

# MONTHLY MARKET INSIGHT REPORT

## DECEMBER 2017



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### Detached Single-Family Homes

The 1,027 homes sold in December 2017 was the seventh highest sales total for the month and was a 9.7 percent decrease in sales volume from the 1,137 homes sold in December 2016. Despite this drop, this total remains comfortably above the 15-year historical sales average for December of 984 homes sold. The median sales price for single family homes reached a record high for the month of December at \$589,000, which is an 8.1 percent increase on the December 2016 median sales prices of \$545,000.

### Condominiums

With 793 condos sold, it was the eighth most active December on record in Greater Boston and a 14.3 percent decrease for the monthly record high sales figure of 925 units sold in December 2016. Additionally, this year's total sits just above the 15-year historical monthly sales average of 772 units sold in December. The median sales price for condos also reach a record high price for the month of December at \$542,000, which is a 15.8 percent increase on the December 2016 median sales price of \$468,000.

### Multi-Family Homes

This month, there were 189 multi-family homes sold in Greater Boston, which was a 17.1 decrease from the 228 homes sold in December 2016. Additionally, all the multi-family home markets experienced an increase in median sales price on a year-over-year basis, including a 160.6 percent increase in median sales price of 5-family homes, from \$1,175,000 in December 2016 to \$3,065,500 in December 2017, although the same number of homes (8) were sold in each respective month.

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**Greater Boston Association of REALTORS®**

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Data thru 1/10/2018

# GREATER BOSTON MARKET SUMMARY

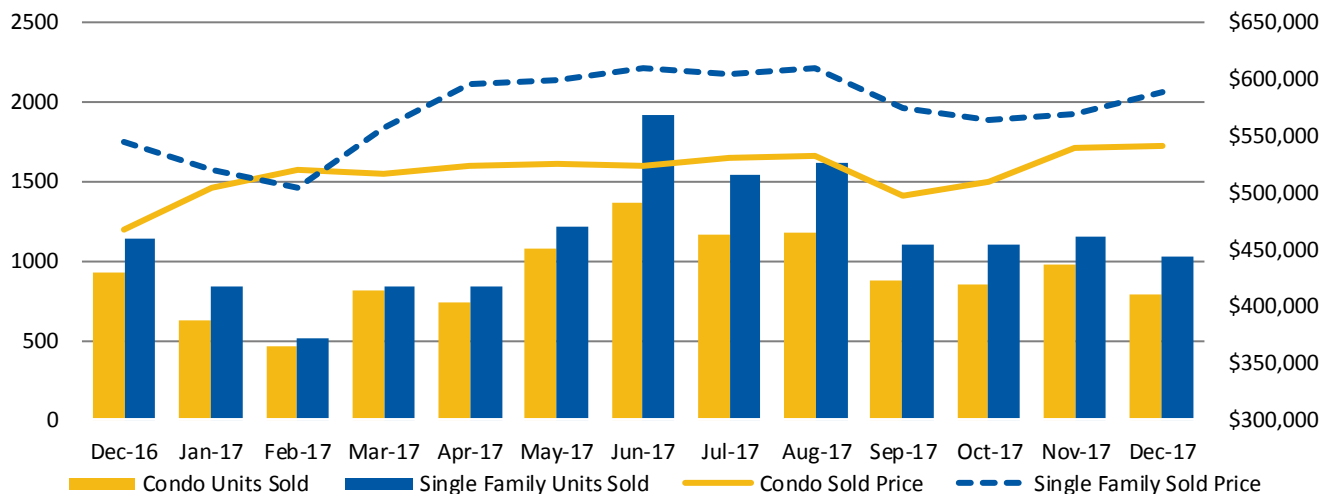
Includes all 64 towns within the GBAR jurisdictional area

## Single Family Homes

	Year over Year			Month over Month		Year to Date		
	Dec 2017	Dec 2016	Change	Nov 2017	Change	2017	2016	Change
Median Selling Price	\$589,000	\$545,000	▲ 8.1%	\$569,000	▲ 3.5%	\$581,000	\$540,000	▲ 7.6%
Units Sold	1,027	1,137	▼ -9.7%	1,148	▼ -10.5%	13,710	14,104	▼ -2.8%
Active Listings	2,311	1,967	▲ 17.5%	3,050	▼ -24.2%	---	---	---
Months Supply of Inventory	2.3	1.7	▲ 30.1%	2.7	▼ -15.4%	---	---	---
New Listings	405	398	▲ 1.8%	921	▼ -56.0%	17,053	17,698	▼ -3.6%
Pending Sales	688	717	▼ -4.0%	1,031	▼ -33.3%	13,888	14,293	▼ -2.8%
Days to Off Market	57	70	▼ -18.6%	51	▲ 11.8%	45	56	▼ -20.0%
Sold to Original Price Ratio	97.7%	96.8%	▲ 0.9%	98.5%	▼ -0.7%	99.0%	98.2%	▲ 0.8%
Price per Square Foot	\$314	\$298	▲ 5.1%	\$316	▼ -0.9%	\$313	\$294	▲ 6.4%

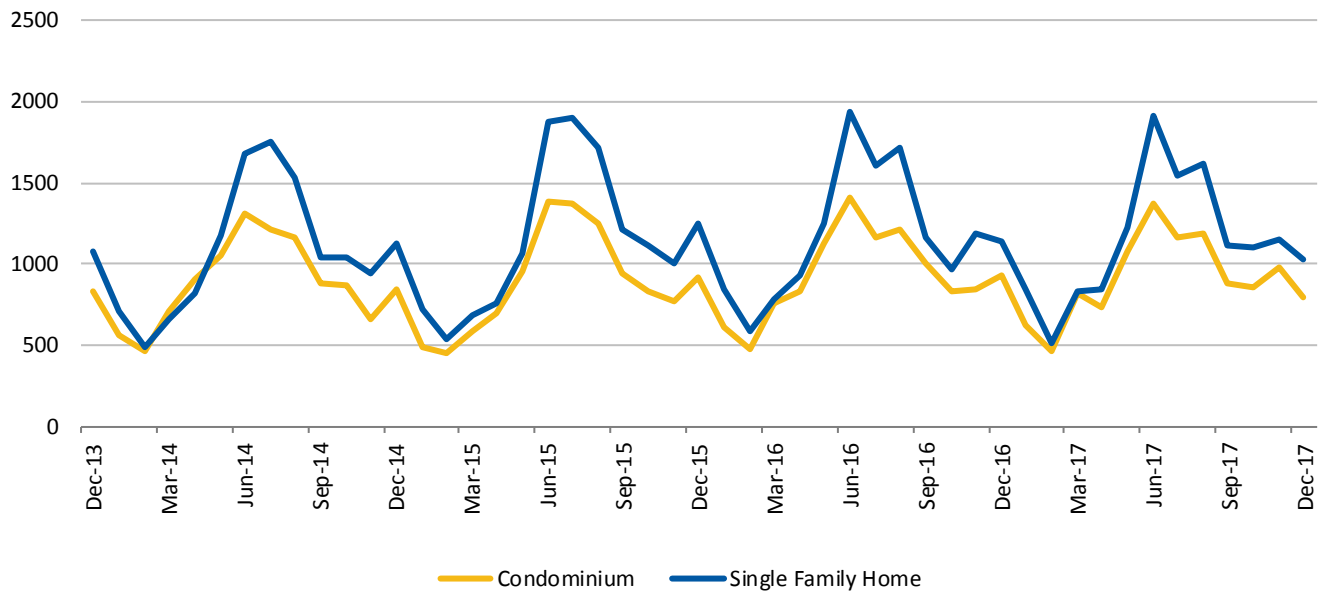
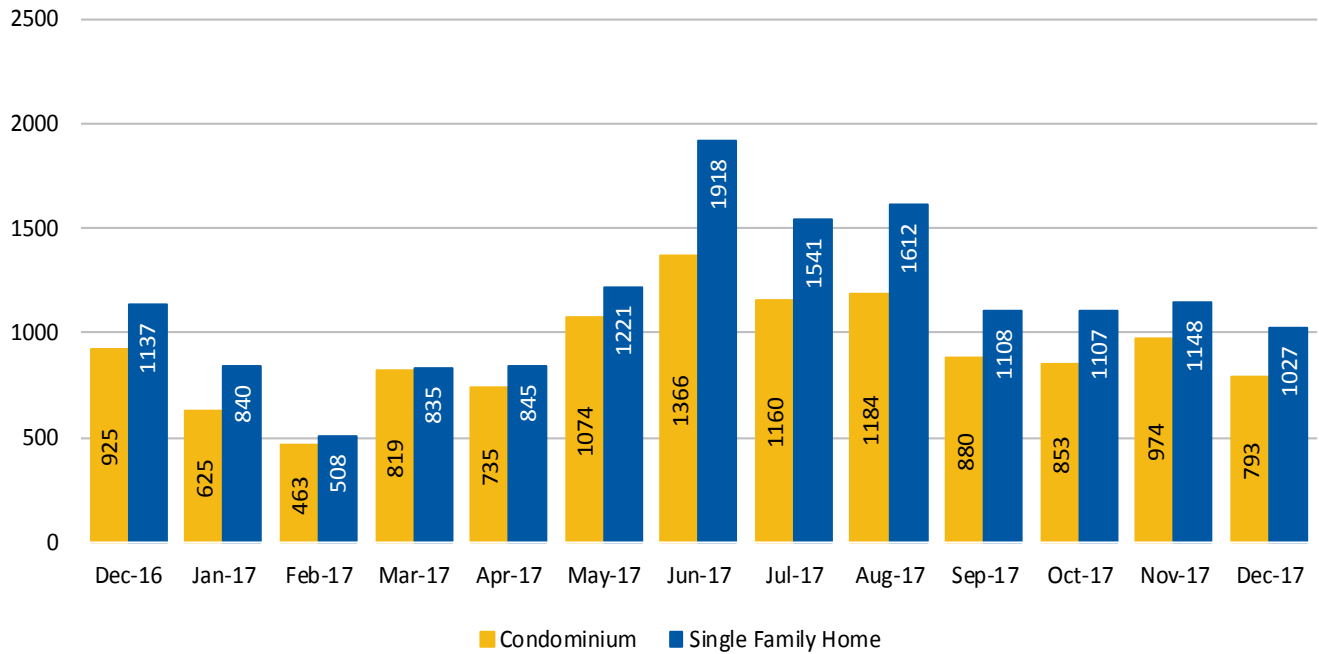
## Condominiums

	Year over Year			Month over Month		Year to Date		
	Dec 2017	Dec 2016	Change	Nov 2017	Change	2017	2016	Change
Median Selling Price	\$542,000	\$468,000	▲ 15.8%	\$540,000	▲ 0.4%	\$525,000	\$487,000	▲ 7.8%
Units Sold	793	925	▼ -14.3%	974	▼ -18.6%	10,926	11,183	▼ -2.3%
Active Listings	1,441	1,343	▲ 7.3%	2,036	▼ -29.2%	---	---	---
Months Supply of Inventory	1.8	1.5	▲ 25.5%	2.1	▼ -12.9%	---	---	---
New Listings	358	441	▼ -18.8%	842	▼ -57.5%	13,473	13,600	▼ -0.9%
Pending Sales	626	583	▲ 7.4%	860	▼ -27.2%	11,251	11,360	▼ -1.0%
Days to Off Market	49	49	■ 0.0%	44	▲ 11.4%	37	42	▼ -12.1%
Sold to Original Price Ratio	99.1%	98.4%	▲ 0.7%	99.7%	▼ -0.6%	100.6%	100.2%	▲ 0.4%
Price per Square Foot	\$511	\$482	▲ 5.9%	\$542	▼ -5.7%	\$523	\$493	▲ 6.0%



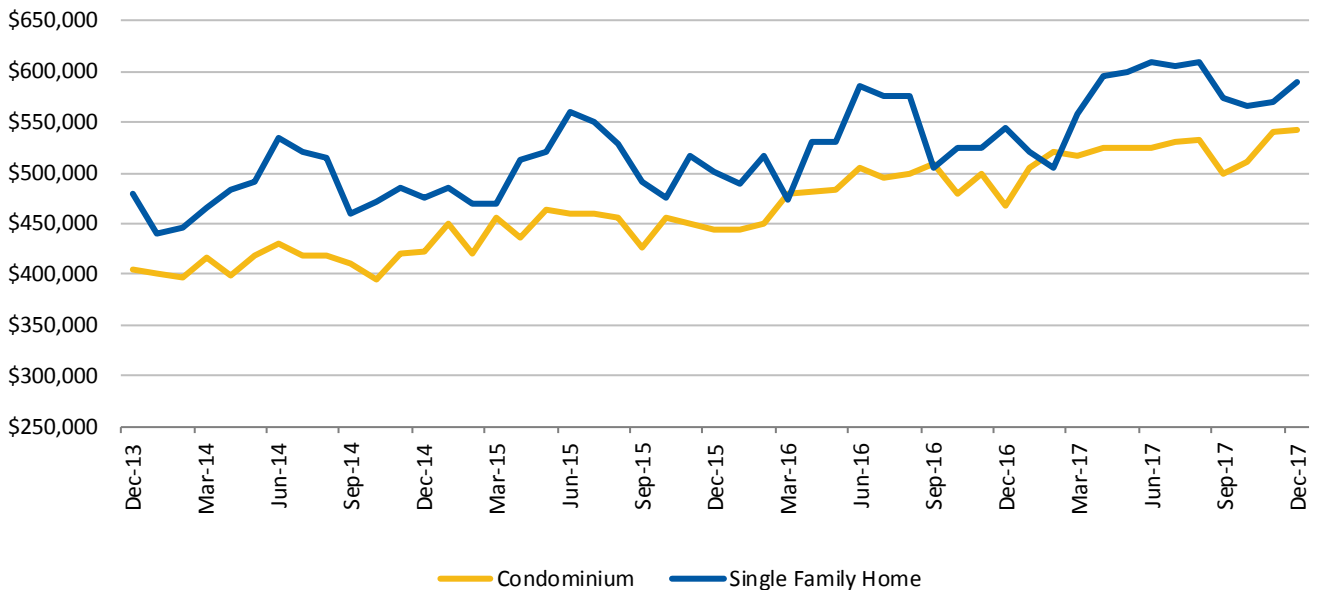
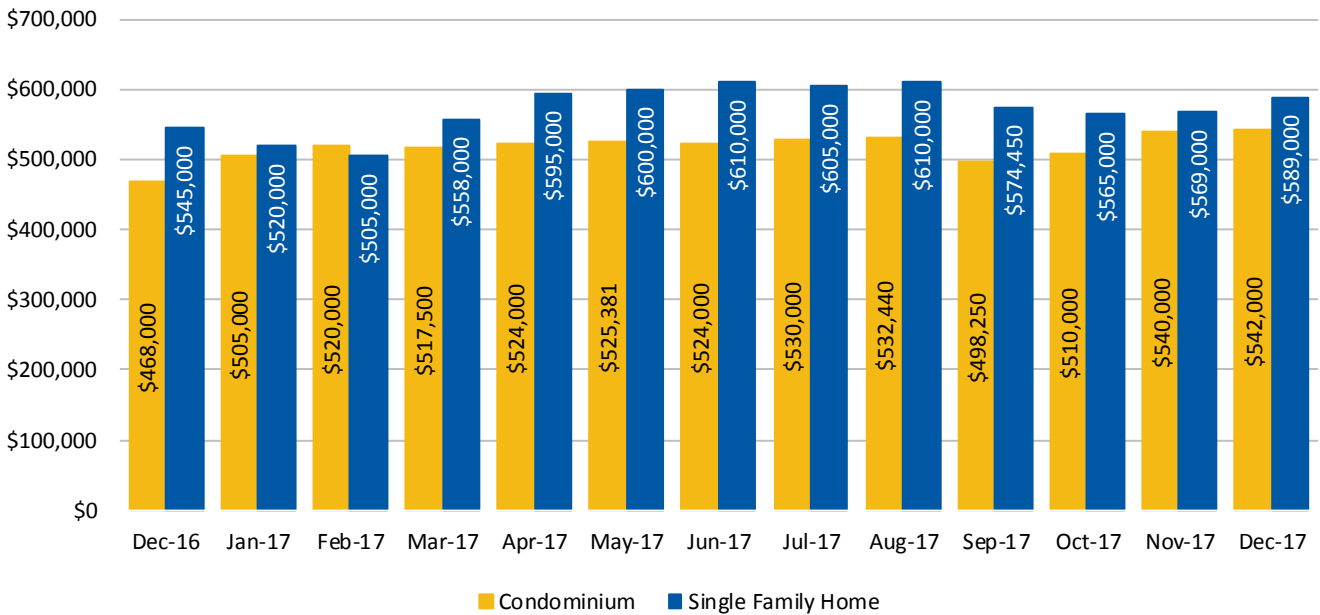
# UNITS SOLD

	Year over Year			Month over Month		Year to Date		
	Dec 2017	Dec 2016	Change	Nov 2017	Change	2017	2016	Change
<b>SINGLE FAMILY HOMES</b>	<b>1,027</b>	1,137	▼ -9.7%	1,148	▼ -10.5%	<b>13,710</b>	14,104	▼ -2.8%
<b>CONDOMINIUMS</b>	<b>793</b>	925	▼ -14.3%	974	▼ -18.6%	<b>10,926</b>	11,183	▼ -2.3%



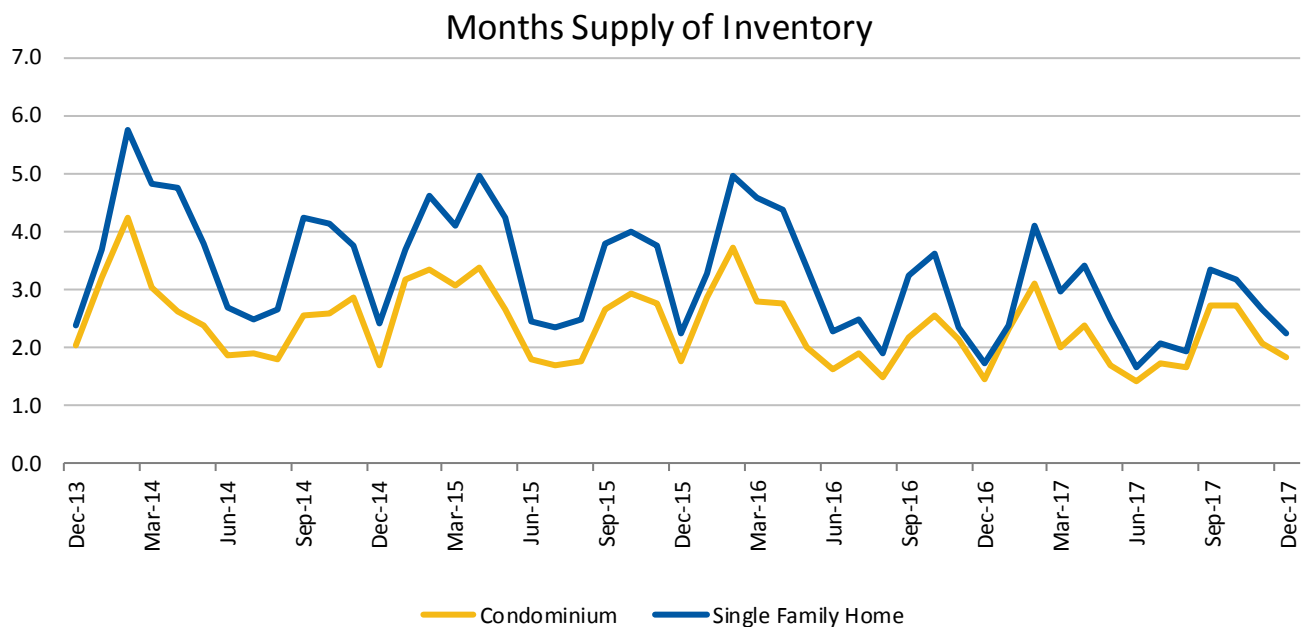
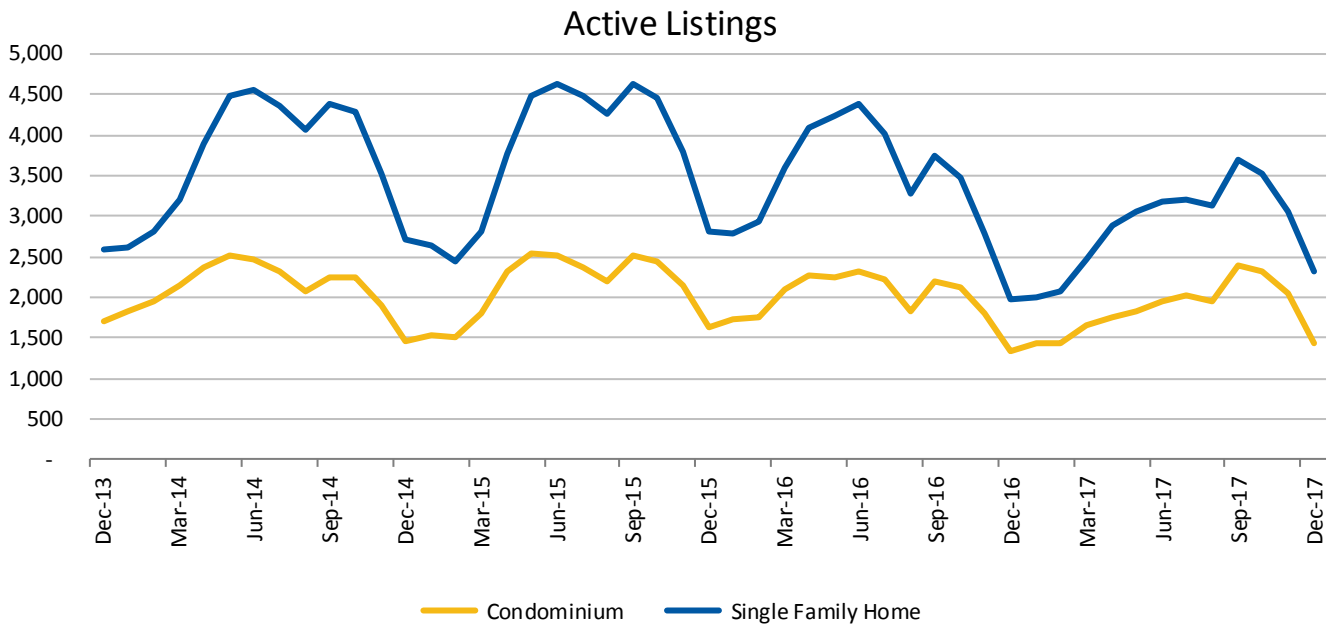
# MEDIAN SELLING PRICE

	Year over Year			Month over Month			Year to Date		
	Dec 2017	Dec 2016	Change	Nov 2017	Change	2017	2016	Change	
<b>SINGLE FAMILY HOMES</b>	<b>\$589,000</b>	\$545,000	▲ 8.1%	\$569,000	▲ 3.5%	<b>\$581,000</b>	\$540,000	▲ 7.6%	
<b>CONDOMINIUMS</b>	<b>\$542,000</b>	\$468,000	▲ 15.8%	\$540,000	▲ 0.4%	<b>\$525,000</b>	\$487,000	▲ 7.8%	



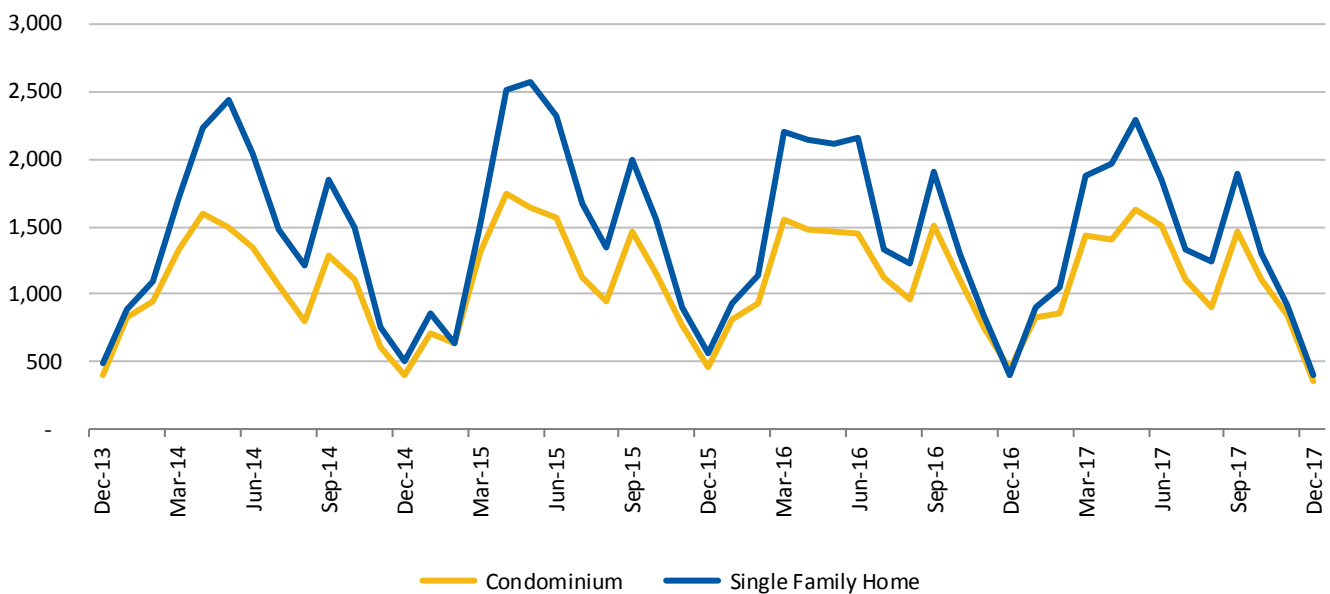
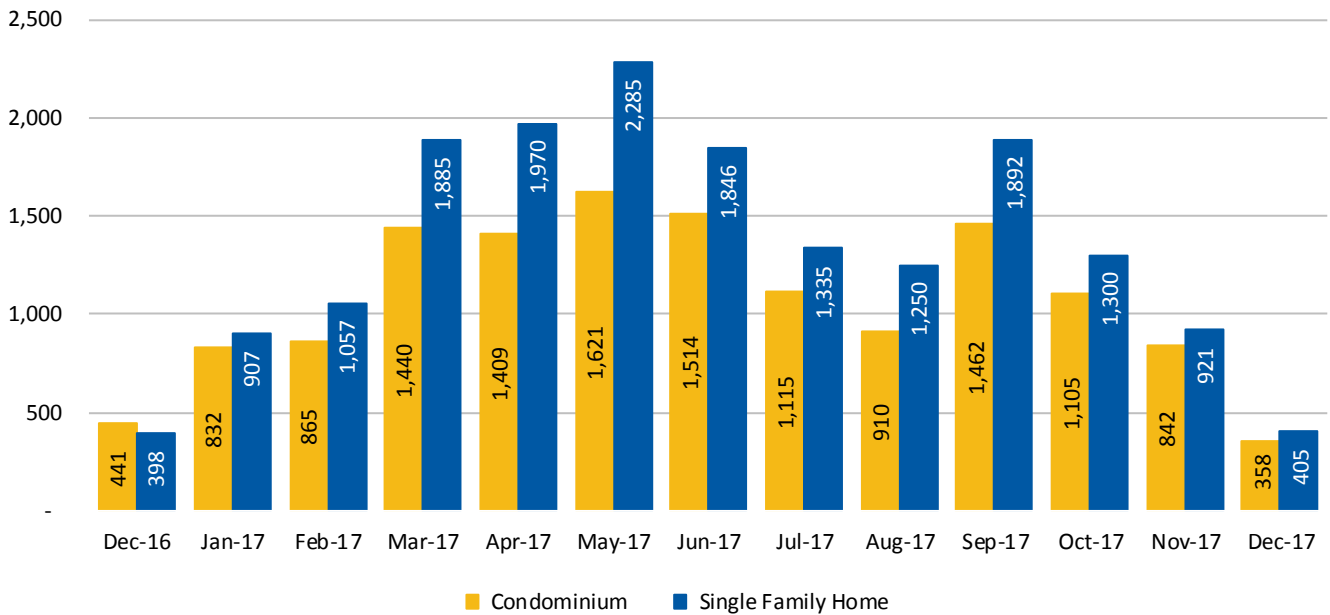
# ACTIVE LISTINGS

		Year over Year			Month over Month	
		Dec 2017	Dec 2016	Change	Nov 2017	Change
SINGLE FAMILY HOMES	Active Listings	2,311	1,967	▲ 17.5%	3,050	▼ -24.2%
	Months Supply of Inventory	2.3	1.7	▲ 30.1%	2.7	▼ -15.4%
CONDOMINIUMS	Active Listings	1,441	1,343	▲ 7.3%	2,036	▼ -29.2%
	Months Supply of Inventory	1.8	1.5	▲ 25.5%	2.1	▼ -12.9%



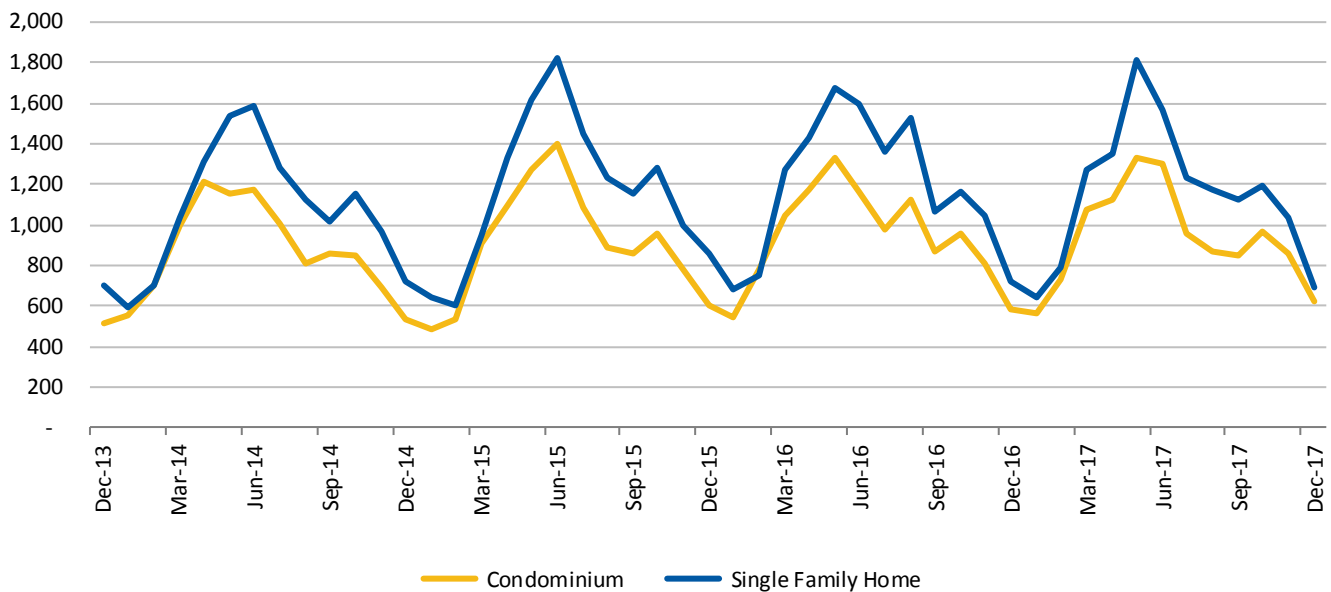
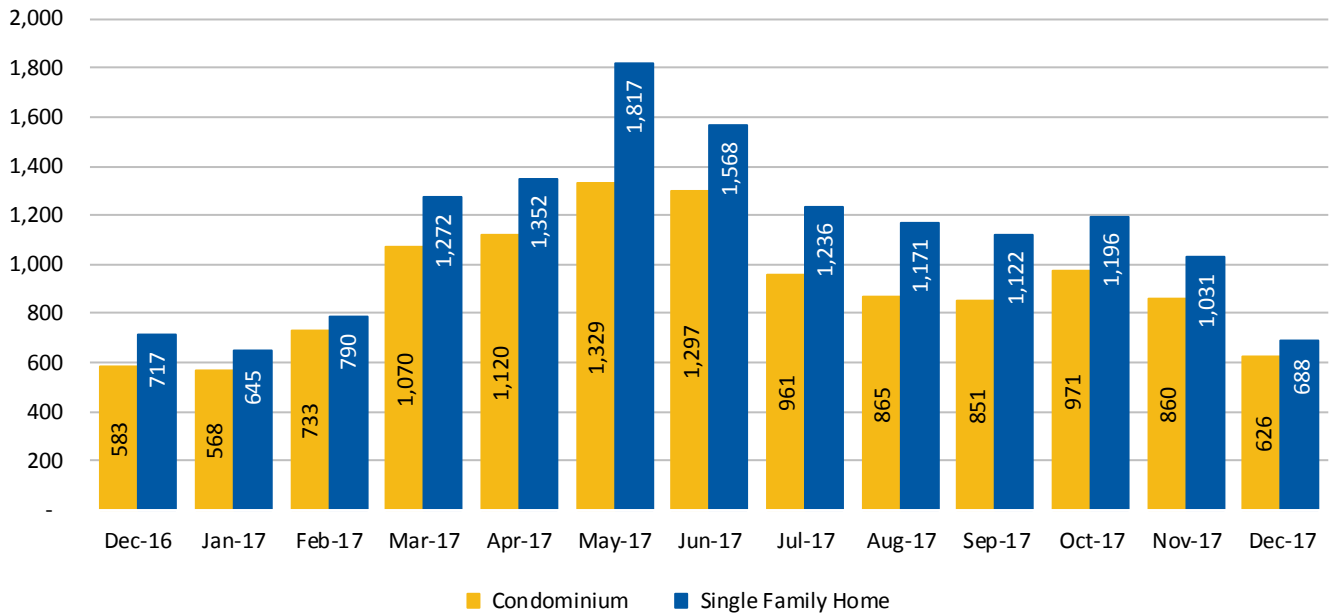
# NEW LISTINGS

	Year over Year			Month over Month		Year to Date		
	Dec 2017	Dec 2016	Change	Nov 2017	Change	2017	2016	Change
<b>SINGLE FAMILY HOMES</b>	<b>405</b>	398	▲ 1.8%	921	▼ -56.0%	<b>17,053</b>	17,698	▼ -3.6%
<b>CONDOMINIUMS</b>	<b>358</b>	441	▼ -18.8%	842	▼ -57.5%	<b>13,473</b>	13,600	▼ -0.9%



# PENDING SALES

	Year over Year			Month over Month		Year to Date		
	Dec 2017	Dec 2016	Change	Nov 2017	Change	2017	2016	Change
<b>SINGLE FAMILY HOMES</b>	<b>688</b>	717	▼ -4.0%	1,031	▼ -33.3%	<b>13,888</b>	14,293	▼ -2.8%
<b>CONDOMINIUMS</b>	<b>626</b>	583	▲ 7.4%	860	▼ -27.2%	<b>11,251</b>	11,360	▼ -1.0%



# CENTRAL MIDDLESEX REGION

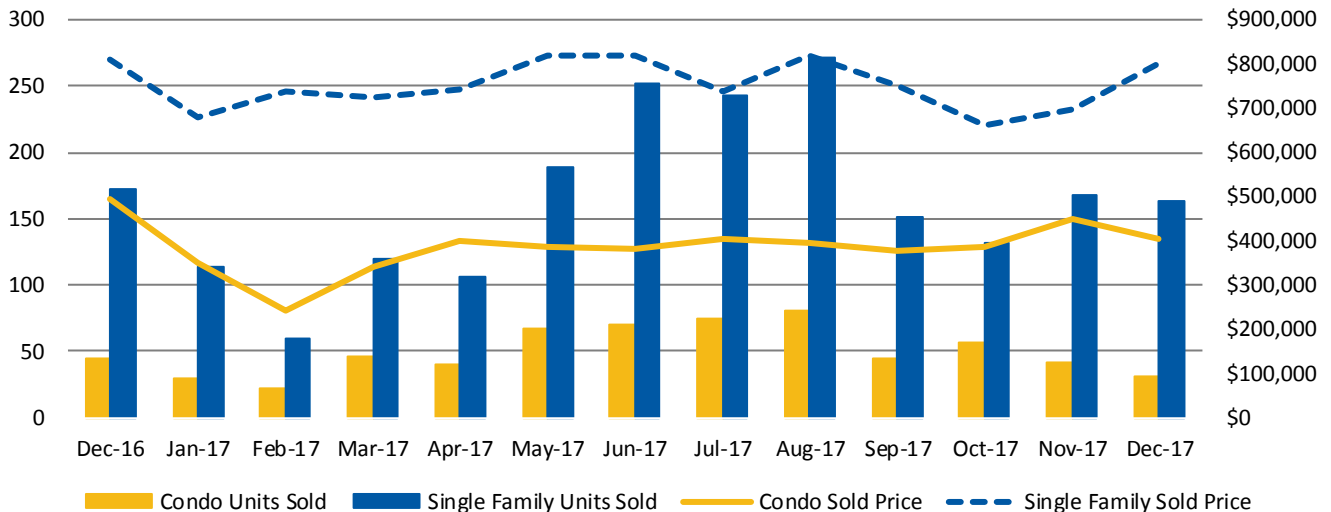
Acton, Bedford, Boxboro, Concord, Hudson, Lexington, Lincoln, Maynard, Stow, Sudbury, Wayland, Weston

## Single Family Homes

	Year over Year			Month over Month		Year to Date		
	Dec 2017	Dec 2016	Change	Nov 2017	Change	2017	2016	Change
Median Selling Price	\$799,950	\$812,000	▼ -1.5%	\$696,000	▲ 14.9%	\$750,000	\$712,250	▲ 5.3%
Units Sold	164	172	▼ -4.7%	168	▼ -2.4%	1,969	2,058	▼ -4.3%
Active Listings	496	341	▲ 45.5%	607	▼ -18.3%	---	---	---
Months Supply of Inventory	3.0	2.0	▲ 52.5%	3.6	▼ -16.3%	---	---	---
New Listings	49	45	▲ 8.9%	101	▼ -51.5%	2,538	2,654	▼ -4.4%
Pending Sales	88	95	▼ -7.4%	138	▼ -36.2%	1,977	2,080	▼ -5.0%
Days to Off Market	97	89	▲ 9.0%	74	▲ 31.1%	57	69	▼ -17.4%
Sold to Original Price Ratio	96.3%	96.3%	▼ 0.0%	97.2%	▼ -0.9%	97.3%	96.9%	▲ 0.5%
Price per Square Foot	\$315	\$308	▲ 2.2%	\$303	▲ 3.9%	\$308	\$296	▲ 3.7%

## Condominiums

	Year over Year			Month over Month		Year to Date		
	Dec 2017	Dec 2016	Change	Nov 2017	Change	2017	2016	Change
Median Selling Price	\$405,000	\$492,500	▼ -17.8%	\$447,500	▼ -9.5%	\$385,000	\$390,000	▼ -1.3%
Units Sold	31	45	▼ -31.1%	41	▼ -24.4%	601	623	▼ -3.5%
Active Listings	81	91	▼ -11.0%	112	▼ -27.7%	---	---	---
Months Supply of Inventory	2.6	2.0	▲ 29.2%	2.7	▼ -4.4%	---	---	---
New Listings	15	27	▼ -44.4%	43	▼ -65.1%	701	703	▼ -0.3%
Pending Sales	33	31	▲ 6.5%	32	▲ 3.1%	618	576	▲ 7.3%
Days to Off Market	49	71	▼ -31.0%	61	▼ -19.7%	53	62	▼ -14.5%
Sold to Original Price Ratio	97.5%	97.8%	▼ -0.3%	97.7%	▼ -0.2%	98.2%	99.1%	▼ -1.0%
Price per Square Foot	\$257	\$258	▼ -0.5%	\$287	▼ -10.4%	\$263	\$254	▲ 3.4%





# EASTERN MIDDLESEX REGION

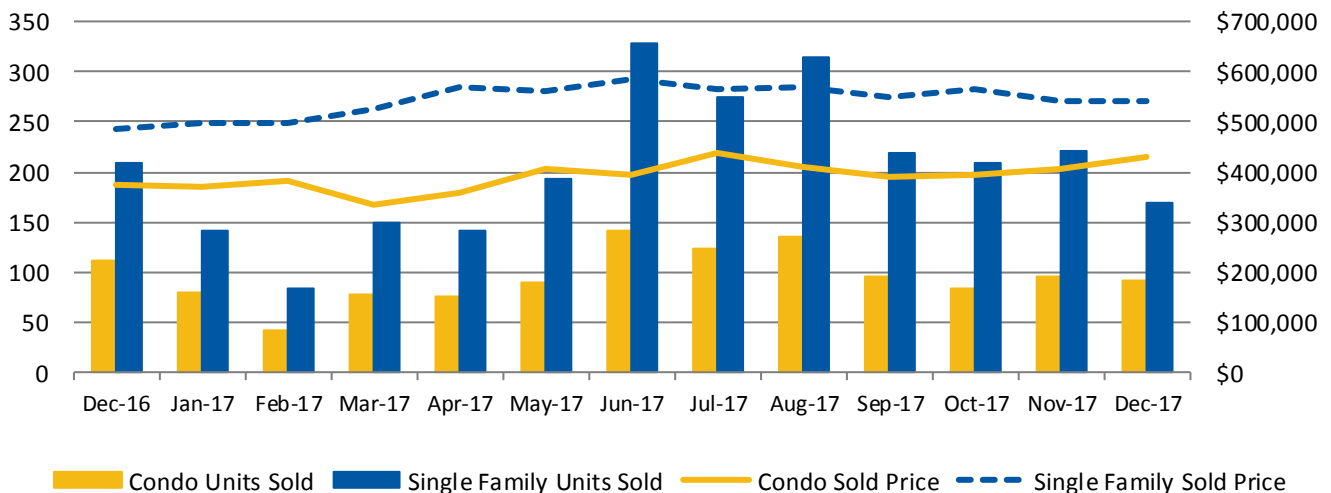
Burlington, Malden, Medford, Melrose, North Reading, Reading, Stoneham, Wakefield, Wilmington, Winchester, Woburn

## Single Family Homes

	Year over Year			Month over Month		Year to Date		
	Dec 2017	Dec 2016	Change	Nov 2017	Change	2017	2016	Change
Median Selling Price	\$540,000	\$484,000	▲ 11.6%	\$540,000	■ 0.0%	\$554,950	\$497,000	▲ 11.7%
Units Sold	170	210	▼ -19.0%	221	▼ -23.1%	2,448	2,564	▼ -4.5%
Active Listings	228	232	▼ -1.7%	319	▼ -28.5%	---	---	---
Months Supply of Inventory	1.3	1.1	▲ 21.8%	1.4	▼ -6.9%	---	---	---
New Listings	73	73	■ 0.0%	160	▼ -54.4%	2,872	2,984	▼ -3.8%
Pending Sales	112	116	▼ -3.4%	194	▼ -42.3%	2,500	2,562	▼ -2.4%
Days to Off Market	41	47	▼ -12.8%	34	▲ 20.6%	34	45	▼ -24.4%
Sold to Original Price Ratio	100.3%	98.2%	▲ 2.2%	100.3%	▲ 0.0%	101.0%	99.9%	▲ 1.1%
Price per Square Foot	\$311	\$294	▲ 5.9%	\$310	▲ 0.2%	\$308	\$286	▲ 7.7%

## Condominiums

	Year over Year			Month over Month		Year to Date		
	Dec 2017	Dec 2016	Change	Nov 2017	Change	2017	2016	Change
Median Selling Price	\$429,900	\$374,003	▲ 14.9%	\$405,000	▲ 6.1%	\$397,715	\$377,680	▲ 5.3%
Units Sold	91	112	▼ -18.8%	95	▼ -4.2%	1,128	1,147	▼ -1.7%
Active Listings	76	110	▼ -30.9%	136	▼ -44.1%	---	---	---
Months Supply of Inventory	0.8	1.0	▼ -14.3%	1.4	▼ -41.3%	---	---	---
New Listings	29	41	▼ -29.3%	91	▼ -68.1%	1,289	1,301	▼ -0.9%
Pending Sales	70	74	▼ -5.4%	79	▼ -11.4%	1,171	1,162	▲ 0.8%
Days to Off Market	40	34	▲ 17.6%	32	▲ 25.0%	30	41	▼ -26.8%
Sold to Original Price Ratio	101.1%	99.6%	▲ 1.5%	102.7%	▼ -1.5%	101.8%	100.6%	▲ 1.2%
Price per Square Foot	\$353	\$327	▲ 7.9%	\$355	▼ -0.7%	\$335	\$308	▲ 8.8%



# METRO BOSTON REGION

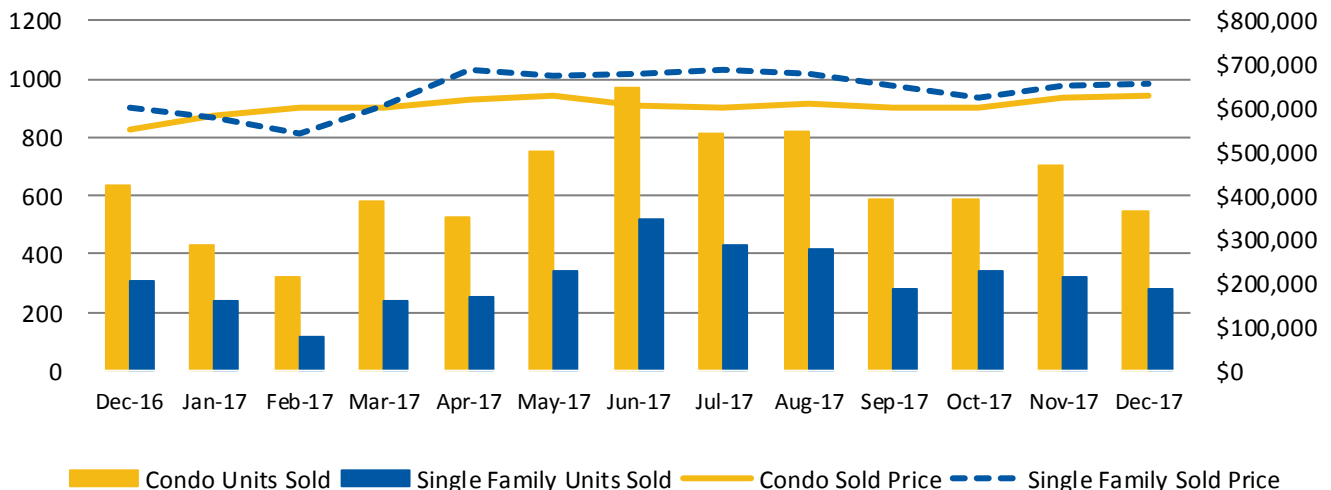
Arlington, Belmont, Boston, Brookline, Cambridge, Chelsea, Dedham, Everett, Milton, Newton, Revere, Somerville, Waltham, Watertown, Winthrop

## Single Family Homes

	Year over Year			Month over Month		Year to Date		
	Dec 2017	Dec 2016	Change	Nov 2017	Change	2017	2016	Change
Median Selling Price	\$655,000	\$600,000	▲ 9.2%	\$650,000	▲ 0.8%	\$652,000	\$608,250	▲ 7.2%
Units Sold	281	307	▼ -8.5%	319	▼ -11.9%	3,757	3,802	▼ -1.2%
Active Listings	508	443	▲ 14.7%	754	▼ -32.6%	---	---	---
Months Supply of Inventory	1.8	1.4	▲ 25.7%	2.4	▼ -23.3%	---	---	---
New Listings	105	105	▬ 0.0%	279	▼ -62.4%	4,813	4,874	▼ -1.3%
Pending Sales	201	199	▲ 1.0%	285	▼ -29.5%	3,859	3,867	▼ -0.2%
Days to Off Market	49	58	▼ -15.5%	45	▲ 8.9%	38	46	▼ -17.4%
Sold to Original Price Ratio	98.2%	98.2%	▼ -0.1%	98.8%	▼ -0.6%	99.9%	99.2%	▲ 0.7%
Price per Square Foot	\$383	\$364	▲ 5.3%	\$401	▼ -4.3%	\$388	\$363	▲ 6.7%

## Condominiums

	Year over Year			Month over Month		Year to Date		
	Dec 2017	Dec 2016	Change	Nov 2017	Change	2017	2016	Change
Median Selling Price	\$630,000	\$551,000	▲ 14.3%	\$625,000	▲ 0.8%	\$607,500	\$567,250	▲ 7.1%
Units Sold	548	632	▼ -13.3%	702	▼ -21.9%	7,627	7,816	▼ -2.4%
Active Listings	1,026	889	▲ 15.4%	1,466	▼ -30.0%	---	---	---
Months Supply of Inventory	1.9	1.4	▲ 32.6%	2.1	▼ -10.5%	---	---	---
New Listings	247	296	▼ -16.6%	591	▼ -58.2%	9,691	9,675	▲ 0.2%
Pending Sales	425	387	▲ 9.8%	632	▼ -32.8%	7,886	7,959	▼ -0.9%
Days to Off Market	49	48	▲ 2.1%	42	▲ 16.7%	35	38	▼ -7.9%
Sold to Original Price Ratio	98.8%	98.3%	▲ 0.5%	99.7%	▼ -0.9%	100.9%	100.6%	▲ 0.2%
Price per Square Foot	\$616	\$583	▲ 5.7%	\$639	▼ -3.6%	\$630	\$595	▲ 5.9%



# METRO WEST REGION

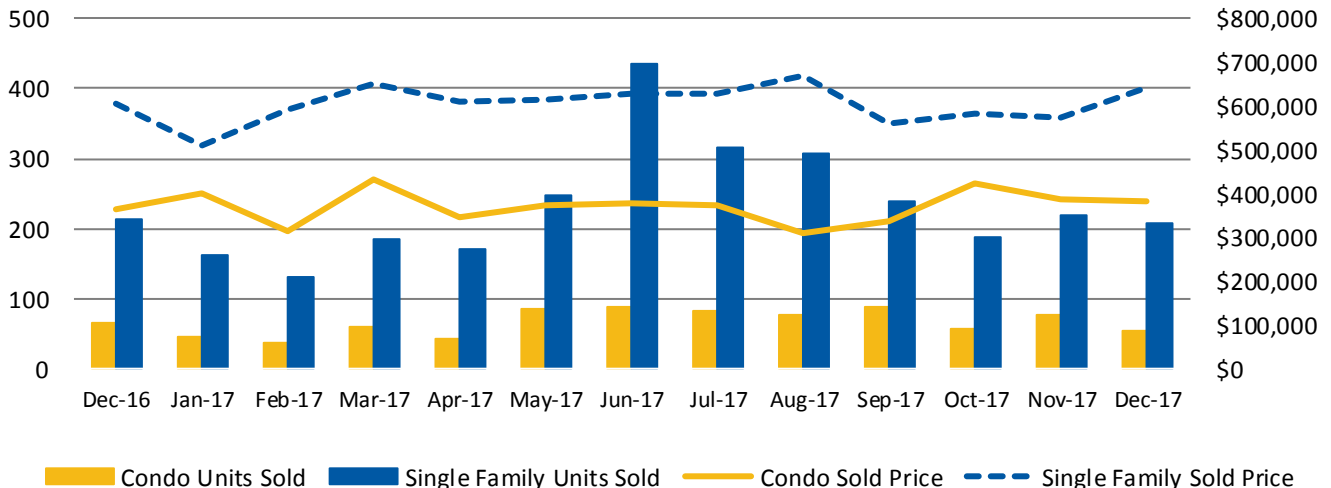
Ashland, Dover, Framingham, Holliston, Hopkinton, Medfield,  
Medway, Millis, Natick, Needham, Sherborn, Wellesley

## Single Family Homes

	Year over Year			Month over Month		Year to Date		
	Dec 2017	Dec 2016	Change	Nov 2017	Change	2017	2016	Change
Median Selling Price	\$644,000	\$607,500	▲ 6.0%	\$574,000	▲ 12.2%	\$612,500	\$580,000	▲ 5.6%
Units Sold	208	214	▼ -2.8%	218	▼ -4.6%	2,807	2,813	▼ -0.2%
Active Listings	569	483	▲ 17.8%	711	▼ -20.0%	---	---	---
Months Supply of Inventory	2.7	2.3	▲ 21.2%	3.3	▼ -16.0%	---	---	---
New Listings	82	77	▲ 6.5%	179	▼ -54.2%	3,490	3,660	▼ -4.6%
Pending Sales	128	147	▼ -12.9%	193	▼ -33.7%	2,797	2,864	▼ -2.3%
Days to Off Market	63	94	▼ -33.0%	57	▲ 10.5%	51	63	▼ -19.0%
Sold to Original Price Ratio	97.1%	95.3%	▲ 1.9%	98.2%	▼ -1.1%	98.2%	97.1%	▲ 1.2%
Price per Square Foot	\$298	\$280	▲ 6.5%	\$291	▲ 2.6%	\$293	\$278	▲ 5.6%

## Condominiums

	Year over Year			Month over Month		Year to Date		
	Dec 2017	Dec 2016	Change	Nov 2017	Change	2017	2016	Change
Median Selling Price	\$383,500	\$364,000	▲ 5.4%	\$387,075	▼ -0.9%	\$370,000	\$356,500	▲ 3.8%
Units Sold	54	65	▼ -16.9%	76	▼ -28.9%	794	814	▼ -2.5%
Active Listings	129	114	▲ 13.2%	158	▼ -18.4%	---	---	---
Months Supply of Inventory	2.4	1.8	▲ 36.6%	2.1	▲ 14.9%	---	---	---
New Listings	33	35	▼ -5.7%	64	▼ -48.4%	892	936	▼ -4.7%
Pending Sales	46	48	▼ -4.2%	58	▼ -20.7%	767	848	▼ -9.6%
Days to Off Market	62	60	▲ 3.3%	69	▼ -10.1%	43	53	▼ -18.9%
Sold to Original Price Ratio	100.2%	99.2%	▲ 1.1%	98.9%	▲ 1.3%	100.2%	99.1%	▲ 1.2%
Price per Square Foot	\$238	\$237	▲ 0.8%	\$270	▼ -11.7%	\$260	\$246	▲ 5.6%



# SOUTHERN NORFOLK REGION

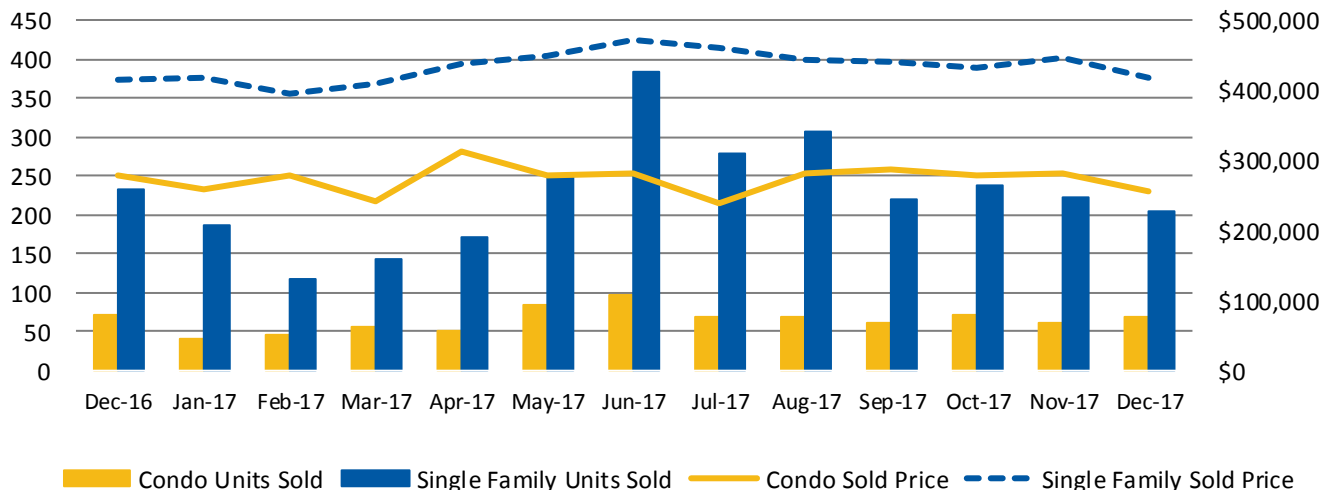
Avon, Bellingham, Canton, Foxboro, Franklin, Mansfield, Norfolk, Norwood, Randolph, Sharon, Stoughton, Walpole, Westwood, Wrentham

## Single Family Homes

	Year over Year			Month over Month		Year to Date		
	Dec 2017	Dec 2016	Change	Nov 2017	Change	2017	2016	Change
Median Selling Price	\$419,500	\$414,950	▲ 1.1%	\$446,000	▼ -5.9%	\$441,000	\$418,000	▲ 5.5%
Units Sold	204	234	▼ -12.8%	222	▼ -8.1%	2,729	2,867	▼ -4.8%
Active Listings	510	468	▲ 9.0%	659	▼ -22.6%	---	---	---
Months Supply of Inventory	2.5	2.0	▲ 25.0%	3.0	▼ -15.8%	---	---	---
New Listings	96	98	▼ -2.0%	202	▼ -52.5%	3,340	3,526	▼ -5.3%
Pending Sales	159	160	▼ -0.6%	221	▼ -28.1%	2,755	2,920	▼ -5.7%
Days to Off Market	53	68	▼ -22.1%	53	▬ 0.0%	48	62	▼ -22.6%
Sold to Original Price Ratio	96.9%	95.7%	▲ 1.3%	97.5%	▼ -0.7%	97.9%	97.6%	▲ 0.4%
Price per Square Foot	\$234	\$226	▲ 3.6%	\$237	▼ -1.3%	\$241	\$226	▲ 6.5%

## Condominiums

	Year over Year			Month over Month		Year to Date		
	Dec 2017	Dec 2016	Change	Nov 2017	Change	2017	2016	Change
Median Selling Price	\$255,000	\$280,000	▼ -8.9%	\$282,500	▼ -9.7%	\$274,000	\$255,000	▲ 7.5%
Units Sold	69	71	▼ -2.8%	60	▲ 15.0%	776	783	▼ -0.9%
Active Listings	129	139	▼ -7.2%	164	▼ -21.3%	---	---	---
Months Supply of Inventory	1.9	2.0	▼ -4.6%	2.7	▼ -31.5%	---	---	---
New Listings	34	42	▼ -19.0%	53	▼ -35.8%	900	985	▼ -8.6%
Pending Sales	52	43	▲ 20.9%	59	▼ -11.9%	809	815	▼ -0.7%
Days to Off Market	46	59	▼ -22.0%	46	▬ 0.0%	47	56	▼ -16.1%
Sold to Original Price Ratio	98.0%	96.7%	▲ 1.3%	97.3%	▲ 0.7%	98.8%	97.5%	▲ 1.3%
Price per Square Foot	\$211	\$203	▲ 4.0%	\$217	▼ -3.0%	\$213	\$197	▲ 8.4%



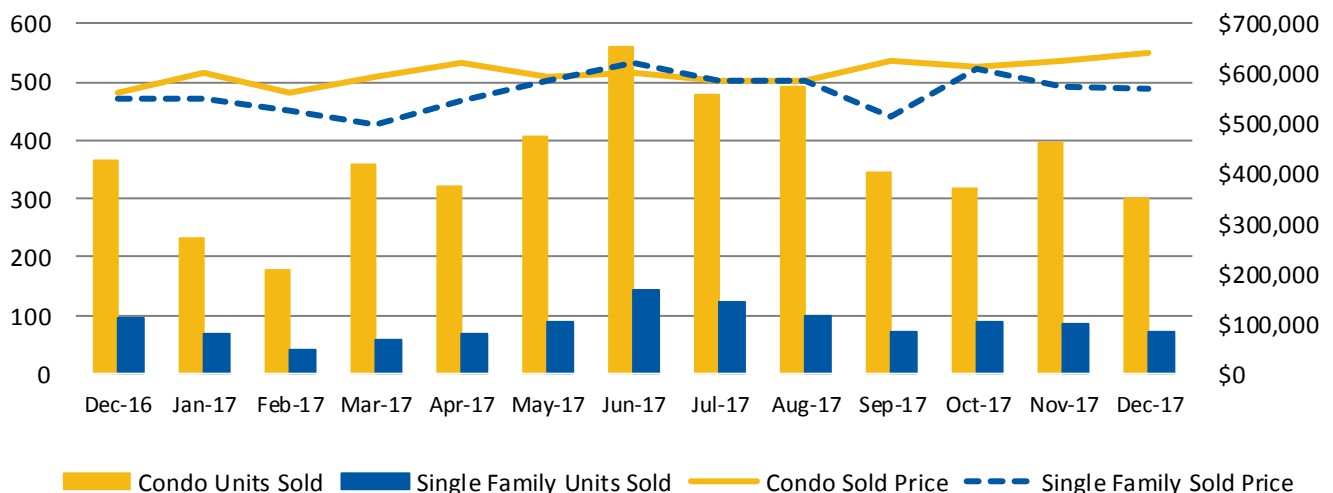
# CITY OF BOSTON

## Single Family Homes

	Year over Year			Month over Month		Year to Date		
	Dec 2017	Dec 2016	Change	Nov 2017	Change	2017	2016	Change
Median Selling Price	\$568,500	\$550,500	▲ 3.3%	\$572,500	▼ -0.7%	\$580,000	\$529,500	▲ 9.5%
Units Sold	70	94	▼ -25.5%	86	▼ -18.6%	1,005	1,040	▼ -3.4%
Active Listings	152	141	▲ 7.8%	240	▼ -36.7%	---	---	---
Months Supply of Inventory	2.2	1.5	▲ 44.7%	2.8	▼ -22.2%	---	---	---
New Listings	26	34	▼ -23.5%	80	▼ -67.5%	1,333	1,367	▼ -2.5%
Pending Sales	66	55	▲ 20.0%	75	▼ -12.0%	1,041	1,073	▼ -3.0%
Days to Off Market	49	55	▼ -10.9%	46	▲ 6.5%	42	49	▼ -14.0%
Sold to Original Price Ratio	97.5%	98.9%	▼ -1.5%	96.8%	▲ 0.7%	99.2%	98.8%	▲ 0.4%
Price per Square Foot	\$408	\$384	▲ 6.1%	\$383	▲ 6.4%	\$395	\$363	▲ 8.8%

## Condominiums

	Year over Year			Month over Month		Year to Date		
	Dec 2017	Dec 2016	Change	Nov 2017	Change	2017	2016	Change
Median Selling Price	\$639,500	\$560,000	▲ 14.2%	\$625,000	▲ 2.3%	\$600,000	\$575,000	▲ 4.3%
Units Sold	300	366	▼ -18.0%	395	▼ -24.1%	4,383	4,344	▲ 0.9%
Active Listings	770	606	▲ 27.1%	1,057	▼ -27.2%	---	---	---
Months Supply of Inventory	2.6	1.7	▲ 55.0%	2.7	▼ -4.1%	---	---	---
New Listings	162	158	▲ 2.5%	396	▼ -59.1%	5,921	5,460	▲ 8.4%
Pending Sales	271	212	▲ 27.8%	384	▼ -29.4%	4,642	4,403	▲ 5.4%
Days to Off Market	49	49	▬ 0.0%	44	▲ 11.4%	39	41	▼ -5.2%
Sold to Original Price Ratio	97.8%	98.1%	▼ -0.3%	98.7%	▼ -0.9%	100.0%	99.8%	▲ 0.2%
Price per Square Foot	\$689	\$660	▲ 4.4%	\$730	▼ -5.6%	\$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		
	Dec 2017	Dec 2016	Change	Nov 2017	Change	2017	2016	Change
Median Selling Price	\$647,500	\$577,500	▲ 12.1%	\$640,000	▲ 1.2%	\$630,000	\$555,000	▲ 13.5%
Units Sold	129	146	▼ -11.6%	149	▼ -13.4%	1,491	1,594	▼ -6.5%
Active Listings	199	187	▲ 6.4%	303	▼ -34.3%	---	---	---
Months Supply of Inventory	1.5	1.3	▲ 20.3%	2.0	▼ -24.1%	---	---	---
New Listings	61	66	▼ -7.6%	125	▼ -51.2%	2,019	2,031	▼ -0.6%
Pending Sales	100	76	▲ 31.6%	122	▼ -18.0%	1,548	1,615	▼ -4.1%
Days to Off Market	46	50	▼ -8.0%	37	▲ 24.3%	32	47	▼ -31.3%
Sold to Original Price Ratio	99.5%	98.3%	▲ 1.2%	101.0%	▼ -1.4%	101.4%	99.6%	▲ 1.9%
Price per Square Foot	\$278	\$253	▲ 10.2%	\$285	▼ -2.4%	\$281	\$245	▲ 14.6%

## 3 Family Homes

	Year over Year			Month over Month		Year to Date		
	Dec 2017	Dec 2016	Change	Nov 2017	Change	2017	2016	Change
Median Selling Price	\$757,500	\$698,750	▲ 8.4%	\$772,500	▼ -1.9%	\$750,000	\$635,000	▲ 18.1%
Units Sold	47	60	▼ -21.7%	48	▼ -2.1%	554	582	▼ -4.8%
Active Listings	79	86	▼ -8.1%	120	▼ -34.2%	---	---	---
Months Supply of Inventory	1.7	1.4	▲ 17.5%	2.5	▼ -32.8%	---	---	---
New Listings	33	30	▲ 10.0%	62	▼ -46.8%	766	766	■ 0.0%
Pending Sales	42	36	▲ 16.7%	50	▼ -16.0%	596	579	▲ 2.9%
Days to Off Market	52	46	▲ 13.0%	45	▲ 15.6%	39	54	▼ -27.1%
Sold to Original Price Ratio	97.6%	98.6%	▼ -1.0%	101.2%	▼ -3.6%	100.0%	98.5%	▲ 1.6%
Price per Square Foot	\$250	\$230	▲ 8.5%	\$282	▼ -11.4%	\$264	\$230	▲ 14.6%

## 4 Family Homes

	Year over Year			Month over Month		Year to Date		
	Dec 2017	Dec 2016	Change	Nov 2017	Change	2017	2016	Change
Median Selling Price	\$940,000	\$790,000	▲ 19.0%	\$917,500	▲ 2.5%	\$810,000	\$860,000	▼ -5.8%
Units Sold	5	9	▼ -44.4%	6	▼ -16.7%	55	87	▼ -36.8%
Active Listings	20	14	▲ 42.9%	26	▼ -23.1%	---	---	---
Months Supply of Inventory	4.0	1.6	▲ 156.4%	4.3	▼ -7.6%	---	---	---
New Listings	5	4	▲ 25.0%	9	▼ -44.4%	104	130	▼ -20.0%
Pending Sales	8	7	▲ 14.3%	3	▲ 166.7%	61	86	▼ -29.1%
Days to Off Market	54	47	▲ 14.9%	73	▼ -26.0%	51	65	▼ -22.1%
Sold to Original Price Ratio	94.6%	97.7%	▼ -3.1%	102.0%	▼ -7.3%	98.9%	96.1%	▲ 2.9%
Price per Square Foot	\$332	\$323	▲ 2.9%	\$232	▲ 42.7%	\$260	\$288	▼ -10.0%

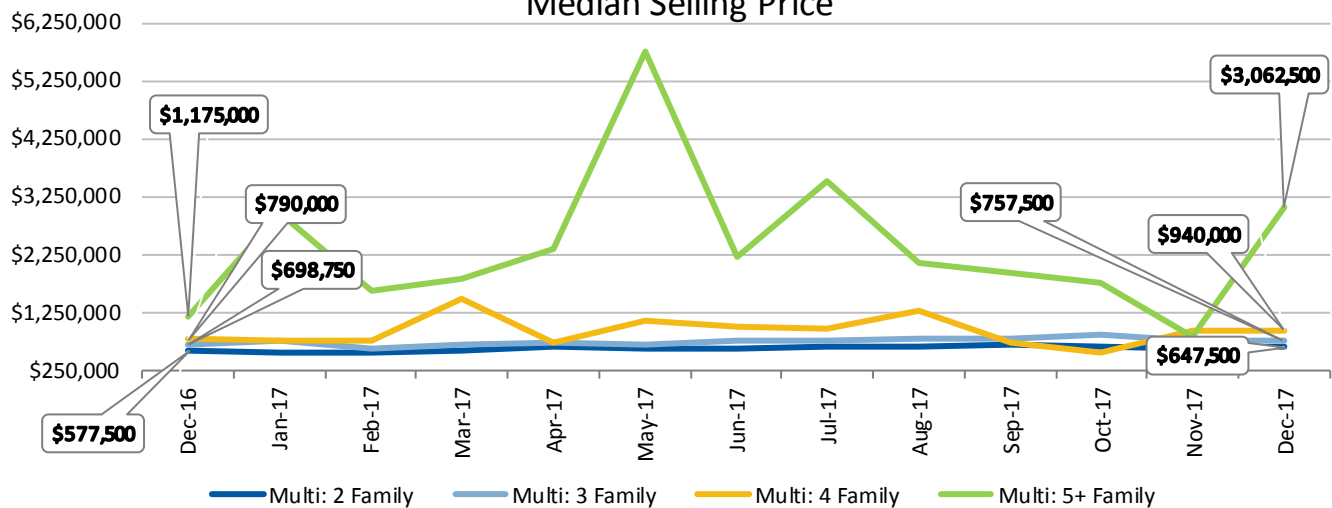
# MULTI-FAMILY MARKET SUMMARY

Includes all 64 towns within the GBAR jurisdictional area

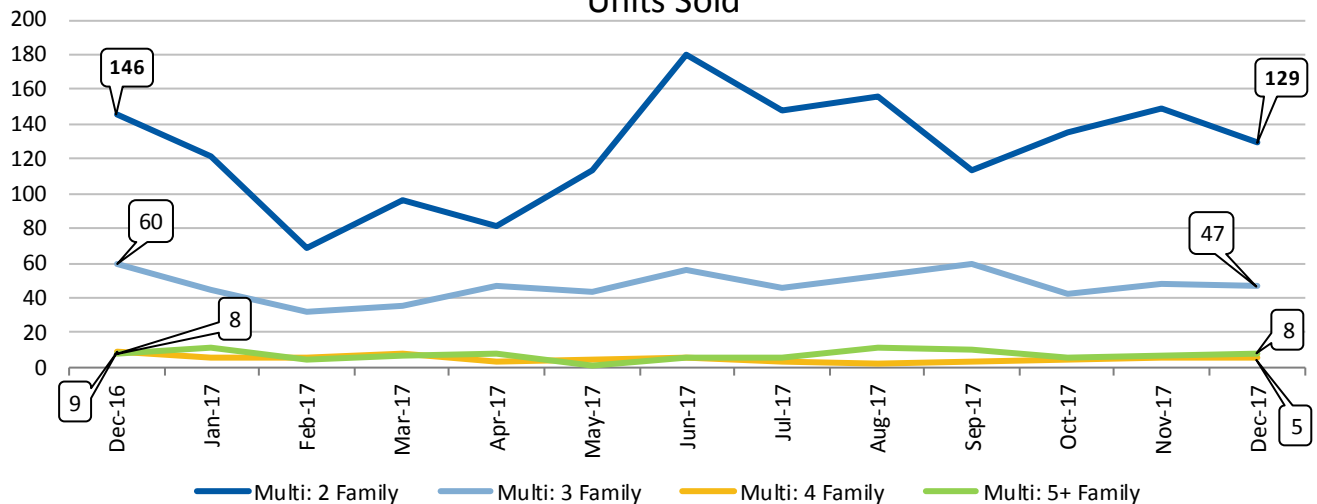
## 5+ Family Homes

	Year over Year			Month over Month		Year to Date		
	Dec 2017	Dec 2016	Change	Nov 2017	Change	2017	2016	Change
Median Selling Price	\$3,062,500	\$1,175,000	▲ 160.6%	\$825,000	▲ 271.2%	\$2,400,000	\$1,300,000	▲ 84.6%
Units Sold	8	8	■ 0.0%	7	▲ 14.3%	84	99	▼ -15.2%
Active Listings	32	26	▲ 23.1%	39	▼ -17.9%	---	---	---
Months Supply of Inventory	4.0	3.3	▲ 23.1%	5.6	▼ -28.2%	---	---	---
New Listings	12	6	▲ 100.0%	7	▲ 71.4%	145	164	▼ -11.6%
Pending Sales	11	4	▲ 175.0%	4	▲ 175.0%	93	106	▼ -12.3%
Days to Off Market	50	27	▲ 85.2%	34	▲ 47.1%	53	70	▼ -24.3%
Sold to Original Price Ratio	102.1%	92.4%	▲ 10.6%	98.9%	▲ 3.3%	97.7%	93.6%	▲ 4.3%
Price per Square Foot	\$474	\$468	▲ 1.3%	\$411	▲ 15.3%	\$449	\$337	▲ 33.3%

### Median Selling Price



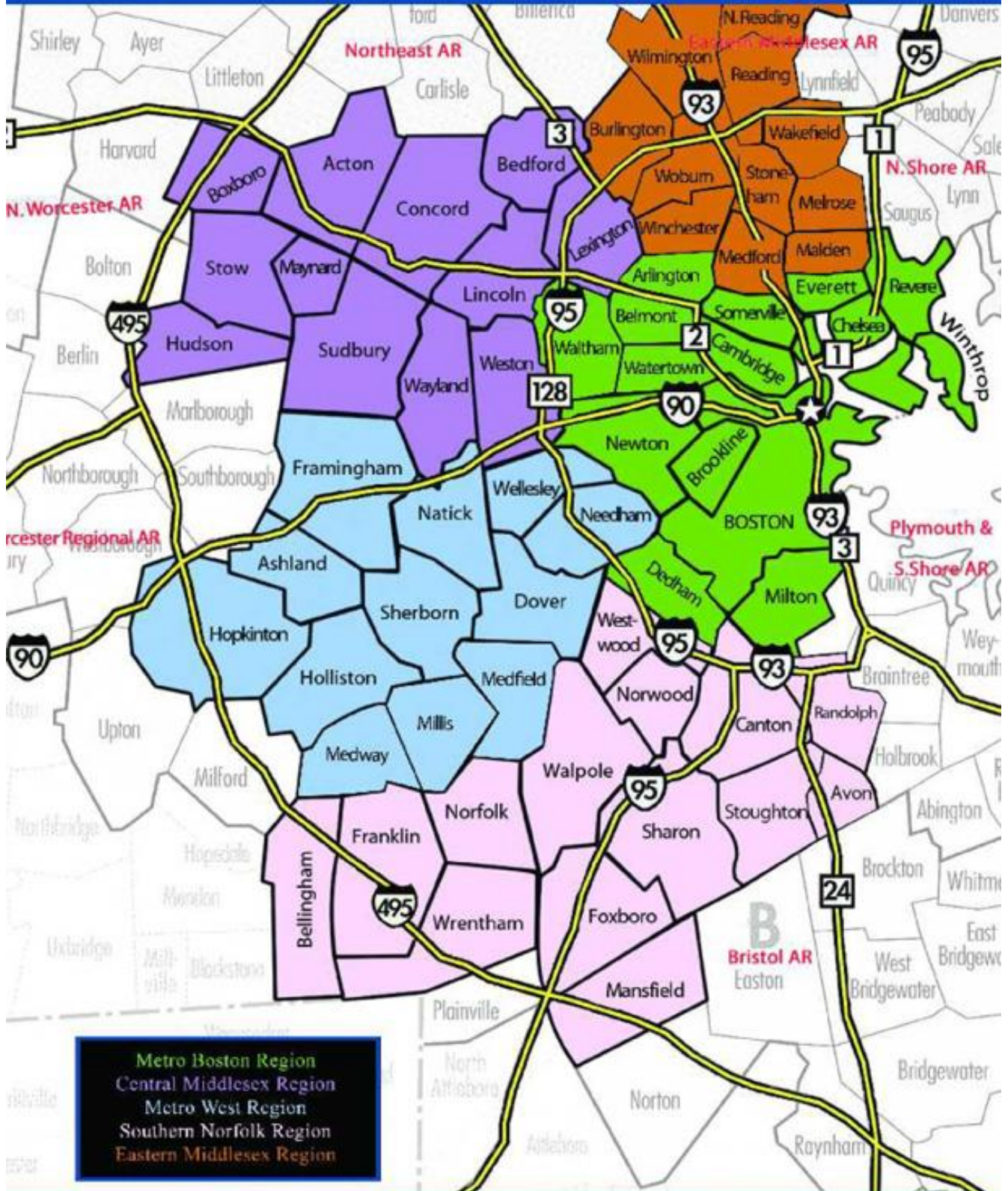
### Units Sold





# 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.*