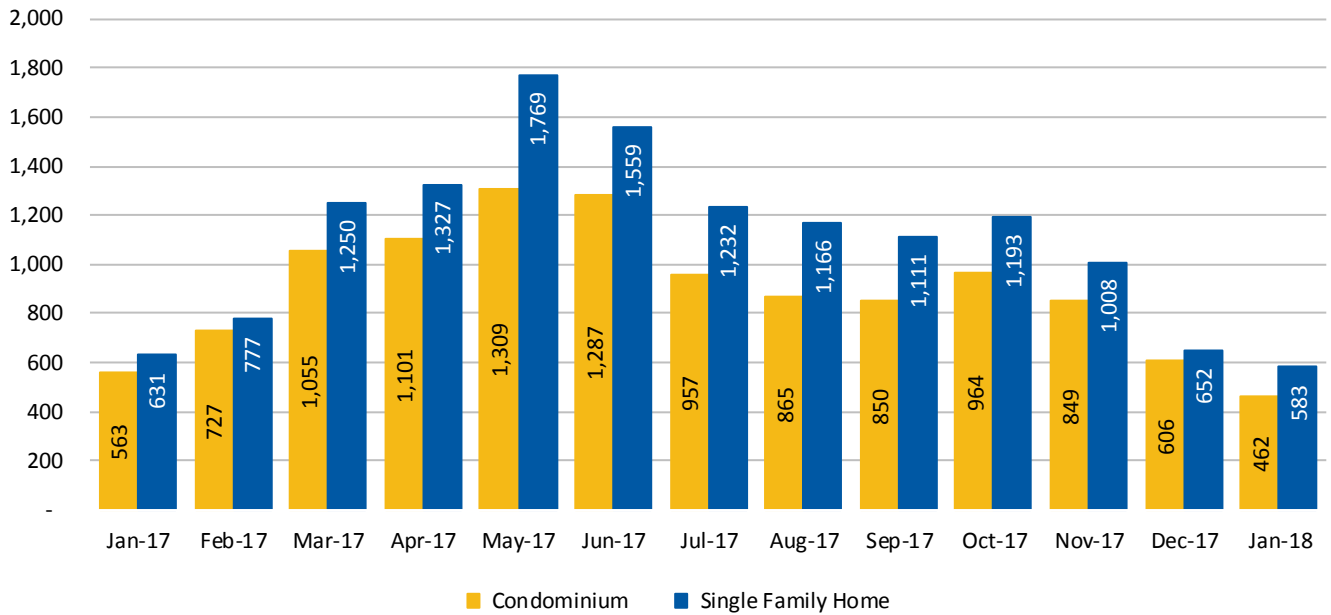
NEW LISTINGS

	Year over Year			Month over Month		Year to Date		
	Jan 2018	Jan 2017	Change	Dec 2017	Change	2018	2017	Change
SINGLE FAMILY HOMES	776	891	▼ -12.9%	405	▲ 91.6%	776	891	▼ -12.9%
CONDOMINIUMS	736	828	▼ -11.1%	358	▲ 105.6%	736	828	▼ -11.1%



PENDING SALES

	Year over Year			Month over Month		Year to Date		
	Jan 2018	Jan 2017	Change	Dec 2017	Change	2018	2017	Change
SINGLE FAMILY HOMES	583	631	▼ -7.6%	652	▼ -10.6%	583	631	▼ -7.6%
CONDOMINIUMS	462	563	▼ -17.9%	606	▼ -23.8%	462	563	▼ -17.9%



CENTRAL MIDDLESEX REGION

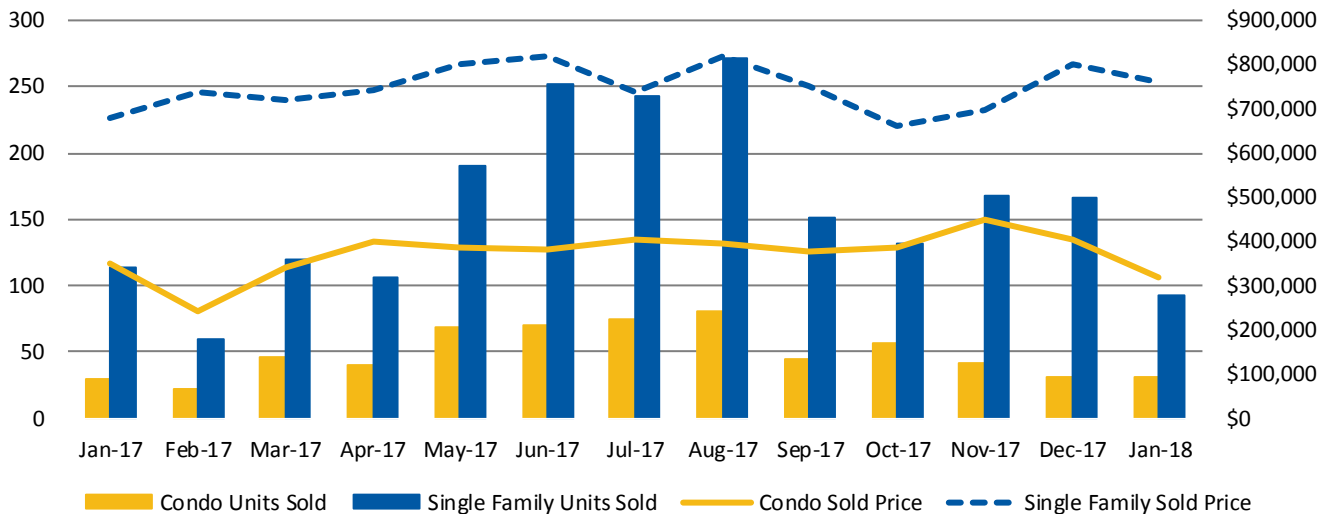
Acton, Bedford, Boxboro, Concord, Hudson, Lexington, Lincoln, Maynard, Stow, Sudbury, Wayland, Weston

Single Family Homes

	Year over Year			Month over Month		Year to Date		
	Jan 2018	Jan 2017	Change	Dec 2017	Change	2018	2017	Change
Median Selling Price	\$761,500	\$677,500	▲ 12.4%	\$799,950	▼ -4.8%	\$750,000	\$712,000	▲ 5.3%
Units Sold	92	114	▼ -19.3%	166	▼ -44.6%	92	114	▼ -19.3%
Active Listings	299	356	▼ -16.0%	302	▼ -1.0%	---	---	---
Months Supply of Inventory	3.3	3.1	▲ 4.2%	1.8	▲ 78.6%	---	---	---
New Listings	111	125	▼ -11.2%	49	▲ 126.5%	111	125	▼ -11.2%
Pending Sales	78	91	▼ -14.3%	84	▼ -7.1%	78	91	▼ -14.3%
Days to Off Market	102	81	▲ 25.9%	96	▲ 6.3%	58	69	▼ -15.9%
Sold to Original Price Ratio	94.8%	94.1%	▲ 0.7%	96.2%	▼ -1.5%	97.3%	96.9%	▲ 0.5%
Price per Square Foot	\$325	\$302	▲ 7.7%	\$315	▲ 3.1%	\$307	\$296	▲ 3.7%

Condominiums

	Year over Year			Month over Month		Year to Date		
	Jan 2018	Jan 2017	Change	Dec 2017	Change	2018	2017	Change
Median Selling Price	\$320,000	\$352,000	▼ -9.1%	\$405,000	▼ -21.0%	\$385,000	\$389,448	▼ -1.1%
Units Sold	31	29	▲ 6.9%	31	■ 0.0%	31	29	▲ 6.9%
Active Listings	81	97	▼ -16.5%	67	▲ 20.9%	---	---	---
Months Supply of Inventory	2.6	3.3	▼ -21.9%	2.2	▲ 20.8%	---	---	---
New Listings	36	38	▼ -5.3%	15	▲ 140.0%	36	38	▼ -5.3%
Pending Sales	16	28	▼ -42.9%	30	▼ -46.7%	16	28	▼ -42.9%
Days to Off Market	65	59	▲ 10.2%	45	▲ 44.4%	53	62	▼ -14.5%
Sold to Original Price Ratio	95.0%	96.5%	▼ -1.6%	97.5%	▼ -2.6%	98.2%	99.1%	▼ -0.9%
Price per Square Foot	\$252	\$240	▲ 5.0%	\$257	▼ -1.7%	\$263	\$254	▲ 3.6%



EASTERN MIDDLESEX REGION

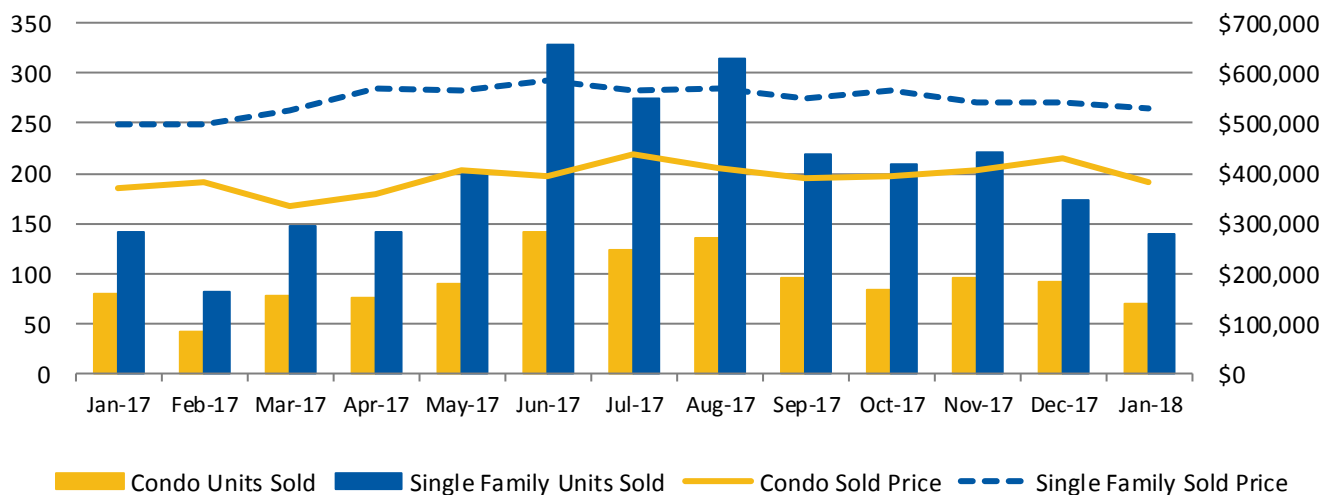
Burlington, Malden, Medford, Melrose, North Reading, Reading,
Stoneham, Wakefield, Wilmington, Winchester, Woburn

Single Family Homes

	Year over Year			Month over Month		Year to Date		
	Jan 2018	Jan 2017	Change	Dec 2017	Change	2018	2017	Change
Median Selling Price	\$531,500	\$496,000	▲ 7.2%	\$540,000	▼ -1.6%	\$497,000	\$761,500	▼ -34.7%
Units Sold	140	142	▼ -1.4%	173	▼ -19.1%	140	142	▼ -1.4%
Active Listings	170	253	▼ -32.8%	178	▼ -4.5%	---	---	---
Months Supply of Inventory	1.2	1.8	▼ -32.0%	1.0	▲ 17.5%	---	---	---
New Listings	130	143	▼ -9.1%	73	▲ 78.1%	130	143	▼ -9.1%
Pending Sales	101	94	▲ 7.4%	106	▼ -4.7%	101	94	▲ 7.4%
Days to Off Market	49	54	▼ -9.3%	43	▲ 14.0%	44	102	▼ -56.9%
Sold to Original Price Ratio	99.9%	97.7%	▲ 2.3%	100.3%	▼ -0.4%	99.9%	94.8%	▲ 5.3%
Price per Square Foot	\$312	\$280	▲ 11.7%	\$310	▲ 0.8%	\$286	\$325	▼ -12.0%

Condominiums

	Year over Year			Month over Month		Year to Date		
	Jan 2018	Jan 2017	Change	Dec 2017	Change	2018	2017	Change
Median Selling Price	\$383,000	\$370,000	▲ 3.5%	\$429,900	▼ -10.9%	\$377,680	\$320,000	▲ 18.0%
Units Sold	69	79	▼ -12.7%	91	▼ -24.2%	69	79	▼ -12.7%
Active Listings	66	134	▼ -50.7%	57	▲ 15.8%	---	---	---
Months Supply of Inventory	1.0	1.7	▼ -43.5%	0.6	▲ 52.4%	---	---	---
New Listings	59	103	▼ -42.7%	30	▲ 96.7%	59	103	▼ -42.7%
Pending Sales	40	73	▼ -45.2%	68	▼ -41.2%	40	73	▼ -45.2%
Days to Off Market	56	39	▲ 43.6%	40	▲ 40.0%	41	65	▼ -36.9%
Sold to Original Price Ratio	99.6%	98.8%	▲ 0.8%	101.1%	▼ -1.5%	100.6%	95.0%	▲ 5.9%
Price per Square Foot	\$342	\$307	▲ 11.2%	\$353	▼ -3.2%	\$308	\$252	▲ 21.8%



METRO BOSTON REGION

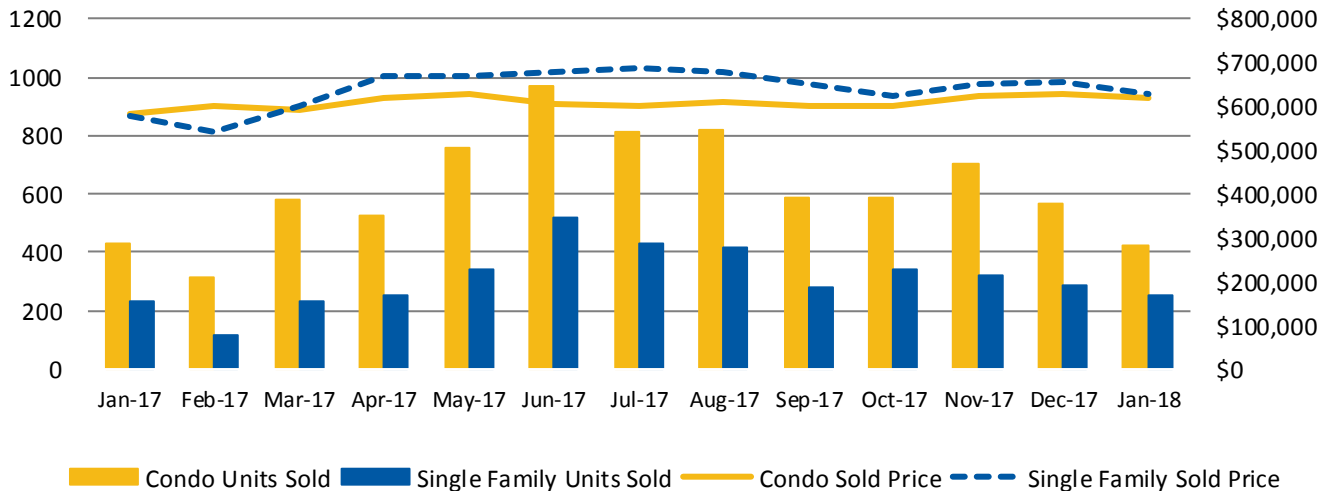
Arlington, Belmont, Boston, Brookline, Cambridge, Chelsea, Dedham, Everett, Milton, Newton, Revere, Somerville, Waltham, Watertown, Winthrop

Single Family Homes

	Year over Year			Month over Month		Year to Date		
	Jan 2018	Jan 2017	Change	Dec 2017	Change	2018	2017	Change
Median Selling Price	\$630,000	\$580,000	▲ 8.6%	\$657,500	▼ -4.2%	\$531,500	\$555,000	▼ -4.2%
Units Sold	249	233	▲ 6.9%	286	▼ -12.9%	249	233	▲ 6.9%
Active Listings	333	472	▼ -29.4%	359	▼ -7.2%	---	---	---
Months Supply of Inventory	1.3	2.0	▼ -34.0%	1.3	▲ 6.3%	---	---	---
New Listings	190	261	▼ -27.2%	105	▲ 81.0%	190	261	▼ -27.2%
Pending Sales	136	165	▼ -17.6%	191	▼ -28.8%	136	165	▼ -17.6%
Days to Off Market	53	61	▼ -13.1%	50	▲ 6.0%	49	34	▲ 44.1%
Sold to Original Price Ratio	97.5%	95.8%	▲ 1.8%	98.1%	▼ -0.6%	99.9%	101.0%	▼ -1.1%
Price per Square Foot	\$387	\$343	▲ 12.7%	\$383	▲ 1.2%	\$312	\$308	▲ 1.4%

Condominiums

	Year over Year			Month over Month		Year to Date		
	Jan 2018	Jan 2017	Change	Dec 2017	Change	2018	2017	Change
Median Selling Price	\$617,000	\$583,000	▲ 5.8%	\$629,000	▼ -1.9%	\$383,000	\$397,715	▼ -3.7%
Units Sold	424	429	▼ -1.2%	563	▼ -24.7%	424	429	▼ -1.2%
Active Listings	807	945	▼ -14.6%	756	▲ 6.7%	---	---	---
Months Supply of Inventory	1.9	2.2	▼ -13.6%	1.3	▲ 41.8%	---	---	---
New Listings	516	554	▼ -6.9%	246	▲ 109.8%	516	554	▼ -6.9%
Pending Sales	316	375	▼ -15.7%	412	▼ -23.3%	316	375	▼ -15.7%
Days to Off Market	50	47	▲ 6.4%	49	▲ 2.0%	56	30	▲ 86.7%
Sold to Original Price Ratio	98.0%	97.5%	▲ 0.5%	98.8%	▼ -0.9%	99.6%	101.8%	▼ -2.2%
Price per Square Foot	\$632	\$584	▲ 8.1%	\$619	▲ 2.1%	\$342	\$335	▲ 2.1%



METRO WEST REGION

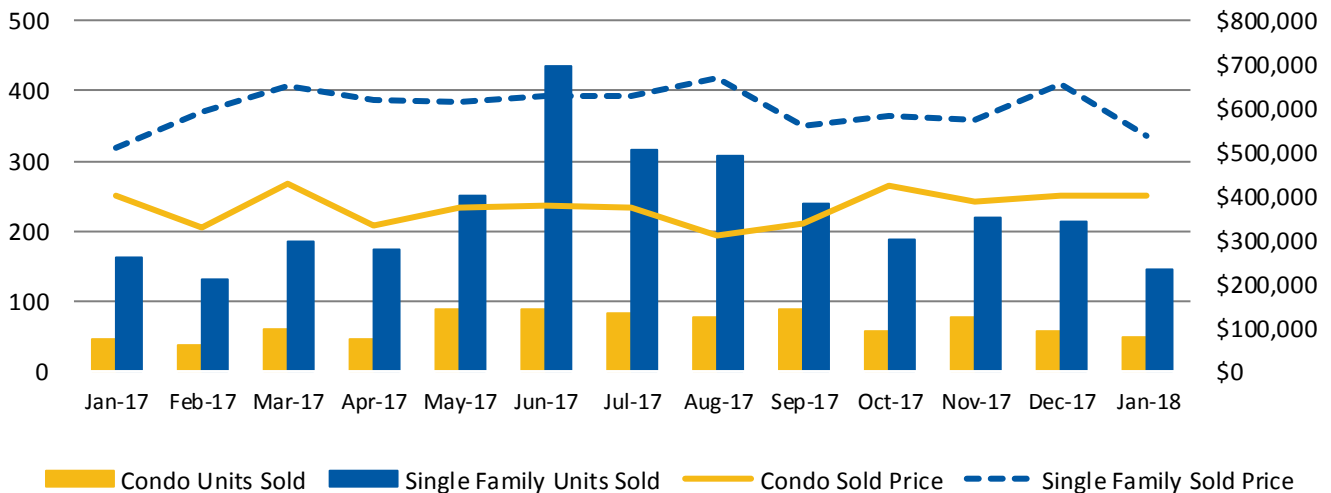
Ashland, Dover, Framingham, Holliston, Hopkinton, Medfield,
Medway, Millis, Natick, Needham, Sherborn, Wellesley

Single Family Homes

	Year over Year			Month over Month		Year to Date		
	Jan 2018	Jan 2017	Change	Dec 2017	Change	2018	2017	Change
Median Selling Price	\$537,500	\$509,900	▲ 5.4%	\$655,723	▼ -18.0%	\$650,000	\$607,500	▲ 7.0%
Units Sold	144	161	▼ -10.6%	212	▼ -32.1%	144	161	▼ -10.6%
Active Listings	367	484	▼ -24.2%	379	▼ -3.2%	---	---	---
Months Supply of Inventory	2.6	3.0	▼ -15.3%	1.8	▲ 42.5%	---	---	---
New Listings	177	191	▼ -7.3%	82	▲ 115.9%	177	191	▼ -7.3%
Pending Sales	141	134	▲ 5.2%	120	▲ 17.5%	141	134	▲ 5.2%
Days to Off Market	80	90	▼ -11.1%	66	▲ 21.2%	38	46	▼ -17.4%
Sold to Original Price Ratio	95.8%	96.1%	▼ -0.2%	97.1%	▼ -1.3%	99.9%	99.2%	▲ 0.7%
Price per Square Foot	\$278	\$281	▼ -1.0%	\$300	▼ -7.5%	\$387	\$363	▲ 6.7%

Condominiums

	Year over Year			Month over Month		Year to Date		
	Jan 2018	Jan 2017	Change	Dec 2017	Change	2018	2017	Change
Median Selling Price	\$400,000	\$398,500	▲ 0.4%	\$398,500	▲ 0.4%	\$605,000	\$565,000	▲ 7.1%
Units Sold	47	46	▲ 2.2%	56	▼ -16.1%	47	46	▲ 2.2%
Active Listings	112	135	▼ -17.0%	103	▲ 8.7%	---	---	---
Months Supply of Inventory	2.4	2.9	▼ -18.8%	1.8	▲ 29.3%	---	---	---
New Listings	62	73	▼ -15.1%	33	▲ 87.9%	62	73	▼ -15.1%
Pending Sales	50	42	▲ 19.0%	44	▲ 13.6%	50	42	▲ 19.0%
Days to Off Market	61	40	▲ 52.5%	62	▼ -1.6%	35	38	▼ -7.9%
Sold to Original Price Ratio	99.0%	99.8%	▼ -0.9%	100.1%	▼ -1.2%	100.8%	100.6%	▲ 0.2%
Price per Square Foot	\$271	\$272	▼ -0.6%	\$239	▲ 13.4%	\$630	\$595	▲ 5.9%



SOUTHERN NORFOLK REGION

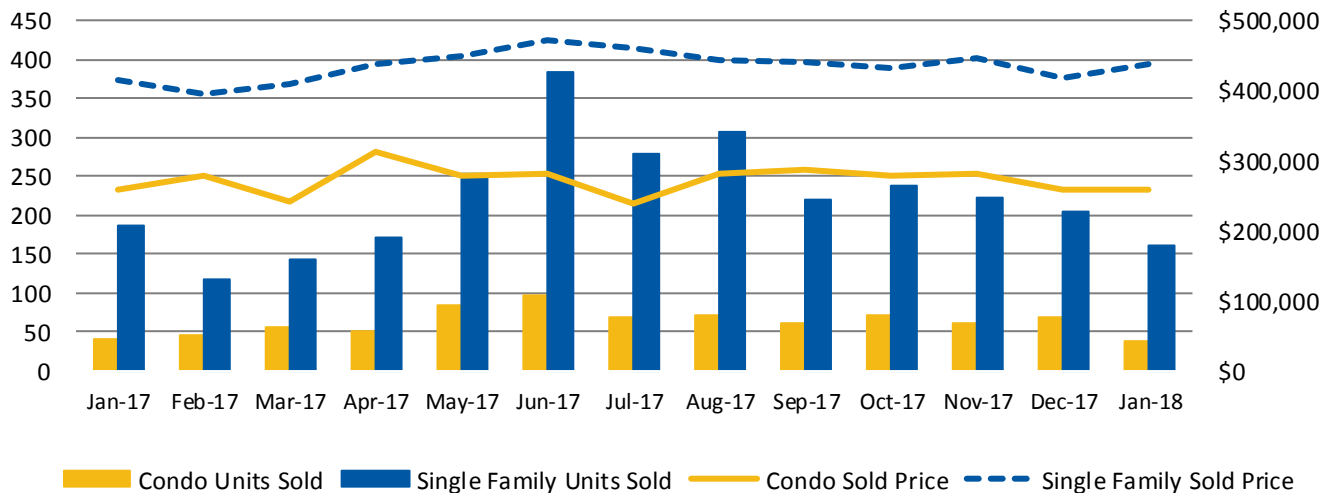
Avon, Bellingham, Canton, Foxboro, Franklin, Mansfield, Norfolk, Norwood, Randolph, Sharon, Stoughton, Walpole, Westwood, Wrentham

Single Family Homes

	Year over Year			Month over Month		Year to Date		
	Jan 2018	Jan 2017	Change	Dec 2017	Change	2018	2017	Change
Median Selling Price	\$438,250	\$416,750	▲ 5.2%	\$418,000	▲ 4.8%	\$580,000	\$630,000	▼ -7.9%
Units Sold	162	186	▼ -12.9%	204	▼ -20.6%	162	186	▼ -12.9%
Active Listings	356	449	▼ -20.7%	368	▼ -3.3%	---	---	---
Months Supply of Inventory	2.2	2.4	▼ -8.7%	1.8	▲ 22.2%	---	---	---
New Listings	168	171	▼ -1.8%	96	▲ 75.0%	168	171	▼ -1.8%
Pending Sales	127	147	▼ -13.6%	151	▼ -15.9%	127	147	▼ -13.6%
Days to Off Market	61	73	▼ -16.4%	53	▲ 15.1%	63	53	▲ 18.9%
Sold to Original Price Ratio	98.0%	95.9%	▲ 2.2%	96.9%	▲ 1.1%	97.1%	97.5%	▼ -0.4%
Price per Square Foot	\$245	\$235	▲ 4.3%	\$236	▲ 3.6%	\$278	\$387	▼ -28.3%

Condominiums

	Year over Year			Month over Month		Year to Date		
	Jan 2018	Jan 2017	Change	Dec 2017	Change	2018	2017	Change
Median Selling Price	\$260,000	\$260,000	■ 0.0%	\$257,500	▲ 1.0%	\$356,500	\$617,000	▼ -42.2%
Units Sold	39	41	▼ -4.9%	70	▼ -44.3%	39	41	▼ -4.9%
Active Listings	107	154	▼ -30.5%	97	▲ 10.3%	---	---	---
Months Supply of Inventory	2.7	3.8	▼ -27.1%	1.4	▲ 97.1%	---	---	---
New Listings	63	60	▲ 5.0%	34	▲ 85.3%	63	60	▲ 5.0%
Pending Sales	40	45	▼ -11.1%	52	▼ -23.1%	40	45	▼ -11.1%
Days to Off Market	71	58	▲ 22.4%	46	▲ 54.3%	53	50	▲ 6.0%
Sold to Original Price Ratio	98.2%	96.7%	▲ 1.6%	97.9%	▲ 0.3%	99.1%	98.0%	▲ 1.1%
Price per Square Foot	\$223	\$196	▲ 14.0%	\$211	▲ 6.0%	\$246	\$632	▼ -61.1%



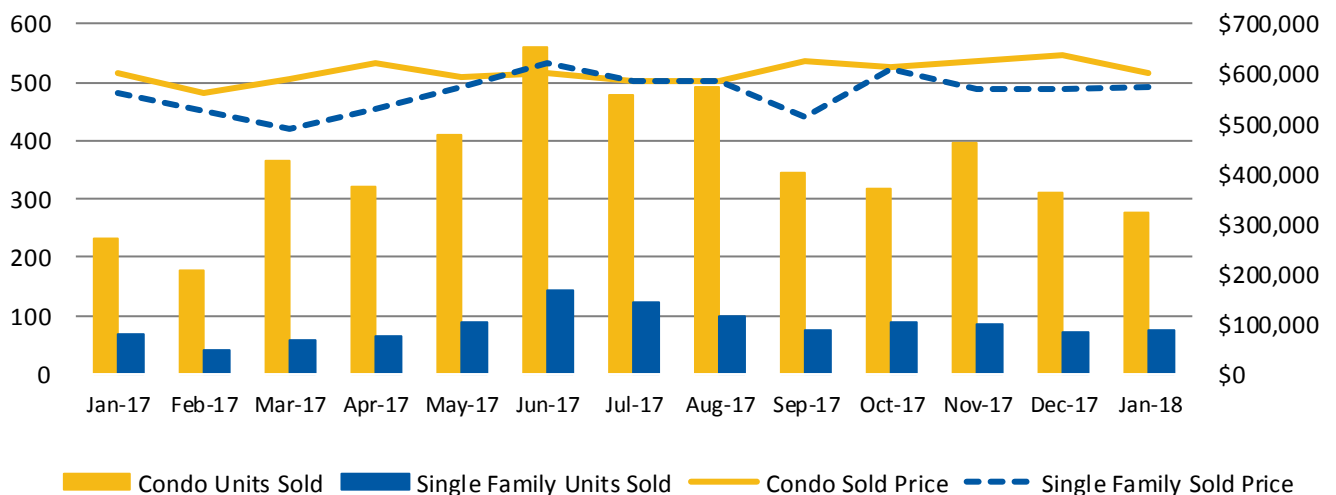
CITY OF BOSTON

Single Family Homes

	Year over Year			Month over Month			Year to Date		
	Jan 2018	Jan 2017	Change	Dec 2017	Change	2018	2017	Change	
Median Selling Price	\$575,000	\$562,625	▲ 2.2%	\$568,500	▲ 1.1%	\$575,000	\$529,000	▲ 8.7%	
Units Sold	74	68	▲ 8.8%	72	▲ 2.8%	74	68	▲ 8.8%	
Active Listings	97	154	▼ -37.0%	107	▼ -9.3%	---	---	---	
Months Supply of Inventory	1.3	2.3	▼ -42.1%	1.5	▼ -11.8%	---	---	---	
New Listings	53	78	▼ -32.1%	26	▲ 103.8%	53	78	▼ -32.1%	
Pending Sales	38	44	▼ -13.6%	63	▼ -39.7%	38	44	▼ -13.6%	
Days to Off Market	71	52	▲ 36.5%	51	▲ 39.2%	41	48	▼ -14.4%	
Sold to Original Price Ratio	96.1%	97.2%	▼ -1.2%	97.5%	▼ -1.4%	99.2%	98.8%	▲ 0.4%	
Price per Square Foot	\$425	\$355	▲ 19.8%	\$404	▲ 5.2%	\$394	\$362	▲ 8.9%	

Condominiums

	Year over Year			Month over Month		Year to Date		
	Jan 2018	Jan 2017	Change	Dec 2017	Change	2018	2017	Change
Median Selling Price	\$599,900	\$602,500	▼ -0.4%	\$638,000	▼ -6.0%	\$600,000	\$575,000	▲ 4.3%
Units Sold	277	232	▲ 19.4%	310	▼ -10.6%	277	232	▲ 19.4%
Active Listings	594	649	▼ -8.5%	554	▲ 7.2%	---	---	---
Months Supply of Inventory	2.1	2.8	▼ -23.3%	1.8	▲ 20.0%	---	---	---
New Listings	335	335	■ 0.0%	160	▲ 109.4%	335	335	■ 0.0%
Pending Sales	190	217	▼ -12.4%	265	▼ -28.3%	190	217	▼ -12.4%
Days to Off Market	55	53	▲ 3.8%	49	▲ 12.2%	39	41	▼ -5.6%
Sold to Original Price Ratio	97.6%	96.9%	▲ 0.8%	97.9%	▼ -0.3%	100.0%	99.8%	▲ 0.2%
Price per Square Foot	\$687	\$691	▼ -0.5%	\$693	▼ -0.8%	\$711	\$686	▲ 3.6%



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		
	Jan 2018	Jan 2017	Change	Dec 2017	Change	2018	2017	Change	
Median Selling Price	\$625,000	\$553,000	▲ 13.0%	\$645,000	▼ -3.1%	\$630,000	\$555,000	▲ 13.5%	
Units Sold	95	120	▼ -20.8%	134	▼ -29.1%	95	120	▼ -20.8%	
Active Listings	133	199	▼ -33.2%	154	▼ -13.6%	---	---	---	
Months Supply of Inventory	1.4	1.7	▼ -15.7%	1.2	▲ 21.7%	---	---	---	
New Listings	91	114	▼ -20.2%	61	▲ 49.2%	91	114	▼ -20.2%	
Pending Sales	70	74	▼ -5.4%	96	▼ -27.1%	70	74	▼ -5.4%	
Days to Off Market	43	55	▼ -21.8%	46	▼ -6.5%	32	47	▼ -31.9%	
Sold to Original Price Ratio	100.0%	100.4%	▼ -0.5%	99.5%	▲ 0.5%	101.4%	99.6%	▲ 1.9%	
Price per Square Foot	\$273	\$250	▲ 8.9%	\$280	▼ -2.8%	\$281	\$245	▲ 14.5%	

3 Family Homes

	Year over Year			Month over Month		Year to Date		
	Jan 2018	Jan 2017	Change	Dec 2017	Change	2018	2017	Change
Median Selling Price	\$845,000	\$732,500	▲ 15.4%	\$761,250	▲ 11.0%	\$750,000	\$635,000	▲ 18.1%
Units Sold	41	46	▼ -10.9%	46	▼ -10.9%	41	46	▼ -10.9%
Active Listings	76	89	▼ -14.6%	74	▲ 2.7%	---	---	---
Months Supply of Inventory	1.9	1.9	▼ -4.1%	1.6	▲ 14.9%	---	---	---
New Listings	51	45	▲ 13.3%	32	▲ 59.4%	51	45	▲ 13.3%
Pending Sales	32	32	■ 0.0%	38	▼ -15.8%	32	32	■ 0.0%
Days to Off Market	53	29	▲ 82.8%	53	■ 0.0%	38	54	▼ -29.5%
Sold to Original Price Ratio	97.3%	101.0%	▼ -3.7%	97.6%	▼ -0.3%	100.0%	98.5%	▲ 1.5%
Price per Square Foot	\$277	\$257	▲ 7.9%	\$252	▲ 10.3%	\$263	\$230	▲ 14.3%

4 Family Homes

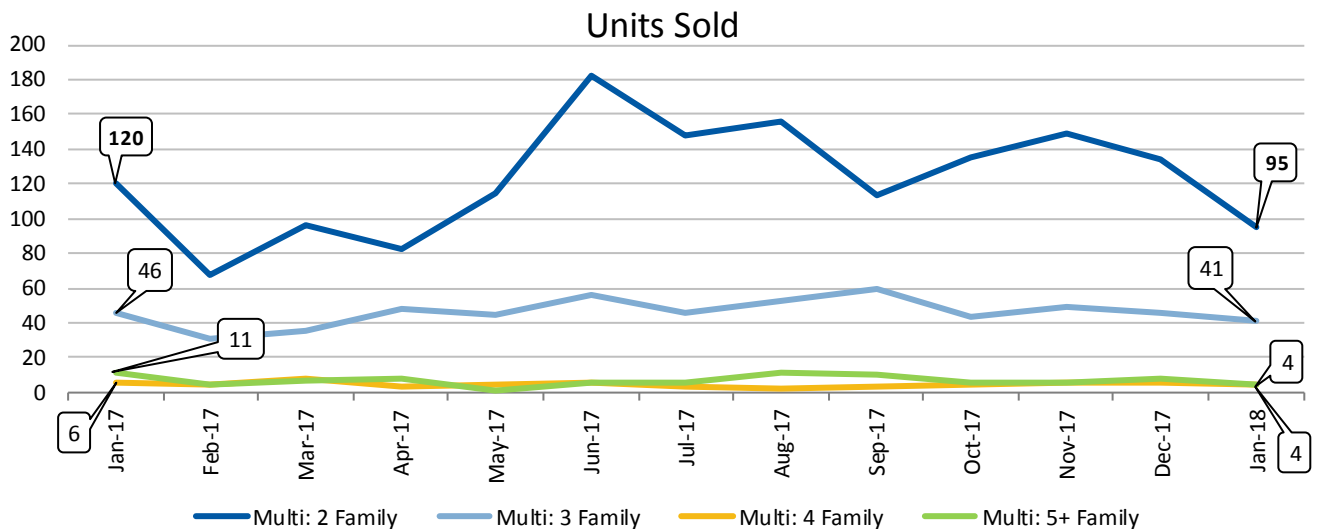
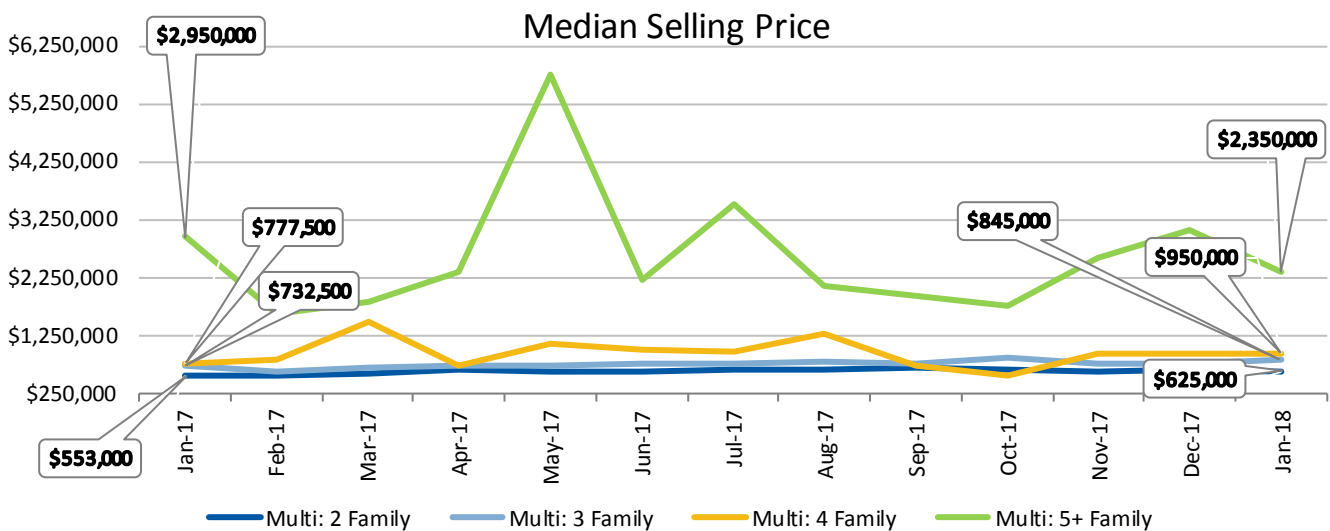
	Year over Year			Month over Month		Year to Date		
	Jan 2018	Jan 2017	Change	Dec 2017	Change	2018	2017	Change
Median Selling Price	\$950,000	\$777,500	▲ 22.2%	\$940,000	▲ 1.1%	\$810,000	\$860,000	▼ -5.8%
Units Sold	4	6	▼ -33.3%	5	▼ -20.0%	4	6	▼ -33.3%
Active Listings	16	15	▲ 6.7%	16	■ 0.0%	---	---	---
Months Supply of Inventory	4.0	2.5	▲ 60.0%	3.2	▲ 25.0%	---	---	---
New Listings	10	8	▲ 25.0%	7	▲ 42.9%	10	8	▲ 25.0%
Pending Sales	6	4	▲ 50.0%	7	▼ -14.3%	6	4	▲ 50.0%
Days to Off Market	58	43	▲ 34.9%	52	▲ 11.5%	48	65	▼ -26.8%
Sold to Original Price Ratio	81.3%	100.5%	▼ -19.2%	94.6%	▼ -14.1%	99.0%	96.1%	▲ 3.0%
Price per Square Foot	\$246	\$190	▲ 29.3%	\$332	▼ -25.9%	\$261	\$288	▼ -9.4%

MULTI-FAMILY MARKET SUMMARY

Includes all 64 towns within the GBAR jurisdictional area

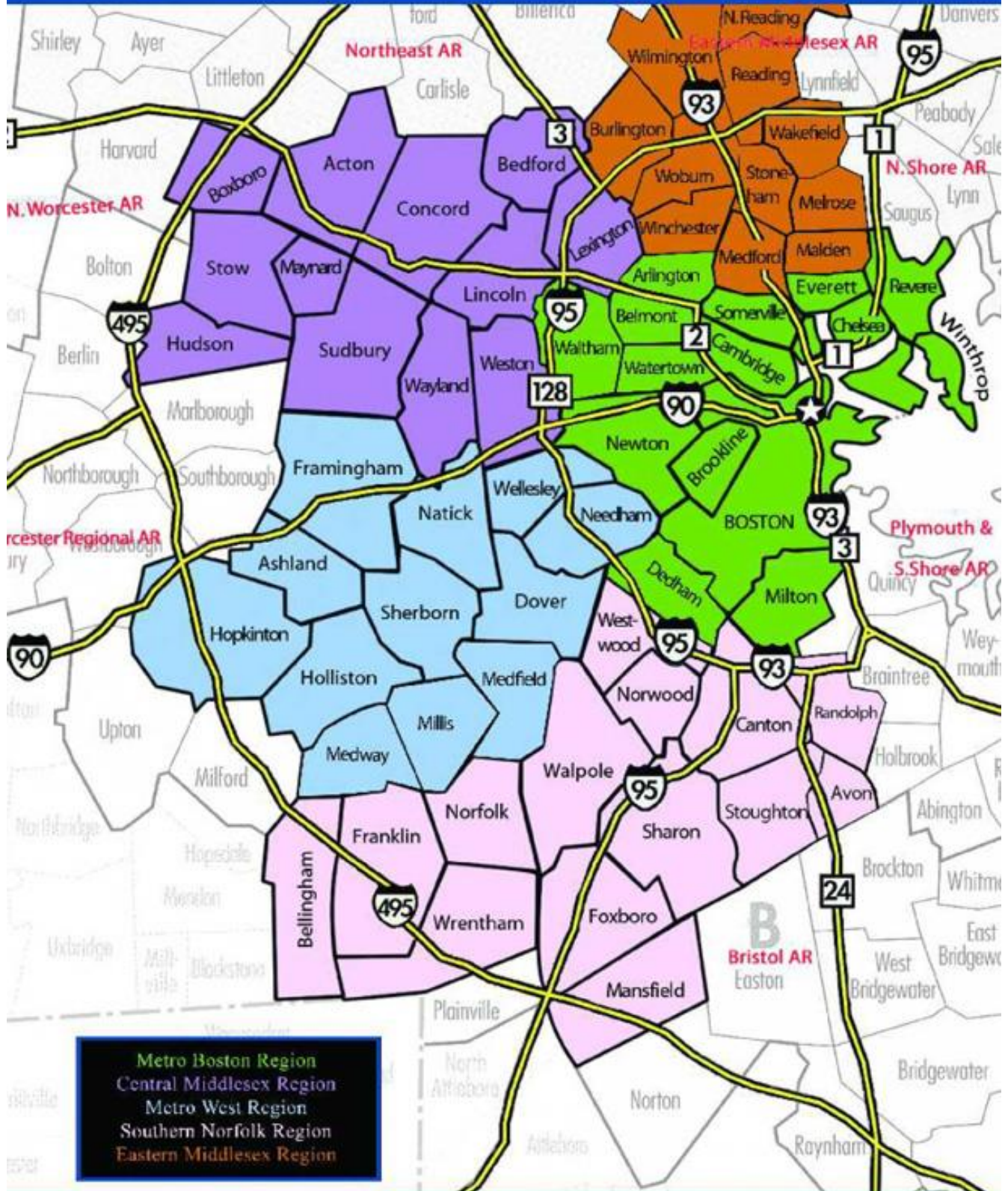
5+ Family Homes

	Year over Year			Month over Month		Year to Date		
	Jan 2018	Jan 2017	Change	Dec 2017	Change	2018	2017	Change
Median Selling Price	\$2,350,000	\$2,950,000	▼ -20.3%	\$3,062,500	▼ -23.3%	\$2,400,000	\$1,300,000	▲ 84.6%
Units Sold	4	11	▼ -63.6%	8	▼ -50.0%	4	11	▼ -63.6%
Active Listings	17	24	▼ -29.2%	22	▼ -22.7%	---	---	---
Months Supply of Inventory	4.3	2.2	▲ 95.0%	2.8	▲ 54.5%	---	---	---
New Listings	9	10	▼ -10.0%	11	▼ -18.2%	9	10	▼ -10.0%
Pending Sales	9	5	▲ 80.0%	8	▲ 12.5%	9	5	▲ 80.0%
Days to Off Market	61	65	▼ -6.2%	45	▲ 35.6%	52	71	▼ -26.6%
Sold to Original Price Ratio	92.0%	97.7%	▼ -5.9%	102.1%	▼ -9.9%	97.7%	93.6%	▲ 4.3%
Price per Square Foot	\$262	\$464	▼ -43.7%	\$474	▼ -44.8%	\$446	\$337	▲ 32.4%



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.