

MONTHLY MARKET INSIGHT REPORT

NOVEMBER 2017

Detached Single-Family Homes

The 1,1437 homes sold in November 2017 was the second highest sales total for the month, following the all-time record high of 1,188 homes sold in November 2016. This was also a 3.9 percent decrease, yet this total remains comfortably above the 15-year historical sales average for November of 950 homes sold. The median sales price for single family homes reached a record high for the month of November at \$570,000, which is an 8.6 percent increase on the November 2016 median sales prices of \$525,000.

Condominiums

With 952 condos sold, it was record-high sales activity for the month of November and a 12.1 percent rise in sales from the 849 units sold in November 2016. Additionally, this year's total sits well above the 15-year historical monthly sales average of 704 units sold in November. The median sales price for condos also reach a record high price for the month of November at \$540,535, which is an 8.1 percent increase on the November 2016 median sales price of \$500,000.

Multi-Family Homes

This month, here were 204 multi-family homes sold in Greater Boston, which was a .4 percent decrease from the 203 homes sold in November 2016. Additionally, all the multi-family home markets experienced an increase in median sales price on a year-over-year basis, except in the 5+-family home market which experienced a 73.7 percent drop in median sales price from \$3,12,5000 in November 2016 to \$825,000 this month.



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Greater Boston Association of REALTORS®

A division of the Greater Boston Real Estate Board

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Data thru 12/10/2017

GREATER BOSTON MARKET SUMMARY

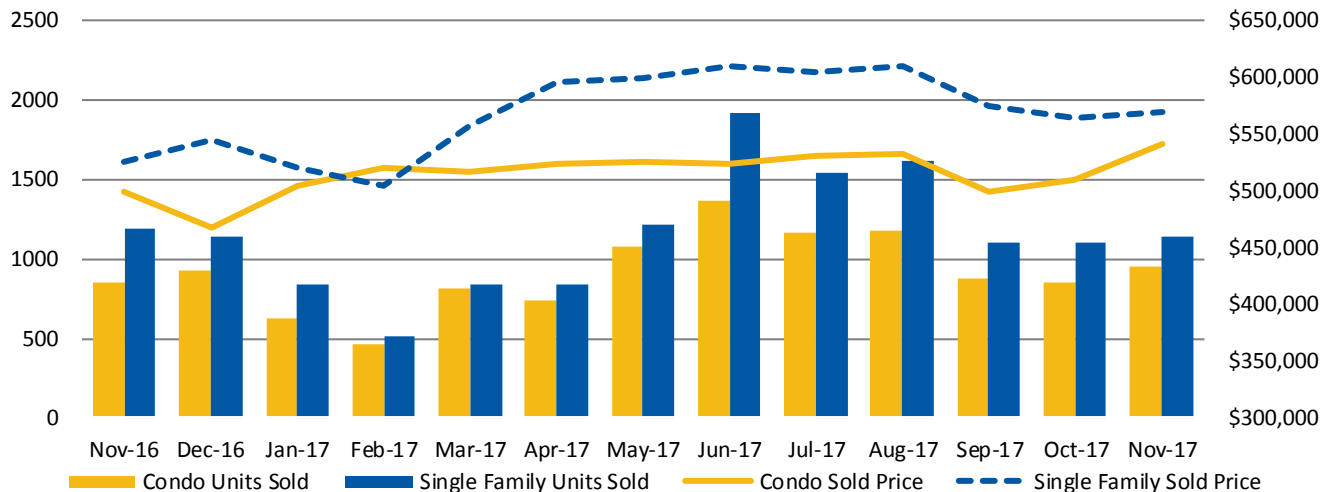
Includes all 64 towns within the GBAR jurisdictional area

Single Family Homes

	Year over Year			Month over Month		Year to Date		
	Nov 2017	Nov 2016	Change	Oct 2017	Change	2017	2016	Change
Median Selling Price	\$570,000	\$525,000	▲ 8.6%	\$565,000	▲ 0.9%	\$580,000	\$540,000	▲ 7.4%
Units Sold	1,143	1,188	▼ -3.8%	1,103	▲ 3.6%	12,674	12,967	▼ -2.3%
Active Listings	2,915	2,791	▲ 4.4%	3,440	▼ -15.3%	---	---	---
Months Supply of Inventory	2.6	2.4	▲ 8.9%	3.1	▼ -18.2%	---	---	---
New Listings	919	850	▲ 8.1%	1,299	▼ -29.3%	16,645	17,300	▼ -3.8%
Pending Sales	1,075	1,045	▲ 2.9%	1,209	▼ -11.1%	13,263	13,578	▼ -2.3%
Days to Off Market	51	58	▼ -12.1%	45	▲ 13.3%	44	55	▼ -20.2%
Sold to Original Price Ratio	98.5%	98.0%	▲ 0.5%	99.0%	▼ -0.5%	99.1%	98.3%	▲ 0.8%
Price per Square Foot	\$316	\$298	▲ 6.1%	\$312	▲ 1.3%	\$313	\$294	▲ 6.5%

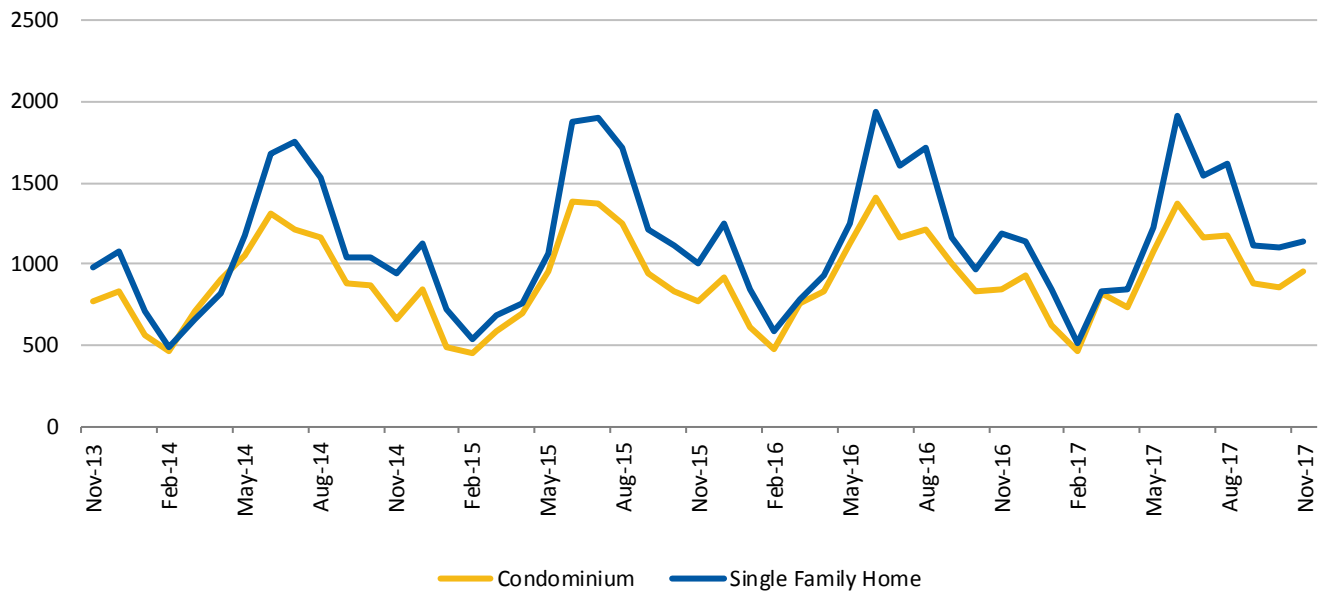
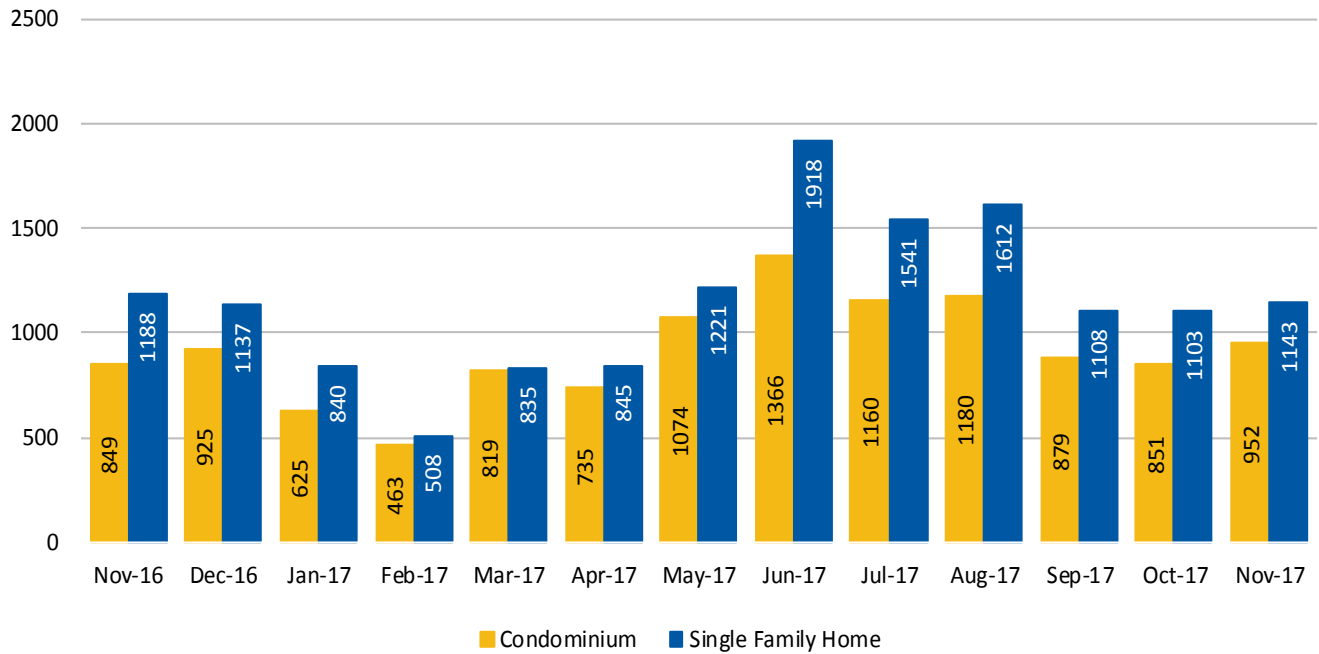
Condominiums

	Year over Year			Month over Month		Year to Date		
	Nov 2017	Nov 2016	Change	Oct 2017	Change	2017	2016	Change
Median Selling Price	\$540,535	\$500,000	▲ 8.1%	\$510,000	▲ 6.0%	\$523,000	\$490,000	▲ 6.7%
Units Sold	952	849	▲ 12.1%	851	▲ 11.9%	10,104	10,258	▼ -1.5%
Active Listings	1,958	1,807	▲ 8.4%	2,276	▼ -14.0%	---	---	---
Months Supply of Inventory	2.1	2.1	▼ -3.3%	2.7	▼ -23.1%	---	---	---
New Listings	842	757	▲ 11.2%	1,105	▼ -23.8%	13,115	13,158	▼ -0.3%
Pending Sales	875	807	▲ 8.4%	979	▼ -10.6%	10,651	10,778	▼ -1.2%
Days to Off Market	44	47	▼ -6.4%	39	▲ 12.8%	36	42	▼ -12.8%
Sold to Original Price Ratio	99.7%	99.6%	▲ 0.1%	100.3%	▼ -0.6%	100.7%	100.4%	▲ 0.3%
Price per Square Foot	\$540	\$521	▲ 3.8%	\$523	▲ 3.3%	\$523	\$494	▲ 6.0%



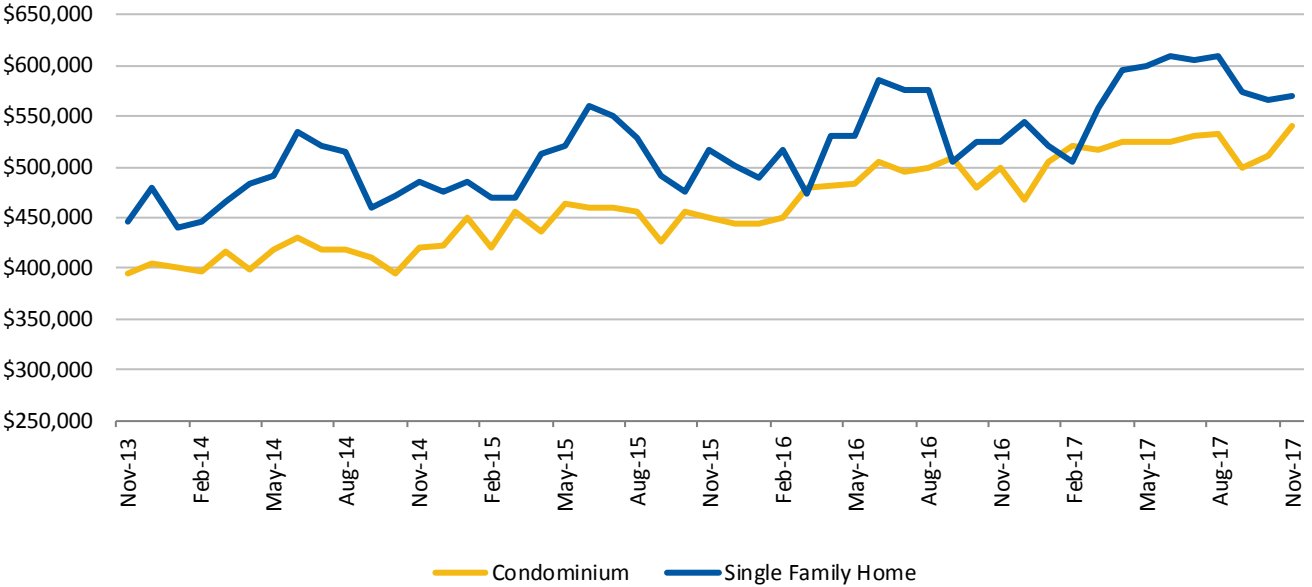
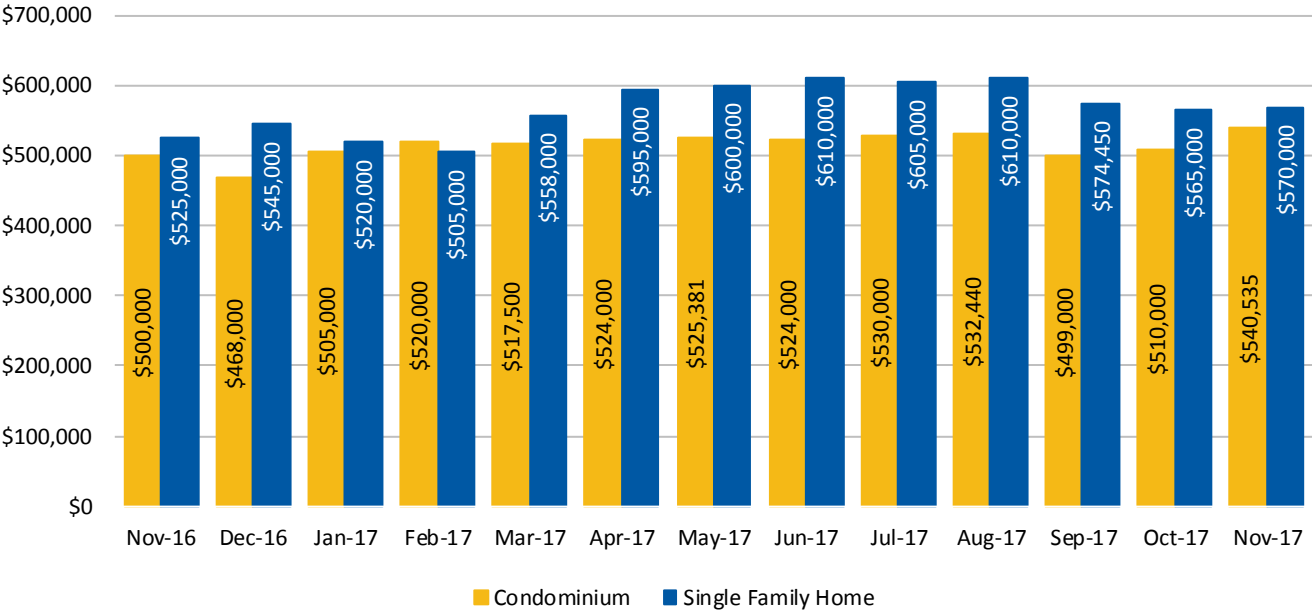
UNITS SOLD

	Year over Year			Month over Month			Year to Date		
	Nov 2017	Nov 2016	Change	Oct 2017	Change	2017	2016	Change	
SINGLE FAMILY HOMES	1,143	1,188	▼ -3.8%	1,103	▲ 3.6%	12,674	12,967	▼ -2.3%	
CONDOMINIUMS	952	849	▲ 12.1%	851	▲ 11.9%	10,104	10,258	▼ -1.5%	



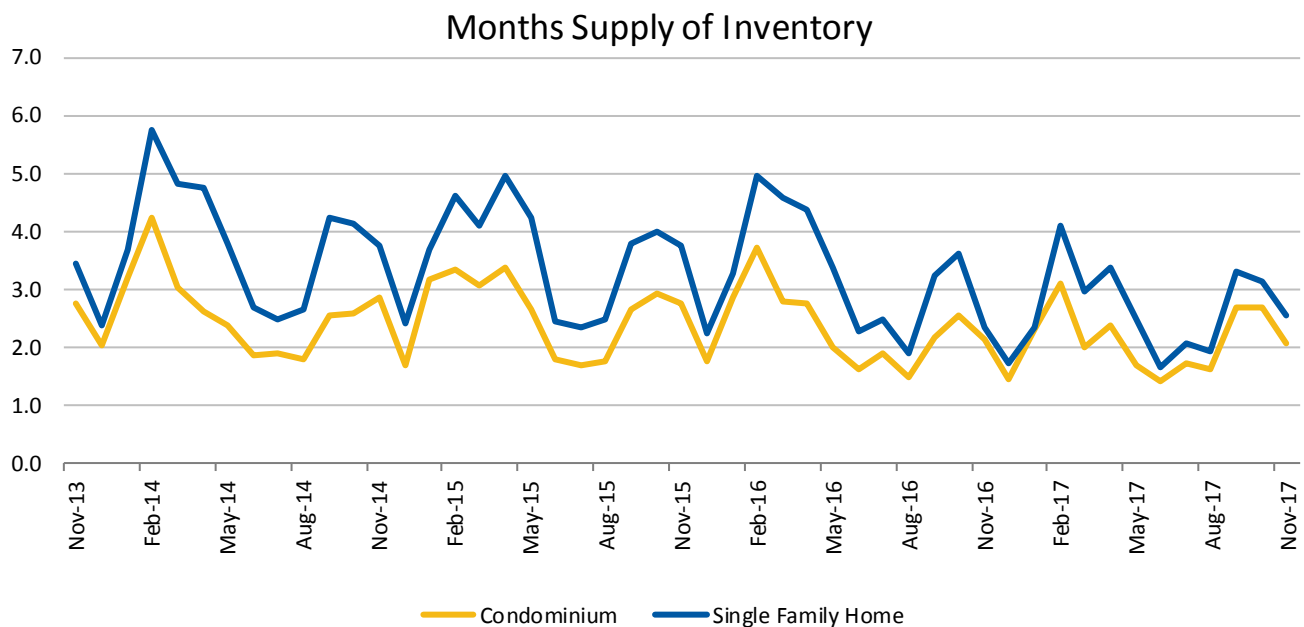
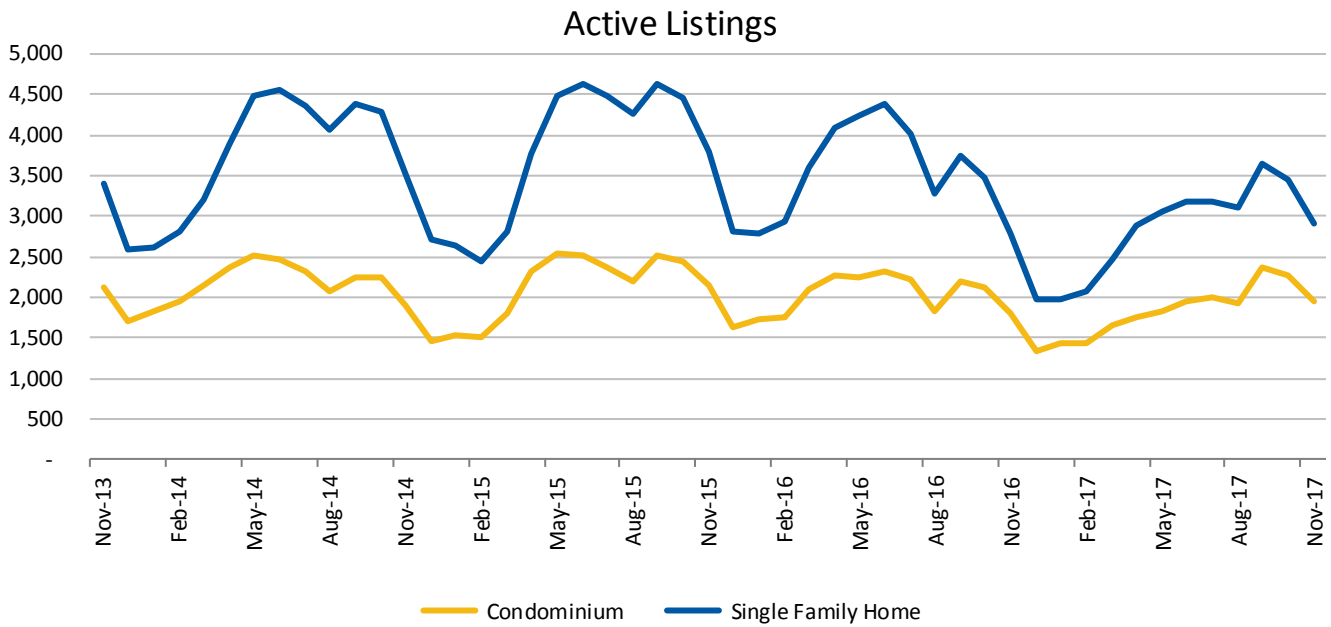
MEDIAN SELLING PRICE

	Year over Year			Month over Month			Year to Date		
	Nov 2017	Nov 2016	Change	Oct 2017	Change	2017	2016	Change	
SINGLE FAMILY HOMES	\$570,000	\$525,000	▲ 8.6%	\$565,000	▲ 0.9%	\$580,000	\$540,000	▲ 7.4%	
CONDOMINIUMS	\$540,535	\$500,000	▲ 8.1%	\$510,000	▲ 6.0%	\$523,000	\$490,000	▲ 6.7%	



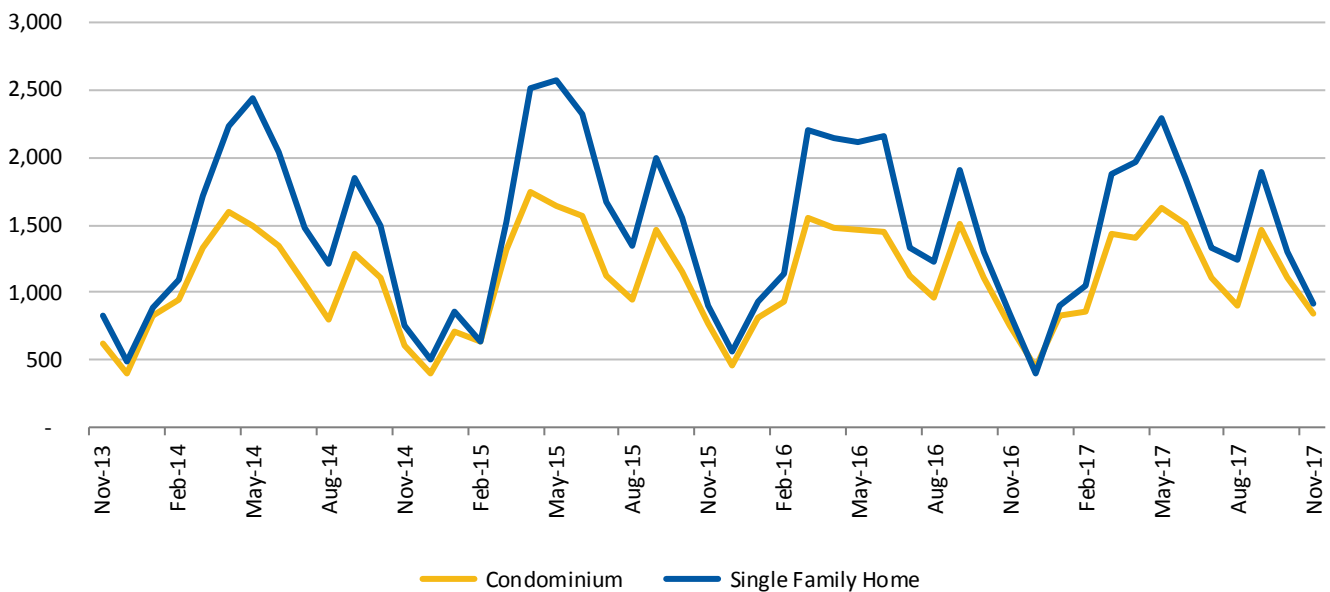
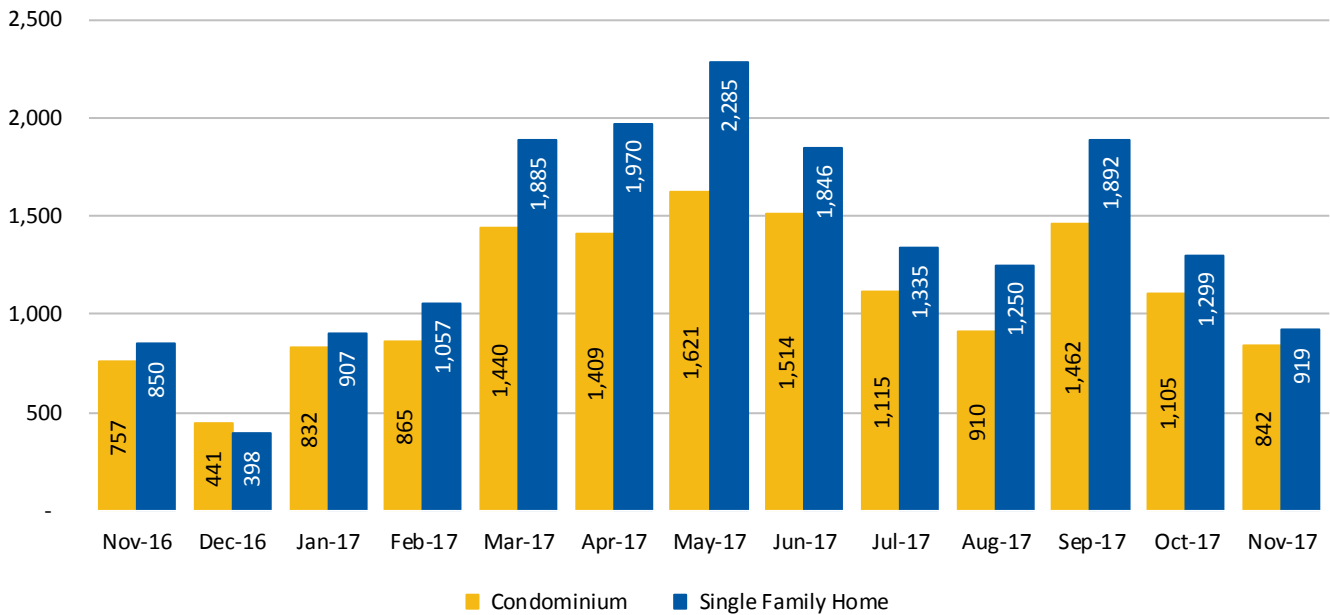
ACTIVE LISTINGS

		Year over Year			Month over Month	
		Nov 2017	Nov 2016	Change	Oct 2017	Change
SINGLE FAMILY HOMES	Active Listings	2,915	2,791	▲ 4.4%	3,440	▼ -15.3%
	Months Supply of Inventory	2.6	2.4	▲ 8.9%	3.1	▼ -18.2%
CONDOMINIUMS	Active Listings	1,958	1,807	▲ 8.4%	2,276	▼ -14.0%
	Months Supply of Inventory	2.1	2.1	▼ -3.3%	2.7	▼ -23.1%



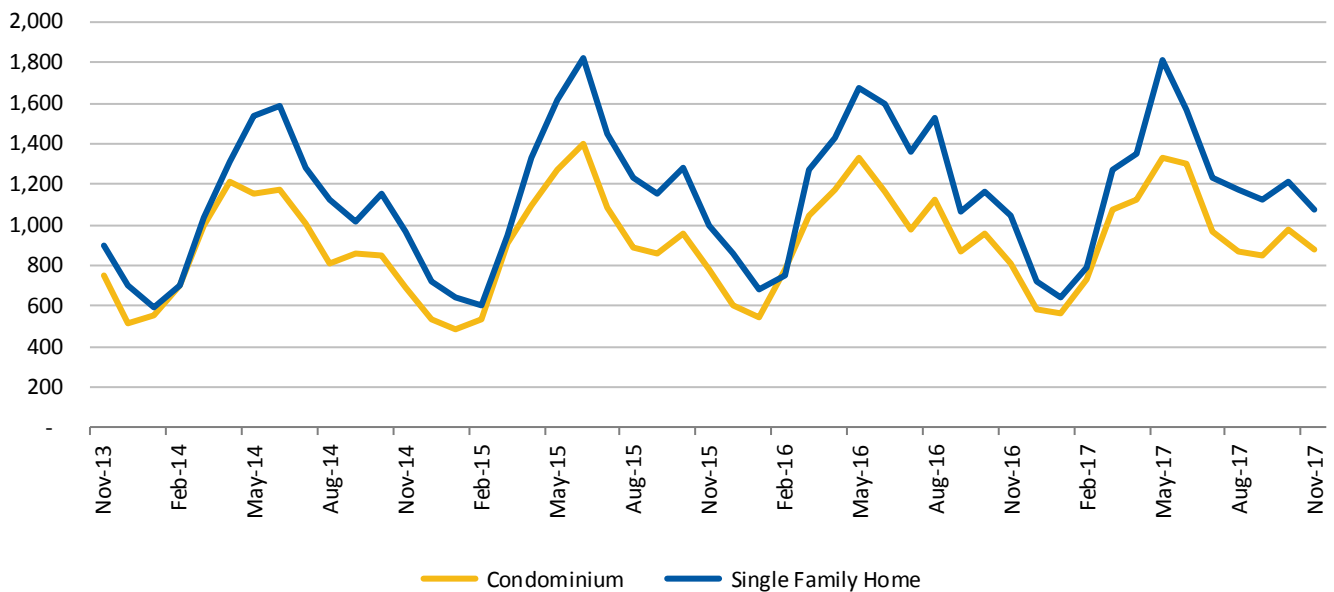
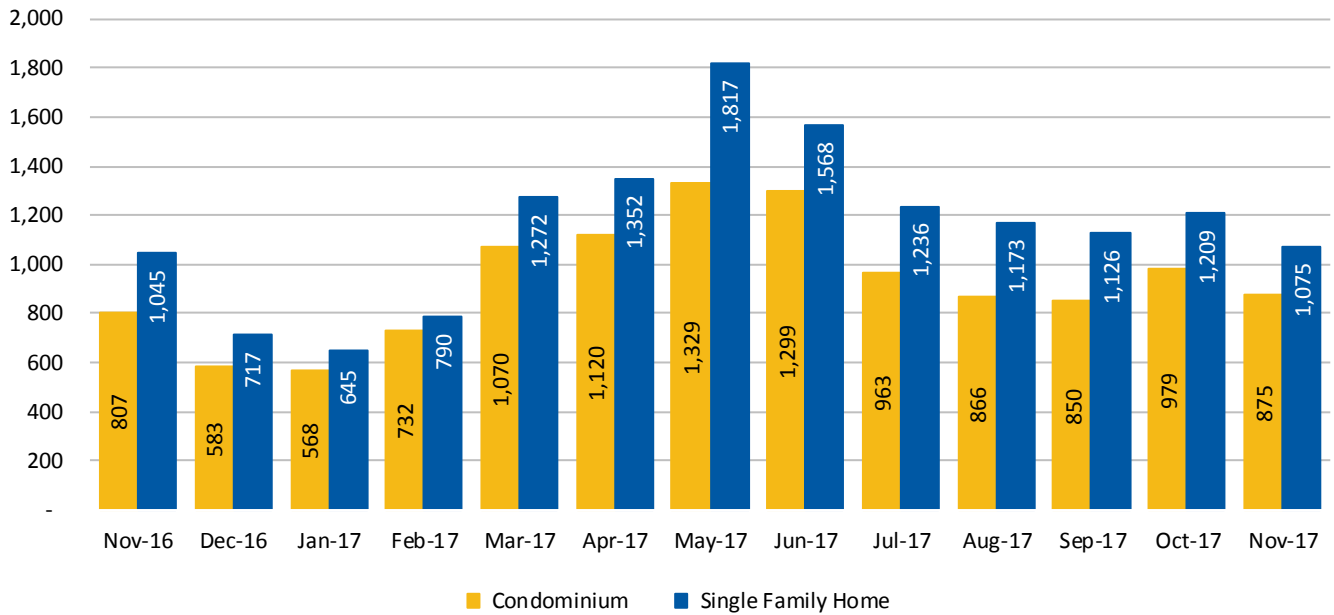
NEW LISTINGS

	Year over Year			Month over Month		Year to Date		
	Nov 2017	Nov 2016	Change	Oct 2017	Change	2017	2016	Change
SINGLE FAMILY HOMES	919	850	▲ 8.1%	1,299	▼ -29.3%	16,645	17,300	▼ -3.8%
CONDOMINIUMS	842	757	▲ 11.2%	1,105	▼ -23.8%	13,115	13,158	▼ -0.3%



PENDING SALES

	Year over Year			Month over Month		Year to Date		
	Nov 2017	Nov 2016	Change	Oct 2017	Change	2017	2016	Change
SINGLE FAMILY HOMES	1,075	1,045	▲ 2.9%	1,209	▼ -11.1%	13,263	13,578	▼ -2.3%
CONDOMINIUMS	875	807	▲ 8.4%	979	▼ -10.6%	10,651	10,778	▼ -1.2%



CENTRAL MIDDLESEX REGION

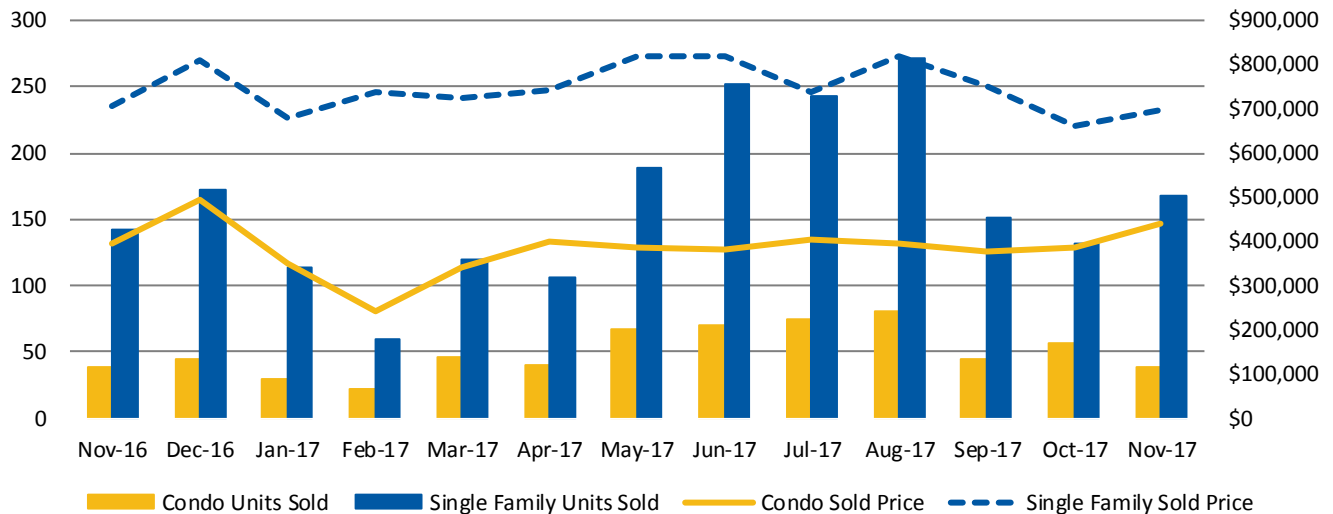
Acton, Bedford, Boxboro, Concord, Hudson, Lexington, Lincoln, Maynard, Stow, Sudbury, Wayland, Weston

Single Family Homes

	Year over Year			Month over Month		Year to Date		
	Nov 2017	Nov 2016	Change	Oct 2017	Change	2017	2016	Change
Median Selling Price	\$696,000	\$707,000	▼ -1.6%	\$661,500	▲ 5.2%	\$750,000	\$707,000	▲ 6.1%
Units Sold	168	143	▲ 17.5%	132	▲ 27.3%	1,805	1,886	▼ -4.3%
Active Listings	593	493	▲ 20.3%	693	▼ -14.4%	---	---	---
Months Supply of Inventory	3.5	3.5	▲ 2.3%	5.3	▼ -33.0%	---	---	---
New Listings	101	105	▼ -3.8%	177	▼ -42.9%	2,489	2,609	▼ -4.6%
Pending Sales	139	139	▬ 0.0%	170	▼ -18.2%	1,891	1,985	▼ -4.7%
Days to Off Market	73	77	▼ -5.2%	63	▲ 15.9%	55	68	▼ -19.1%
Sold to Original Price Ratio	97.2%	96.8%	▲ 0.4%	97.0%	▲ 0.2%	97.4%	96.9%	▲ 0.5%
Price per Square Foot	\$303	\$309	▼ -1.7%	\$282	▲ 7.5%	\$307	\$295	▲ 3.9%

Condominiums

	Year over Year			Month over Month		Year to Date		
	Nov 2017	Nov 2016	Change	Oct 2017	Change	2017	2016	Change
Median Selling Price	\$440,000	\$395,000	▲ 11.4%	\$387,450	▲ 13.6%	\$384,600	\$385,000	▼ -0.1%
Units Sold	39	39	▬ 0.0%	56	▼ -30.4%	568	578	▼ -1.7%
Active Listings	111	119	▼ -6.7%	109	▲ 1.8%	---	---	---
Months Supply of Inventory	2.9	3.1	▼ -6.6%	2.0	▲ 45.4%	---	---	---
New Listings	43	35	▲ 22.9%	46	▼ -6.5%	686	676	▲ 1.5%
Pending Sales	31	44	▼ -29.5%	43	▼ -27.9%	584	545	▲ 7.2%
Days to Off Market	62	99	▼ -37.4%	68	▼ -8.8%	54	62	▼ -12.9%
Sold to Original Price Ratio	97.8%	96.7%	▲ 1.1%	97.0%	▲ 0.9%	98.2%	99.2%	▼ -1.0%
Price per Square Foot	\$290	\$252	▲ 15.0%	\$280	▲ 3.5%	\$263	\$254	▲ 3.7%



EASTERN MIDDLESEX REGION

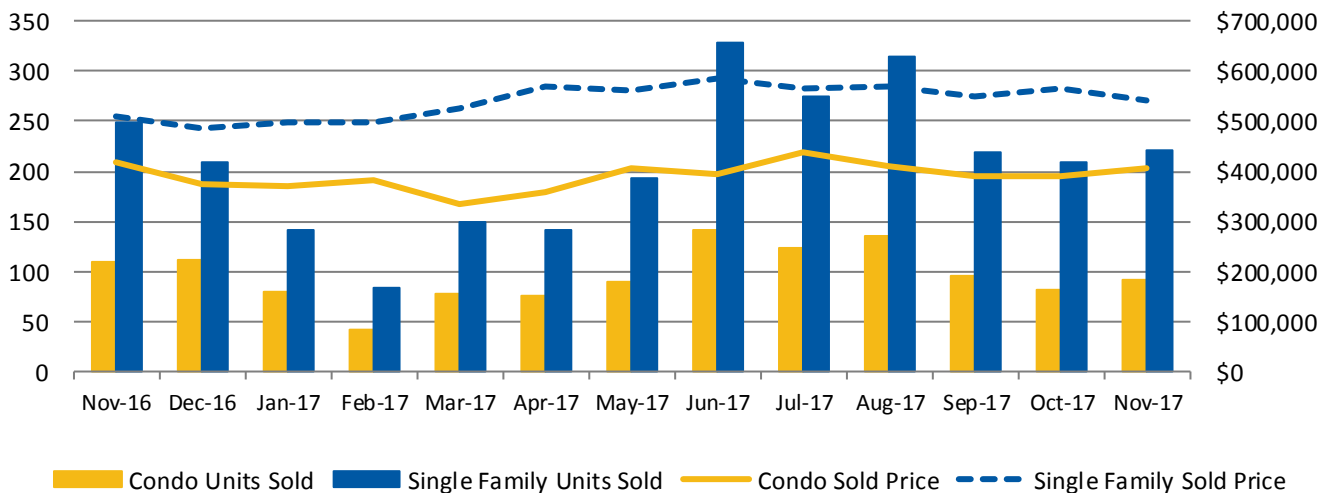
Burlington, Malden, Medford, Melrose, North Reading, Reading,
Stoneham, Wakefield, Wilmington, Winchester, Woburn

Single Family Homes

	Year over Year			Month over Month		Year to Date		
	Nov 2017	Nov 2016	Change	Oct 2017	Change	2017	2016	Change
Median Selling Price	\$540,000	\$508,500	▲ 6.2%	\$566,500	▼ -4.7%	\$555,000	\$500,000	▲ 11.0%
Units Sold	222	248	▼ -10.5%	210	▲ 5.7%	2,279	2,354	▼ -3.2%
Active Listings	299	325	▼ -8.0%	384	▼ -22.1%	---	---	---
Months Supply of Inventory	1.4	1.3	▲ 3.1%	1.8	▼ -26.2%	---	---	---
New Listings	160	145	▲ 10.3%	222	▼ -27.9%	2,799	2,911	▼ -3.8%
Pending Sales	203	199	▲ 2.0%	229	▼ -11.4%	2,403	2,446	▼ -1.8%
Days to Off Market	35	44	▼ -20.5%	35	■ 0.0%	34	45	▼ -24.4%
Sold to Original Price Ratio	100.3%	98.6%	▲ 1.8%	100.3%	■ 0.0%	101.0%	100.0%	▲ 1.0%
Price per Square Foot	\$311	\$289	▲ 7.4%	\$306	▲ 1.4%	\$308	\$285	▲ 7.9%

Condominiums

	Year over Year			Month over Month		Year to Date		
	Nov 2017	Nov 2016	Change	Oct 2017	Change	2017	2016	Change
Median Selling Price	\$407,500	\$420,000	▼ -3.0%	\$388,500	▲ 4.9%	\$395,000	\$379,000	▲ 4.2%
Units Sold	92	109	▼ -15.6%	82	▲ 12.2%	1,033	1,035	▼ -0.2%
Active Listings	131	155	▼ -15.5%	138	▼ -5.1%	---	---	---
Months Supply of Inventory	1.4	1.4	■ 0.0%	1.7	▼ -15.5%	---	---	---
New Listings	91	83	▲ 9.6%	108	▼ -15.7%	1,260	1,259	▲ 0.1%
Pending Sales	79	93	▼ -15.1%	95	▼ -16.8%	1,101	1,089	▲ 1.1%
Days to Off Market	32	44	▼ -27.3%	27	▲ 18.5%	30	41	▼ -26.8%
Sold to Original Price Ratio	102.7%	99.9%	▲ 2.8%	102.1%	▲ 0.6%	101.9%	100.7%	▲ 1.2%
Price per Square Foot	\$357	\$318	▲ 12.2%	\$339	▲ 5.3%	\$333	\$305	▲ 9.1%



METRO BOSTON REGION

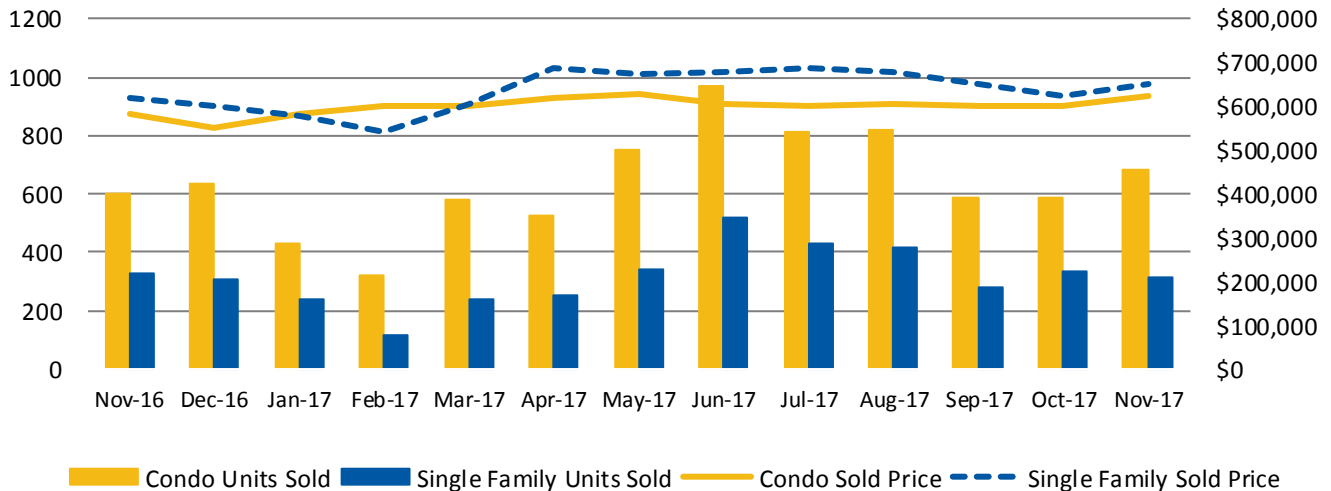
Arlington, Belmont, Boston, Brookline, Cambridge, Chelsea, Dedham, Everett, Milton, Newton, Revere, Somerville, Waltham, Watertown, Winthrop

Single Family Homes

	Year over Year			Month over Month		Year to Date		
	Nov 2017	Nov 2016	Change	Oct 2017	Change	2017	2016	Change
Median Selling Price	\$653,000	\$619,500	▲ 5.4%	\$625,000	▲ 4.5%	\$652,000	\$609,900	▲ 6.9%
Units Sold	313	327	▼ -4.3%	336	▼ -6.8%	3,467	3,495	▼ -0.8%
Active Listings	703	693	▲ 1.4%	839	▼ -16.2%	---	---	---
Months Supply of Inventory	2.3	2.1	▲ 6.6%	2.5	▼ -10.0%	---	---	---
New Listings	278	269	▲ 3.3%	347	▼ -19.9%	4,707	4,769	▼ -1.3%
Pending Sales	302	275	▲ 9.8%	358	▼ -15.6%	3,681	3,668	▲ 0.4%
Days to Off Market	45	46	▼ -2.2%	41	▲ 9.8%	38	45	▼ -15.6%
Sold to Original Price Ratio	98.7%	99.7%	▼ -1.0%	100.3%	▼ -1.6%	100.0%	99.2%	▲ 0.8%
Price per Square Foot	\$402	\$373	▲ 7.7%	\$391	▲ 2.9%	\$388	\$363	▲ 6.8%

Condominiums

	Year over Year			Month over Month		Year to Date		
	Nov 2017	Nov 2016	Change	Oct 2017	Change	2017	2016	Change
Median Selling Price	\$625,000	\$582,000	▲ 7.4%	\$600,000	▲ 4.2%	\$605,000	\$569,000	▲ 6.3%
Units Sold	686	599	▲ 14.5%	584	▲ 17.5%	7,058	7,184	▼ -1.8%
Active Listings	1,404	1,223	▲ 14.8%	1,691	▼ -17.0%	---	---	---
Months Supply of Inventory	2.1	2.0	▲ 0.5%	2.9	▼ -29.3%	---	---	---
New Listings	591	538	▲ 9.9%	814	▼ -27.4%	9,444	9,379	▲ 0.7%
Pending Sales	646	548	▲ 17.9%	707	▼ -8.6%	7,484	7,572	▼ -1.2%
Days to Off Market	42	45	▼ -6.7%	38	▲ 10.5%	35	38	▼ -7.9%
Sold to Original Price Ratio	99.7%	100.0%	▼ -0.3%	100.5%	▼ -0.8%	101.0%	100.8%	▲ 0.2%
Price per Square Foot	\$637	\$624	▲ 2.2%	\$632	▲ 0.8%	\$631	\$596	▲ 5.8%



METRO WEST REGION

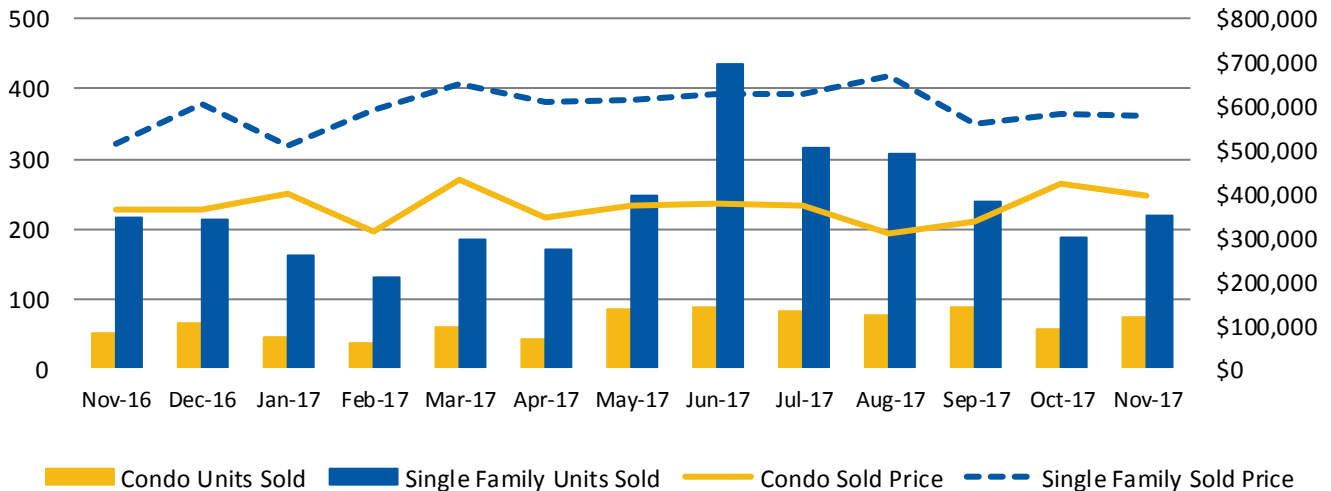
Ashland, Dover, Framingham, Holliston, Hopkinton, Medfield,
Medway, Millis, Natick, Needham, Sherborn, Wellesley

Single Family Homes

	Year over Year			Month over Month		Year to Date		
	Nov 2017	Nov 2016	Change	Oct 2017	Change	2017	2016	Change
Median Selling Price	\$579,000	\$515,000	▲ 12.4%	\$580,500	▼ -0.3%	\$610,000	\$579,000	▲ 5.4%
Units Sold	219	215	▲ 1.9%	188	▲ 16.5%	2,599	2,599	■ 0.0%
Active Listings	685	651	▲ 5.2%	789	▼ -13.2%	---	---	---
Months Supply of Inventory	3.1	3.0	▲ 3.6%	4.2	▼ -25.2%	---	---	---
New Listings	179	151	▲ 18.5%	261	▼ -31.4%	3,408	3,583	▼ -4.9%
Pending Sales	201	215	▼ -6.5%	231	▼ -13.0%	2,678	2,718	▼ -1.5%
Days to Off Market	57	69	▼ -17.4%	47	▲ 21.3%	50	62	▼ -19.4%
Sold to Original Price Ratio	98.2%	96.0%	▲ 2.2%	98.3%	▼ -0.2%	98.3%	97.3%	▲ 1.1%
Price per Square Foot	\$291	\$273	▲ 6.7%	\$297	▼ -2.1%	\$293	\$278	▲ 5.6%

Condominiums

	Year over Year			Month over Month		Year to Date		
	Nov 2017	Nov 2016	Change	Oct 2017	Change	2017	2016	Change
Median Selling Price	\$394,250	\$365,900	▲ 7.7%	\$425,000	▼ -7.2%	\$370,000	\$354,900	▲ 4.3%
Units Sold	75	52	▲ 44.2%	57	▲ 31.6%	739	749	▼ -1.3%
Active Listings	155	145	▲ 6.9%	162	▼ -4.3%	---	---	---
Months Supply of Inventory	2.1	2.8	▼ -25.8%	2.8	▼ -27.1%	---	---	---
New Listings	64	46	▲ 39.1%	64	■ 0.0%	859	901	▼ -4.7%
Pending Sales	59	60	▼ -1.7%	63	▼ -6.3%	722	800	▼ -9.8%
Days to Off Market	70	38	▲ 84.2%	37	▲ 89.2%	42	52	▼ -19.2%
Sold to Original Price Ratio	98.9%	99.1%	▼ -0.2%	100.6%	▼ -1.7%	100.2%	99.1%	▲ 1.2%
Price per Square Foot	\$269	\$275	▼ -2.0%	\$278	▼ -3.0%	\$261	\$246	▲ 5.9%



SOUTHERN NORFOLK REGION

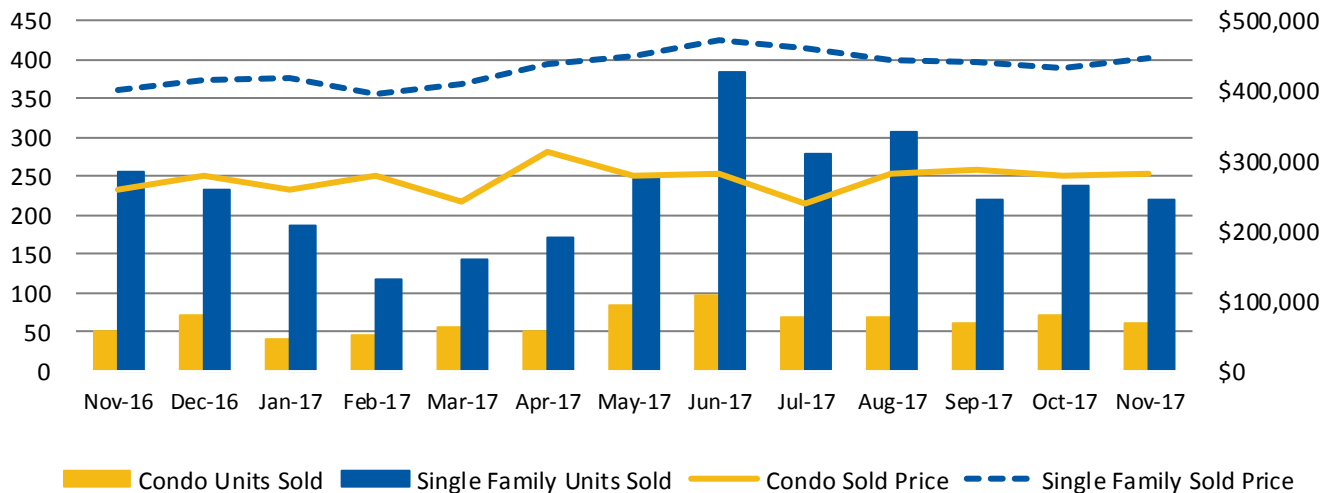
Avon, Bellingham, Canton, Foxboro, Franklin, Mansfield, Norfolk, Norwood, Randolph, Sharon, Stoughton, Walpole, Westwood, Wrentham

Single Family Homes

	Year over Year			Month over Month		Year to Date		
	Nov 2017	Nov 2016	Change	Oct 2017	Change	2017	2016	Change
Median Selling Price	\$447,000	\$400,000	▲ 11.8%	\$433,000	▲ 3.2%	\$442,900	\$418,500	▲ 5.8%
Units Sold	221	255	▼ -13.3%	237	▼ -6.8%	2,524	2,633	▼ -4.1%
Active Listings	635	629	▲ 1.0%	735	▼ -13.6%	---	---	---
Months Supply of Inventory	2.9	2.5	▲ 16.2%	3.1	▼ -8.0%	---	---	---
New Listings	201	180	▲ 11.7%	292	▼ -31.2%	3,242	3,428	▼ -5.4%
Pending Sales	230	217	▲ 6.0%	221	▲ 4.1%	2,610	2,761	▼ -5.5%
Days to Off Market	53	64	▼ -17.2%	45	▲ 17.8%	48	62	▼ -22.6%
Sold to Original Price Ratio	97.6%	97.6%	▼ -0.1%	97.4%	▲ 0.2%	98.0%	97.7%	▲ 0.3%
Price per Square Foot	\$237	\$226	▲ 4.7%	\$235	▲ 0.8%	\$241	\$226	▲ 6.7%

Condominiums

	Year over Year			Month over Month		Year to Date		
	Nov 2017	Nov 2016	Change	Oct 2017	Change	2017	2016	Change
Median Selling Price	\$282,500	\$257,500	▲ 9.7%	\$277,750	▲ 1.7%	\$274,500	\$253,750	▲ 8.2%
Units Sold	60	50	▲ 20.0%	72	▼ -16.7%	706	712	▼ -0.8%
Active Listings	157	165	▼ -4.8%	176	▼ -10.8%	---	---	---
Months Supply of Inventory	2.6	3.3	▼ -20.6%	2.5	▲ 6.5%	---	---	---
New Listings	53	55	▼ -3.6%	73	▼ -27.4%	866	943	▼ -8.2%
Pending Sales	60	62	▼ -3.2%	71	▼ -15.5%	760	772	▼ -1.6%
Days to Off Market	47	51	▼ -7.8%	56	▼ -16.1%	47	56	▼ -16.1%
Sold to Original Price Ratio	97.3%	96.8%	▲ 0.5%	99.7%	▼ -2.4%	98.9%	97.6%	▲ 1.3%
Price per Square Foot	\$217	\$195	▲ 11.2%	\$232	▼ -6.3%	\$213	\$196	▲ 8.8%



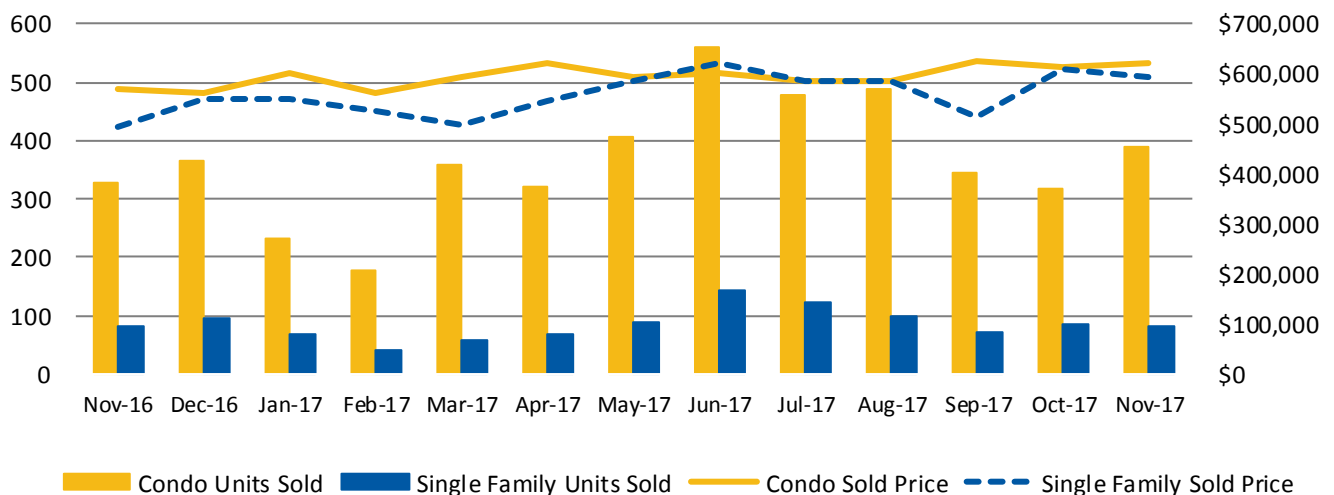
CITY OF BOSTON

Single Family Homes

	Year over Year			Month over Month		Year to Date		
	Nov 2017	Nov 2016	Change	Oct 2017	Change	2017	2016	Change
Median Selling Price	\$595,000	\$495,000	▲ 20.2%	\$610,000	▼ -2.5%	\$581,000	\$528,250	▲ 10.0%
Units Sold	82	82	■ 0.0%	86	▼ -4.7%	930	946	▼ -1.7%
Active Listings	222	202	▲ 9.9%	257	▼ -13.6%	---	---	---
Months Supply of Inventory	2.7	2.5	▲ 11.4%	3.0	▼ -8.9%	---	---	---
New Listings	80	88	▼ -9.1%	101	▼ -20.8%	1,307	1,333	▼ -2.0%
Pending Sales	81	84	▼ -3.6%	99	▼ -18.2%	983	1,018	▼ -3.4%
Days to Off Market	46	48	▼ -4.2%	49	▼ -6.1%	41	48	▼ -14.1%
Sold to Original Price Ratio	96.4%	99.0%	▼ -2.6%	99.5%	▼ -3.1%	99.3%	98.8%	▲ 0.5%
Price per Square Foot	\$387	\$350	▲ 10.4%	\$393	▼ -1.7%	\$395	\$361	▲ 9.3%

Condominiums

	Year over Year			Month over Month		Year to Date		
	Nov 2017	Nov 2016	Change	Oct 2017	Change	2017	2016	Change
Median Selling Price	\$622,500	\$570,000	▲ 9.2%	\$611,500	▲ 1.8%	\$600,000	\$575,000	▲ 4.3%
Units Sold	389	328	▲ 18.6%	318	▲ 22.3%	4,073	3,978	▲ 2.4%
Active Listings	1,020	804	▲ 26.9%	1,166	▼ -12.5%	---	---	---
Months Supply of Inventory	2.6	2.5	▲ 7.0%	3.7	▼ -28.6%	---	---	---
New Listings	396	334	▲ 18.6%	518	▼ -23.6%	5,759	5,302	▲ 8.6%
Pending Sales	390	321	▲ 21.5%	406	▼ -3.9%	4,384	4,191	▲ 4.6%
Days to Off Market	44	45	▼ -2.2%	43	▲ 2.3%	38	41	▼ -5.9%
Sold to Original Price Ratio	98.7%	99.2%	▼ -0.5%	99.6%	▼ -0.9%	100.2%	100.0%	▲ 0.2%
Price per Square Foot	\$726	\$719	▲ 1.0%	\$720	▲ 0.9%	\$712	\$689	▲ 3.4%



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		
	Nov 2017	Nov 2016	Change	Oct 2017	Change	2017	2016	Change	
Median Selling Price	\$642,000	\$590,000	▲ 8.8%	\$677,500	▼ -5.2%	\$630,000	\$554,750	▲ 13.6%	
Units Sold	144	143	▲ 0.7%	134	▲ 7.5%	1,356	1,448	▼ -6.4%	
Active Listings	274	257	▲ 6.6%	333	▼ -17.7%	---	---	---	
Months Supply of Inventory	1.9	1.8	▲ 6.7%	2.5	▼ -23.2%	---	---	---	
New Listings	125	122	▲ 2.5%	177	▼ -29.4%	1,958	1,965	▼ -0.4%	
Pending Sales	130	137	▼ -5.1%	177	▼ -26.6%	1,462	1,539	▼ -5.0%	
Days to Off Market	38	38	▬ 0.0%	32	▲ 18.8%	31	47	▼ -32.9%	
Sold to Original Price Ratio	100.9%	99.2%	▲ 1.7%	101.1%	▼ -0.2%	101.6%	99.7%	▲ 1.9%	
Price per Square Foot	\$286	\$259	▲ 10.5%	\$283	▲ 0.9%	\$281	\$244	▲ 15.1%	

3 Family Homes

	Year over Year			Month over Month		Year to Date		
	Nov 2017	Nov 2016	Change	Oct 2017	Change	2017	2016	Change
Median Selling Price	\$760,000	\$648,500	▲ 17.2%	\$852,500	▼ -10.9%	\$750,000	\$630,000	▲ 19.0%
Units Sold	47	48	▼ -2.1%	42	▲ 11.9%	505	522	▼ -3.3%
Active Listings	104	113	▼ -8.0%	122	▼ -14.8%	---	---	---
Months Supply of Inventory	2.2	2.4	▼ -6.0%	2.9	▼ -23.8%	---	---	---
New Listings	62	52	▲ 19.2%	69	▼ -10.1%	734	736	▼ -0.3%
Pending Sales	56	42	▲ 33.3%	68	▼ -17.6%	562	543	▲ 3.5%
Days to Off Market	44	49	▼ -10.2%	48	▼ -8.3%	38	55	▼ -29.6%
Sold to Original Price Ratio	101.3%	101.7%	▼ -0.4%	100.0%	▲ 1.3%	100.3%	98.5%	▲ 1.8%
Price per Square Foot	\$280	\$215	▲ 30.4%	\$278	▲ 0.8%	\$265	\$230	▲ 15.1%

4 Family Homes

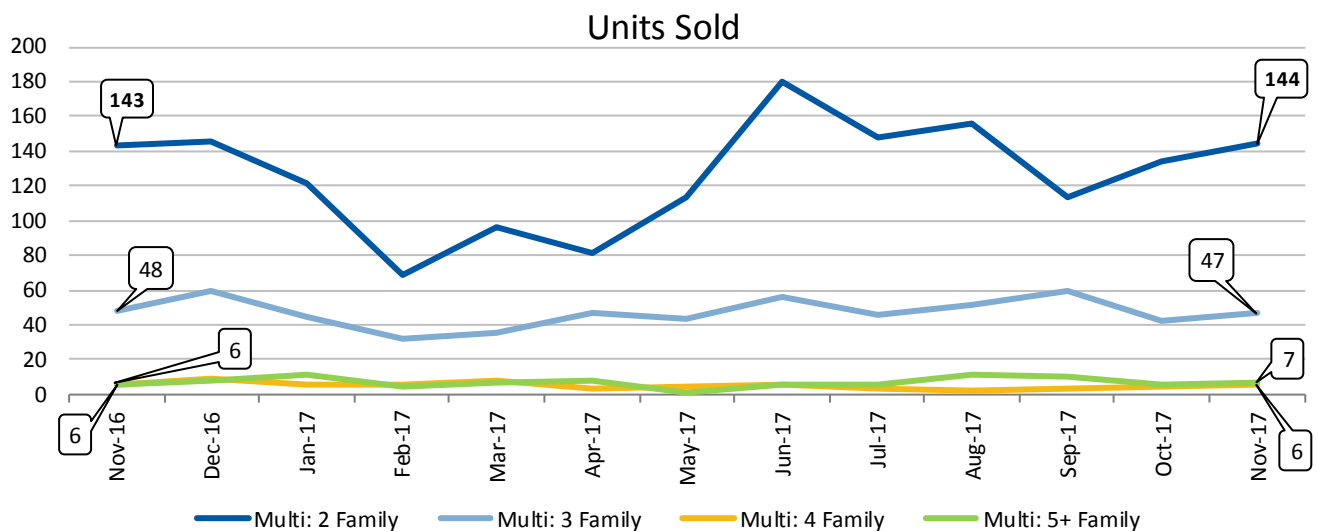
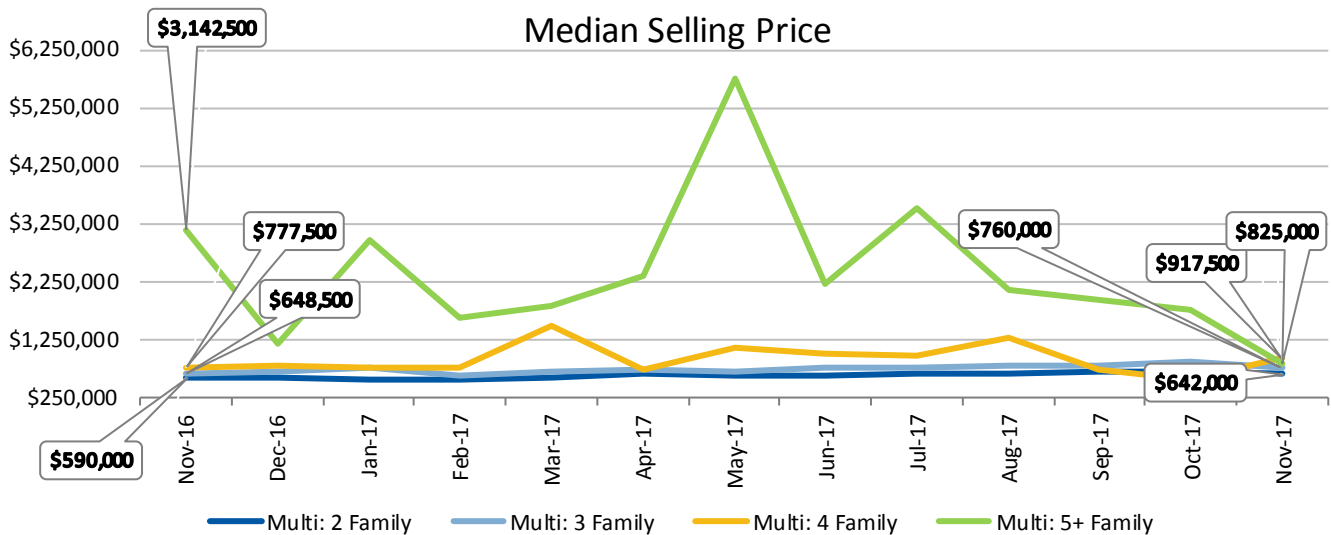
	Year over Year			Month over Month		Year to Date		
	Nov 2017	Nov 2016	Change	Oct 2017	Change	2017	2016	Change
Median Selling Price	\$917,500	\$777,500	▲ 18.0%	\$550,000	▲ 66.8%	\$795,000	\$862,500	▼ -7.8%
Units Sold	6	6	▬ 0.0%	4	▲ 50.0%	50	78	▼ -35.9%
Active Listings	24	25	▼ -4.0%	24	▬ 0.0%	---	---	---
Months Supply of Inventory	4.0	4.2	▼ -4.1%	6.0	▼ -33.3%	---	---	---
New Listings	9	13	▼ -30.8%	11	▼ -18.2%	99	126	▼ -21.4%
Pending Sales	4	9	▼ -55.6%	11	▼ -63.6%	54	79	▼ -31.6%
Days to Off Market	69	21	▲ 228.6%	59	▲ 16.9%	51	67	▼ -24.4%
Sold to Original Price Ratio	102.0%	98.6%	▲ 3.4%	99.3%	▲ 2.8%	99.3%	95.9%	▲ 3.6%
Price per Square Foot	\$232	\$300	▼ -22.5%	\$170	▲ 36.4%	\$252	\$284	▼ -11.3%

MULTI-FAMILY MARKET SUMMARY

Includes all 64 towns within the GBAR jurisdictional area

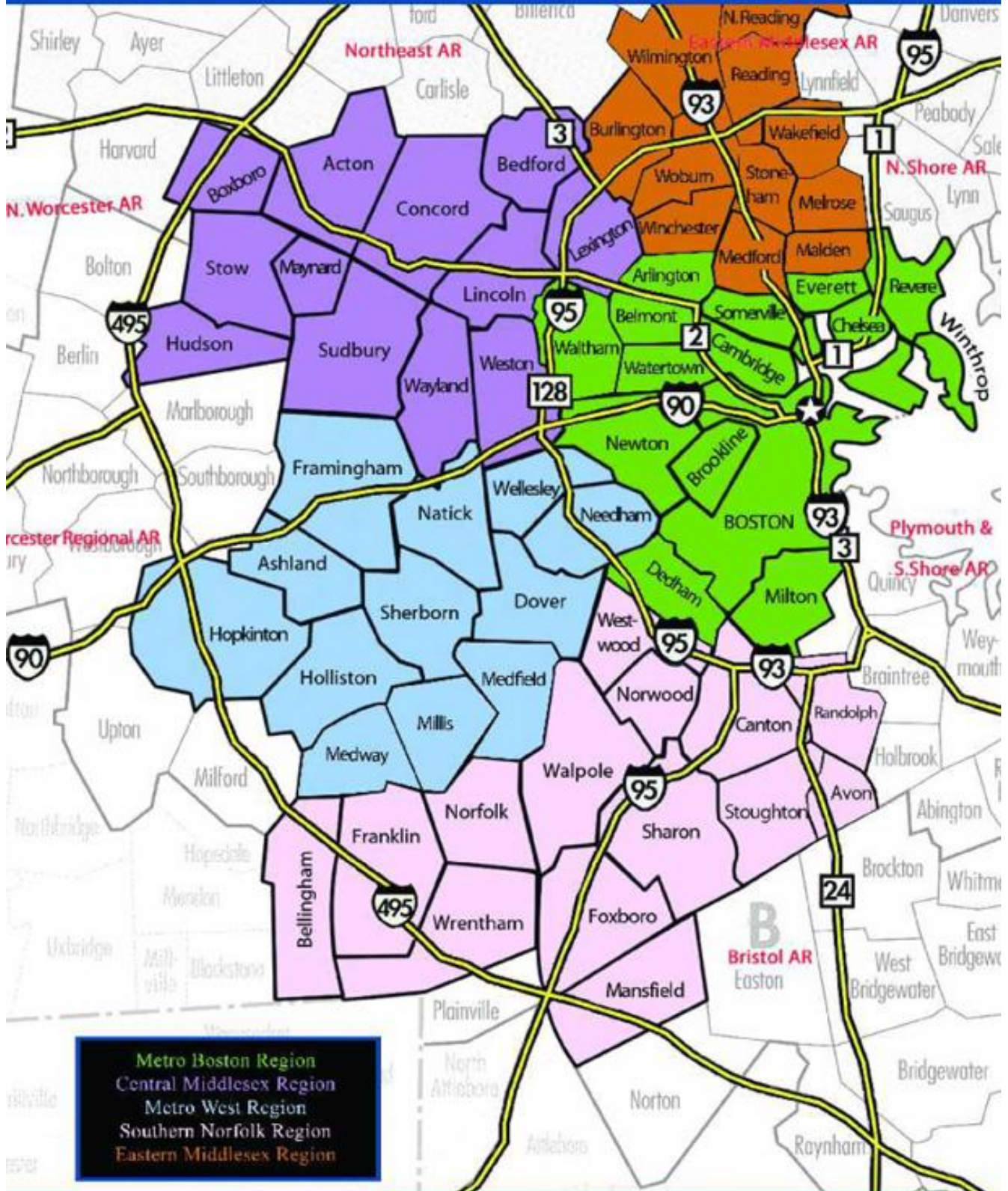
5+ Family Homes

	Year over Year			Month over Month		Year to Date		
	Nov 2017	Nov 2016	Change	Oct 2017	Change	2017	2016	Change
Median Selling Price	\$825,000	\$3,142,500	▼ -73.7%	\$1,775,000	▼ -53.5%	\$2,310,000	\$1,300,000	▲ 77.7%
Units Sold	7	6	▲ 16.7%	5	▲ 40.0%	76	91	▼ -16.5%
Active Listings	36	31	▲ 16.1%	45	▼ -20.0%	---	---	---
Months Supply of Inventory	5.1	5.2	▼ -0.6%	9.0	▼ -42.9%	---	---	---
New Listings	7	8	▼ -12.5%	19	▼ -63.2%	132	158	▼ -16.5%
Pending Sales	5	6	▼ -16.7%	9	▼ -44.4%	83	102	▼ -18.6%
Days to Off Market	31	44	▼ -29.5%	16	▲ 93.8%	53	72	▼ -26.0%
Sold to Original Price Ratio	98.9%	91.2%	▲ 8.4%	96.8%	▲ 2.1%	97.2%	93.8%	▲ 3.7%
Price per Square Foot	\$411	\$399	▲ 3.2%	\$589	▼ -30.2%	\$447	\$325	▲ 37.4%



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.