

MONTHLY MARKET INSIGHT REPORT

MARCH 2018

Detached Single-Family Homes

Detached Single-Family Homes

The 728 homes sold in March 2018 was the tenth highest sales volume for the month and was a 13.1 percent decrease from the 838 homes sold in March 2017. This falls short of the 15-year historical monthly sales average for March of 769 homes sold. The median sales price reached a record high for the month of March at \$579,950, which was a 4.9 percent increase from the March 2017 median sales prices of \$552,912.

Condominiums

With 738 condos sold, it was the eighth most active March on record in Greater Boston, and a 10.3 percent decrease in sales from the 823 units sold in March 2017. Despite this drop, this total remains above the 15-year historical sales total for condos sold in March of 709 units. The median sales price of condos also reached a new record high for the month of March at \$547,608, which is 6.3 percent increase from March 2017's median sales price of \$515,000.

Multi-Family Homes

This month, there were 142 multi-family units sold in Greater Boston, which reflects a 2.7 percent decrease in sales volume from the 146 multi-family units sold in March 2017.



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Greater Boston Association of REALTORS®

A division of the Greater Boston Real Estate Board

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Data thru 4/10/2018

GREATER BOSTON MARKET SUMMARY

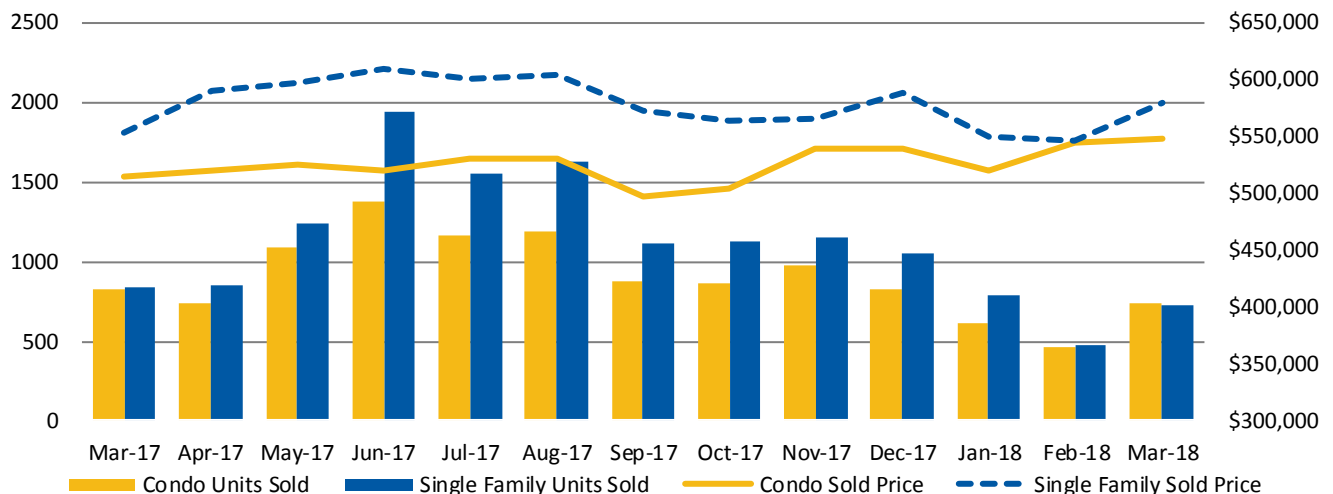
Includes all 64 towns within the GBAR jurisdictional area

Single Family Homes

	Year over Year			Month over Month		Year to Date		
	Mar 2018	Mar 2017	Change	Feb 2018	Change	2018	2017	Change
Median Selling Price	\$579,950	\$552,912	▲ 4.9%	\$546,000	▲ 6.2%	\$555,000	\$525,000	▲ 5.7%
Units Sold	728	838	▼ -13.1%	480	▲ 51.7%	2,002	2,192	▼ -8.7%
Active Listings	1,970	2,556	▼ -22.9%	1,866	▲ 5.6%	---	---	---
Months Supply of Inventory	2.7	3.1	▼ -11.3%	3.9	▼ -30.4%	---	---	---
New Listings	1,576	1,894	▼ -16.8%	1,160	▲ 35.9%	3,520	3,847	▼ -8.5%
Pending Sales	1,226	1,269	▼ -3.4%	740	▲ 65.7%	2,542	2,688	▼ -5.4%
Days to Off Market	37	46	▼ -19.6%	51	▼ -27.5%	48	55	▼ -13.5%
Sold to Original Price Ratio	99.1%	97.8%	▲ 1.3%	97.4%	▲ 1.7%	98.0%	96.7%	▲ 1.3%
Price per Square Foot	\$318	\$303	▲ 4.9%	\$309	▲ 2.7%	\$315	\$292	▲ 7.9%

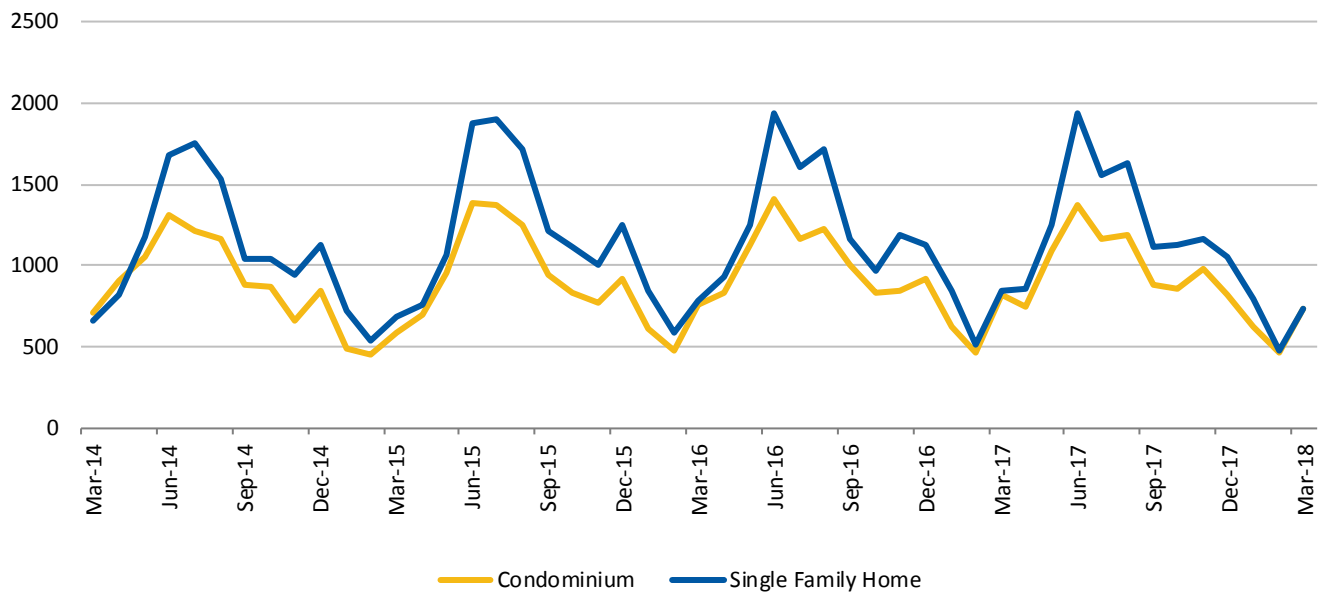
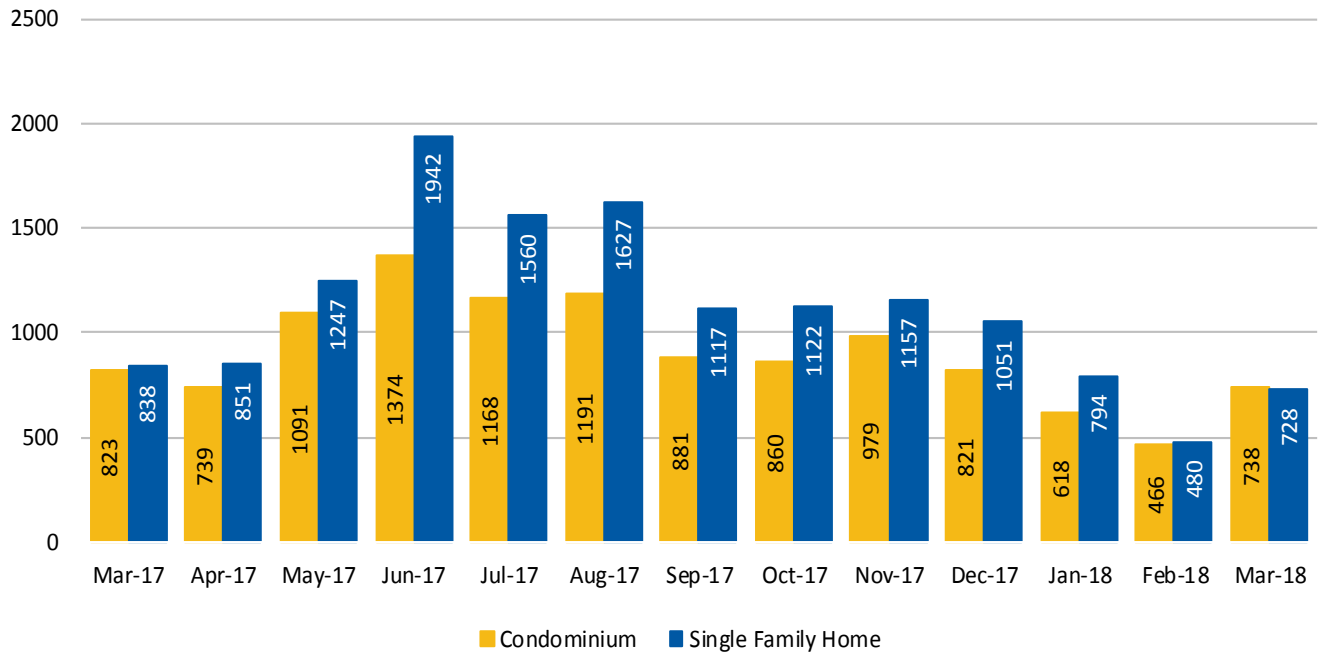
Condominiums

	Year over Year			Month over Month		Year to Date		
	Mar 2018	Mar 2017	Change	Feb 2018	Change	2018	2017	Change
Median Selling Price	\$547,608	\$515,000	▲ 6.3%	\$545,500	▲ 0.4%	\$537,500	\$510,000	▲ 5.4%
Units Sold	738	823	▼ -10.3%	466	▲ 58.4%	1,822	1,914	▼ -4.8%
Active Listings	1,316	1,706	▼ -22.9%	1,333	▼ -1.3%	---	---	---
Months Supply of Inventory	1.8	2.1	▼ -14.0%	2.9	▼ -37.7%	---	---	---
New Listings	1,247	1,449	▼ -13.9%	985	▲ 26.6%	2,970	3,136	▼ -5.3%
Pending Sales	1,092	1,062	▲ 2.8%	791	▲ 38.1%	2,340	2,352	▼ -0.5%
Days to Off Market	36	38	▼ -5.3%	44	▼ -18.2%	42	42	▼ -0.2%
Sold to Original Price Ratio	100.5%	100.0%	▲ 0.5%	99.1%	▲ 1.4%	99.3%	99.0%	▲ 0.3%
Price per Square Foot	\$555	\$525	▲ 5.7%	\$520	▲ 6.9%	\$536	\$497	▲ 7.8%



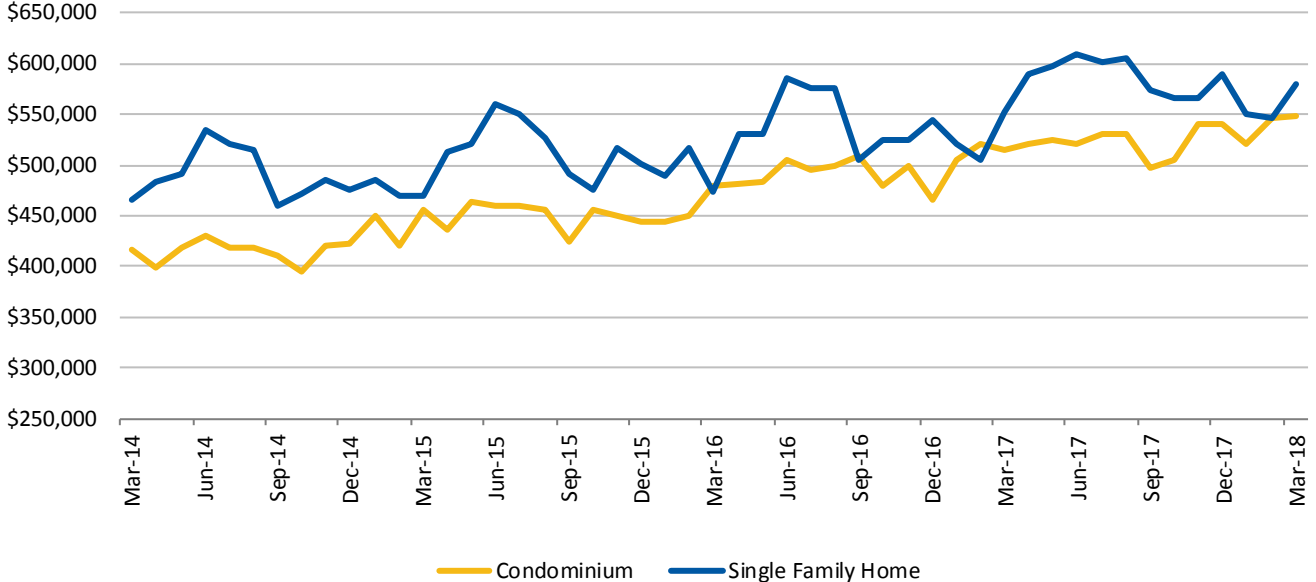
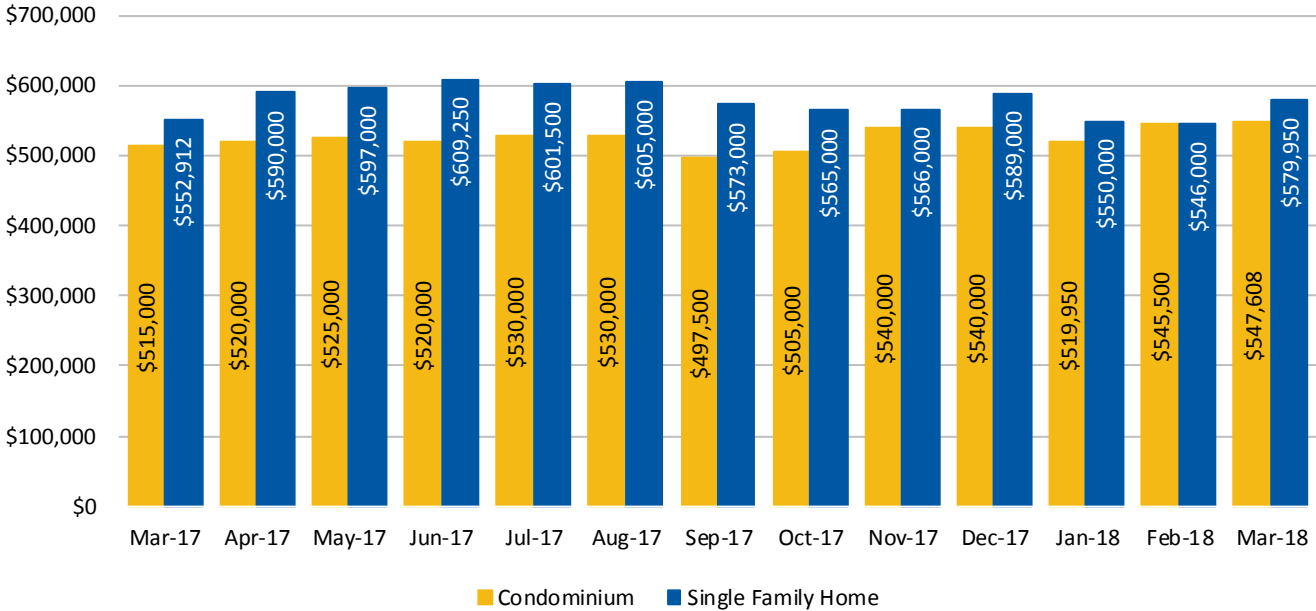
UNITS SOLD

	Year over Year			Month over Month		Year to Date		
	Mar 2018	Mar 2017	Change	Feb 2018	Change	2018	2017	Change
SINGLE FAMILY HOMES	728	838	▼ -13.1%	480	▲ 51.7%	2,002	2,192	▼ -8.7%
CONDOMINIUMS	738	823	▼ -10.3%	466	▲ 58.4%	1,822	1,914	▼ -4.8%



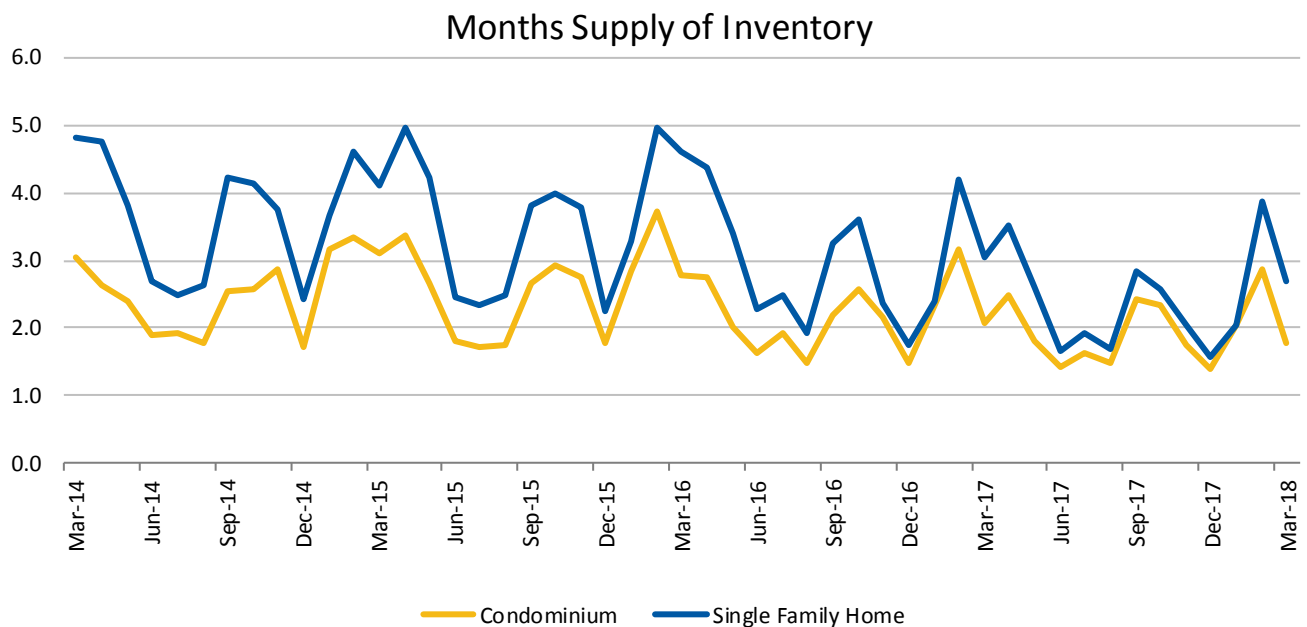
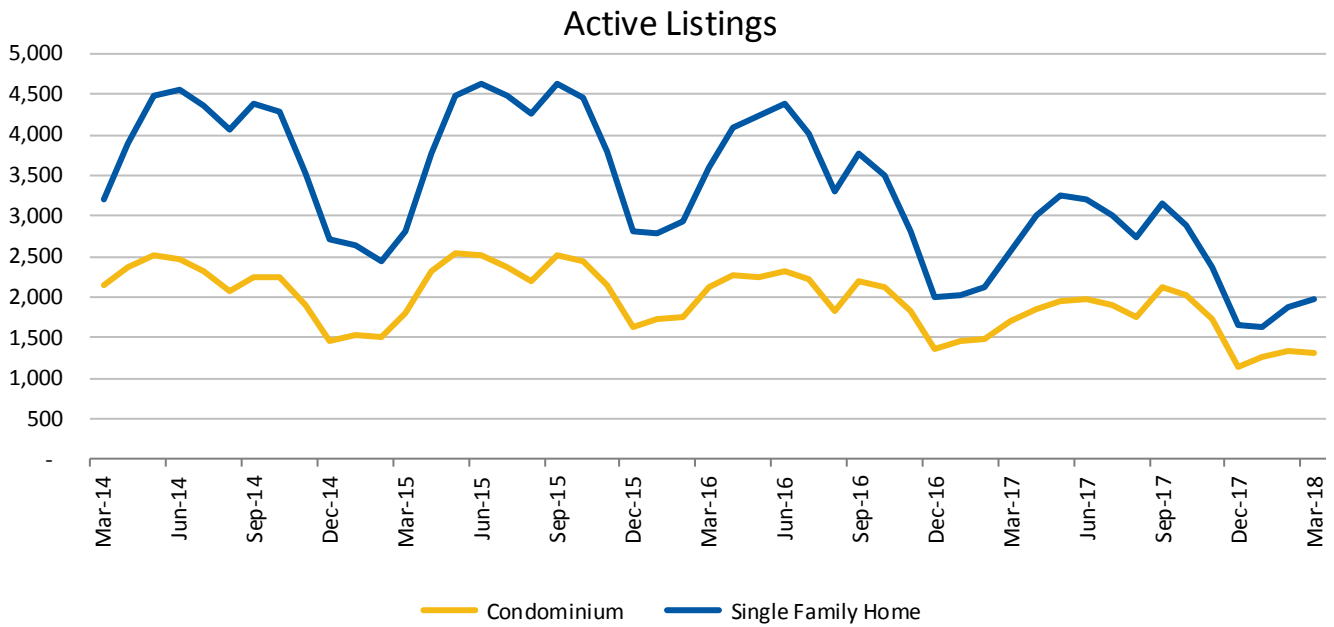
MEDIAN SELLING PRICE

	Year over Year			Month over Month			Year to Date		
	Mar 2018	Mar 2017	Change	Feb 2018	Change	2018	2017	Change	
SINGLE FAMILY HOMES	\$579,950	\$552,912	▲ 4.9%	\$546,000	▲ 6.2%	\$555,000	\$525,000	▲ 5.7%	
CONDOMINIUMS	\$547,608	\$515,000	▲ 6.3%	\$545,500	▲ 0.4%	\$537,500	\$510,000	▲ 5.4%	



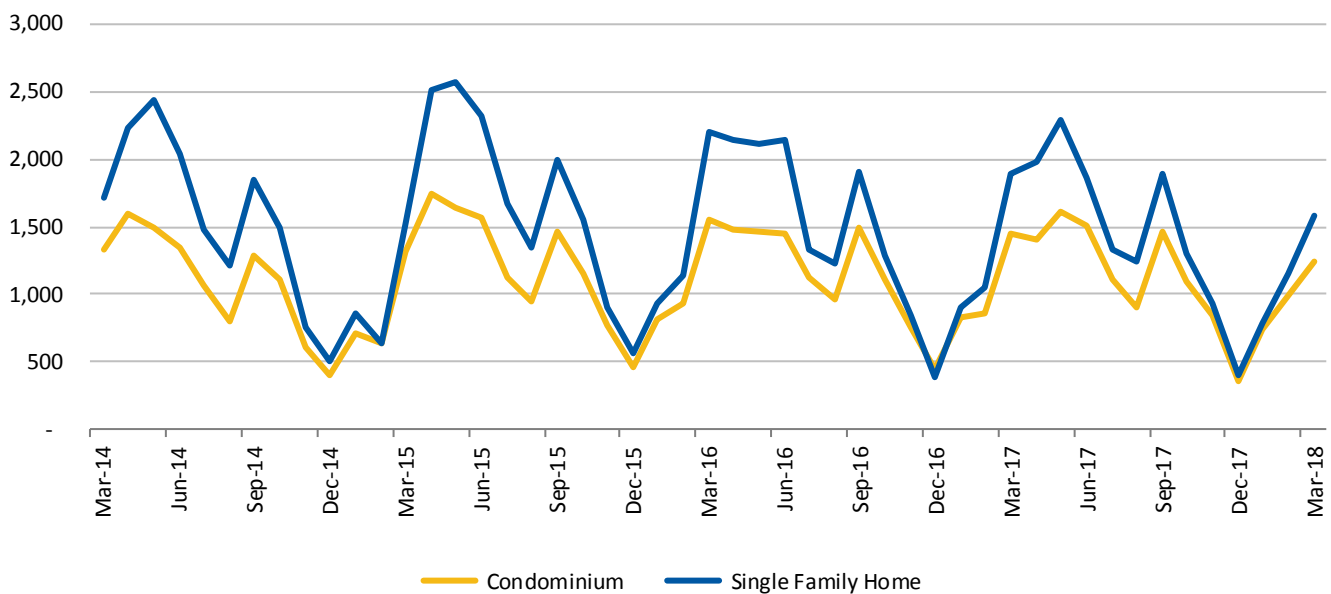
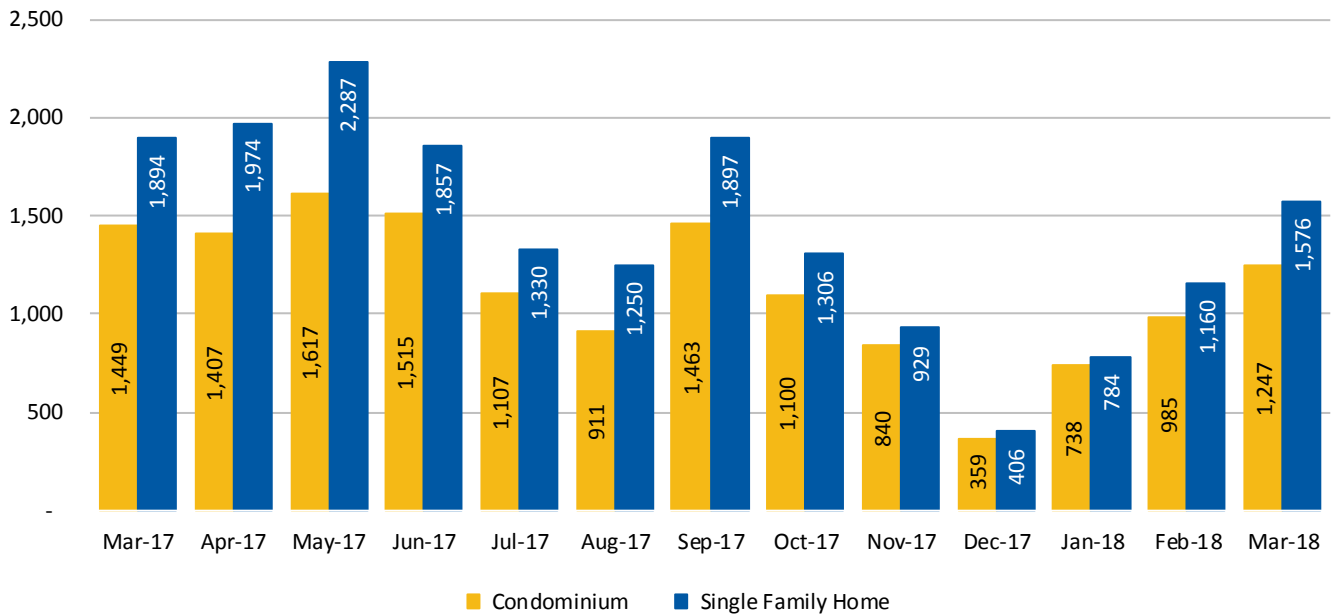
ACTIVE LISTINGS

		Year over Year			Month over Month	
		Mar 2018	Mar 2017	Change	Feb 2018	Change
SINGLE FAMILY HOMES	Active Listings	1,970	2,556	▼ -22.9%	1,866	▲ 5.6%
	Months Supply of Inventory	2.7	3.1	▼ -11.3%	3.9	▼ -30.4%
CONDOMINIUMS	Active Listings	1,316	1,706	▼ -22.9%	1,333	▼ -1.3%
	Months Supply of Inventory	1.8	2.1	▼ -14.0%	2.9	▼ -37.7%



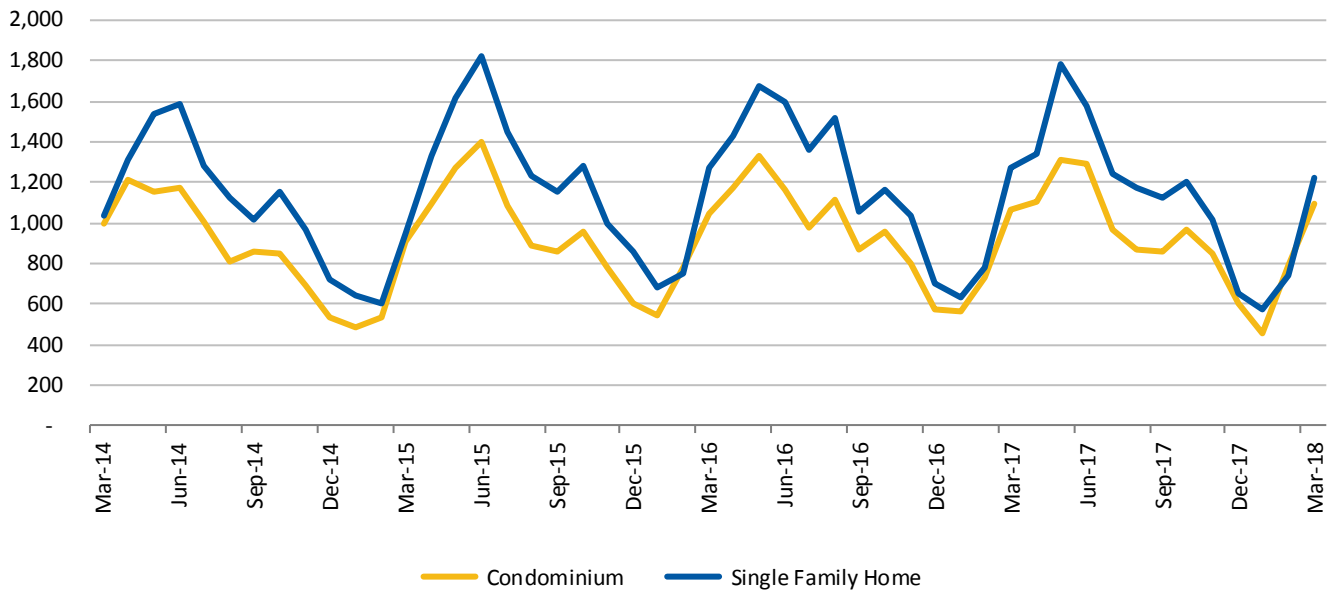
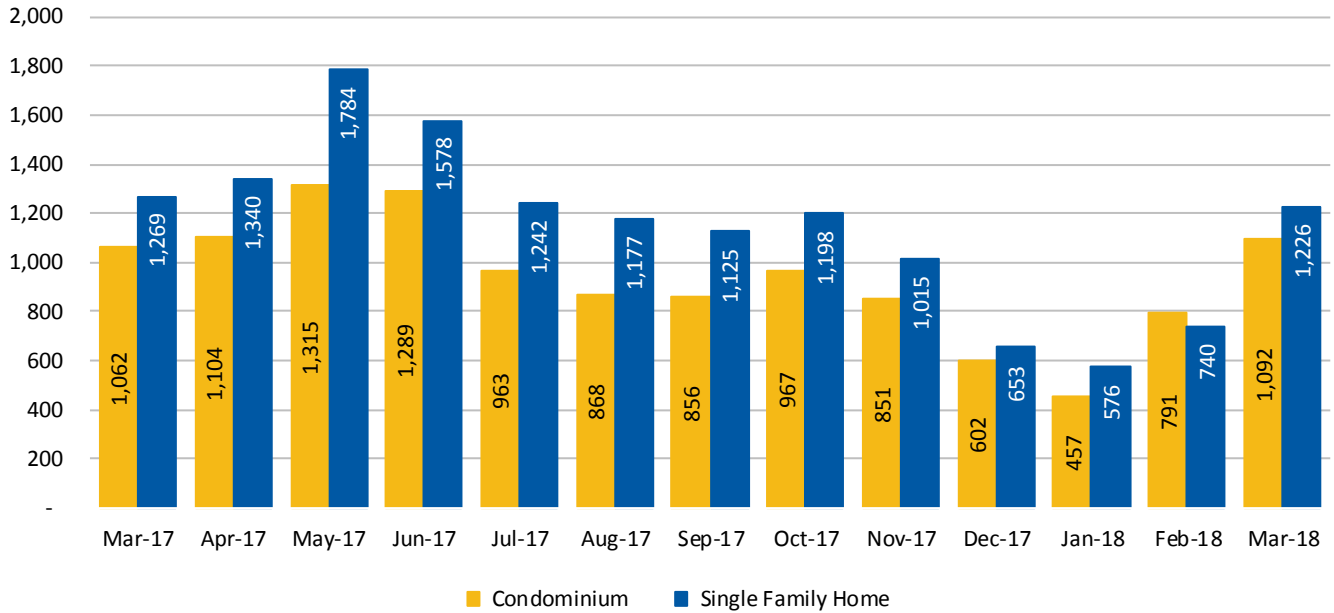
NEW LISTINGS

	Year over Year			Month over Month		Year to Date		
	Mar 2018	Mar 2017	Change	Feb 2018	Change	2018	2017	Change
SINGLE FAMILY HOMES	1,576	1,894	▼ -16.8%	1,160	▲ 35.9%	3,520	3,847	▼ -8.5%
CONDOMINIUMS	1,247	1,449	▼ -13.9%	985	▲ 26.6%	2,970	3,136	▼ -5.3%



PENDING SALES

	Year over Year			Month over Month		Year to Date		
	Mar 2018	Mar 2017	Change	Feb 2018	Change	2018	2017	Change
SINGLE FAMILY HOMES	1,226	1,269	▼ -3.4%	740	▲ 65.7%	2,542	2,688	▼ -5.4%
CONDOMINIUMS	1,092	1,062	▲ 2.8%	791	▲ 38.1%	2,340	2,352	▼ -0.5%



CENTRAL MIDDLESEX REGION

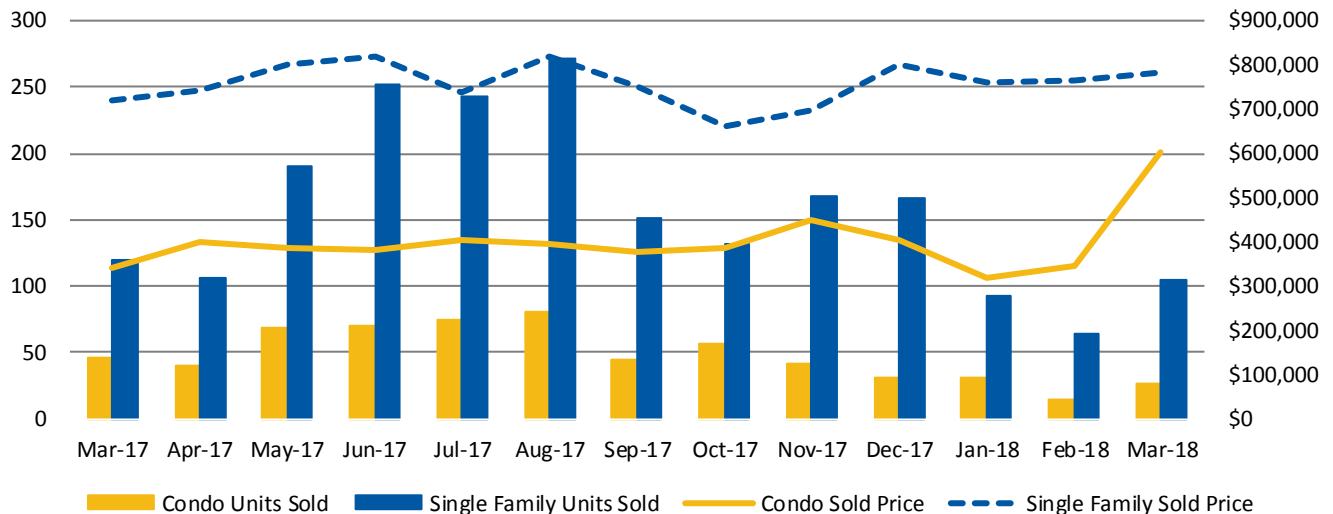
Acton, Bedford, Boxboro, Concord, Hudson, Lexington, Lincoln, Maynard, Stow, Sudbury, Wayland, Weston

Single Family Homes

	Year over Year			Month over Month		Year to Date		
	Mar 2018	Mar 2017	Change	Feb 2018	Change	2018	2017	Change
Median Selling Price	\$785,000	\$722,000	▲ 8.7%	\$765,037	▲ 2.6%	\$780,000	\$715,000	▲ 9.1%
Units Sold	105	119	▼ -11.8%	64	▲ 64.1%	261	293	▼ -10.9%
Active Listings	410	521	▼ -21.3%	342	▲ 19.9%	---	---	---
Months Supply of Inventory	3.9	4.4	▼ -10.8%	5.3	▼ -26.9%	---	---	---
New Listings	294	327	▼ -10.1%	185	▲ 58.9%	590	625	▼ -5.6%
Pending Sales	186	176	▲ 5.7%	122	▲ 52.5%	386	375	▲ 2.9%
Days to Off Market	46	54	▼ -14.8%	65	▼ -29.2%	63	59	▲ 6.8%
Sold to Original Price Ratio	96.8%	96.2%	▲ 0.6%	94.2%	▲ 2.7%	95.5%	95.0%	▲ 0.4%
Price per Square Foot	\$311	\$301	▲ 3.4%	\$307	▲ 1.2%	\$315	\$301	▲ 4.8%

Condominiums

	Year over Year			Month over Month		Year to Date		
	Mar 2018	Mar 2017	Change	Feb 2018	Change	2018	2017	Change
Median Selling Price	\$605,000	\$341,400	▲ 77.2%	\$344,000	▲ 75.9%	\$441,000	\$332,500	▲ 32.6%
Units Sold	26	46	▼ -43.5%	15	▲ 73.3%	72	97	▼ -25.8%
Active Listings	100	110	▼ -9.1%	99	▲ 1.0%	---	---	---
Months Supply of Inventory	3.8	2.4	▲ 60.9%	6.6	▼ -41.7%	---	---	---
New Listings	70	88	▼ -20.5%	59	▲ 18.6%	164	176	▼ -6.8%
Pending Sales	63	75	▼ -16.0%	37	▲ 70.3%	116	145	▼ -20.0%
Days to Off Market	48	68	▼ -29.4%	59	▼ -18.6%	53	72	▼ -26.4%
Sold to Original Price Ratio	99.7%	96.8%	▲ 3.0%	100.3%	▼ -0.6%	97.8%	96.5%	▲ 1.3%
Price per Square Foot	\$297	\$242	▲ 22.6%	\$220	▲ 35.1%	\$262	\$231	▲ 13.2%



EASTERN MIDDLESEX REGION

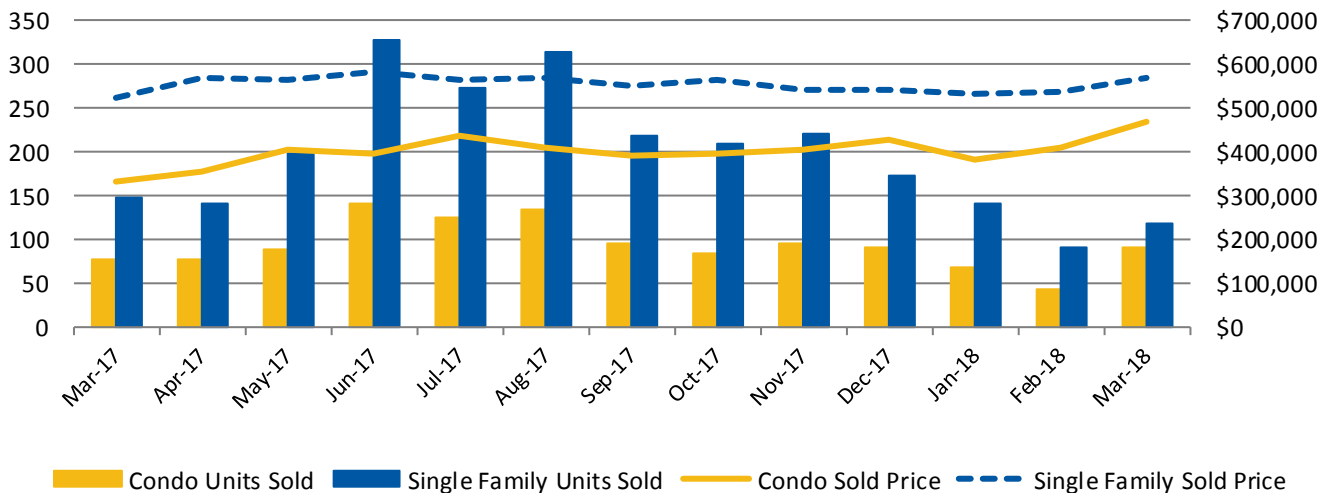
Burlington, Malden, Medford, Melrose, North Reading, Reading, Stoneham, Wakefield, Wilmington, Winchester, Woburn

Single Family Homes

	Year over Year			Month over Month		Year to Date		
	Mar 2018	Mar 2017	Change	Feb 2018	Change	2018	2017	Change
Median Selling Price	\$570,000	\$524,250	▲ 8.7%	\$535,500	▲ 6.4%	\$540,500	\$505,000	▲ 7.0%
Units Sold	117	148	▼ -20.9%	90	▲ 30.0%	348	371	▼ -6.2%
Active Listings	192	277	▼ -30.7%	202	▼ -5.0%	---	---	---
Months Supply of Inventory	1.6	1.9	▼ -12.3%	2.2	▼ -26.9%	---	---	---
New Listings	204	242	▼ -15.7%	151	▲ 35.1%	485	534	▼ -9.2%
Pending Sales	194	185	▲ 4.9%	108	▲ 79.6%	402	417	▼ -3.6%
Days to Off Market	29	42	▼ -31.0%	38	▼ -23.7%	36	47	▼ -23.4%
Sold to Original Price Ratio	100.8%	99.9%	▲ 0.9%	100.4%	▲ 0.4%	100.3%	98.7%	▲ 1.7%
Price per Square Foot	\$312	\$295	▲ 5.7%	\$316	▼ -1.2%	\$313	\$285	▲ 9.8%

Condominiums

	Year over Year			Month over Month		Year to Date		
	Mar 2018	Mar 2017	Change	Feb 2018	Change	2018	2017	Change
Median Selling Price	\$469,900	\$333,750	▲ 40.8%	\$409,000	▲ 14.9%	\$429,000	\$354,000	▲ 21.2%
Units Sold	90	77	▲ 16.9%	42	▲ 114.3%	201	198	▲ 1.5%
Active Listings	82	151	▼ -45.7%	81	▲ 1.2%	---	---	---
Months Supply of Inventory	0.9	2.0	▼ -53.5%	1.9	▼ -52.8%	---	---	---
New Listings	106	144	▼ -26.4%	75	▲ 41.3%	240	332	▼ -27.7%
Pending Sales	99	106	▼ -6.6%	60	▲ 65.0%	198	261	▼ -24.1%
Days to Off Market	33	28	▲ 17.9%	48	▼ -31.3%	42	30	▲ 40.0%
Sold to Original Price Ratio	100.1%	101.6%	▼ -1.4%	101.3%	▼ -1.2%	100.2%	100.2%	▲ 0.0%
Price per Square Foot	\$358	\$331	▲ 8.1%	\$334	▲ 7.0%	\$347	\$319	▲ 8.8%



METRO BOSTON REGION

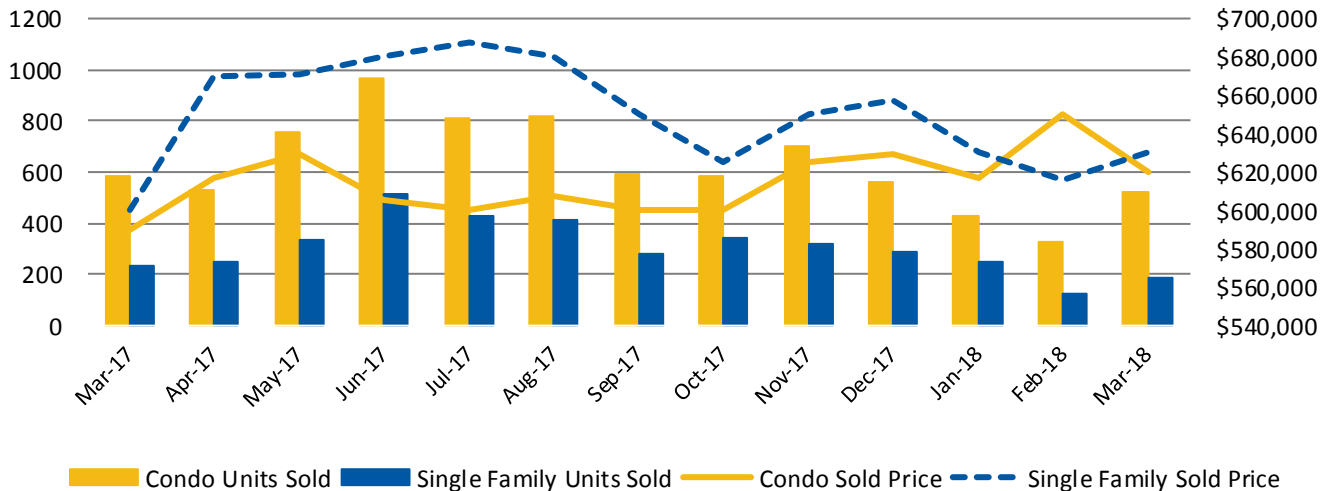
Arlington, Belmont, Boston, Brookline, Cambridge, Chelsea, Dedham, Everett, Milton, Newton, Revere, Somerville, Waltham, Watertown, Winthrop

Single Family Homes

	Year over Year			Month over Month		Year to Date		
	Mar 2018	Mar 2017	Change	Feb 2018	Change	2018	2017	Change
Median Selling Price	\$630,000	\$600,000	▲ 5.0%	\$615,450	▲ 2.4%	\$629,000	\$580,000	▲ 8.4%
Units Sold	186	233	▼ -20.2%	120	▲ 55.0%	557	583	▼ -4.5%
Active Listings	437	611	▼ -28.5%	432	▲ 1.2%	---	---	---
Months Supply of Inventory	2.3	2.6	▼ -10.4%	3.6	▼ -34.8%	---	---	---
New Listings	415	516	▼ -19.6%	317	▲ 30.9%	919	1,066	▼ -13.8%
Pending Sales	335	359	▼ -6.7%	199	▲ 68.3%	665	729	▼ -8.8%
Days to Off Market	31	41	▼ -24.4%	43	▼ -27.9%	39	45	▼ -13.3%
Sold to Original Price Ratio	100.6%	98.7%	▲ 1.9%	97.6%	▲ 3.0%	98.6%	97.2%	▲ 1.4%
Price per Square Foot	\$394	\$367	▲ 7.5%	\$375	▲ 5.3%	\$387	\$351	▲ 10.2%

Condominiums

	Year over Year			Month over Month		Year to Date		
	Mar 2018	Mar 2017	Change	Feb 2018	Change	2018	2017	Change
Median Selling Price	\$620,000	\$590,000	▲ 5.1%	\$650,000	▼ -4.6%	\$631,000	\$590,000	▲ 6.9%
Units Sold	519	583	▼ -11.0%	330	▲ 57.3%	1,279	1,328	▼ -3.7%
Active Listings	908	1,150	▼ -21.0%	900	▲ 0.9%	---	---	---
Months Supply of Inventory	1.8	2.0	▼ -11.3%	2.7	▼ -35.8%	---	---	---
New Listings	892	1,017	▼ -12.3%	696	▲ 28.2%	2,103	2,175	▼ -3.3%
Pending Sales	755	705	▲ 7.1%	568	▲ 32.9%	1,638	1,582	▲ 3.5%
Days to Off Market	32	33	▼ -3.0%	41	▼ -22.0%	38	39	▼ -2.6%
Sold to Original Price Ratio	100.9%	100.2%	▲ 0.7%	99.0%	▲ 1.8%	99.4%	99.1%	▲ 0.4%
Price per Square Foot	\$663	\$632	▲ 5.0%	\$624	▲ 6.3%	\$642	\$601	▲ 6.8%



METRO WEST REGION

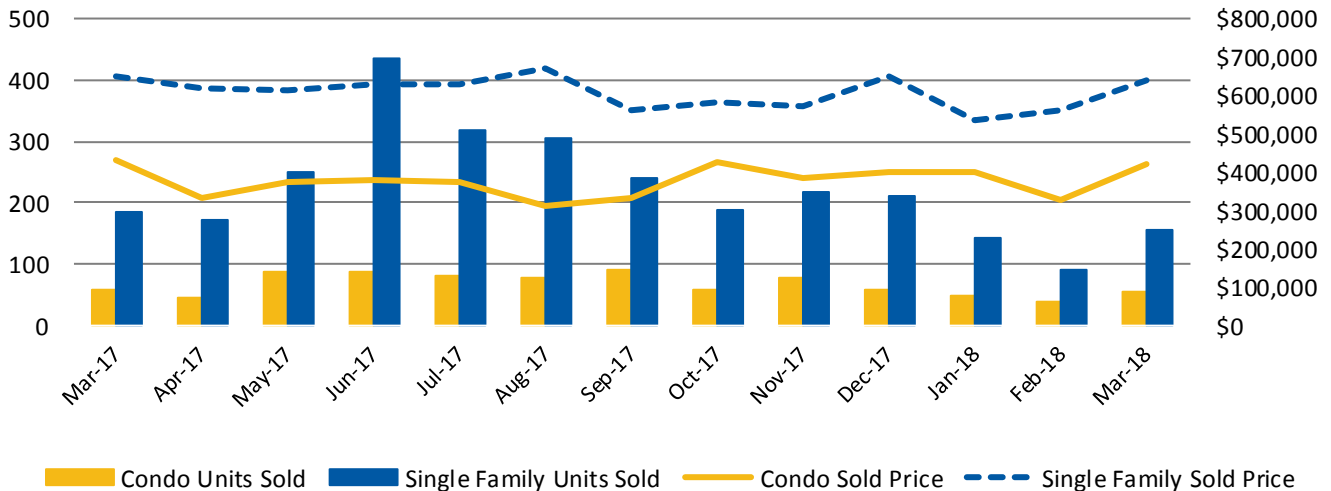
Ashland, Dover, Framingham, Holliston, Hopkinton, Medfield,
Medway, Millis, Natick, Needham, Sherborn, Wellesley

Single Family Homes

	Year over Year			Month over Month		Year to Date		
	Mar 2018	Mar 2017	Change	Feb 2018	Change	2018	2017	Change
Median Selling Price	\$639,500	\$650,000	▼ -1.6%	\$560,000	▲ 14.2%	\$565,000	\$583,750	▼ -3.2%
Units Sold	156	185	▼ -15.7%	90	▲ 73.3%	390	476	▼ -18.1%
Active Listings	478	596	▼ -19.8%	442	▲ 8.1%	---	---	---
Months Supply of Inventory	3.1	3.2	▼ -4.9%	4.9	▼ -37.6%	---	---	---
New Listings	340	413	▼ -17.7%	236	▲ 44.1%	753	851	▼ -11.5%
Pending Sales	255	283	▼ -9.9%	146	▲ 74.7%	536	600	▼ -10.7%
Days to Off Market	46	45	▲ 2.2%	49	▼ -6.1%	55	65	▼ -15.4%
Sold to Original Price Ratio	98.2%	96.7%	▲ 1.5%	96.3%	▲ 2.0%	96.9%	96.0%	▲ 0.9%
Price per Square Foot	\$307	\$289	▲ 6.3%	\$300	▲ 2.3%	\$294	\$282	▲ 4.5%

Condominiums

	Year over Year			Month over Month		Year to Date		
	Mar 2018	Mar 2017	Change	Feb 2018	Change	2018	2017	Change
Median Selling Price	\$419,083	\$430,000	▼ -2.5%	\$328,750	▲ 27.5%	\$400,000	\$410,000	▼ -2.4%
Units Sold	54	59	▼ -8.5%	40	▲ 35.0%	141	143	▼ -1.4%
Active Listings	102	135	▼ -24.4%	119	▼ -14.3%	---	---	---
Months Supply of Inventory	1.9	2.3	▼ -17.4%	3.0	▼ -36.5%	---	---	---
New Listings	94	88	▲ 6.8%	81	▲ 16.0%	237	214	▲ 10.7%
Pending Sales	101	84	▲ 20.2%	71	▲ 42.3%	220	169	▲ 30.2%
Days to Off Market	56	54	▲ 3.7%	49	▲ 14.3%	55	51	▲ 7.8%
Sold to Original Price Ratio	99.5%	100.2%	▼ -0.7%	98.4%	▲ 1.2%	99.0%	100.1%	▼ -1.1%
Price per Square Foot	\$275	\$264	▲ 4.2%	\$262	▲ 4.9%	\$269	\$263	▲ 2.3%



SOUTHERN NORFOLK REGION

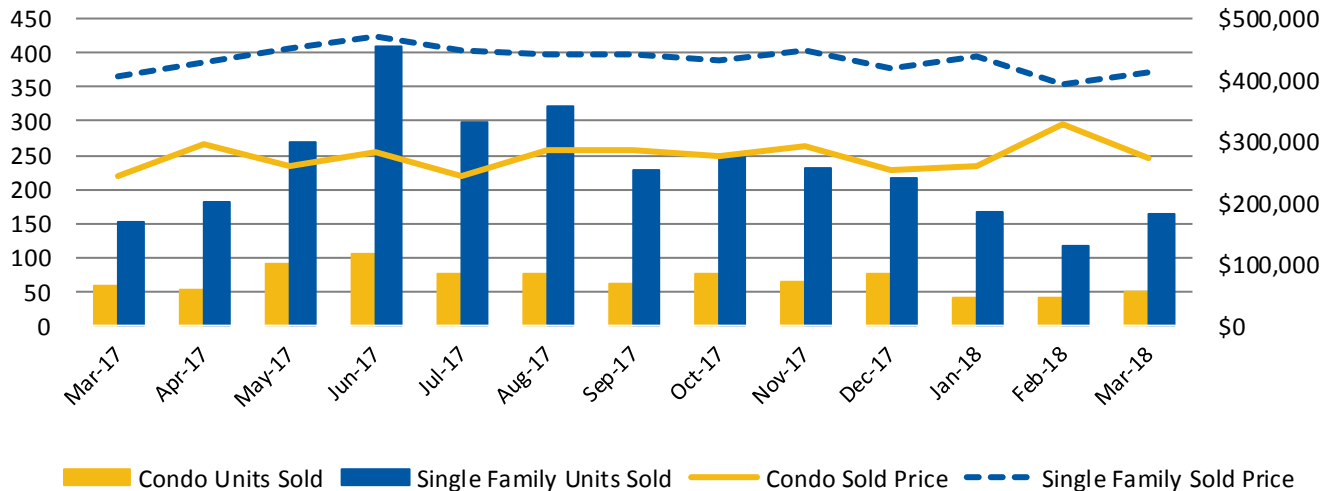
Avon, Bellingham, Canton, Foxboro, Franklin, Mansfield, Norfolk, Norwood, Randolph, Sharon, Stoughton, Walpole, Westwood, Wrentham

Single Family Homes

	Year over Year			Month over Month		Year to Date		
	Mar 2018	Mar 2017	Change	Feb 2018	Change	2018	2017	Change
Median Selling Price	\$414,500	\$405,000	▲ 2.3%	\$394,500	▲ 5.1%	\$425,000	\$410,000	▲ 3.7%
Units Sold	164	153	▲ 7.2%	116	▲ 41.4%	446	469	▼ -4.9%
Active Listings	453	551	▼ -17.8%	448	▲ 1.1%	---	---	---
Months Supply of Inventory	2.8	3.6	▼ -23.3%	3.9	▼ -28.5%	---	---	---
New Listings	323	396	▼ -18.4%	271	▲ 19.2%	773	771	▲ 0.3%
Pending Sales	256	266	▼ -3.8%	165	▲ 55.2%	553	567	▼ -2.5%
Days to Off Market	36	51	▼ -29.4%	60	▼ -40.0%	49	62	▼ -21.0%
Sold to Original Price Ratio	98.3%	96.8%	▲ 1.5%	97.4%	▲ 0.9%	97.9%	96.4%	▲ 1.6%
Price per Square Foot	\$249	\$232	▲ 7.7%	\$246	▲ 1.5%	\$247	\$231	▲ 6.7%

Condominiums

	Year over Year			Month over Month		Year to Date		
	Mar 2018	Mar 2017	Change	Feb 2018	Change	2018	2017	Change
Median Selling Price	\$273,000	\$244,000	▲ 11.9%	\$327,999	▼ -16.8%	\$289,150	\$252,500	▲ 14.5%
Units Sold	49	58	▼ -15.5%	39	▲ 25.6%	129	148	▼ -12.8%
Active Listings	124	160	▼ -22.5%	134	▼ -7.5%	---	---	---
Months Supply of Inventory	2.5	2.8	▼ -8.3%	3.4	▼ -26.3%	---	---	---
New Listings	85	112	▼ -24.1%	74	▲ 14.9%	226	239	▼ -5.4%
Pending Sales	74	92	▼ -19.6%	55	▲ 34.5%	168	195	▼ -13.8%
Days to Off Market	48	47	▲ 2.1%	62	▼ -22.6%	58	56	▲ 3.6%
Sold to Original Price Ratio	99.4%	98.8%	▲ 0.6%	98.0%	▲ 1.4%	98.6%	97.9%	▲ 0.7%
Price per Square Foot	\$226	\$209	▲ 8.4%	\$219	▲ 3.4%	\$223	\$208	▲ 7.5%



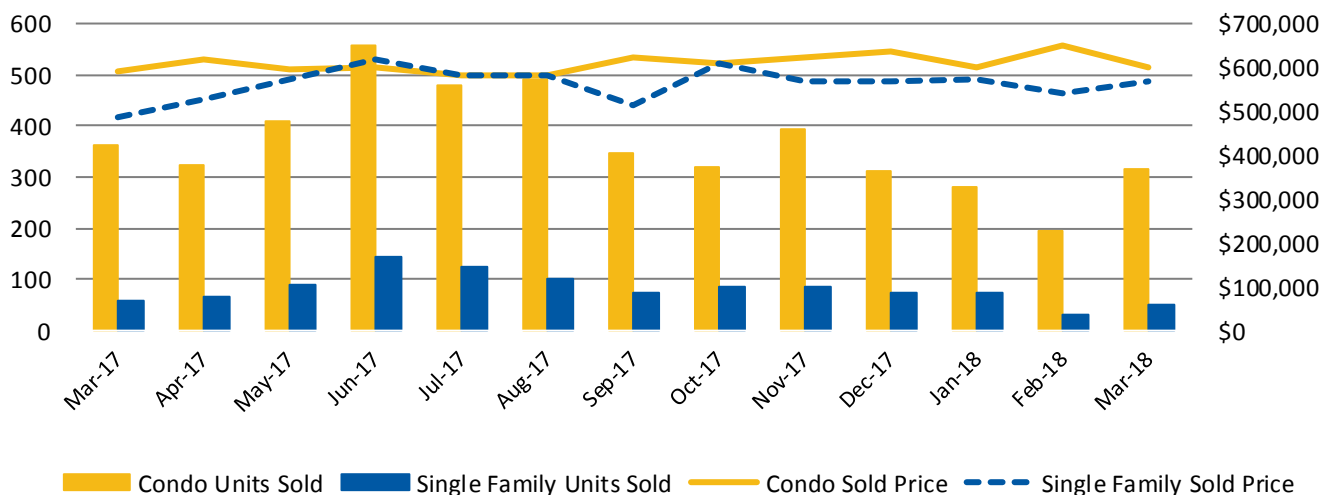
CITY OF BOSTON

Single Family Homes

	Year over Year			Month over Month			Year to Date		
	Mar 2018	Mar 2017	Change	Feb 2018	Change	2018	2017	Change	
Median Selling Price	\$570,000	\$488,750	▲ 16.6%	\$540,000	▲ 5.6%	\$569,000	\$522,799	▲ 8.8%	
Units Sold	49	56	▼ -12.5%	29	▲ 69.0%	153	163	▼ -6.1%	
Active Listings	128	179	▼ -28.5%	123	▲ 4.1%	---	---	---	
Months Supply of Inventory	2.6	3.2	▼ -18.3%	4.2	▼ -38.4%	---	---	---	
New Listings	109	144	▼ -24.3%	77	▲ 41.6%	238	293	▼ -18.8%	
Pending Sales	87	91	▼ -4.4%	50	▲ 74.0%	173	191	▼ -9.4%	
Days to Off Market	36	47	▼ -23.4%	45	▼ -20.0%	46	48	▼ -3.8%	
Sold to Original Price Ratio	101.7%	98.7%	▲ 3.0%	94.0%	▲ 8.2%	97.5%	97.1%	▲ 0.4%	
Price per Square Foot	\$411	\$386	▲ 6.5%	\$353	▲ 16.3%	\$406	\$362	▲ 12.1%	

Condominiums

	Year over Year			Month over Month		Year to Date		
	Mar 2018	Mar 2017	Change	Feb 2018	Change	2018	2017	Change
Median Selling Price	\$599,000	\$590,000	▲ 1.5%	\$650,000	▼ -7.8%	\$615,000	\$590,000	▲ 4.2%
Units Sold	317	364	▼ -12.9%	196	▲ 61.7%	793	773	▲ 2.6%
Active Listings	651	784	▼ -17.0%	638	▲ 2.0%	---	---	---
Months Supply of Inventory	2.1	2.2	▼ -4.6%	3.3	▼ -36.9%	---	---	---
New Listings	567	629	▼ -9.9%	443	▲ 28.0%	1,344	1,336	▲ 0.6%
Pending Sales	468	412	▲ 13.6%	375	▲ 24.8%	1,031	948	▲ 8.8%
Days to Off Market	36	36	■ 0.0%	44	▼ -18.2%	42	44	▼ -3.7%
Sold to Original Price Ratio	99.9%	99.3%	▲ 0.6%	98.1%	▲ 1.8%	98.6%	98.4%	▲ 0.2%
Price per Square Foot	\$727	\$708	▲ 2.6%	\$692	▲ 5.1%	\$705	\$688	▲ 2.5%



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		
	Mar 2018	Mar 2017	Change	Feb 2018	Change	2018	2017	Change	
Median Selling Price	\$660,000	\$597,500	▲ 10.5%	\$637,500	▲ 3.5%	\$641,000	\$565,000	▲ 13.5%	
Units Sold	93	96	▼ -3.1%	65	▲ 43.1%	253	284	▼ -10.9%	
Active Listings	187	225	▼ -16.9%	177	▲ 5.6%	---	---	---	
Months Supply of Inventory	2.0	2.3	▼ -14.2%	2.7	▼ -26.1%	---	---	---	
New Listings	187	174	▲ 7.5%	143	▲ 30.8%	424	392	▲ 8.2%	
Pending Sales	137	116	▲ 18.1%	104	▲ 31.7%	311	263	▲ 18.3%	
Days to Off Market	33	29	▲ 13.8%	51	▼ -35.3%	40	37	▲ 9.2%	
Sold to Original Price Ratio	101.2%	99.2%	▲ 2.0%	102.8%	▼ -1.5%	101.2%	99.9%	▲ 1.3%	
Price per Square Foot	\$301	\$276	▲ 9.3%	\$290	▲ 3.8%	\$288	\$259	▲ 11.2%	

3 Family Homes

	Year over Year			Month over Month		Year to Date		
	Mar 2018	Mar 2017	Change	Feb 2018	Change	2018	2017	Change
Median Selling Price	\$875,000	\$680,000	▲ 28.7%	\$793,750	▲ 10.2%	\$835,000	\$660,000	▲ 26.5%
Units Sold	34	35	▼ -2.9%	38	▼ -10.5%	113	112	▲ 0.9%
Active Listings	86	94	▼ -8.5%	88	▼ -2.3%	---	---	---
Months Supply of Inventory	2.5	2.7	▼ -5.8%	2.3	▲ 9.2%	---	---	---
New Listings	56	70	▼ -20.0%	68	▼ -17.6%	175	166	▲ 5.4%
Pending Sales	40	45	▼ -11.1%	45	▼ -11.1%	117	116	▲ 0.9%
Days to Off Market	34	33	▲ 3.0%	42	▼ -19.0%	42	38	▲ 11.2%
Sold to Original Price Ratio	96.5%	97.8%	▼ -1.3%	100.3%	▼ -3.8%	98.0%	98.5%	▼ -0.4%
Price per Square Foot	\$279	\$218	▲ 27.7%	\$288	▼ -3.1%	\$281	\$235	▲ 20.0%

4 Family Homes

	Year over Year			Month over Month		Year to Date		
	Mar 2018	Mar 2017	Change	Feb 2018	Change	2018	2017	Change
Median Selling Price	\$920,000	\$1,492,500	▼ -38.4%	\$860,000	▲ 7.0%	\$890,000	\$800,000	▲ 11.3%
Units Sold	5	8	▼ -37.5%	5	■ 0.0%	14	18	▼ -22.2%
Active Listings	15	25	▼ -40.0%	16	▼ -6.3%	---	---	---
Months Supply of Inventory	3.0	3.1	▼ -4.0%	3.2	▼ -6.3%	---	---	---
New Listings	11	14	▼ -21.4%	7	▲ 57.1%	28	30	▼ -6.7%
Pending Sales	7	4	▲ 75.0%	3	▲ 133.3%	16	12	▲ 33.3%
Days to Off Market	17	16	▲ 6.3%	31	▼ -45.2%	35	39	▼ -9.8%
Sold to Original Price Ratio	98.0%	101.5%	▼ -3.4%	88.8%	▲ 10.4%	89.9%	101.2%	▼ -11.2%
Price per Square Foot	\$305	\$326	▼ -6.2%	\$352	▼ -13.3%	\$310	\$243	▲ 27.2%

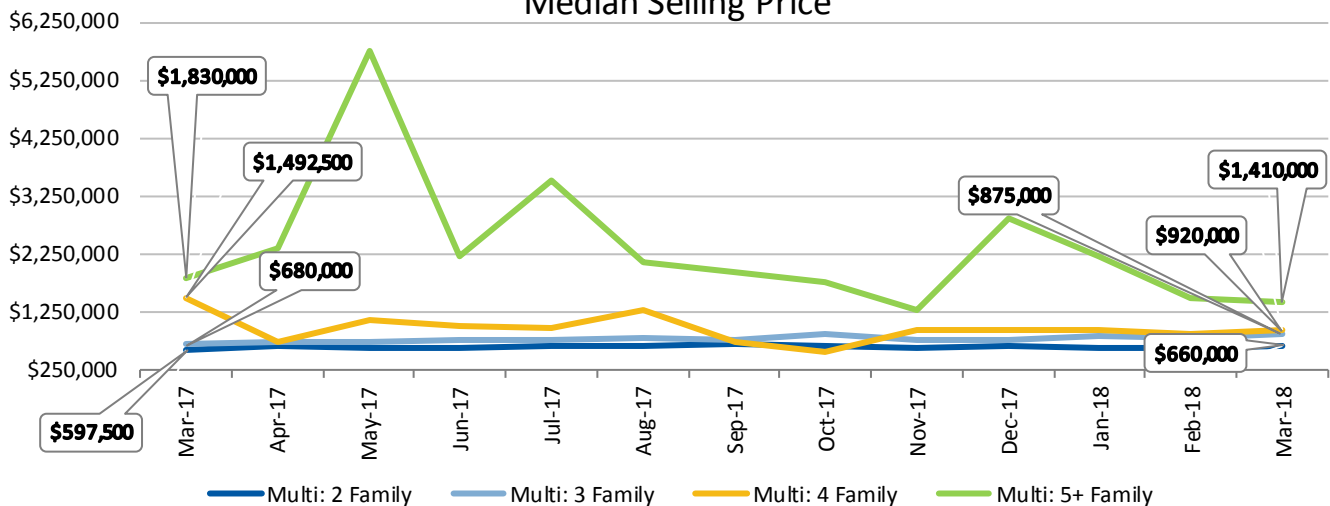
MULTI-FAMILY MARKET SUMMARY

Includes all 64 towns within the GBAR jurisdictional area

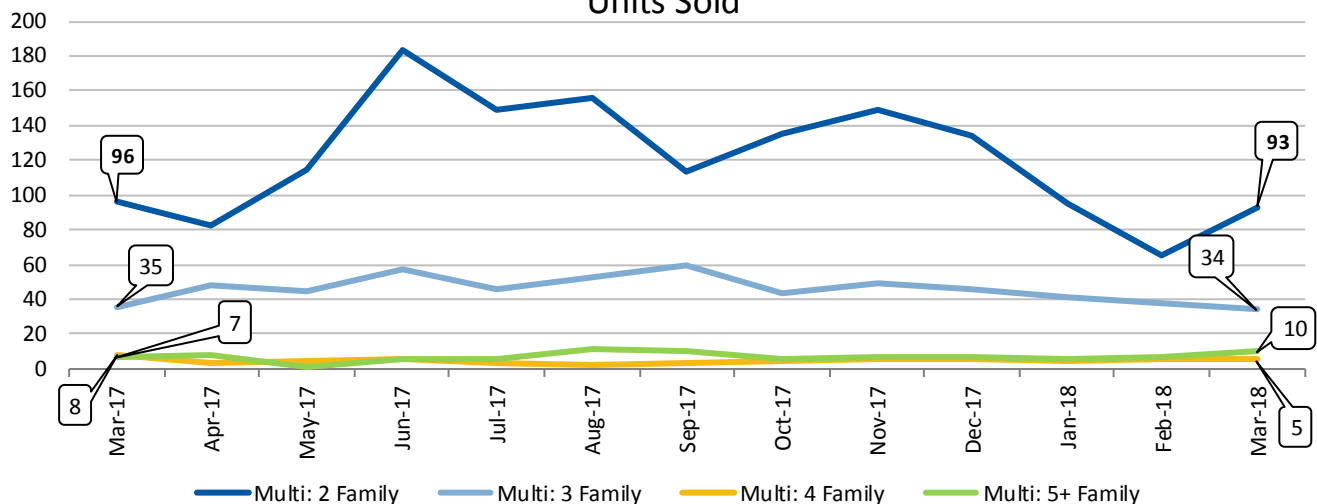
5+ Family Homes

	Year over Year			Month over Month		Year to Date		
	Mar 2018	Mar 2017	Change	Feb 2018	Change	2018	2017	Change
Median Selling Price	\$1,410,000	\$1,830,000	▼ -23.0%	\$1,486,000	▼ -5.1%	\$1,560,000	\$2,265,000	▼ -31.1%
Units Sold	10	7	▲ 42.9%	7	▲ 42.9%	22	22	■ 0.0%
Active Listings	25	24	▲ 4.2%	21	▲ 19.0%	---	---	---
Months Supply of Inventory	2.5	3.4	▼ -27.1%	3.0	▼ -16.7%	---	---	---
New Listings	14	6	▲ 133.3%	13	▲ 7.7%	36	25	▲ 44.0%
Pending Sales	6	4	▲ 50.0%	7	▼ -14.3%	22	17	▲ 29.4%
Days to Off Market	20	72	▼ -72.2%	51	▼ -60.8%	47	81	▼ -42.2%
Sold to Original Price Ratio	103.0%	95.0%	▲ 8.4%	106.3%	▼ -3.1%	101.9%	95.9%	▲ 6.3%
Price per Square Foot	\$903	\$471	▲ 91.8%	\$426	▲ 111.8%	\$591	\$439	▲ 34.7%

Median Selling Price

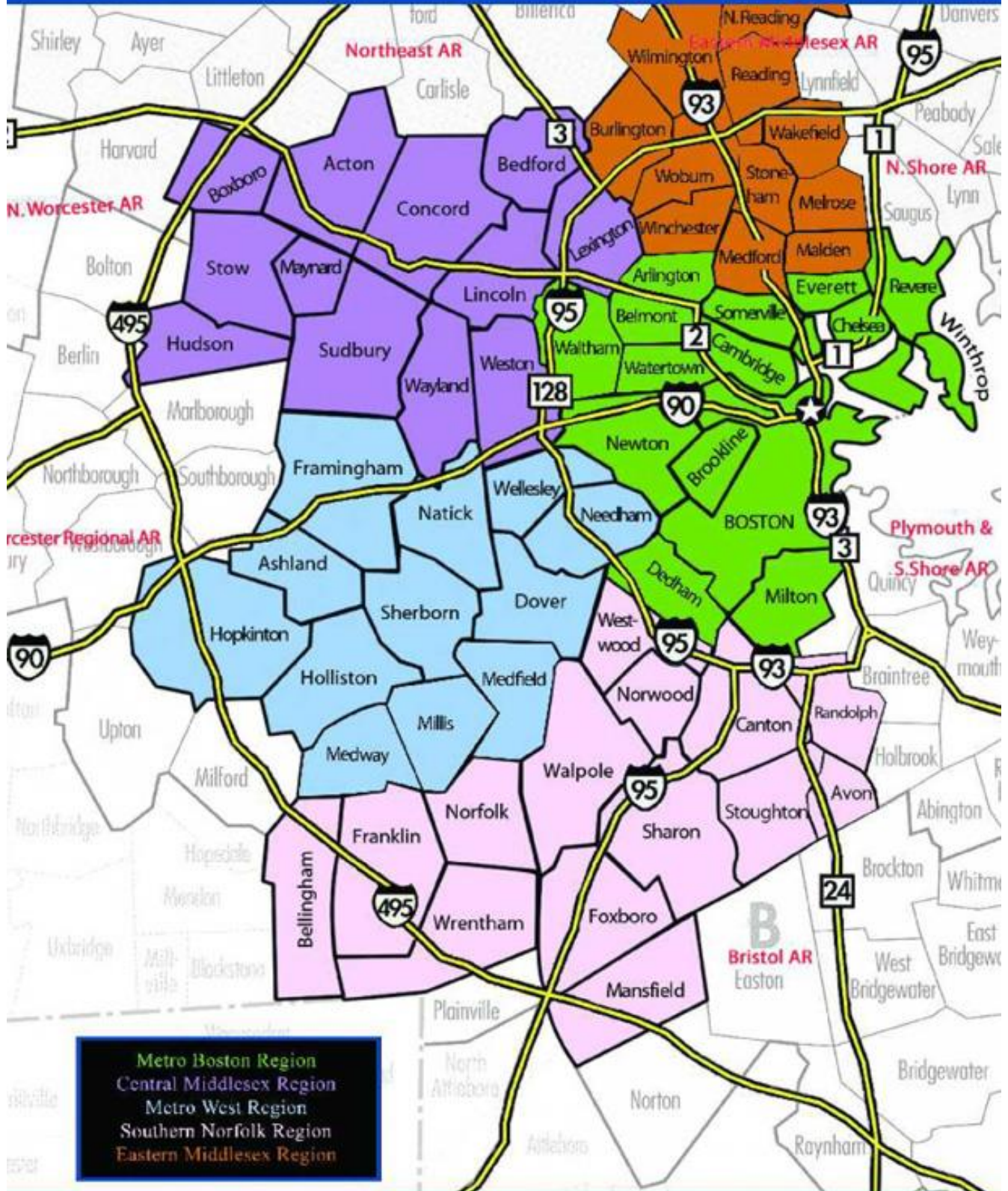


Units Sold



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.