

# MONTHLY MARKET INSIGHTS REPORT

## MAY 2018

### Detached Single-Family Homes

The 1,217 homes sold in May 2018 was the fifth highest sales volume for the month and was a 2.4 percent decrease from the 1,247 homes sold in May 2017. This total is above the 15-year historical monthly sales average for May of 1,132 homes sold. The median sales price reached a record high for the month of May at \$629,000 which was a 5.4 percent increase from the May 2017 median sales prices of \$597,000.

### Condominiums

With 1,060 condos sold, it was the eighth most active May on record in Greater Boston, and a 2.8 percent decrease in sales from the 1,091 units sold in May 2017. This total remains above the 15-year historical sales total for condos sold in May of 1,030 units. The median sales price of condos also reached a new record high for the month of May at \$550,000, which is a 4.8 percent increase from May 2017's median sales price of \$525,000

### Multi-Family Homes

This month, there were 202 multi-family units sold in Greater Boston, which reflects a 22.4 percent increase in sales volume from the 165 multi-family units sold in May 2017



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Data thru 6/10/2018

# GREATER BOSTON MARKET SUMMARY

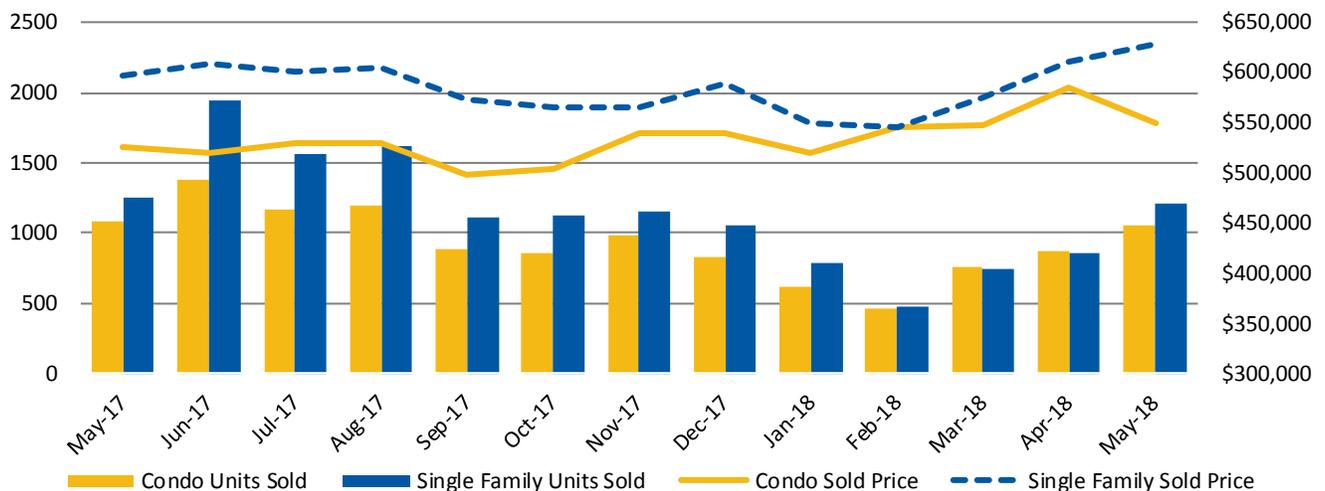
Includes all 64 towns within the GBAR jurisdictional area

## Single Family Homes

	Year over Year			Month over Month		Year to Date		
	May 2018	May 2017	Change	Apr 2018	Change	2018	2017	Change
Median Selling Price	\$629,000	\$597,000	▲ 5.4%	\$610,000	▲ 3.1%	\$590,000	\$561,525	▲ 5.1%
Units Sold	1,217	1,247	▼ -2.4%	859	▲ 41.7%	4,093	4,290	▼ -4.6%
Active Listings	3,080	3,254	▼ -5.3%	2,654	▲ 16.1%	---	---	---
Months Supply of Inventory	2.5	2.6	▼ -3.0%	3.1	▼ -18.1%	---	---	---
New Listings	2,506	2,287	▲ 9.6%	2,192	▲ 14.3%	8,206	8,108	▲ 1.2%
Pending Sales	1,810	1,783	▲ 1.5%	1,456	▲ 24.3%	5,725	5,809	▼ -1.4%
Days to Off Market	30	35	▼ -14.3%	35	▼ -14.3%	39	45	▼ -14.2%
Sold to Original Price Ratio	101.1%	100.5%	▲ 0.6%	100.5%	▲ 0.6%	99.4%	98.4%	▲ 1.1%
Price per Square Foot	\$339	\$316	▲ 7.0%	\$328	▲ 3.3%	\$325	\$304	▲ 6.9%

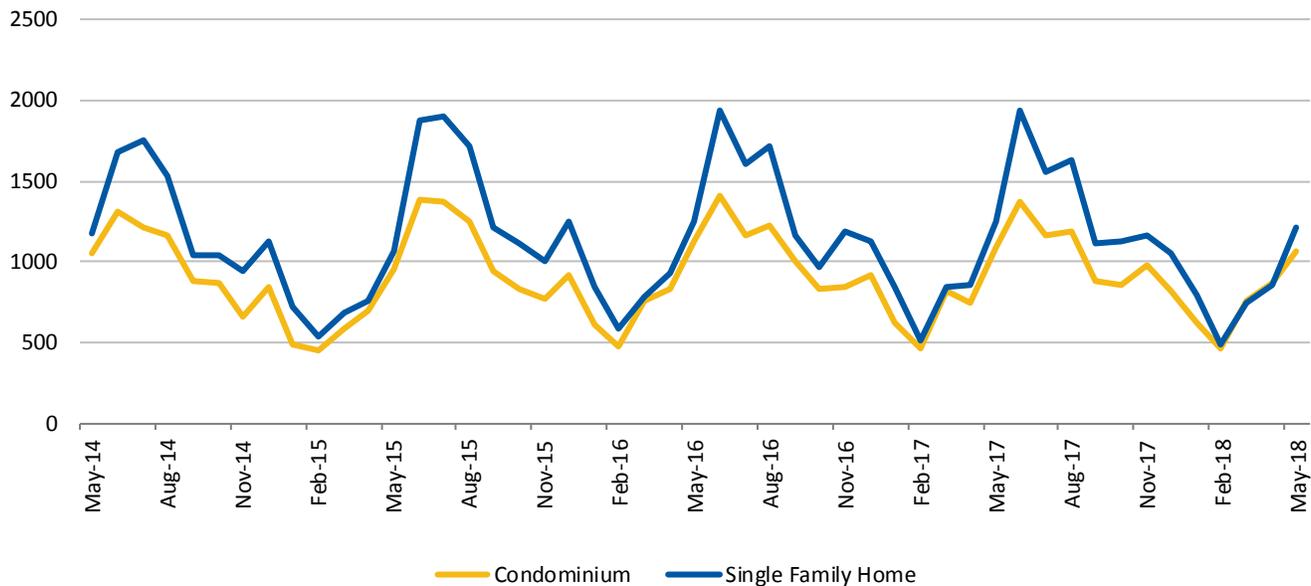
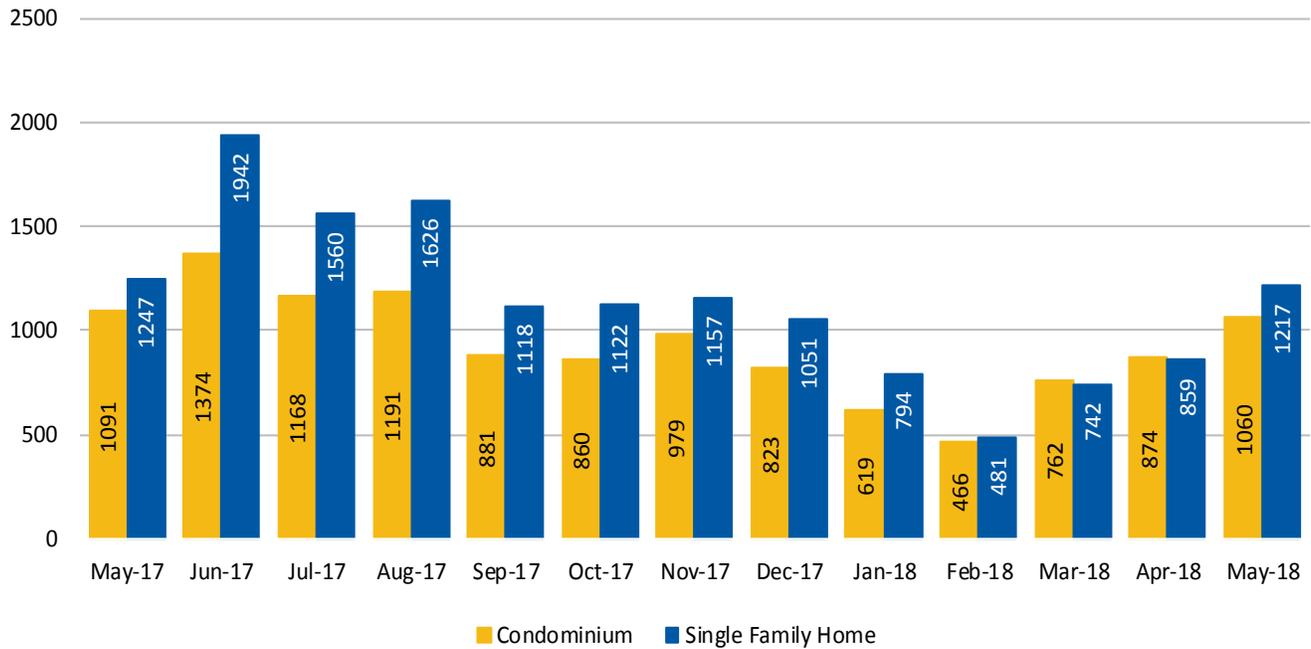
## Condominiums

	Year over Year			Month over Month		Year to Date		
	May 2018	May 2017	Change	Apr 2018	Change	2018	2017	Change
Median Selling Price	\$550,000	\$525,000	▲ 4.8%	\$585,000	▼ -6.0%	\$550,000	\$516,950	▲ 6.4%
Units Sold	1,060	1,091	▼ -2.8%	874	▲ 21.3%	3,781	3,744	▲ 1.0%
Active Listings	1,955	1,960	▼ -0.3%	1,833	▲ 6.7%	---	---	---
Months Supply of Inventory	1.8	1.8	▲ 2.6%	2.1	▼ -12.1%	---	---	---
New Listings	1,738	1,617	▲ 7.5%	1,704	▲ 2.0%	6,408	6,161	▲ 4.0%
Pending Sales	1,364	1,315	▲ 3.7%	1,170	▲ 16.6%	4,805	4,769	▲ 0.8%
Days to Off Market	30	28	▲ 7.1%	29	▲ 3.4%	35	36	▼ -2.0%
Sold to Original Price Ratio	102.3%	102.0%	▲ 0.3%	101.7%	▲ 0.6%	100.8%	100.3%	▲ 0.5%
Price per Square Foot	\$552	\$515	▲ 7.2%	\$567	▼ -2.6%	\$548	\$511	▲ 7.3%



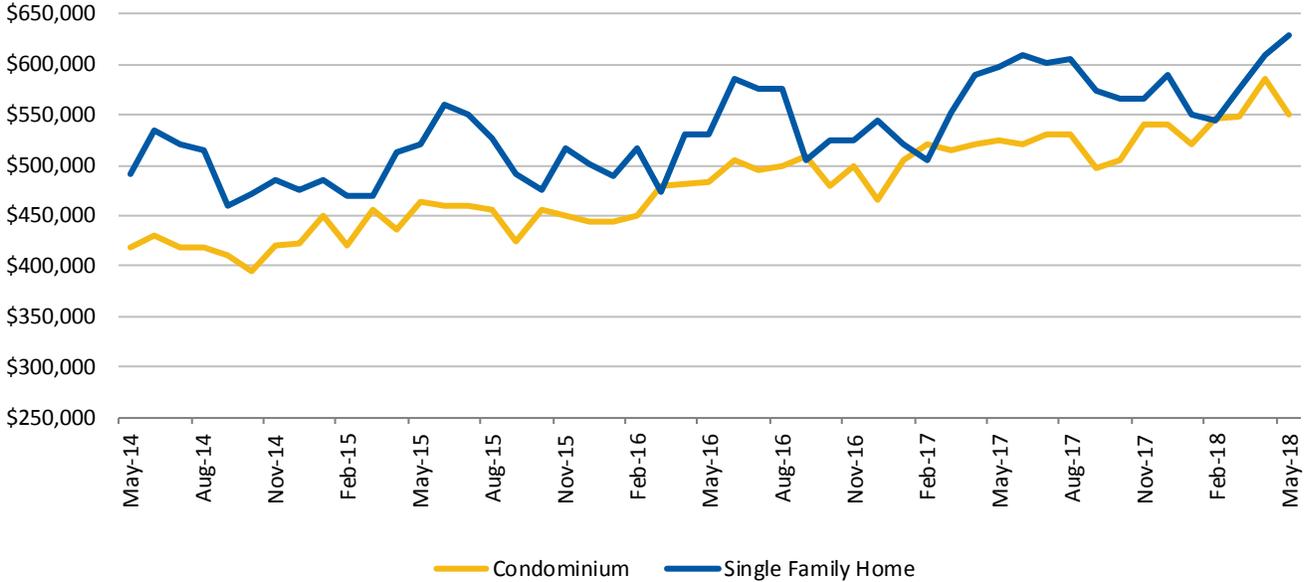
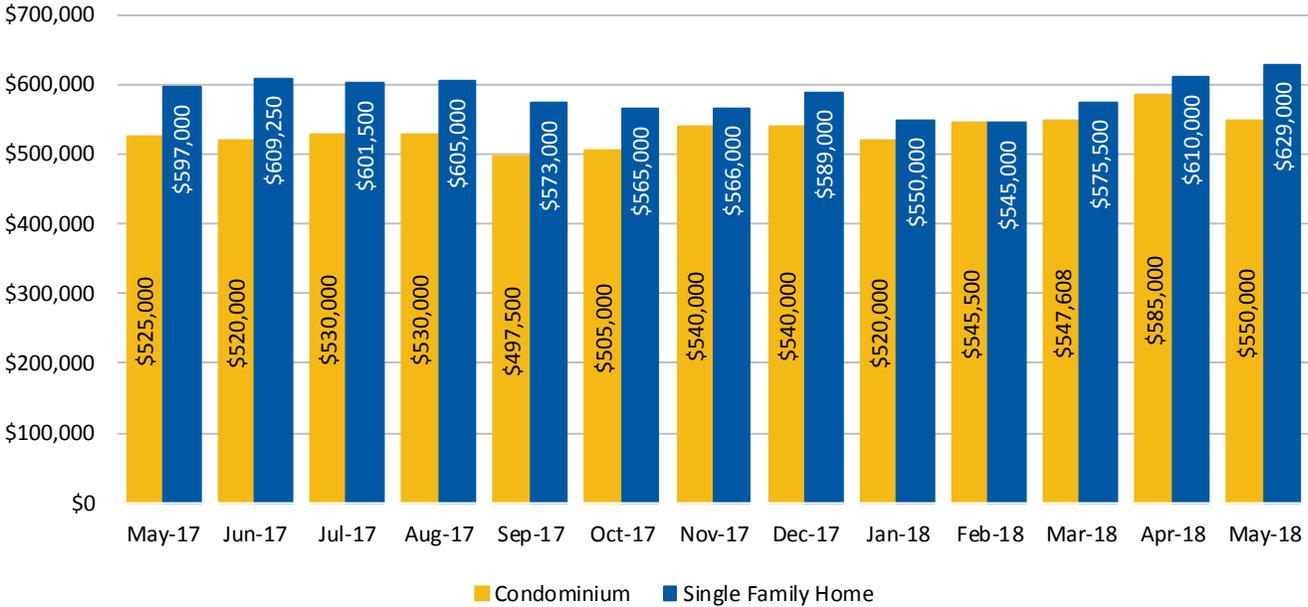
# UNITS SOLD

	Year over Year			Month over Month			Year to Date		
	May 2018	May 2017	Change	Apr 2018	Change	2018	2017	Change	
<b>SINGLE FAMILY HOMES</b>	<b>1,217</b>	1,247	▼ -2.4%	859	▲ 41.7%	<b>4,093</b>	4,290	▼ -4.6%	
<b>CONDOMINIUMS</b>	<b>1,060</b>	1,091	▼ -2.8%	874	▲ 21.3%	<b>3,781</b>	3,744	▲ 1.0%	



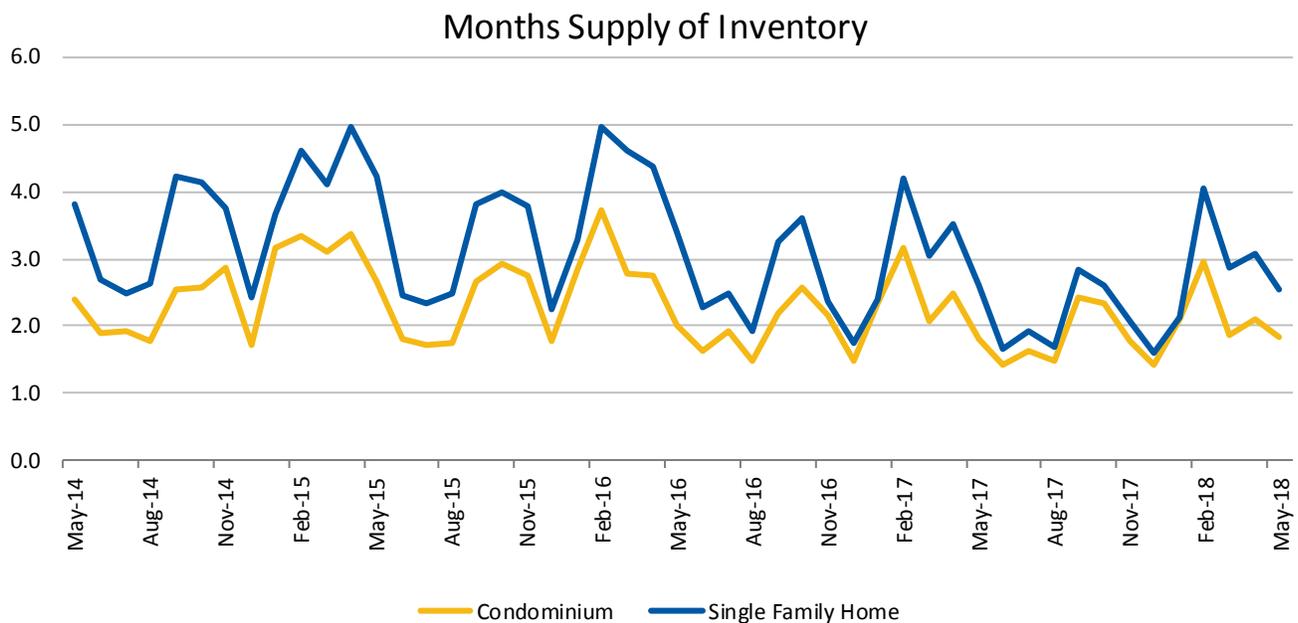
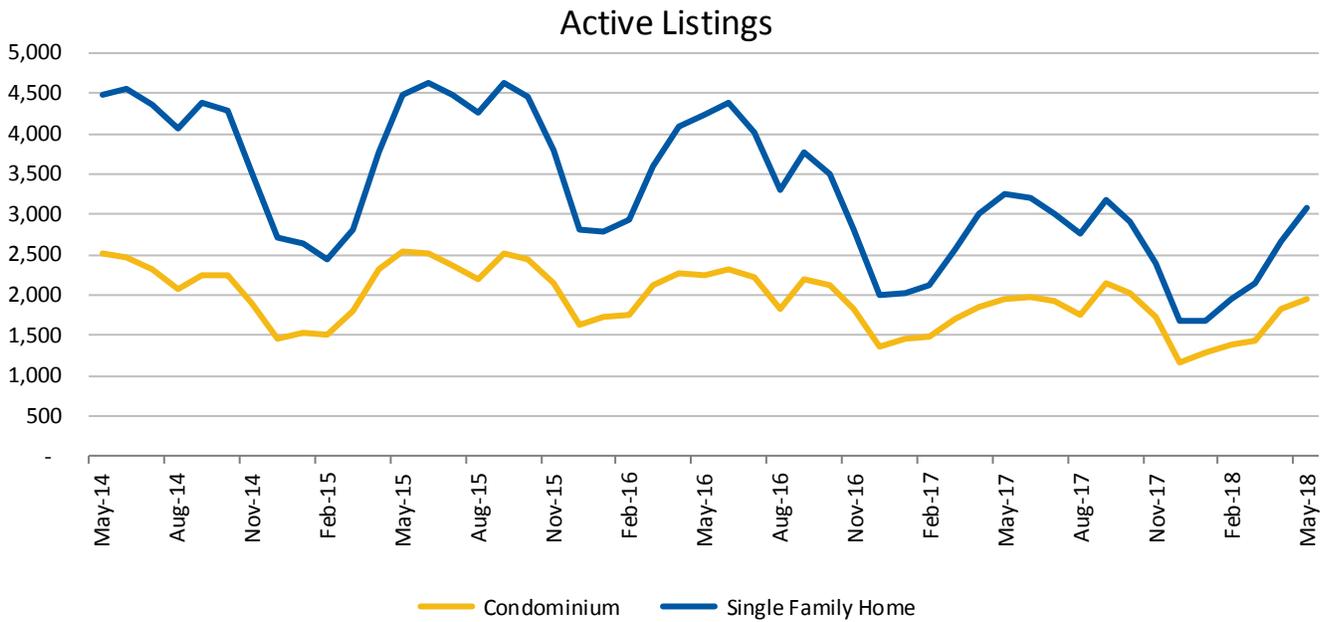
# MEDIAN SELLING PRICE

	Year over Year			Month over Month			Year to Date		
	May 2018	May 2017	Change	Apr 2018	Change	2018	2017	Change	
<b>SINGLE FAMILY HOMES</b>	<b>\$629,000</b>	\$597,000	▲ 5.4%	\$610,000	▲ 3.1%	<b>\$590,000</b>	\$561,525	▲ 5.1%	
<b>CONDOMINIUMS</b>	<b>\$550,000</b>	\$525,000	▲ 4.8%	\$585,000	▼ -6.0%	<b>\$550,000</b>	\$516,950	▲ 6.4%	



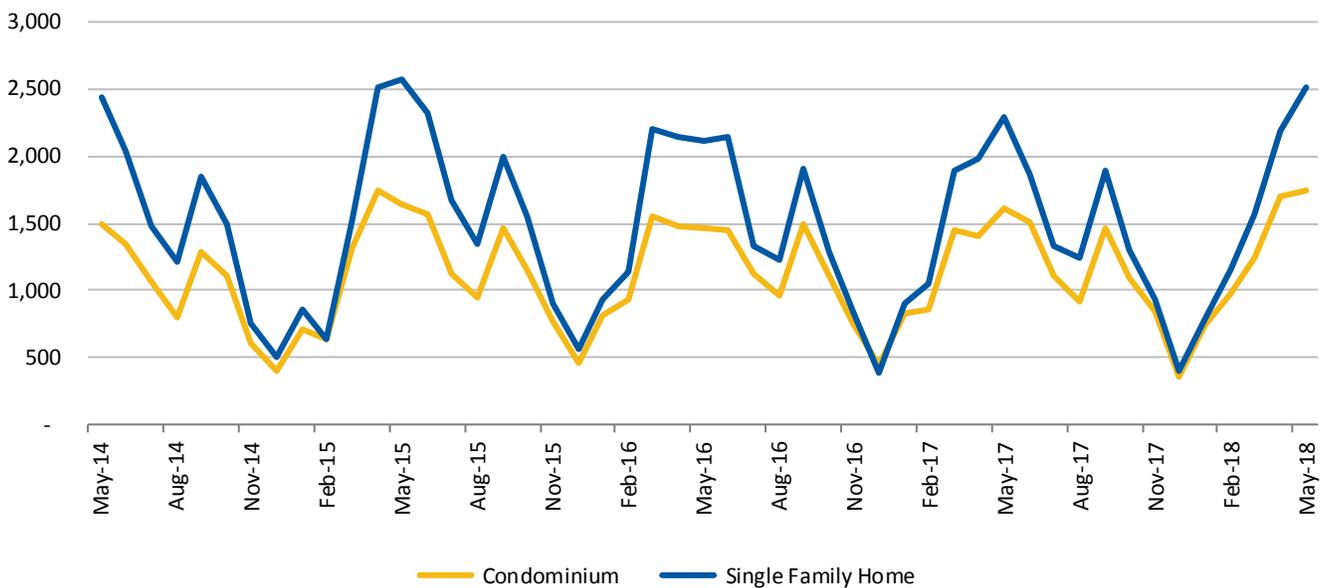
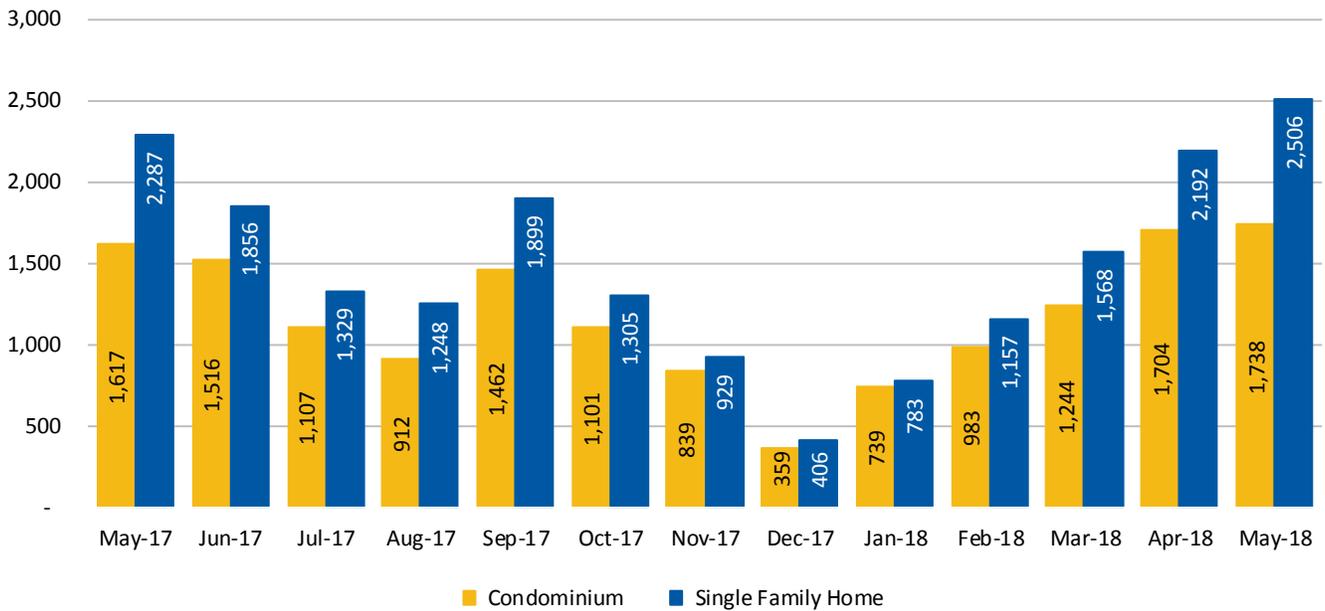
# ACTIVE LISTINGS

		Year over Year			Month over Month	
		May 2018	May 2017	Change	Apr 2018	Change
SINGLE FAMILY HOMES	Active Listings	3,080	3,254	▼ -5.3%	2,654	▲ 16.1%
	Months Supply of Inventory	2.5	2.6	▼ -3.0%	3.1	▼ -18.1%
CONDOMINIUMS	Active Listings	1,955	1,960	▼ -0.3%	1,833	▲ 6.7%
	Months Supply of Inventory	1.8	1.8	▲ 2.6%	2.1	▼ -12.1%



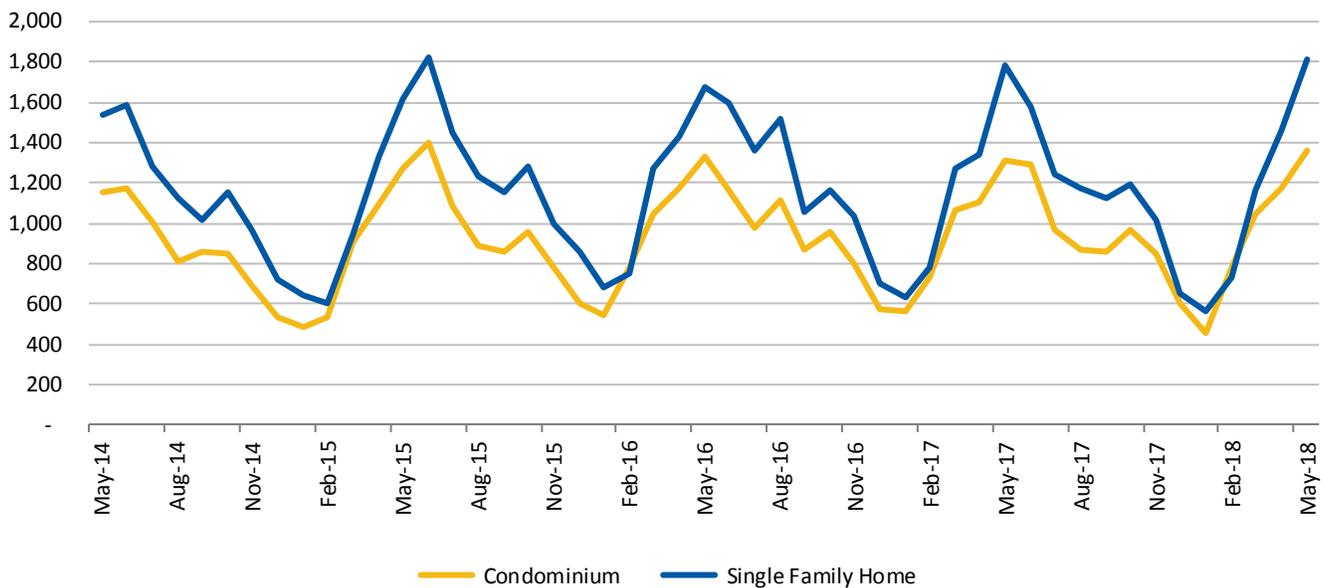
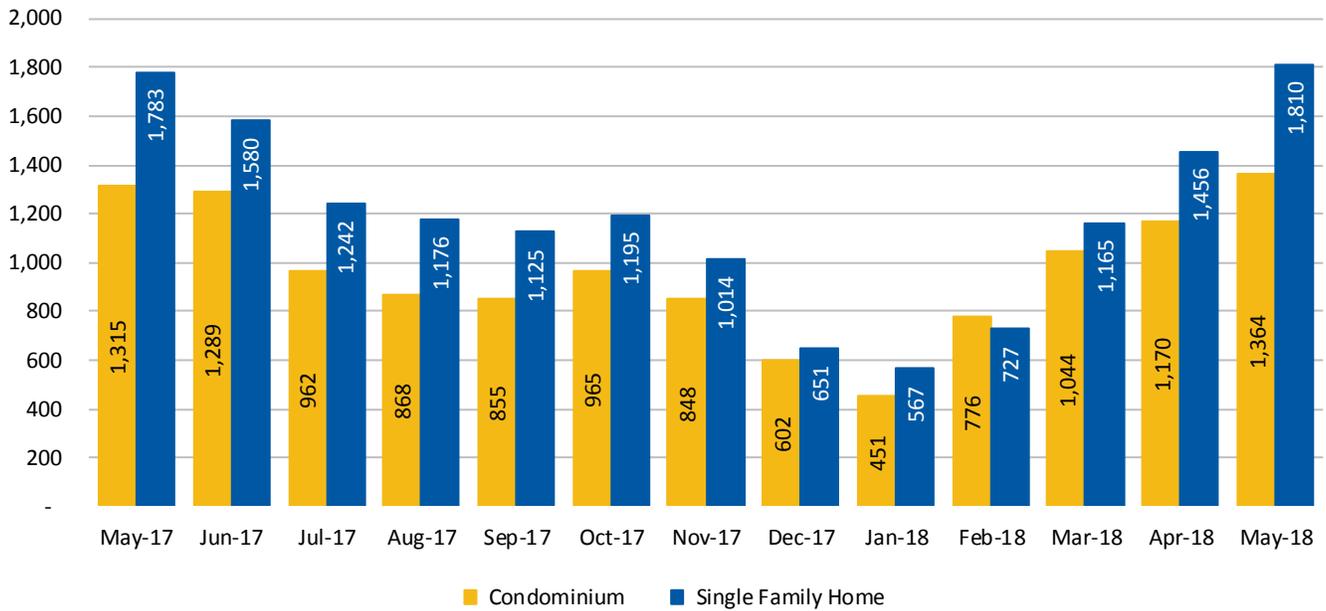
# NEW LISTINGS

	Year over Year			Month over Month		Year to Date		
	May 2018	May 2017	Change	Apr 2018	Change	2018	2017	Change
<b>SINGLE FAMILY HOMES</b>	<b>2,506</b>	2,287	▲ 9.6%	2,192	▲ 14.3%	<b>8,206</b>	8,108	▲ 1.2%
<b>CONDOMINIUMS</b>	<b>1,738</b>	1,617	▲ 7.5%	1,704	▲ 2.0%	<b>6,408</b>	6,161	▲ 4.0%



# PENDING SALES

	Year over Year			Month over Month		Year to Date		
	May 2018	May 2017	Change	Apr 2018	Change	2018	2017	Change
<b>SINGLE FAMILY HOMES</b>	<b>1,810</b>	1,783	▲ 1.5%	1,456	▲ 24.3%	<b>5,725</b>	5,809	▼ -1.4%
<b>CONDOMINIUMS</b>	<b>1,364</b>	1,315	▲ 3.7%	1,170	▲ 16.6%	<b>4,805</b>	4,769	▲ 0.8%



# CENTRAL MIDDLESEX REGION

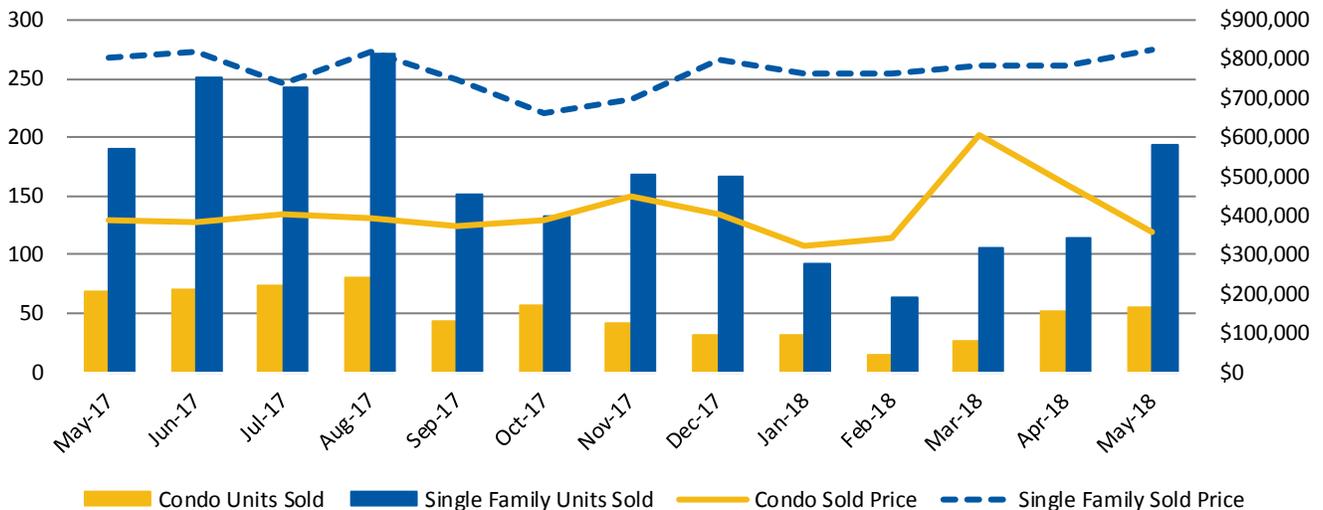
Acton, Bedford, Boxboro, Concord, Hudson, Lexington, Lincoln, Maynard, Stow, Sudbury, Wayland, Weston

## Single Family Homes

	Year over Year			Month over Month		Year to Date		
	May 2018	May 2017	Change	Apr 2018	Change	2018	2017	Change
Median Selling Price	\$825,000	\$803,000	▲ 2.7%	\$786,000	▲ 5.0%	\$790,000	\$744,000	▲ 6.2%
Units Sold	193	191	▲ 1.0%	114	▲ 69.3%	568	590	▼ -3.7%
Active Listings	570	666	▼ -14.4%	506	▲ 12.6%	---	---	---
Months Supply of Inventory	3.0	3.5	▼ -15.3%	4.4	▼ -33.5%	---	---	---
New Listings	360	346	▲ 4.0%	361	▼ -0.3%	1,310	1,302	▲ 0.6%
Pending Sales	256	268	▼ -4.5%	251	▲ 2.0%	883	843	▲ 4.7%
Days to Off Market	36	54	▼ -33.3%	47	▼ -23.4%	50	54	▼ -7.4%
Sold to Original Price Ratio	99.6%	98.6%	▲ 0.9%	98.9%	▲ 0.7%	97.5%	96.9%	▲ 0.6%
Price per Square Foot	\$322	\$318	▲ 1.1%	\$307	▲ 4.8%	\$316	\$307	▲ 2.7%

## Condominiums

	Year over Year			Month over Month		Year to Date		
	May 2018	May 2017	Change	Apr 2018	Change	2018	2017	Change
Median Selling Price	\$357,888	\$387,700	▼ -7.7%	\$479,300	▼ -25.3%	\$407,517	\$352,000	▲ 15.8%
Units Sold	55	68	▼ -19.1%	52	▲ 5.8%	179	205	▼ -12.7%
Active Listings	117	118	▼ -0.8%	129	▼ -9.3%	---	---	---
Months Supply of Inventory	2.1	1.7	▲ 22.6%	2.5	▼ -14.3%	---	---	---
New Listings	81	83	▼ -2.4%	78	▲ 3.8%	324	332	▼ -2.4%
Pending Sales	78	73	▲ 6.8%	59	▲ 32.2%	248	271	▼ -8.5%
Days to Off Market	36	48	▼ -25.0%	53	▼ -32.1%	47	58	▼ -19.0%
Sold to Original Price Ratio	101.3%	99.1%	▲ 2.3%	99.4%	▲ 1.9%	99.4%	97.8%	▲ 1.6%
Price per Square Foot	\$255	\$260	▼ -1.9%	\$290	▼ -12.2%	\$268	\$244	▲ 9.7%



# EASTERN MIDDLESEX REGION

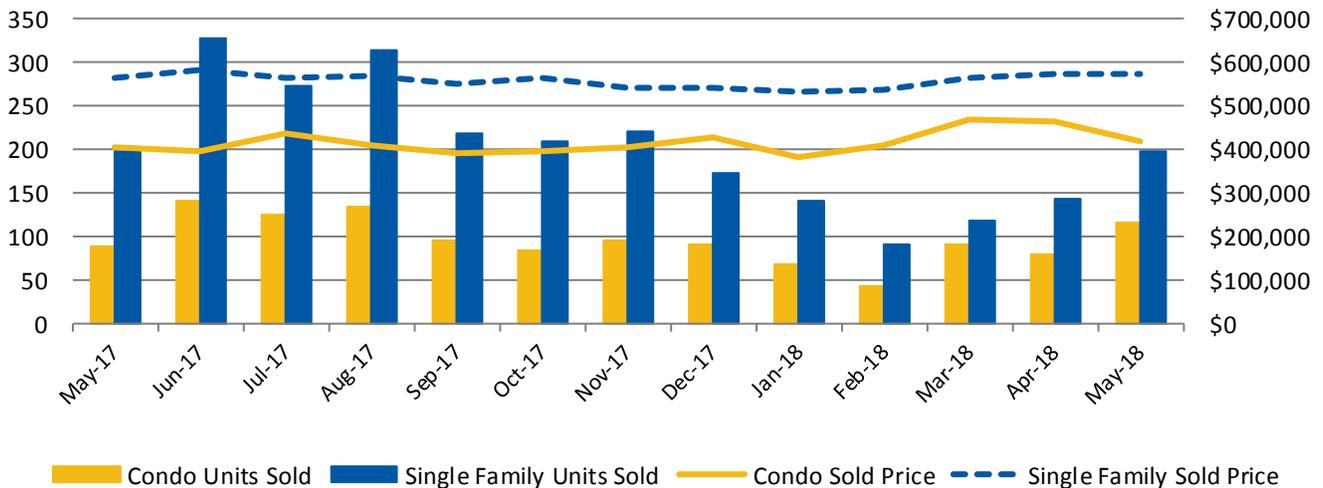
Burlington, Malden, Medford, Melrose, North Reading, Reading, Stoneham, Wakefield, Wilmington, Winchester, Woburn

## Single Family Homes

	Year over Year			Month over Month		Year to Date		
	May 2018	May 2017	Change	Apr 2018	Change	2018	2017	Change
Median Selling Price	\$575,000	\$564,000	▲ 2.0%	\$575,000	■ 0.0%	\$557,250	\$540,000	▲ 3.2%
Units Sold	197	199	▼ -1.0%	143	▲ 37.8%	690	712	▼ -3.1%
Active Listings	400	420	▼ -4.8%	298	▲ 34.2%	---	---	---
Months Supply of Inventory	2.0	2.1	▼ -3.8%	2.1	▼ -2.6%	---	---	---
New Listings	448	401	▲ 11.7%	327	▲ 37.0%	1,258	1,269	▼ -0.9%
Pending Sales	307	311	▼ -1.3%	220	▲ 39.5%	917	943	▼ -2.8%
Days to Off Market	23	26	▼ -11.5%	32	▼ -28.1%	31	36	▼ -13.9%
Sold to Original Price Ratio	104.2%	103.6%	▲ 0.6%	103.2%	▲ 1.0%	102.0%	100.7%	▲ 1.4%
Price per Square Foot	\$345	\$312	▲ 10.4%	\$323	▲ 6.6%	\$324	\$297	▲ 9.0%

## Condominiums

	Year over Year			Month over Month		Year to Date		
	May 2018	May 2017	Change	Apr 2018	Change	2018	2017	Change
Median Selling Price	\$420,000	\$406,111	▲ 3.4%	\$464,900	▼ -9.7%	\$434,000	\$370,000	▲ 17.3%
Units Sold	116	89	▲ 30.3%	79	▲ 46.8%	397	363	▲ 9.4%
Active Listings	101	170	▼ -40.6%	100	▲ 1.0%	---	---	---
Months Supply of Inventory	0.9	1.9	▼ -54.4%	1.3	▼ -31.2%	---	---	---
New Listings	132	148	▼ -10.8%	139	▼ -5.0%	510	616	▼ -17.2%
Pending Sales	125	140	▼ -10.7%	116	▲ 7.8%	436	498	▼ -12.4%
Days to Off Market	28	24	▲ 16.7%	25	▲ 12.0%	34	27	▲ 25.9%
Sold to Original Price Ratio	103.1%	103.4%	▼ -0.2%	102.9%	▲ 0.2%	101.9%	101.5%	▲ 0.4%
Price per Square Foot	\$357	\$337	▲ 6.1%	\$361	▼ -1.1%	\$354	\$326	▲ 8.7%



# METRO BOSTON REGION

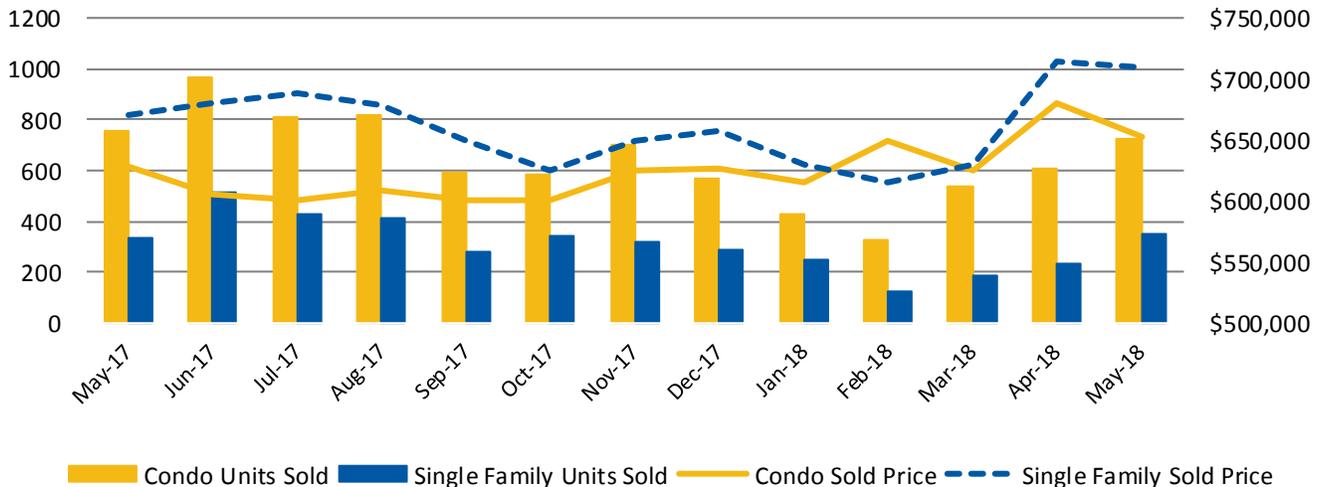
Arlington, Belmont, Boston, Brookline, Cambridge, Chelsea, Dedham, Everett, Milton, Newton, Revere, Somerville, Waltham, Watertown, Winthrop

## Single Family Homes

	Year over Year			Month over Month		Year to Date		
	May 2018	May 2017	Change	Apr 2018	Change	2018	2017	Change
Median Selling Price	\$710,000	\$671,000	▲ 5.8%	\$715,000	▼ -0.7%	\$660,000	\$625,000	▲ 5.6%
Units Sold	347	338	▲ 2.7%	230	▲ 50.9%	1,136	1,170	▼ -2.9%
Active Listings	737	781	▼ -5.6%	652	▲ 13.0%	---	---	---
Months Supply of Inventory	2.1	2.3	▼ -8.1%	2.8	▼ -25.1%	---	---	---
New Listings	685	633	▲ 8.2%	602	▲ 13.8%	2,199	2,196	▲ 0.1%
Pending Sales	514	487	▲ 5.5%	373	▲ 37.8%	1,525	1,556	▼ -2.0%
Days to Off Market	27	27	▬ 0.0%	28	▼ -3.6%	32	36	▼ -11.1%
Sold to Original Price Ratio	101.8%	101.5%	▲ 0.3%	101.5%	▲ 0.3%	100.2%	99.1%	▲ 1.2%
Price per Square Foot	\$428	\$396	▲ 8.0%	\$415	▲ 3.1%	\$405	\$372	▲ 8.8%

## Condominiums

	Year over Year			Month over Month		Year to Date		
	May 2018	May 2017	Change	Apr 2018	Change	2018	2017	Change
Median Selling Price	\$652,000	\$629,000	▲ 3.7%	\$680,000	▼ -4.1%	\$649,000	\$600,000	▲ 8.2%
Units Sold	723	758	▼ -4.6%	605	▲ 19.5%	2,627	2,613	▲ 0.5%
Active Listings	1,461	1,385	▲ 5.5%	1,323	▲ 10.4%	---	---	---
Months Supply of Inventory	2.0	1.8	▲ 10.6%	2.2	▼ -7.6%	---	---	---
New Listings	1,298	1,200	▲ 8.2%	1,229	▲ 5.6%	4,626	4,383	▲ 5.5%
Pending Sales	957	919	▲ 4.1%	785	▲ 21.9%	3,333	3,287	▲ 1.4%
Days to Off Market	29	26	▲ 11.5%	27	▲ 7.4%	33	33	▬ 0.0%
Sold to Original Price Ratio	102.7%	102.5%	▲ 0.2%	102.1%	▲ 0.6%	100.9%	100.5%	▲ 0.4%
Price per Square Foot	\$677	\$624	▲ 8.4%	\$691	▼ -2.0%	\$663	\$617	▲ 7.4%



# METRO WEST REGION

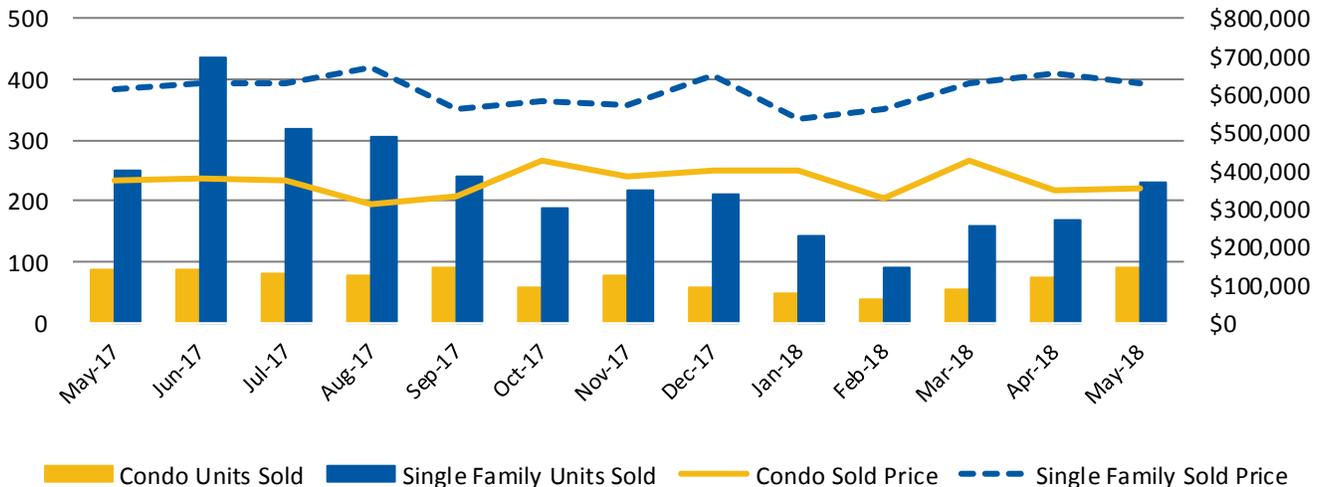
Ashland, Dover, Framingham, Holliston, Hopkinton, Medfield,  
Medway, Millis, Natick, Needham, Sherborn, Wellesley

## Single Family Homes

	Year over Year			Month over Month		Year to Date		
	May 2018	May 2017	Change	Apr 2018	Change	2018	2017	Change
Median Selling Price	\$630,000	\$612,500	▲ 2.9%	\$654,000	▼ -3.7%	\$611,500	\$601,000	▲ 1.7%
Units Sold	231	249	▼ -7.2%	170	▲ 35.9%	794	898	▼ -11.6%
Active Listings	706	704	▲ 0.3%	598	▲ 18.1%	---	---	---
Months Supply of Inventory	3.1	2.8	▲ 8.1%	3.5	▼ -13.1%	---	---	---
New Listings	509	452	▲ 12.6%	454	▲ 12.1%	1,713	1,733	▼ -1.2%
Pending Sales	355	362	▼ -1.9%	310	▲ 14.5%	1,180	1,276	▼ -7.5%
Days to Off Market	34	39	▼ -12.8%	38	▼ -10.5%	44	52	▼ -15.4%
Sold to Original Price Ratio	100.4%	99.0%	▲ 1.3%	100.0%	▲ 0.4%	98.6%	97.3%	▲ 1.3%
Price per Square Foot	\$310	\$288	▲ 7.7%	\$318	▼ -2.6%	\$304	\$286	▲ 6.2%

## Condominiums

	Year over Year			Month over Month		Year to Date		
	May 2018	May 2017	Change	Apr 2018	Change	2018	2017	Change
Median Selling Price	\$351,500	\$375,000	▼ -6.3%	\$347,000	▲ 1.3%	\$385,000	\$375,000	▲ 2.7%
Units Sold	90	87	▲ 3.4%	74	▲ 21.6%	306	274	▲ 11.7%
Active Listings	136	135	▲ 0.7%	135	▲ 0.7%	---	---	---
Months Supply of Inventory	1.5	1.6	▼ -2.6%	1.8	▼ -17.2%	---	---	---
New Listings	100	80	▲ 25.0%	125	▼ -20.0%	461	385	▲ 19.7%
Pending Sales	90	83	▲ 8.4%	99	▼ -9.1%	399	325	▲ 22.8%
Days to Off Market	30	28	▲ 7.1%	23	▲ 30.4%	39	43	▼ -9.3%
Sold to Original Price Ratio	101.2%	100.2%	▲ 1.0%	100.9%	▲ 0.3%	100.1%	100.0%	▲ 0.0%
Price per Square Foot	\$268	\$252	▲ 6.0%	\$271	▼ -1.1%	\$269	\$256	▲ 4.9%



# SOUTHERN NORFOLK REGION

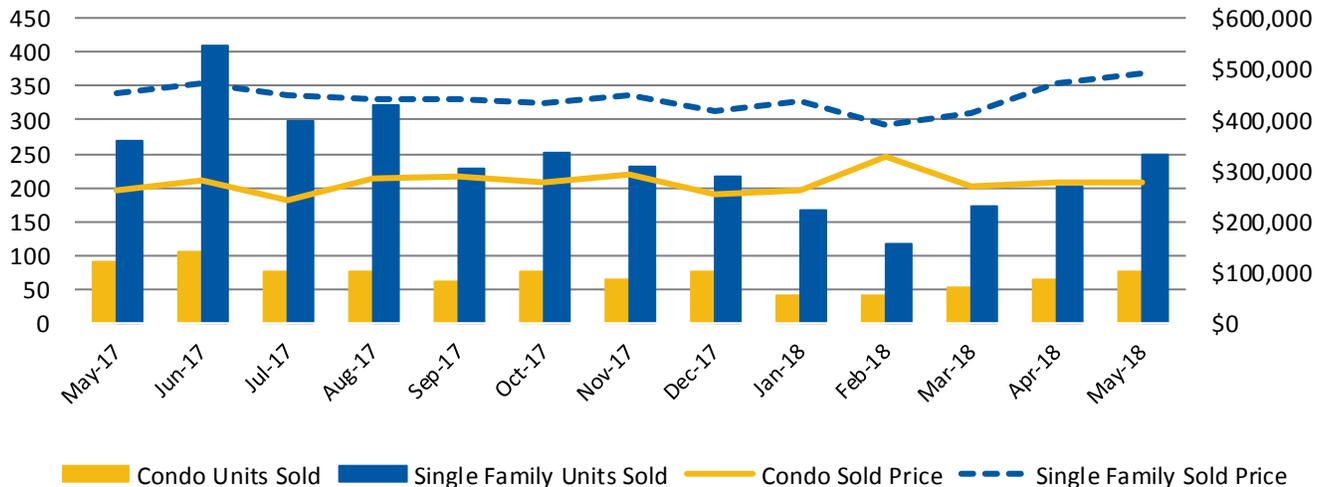
Avon, Bellingham, Canton, Foxboro, Franklin, Mansfield, Norfolk, Norwood, Randolph, Sharon, Stoughton, Walpole, Westwood, Wrentham

## Single Family Homes

	Year over Year			Month over Month		Year to Date		
	May 2018	May 2017	Change	Apr 2018	Change	2018	2017	Change
Median Selling Price	\$490,000	\$453,500	▲ 8.0%	\$473,659	▲ 3.5%	\$450,000	\$423,750	▲ 6.2%
Units Sold	249	270	▼ -7.8%	202	▲ 23.3%	905	920	▼ -1.6%
Active Listings	667	683	▼ -2.3%	600	▲ 11.2%	---	---	---
Months Supply of Inventory	2.7	2.5	▲ 5.9%	3.0	▼ -9.8%	---	---	---
New Listings	504	455	▲ 10.8%	448	▲ 12.5%	1,726	1,608	▲ 7.3%
Pending Sales	378	355	▲ 6.5%	302	▲ 25.2%	1,220	1,191	▲ 2.4%
Days to Off Market	32	36	▼ -11.1%	32	▬ 0.0%	40	50	▼ -20.0%
Sold to Original Price Ratio	99.4%	99.7%	▼ -0.3%	98.7%	▲ 0.7%	98.5%	97.8%	▲ 0.7%
Price per Square Foot	\$249	\$245	▲ 1.9%	\$251	▼ -0.8%	\$248	\$236	▲ 5.2%

## Condominiums

	Year over Year			Month over Month		Year to Date		
	May 2018	May 2017	Change	Apr 2018	Change	2018	2017	Change
Median Selling Price	\$275,000	\$259,900	▲ 5.8%	\$275,000	▬ 0.0%	\$276,250	\$259,900	▲ 6.3%
Units Sold	76	89	▼ -14.6%	64	▲ 18.8%	272	289	▼ -5.9%
Active Listings	140	152	▼ -7.9%	146	▼ -4.1%	---	---	---
Months Supply of Inventory	1.8	1.7	▲ 7.8%	2.3	▼ -19.2%	---	---	---
New Listings	127	106	▲ 19.8%	133	▼ -4.5%	487	445	▲ 9.4%
Pending Sales	114	100	▲ 14.0%	111	▲ 2.7%	389	388	▲ 0.3%
Days to Off Market	34	33	▲ 3.0%	37	▼ -8.1%	44	49	▼ -10.2%
Sold to Original Price Ratio	99.7%	100.0%	▼ -0.3%	99.8%	▼ -0.1%	99.2%	98.6%	▲ 0.6%
Price per Square Foot	\$217	\$212	▲ 2.7%	\$222	▼ -1.9%	\$221	\$211	▲ 4.5%



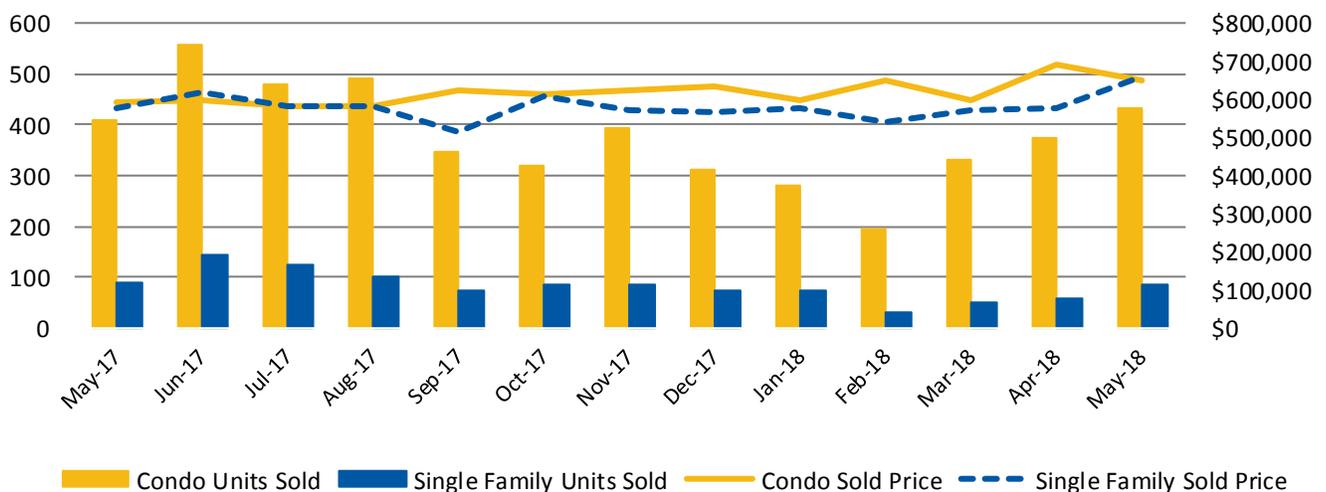
# CITY OF BOSTON

## Single Family Homes

	Year over Year			Month over Month			Year to Date		
	May 2018	May 2017	Change	Apr 2018	Change	2018	2017	Change	
Median Selling Price	\$659,900	\$575,000	▲ 14.8%	\$577,500	▲ 14.3%	\$597,450	\$549,450	▲ 8.7%	
Units Sold	87	89	▼ -2.2%	58	▲ 50.0%	300	318	▼ -5.7%	
Active Listings	205	214	▼ -4.2%	193	▲ 6.2%	---	---	---	
Months Supply of Inventory	2.4	2.4	▼ -2.0%	3.3	▼ -29.2%	---	---	---	
New Listings	196	158	▲ 24.1%	168	▲ 16.7%	597	593	▲ 0.7%	
Pending Sales	156	135	▲ 15.6%	97	▲ 60.8%	414	420	▼ -1.4%	
Days to Off Market	29	33	▼ -12.1%	29	■ 0.0%	36	41	▼ -12.9%	
Sold to Original Price Ratio	100.9%	99.5%	▲ 1.4%	102.6%	▼ -1.6%	99.7%	97.9%	▲ 1.8%	
Price per Square Foot	\$462	\$404	▲ 14.4%	\$427	▲ 8.1%	\$426	\$380	▲ 12.1%	

## Condominiums

	Year over Year			Month over Month		Year to Date		
	May 2018	May 2017	Change	Apr 2018	Change	2018	2017	Change
Median Selling Price	\$648,000	\$595,000	▲ 8.9%	\$690,000	▼ -6.1%	\$640,000	\$599,000	▲ 6.8%
Units Sold	435	411	▲ 5.8%	375	▲ 16.0%	1,619	1,506	▲ 7.5%
Active Listings	1,010	950	▲ 6.3%	947	▲ 6.7%	---	---	---
Months Supply of Inventory	2.3	2.3	▲ 0.5%	2.5	▼ -8.0%	---	---	---
New Listings	799	737	▲ 8.4%	787	▲ 1.5%	2,930	2,682	▲ 9.2%
Pending Sales	585	534	▲ 9.6%	477	▲ 22.6%	2,064	1,940	▲ 6.4%
Days to Off Market	32	28	▲ 14.3%	30	▲ 6.7%	37	37	▼ -0.2%
Sold to Original Price Ratio	101.9%	101.8%	▲ 0.1%	101.5%	▲ 0.4%	100.2%	99.9%	▲ 0.3%
Price per Square Foot	\$750	\$708	▲ 5.9%	\$761	▼ -1.3%	\$730	\$703	▲ 3.9%



# 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		
	May 2018	May 2017	Change	Apr 2018	Change	2018	2017	Change	
Median Selling Price	\$757,500	\$629,000	▲ 20.4%	\$693,500	▲ 9.2%	\$675,000	\$600,000	▲ 12.5%	
Units Sold	133	115	▲ 15.7%	112	▲ 18.8%	501	481	▲ 4.2%	
Active Listings	268	270	▼ -0.7%	262	▲ 2.3%	---	---	---	
Months Supply of Inventory	2.0	2.3	▼ -14.2%	2.3	▼ -13.9%	---	---	---	
New Listings	257	227	▲ 13.2%	222	▲ 15.8%	904	825	▲ 9.6%	
Pending Sales	198	169	▲ 17.2%	149	▲ 32.9%	642	576	▲ 11.5%	
Days to Off Market	31	26	▲ 19.2%	30	▲ 3.3%	35	30	▲ 17.3%	
Sold to Original Price Ratio	103.3%	101.3%	▲ 2.0%	103.6%	▼ -0.2%	102.2%	100.8%	▲ 1.5%	
Price per Square Foot	\$329	\$288	▲ 14.1%	\$296	▲ 10.9%	\$300	\$273	▲ 9.9%	

## 3 Family Homes

	Year over Year			Month over Month			Year to Date		
	May 2018	May 2017	Change	Apr 2018	Change	2018	2017	Change	
Median Selling Price	\$865,000	\$715,000	▲ 21.0%	\$962,500	▼ -10.1%	\$847,450	\$680,000	▲ 24.6%	
Units Sold	55	45	▲ 22.2%	36	▲ 52.8%	206	205	▲ 0.5%	
Active Listings	128	100	▲ 28.0%	107	▲ 19.6%	---	---	---	
Months Supply of Inventory	2.3	2.2	▲ 4.7%	3.0	▼ -21.7%	---	---	---	
New Listings	116	64	▲ 81.3%	86	▲ 34.9%	377	306	▲ 23.2%	
Pending Sales	75	55	▲ 36.4%	61	▲ 23.0%	249	222	▲ 12.2%	
Days to Off Market	29	25	▲ 16.0%	40	▼ -27.5%	38	34	▲ 11.0%	
Sold to Original Price Ratio	102.0%	100.6%	▲ 1.4%	100.6%	▲ 1.4%	99.6%	98.9%	▲ 0.7%	
Price per Square Foot	\$298	\$248	▲ 20.4%	\$336	▼ -11.2%	\$295	\$244	▲ 20.8%	

## 4 Family Homes

	Year over Year			Month over Month			Year to Date		
	May 2018	May 2017	Change	Apr 2018	Change	2018	2017	Change	
Median Selling Price	\$1,650,000	\$1,100,000	▲ 50.0%	\$795,000	▲ 107.5%	\$947,500	\$800,000	▲ 18.4%	
Units Sold	9	4	▲ 125.0%	5	▲ 80.0%	28	25	▲ 12.0%	
Active Listings	18	21	▼ -14.3%	18	▬ 0.0%	---	---	---	
Months Supply of Inventory	2.0	5.3	▼ -61.9%	3.6	▼ -44.4%	---	---	---	
New Listings	14	11	▲ 27.3%	17	▼ -17.6%	59	46	▲ 28.3%	
Pending Sales	11	6	▲ 83.3%	9	▲ 22.2%	36	21	▲ 71.4%	
Days to Off Market	23	68	▼ -66.2%	31	▼ -25.8%	30	45	▼ -32.4%	
Sold to Original Price Ratio	97.1%	94.0%	▲ 3.3%	100.8%	▼ -3.7%	94.2%	99.5%	▼ -5.3%	
Price per Square Foot	\$398	\$335	▲ 19.0%	\$294	▲ 35.4%	\$336	\$250	▲ 34.3%	

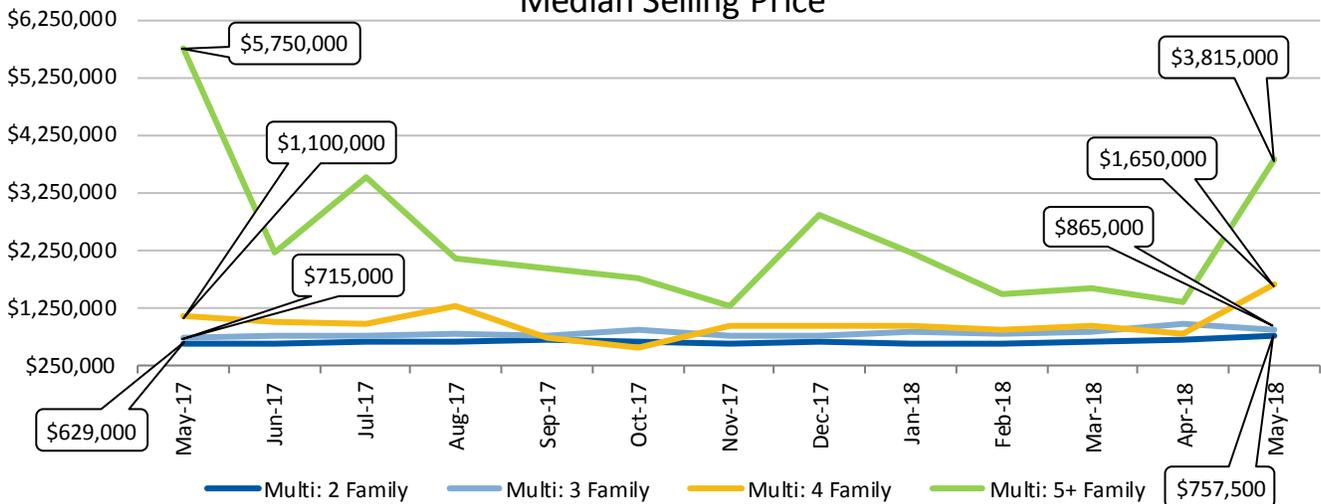
# MULTI-FAMILY MARKET SUMMARY

Includes all 64 towns within the GBAR jurisdictional area

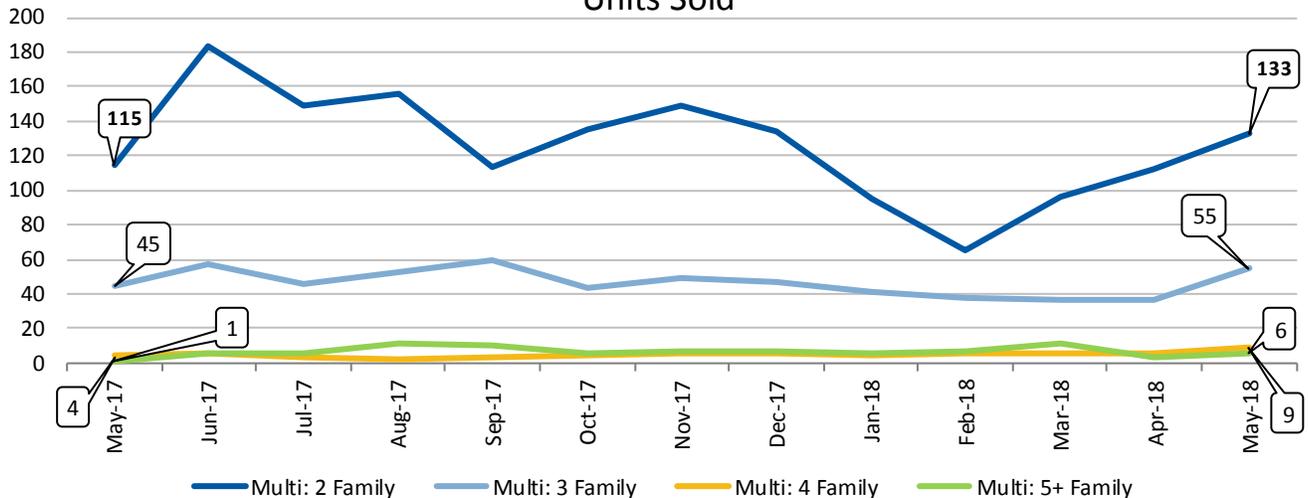
## 5+ Family Homes

	Year over Year			Month over Month		Year to Date		
	May 2018	May 2017	Change	Apr 2018	Change	2018	2017	Change
Median Selling Price	\$3,815,000	\$5,750,000	▼ -33.7%	\$1,335,000	▲ 185.8%	\$1,711,250	\$2,400,000	▼ -28.7%
Units Sold	6	1	▲ 500.0%	3	▲ 100.0%	32	31	▲ 3.2%
Active Listings	34	35	▼ -2.9%	34	▬ 0.0%	---	---	---
Months Supply of Inventory	5.7	35.0	▼ -83.8%	11.3	▼ -50.0%	---	---	---
New Listings	20	14	▲ 42.9%	17	▲ 17.6%	73	54	▲ 35.2%
Pending Sales	14	9	▲ 55.6%	9	▲ 55.6%	44	30	▲ 46.7%
Days to Off Market	37	45	▼ -17.8%	43	▼ -14.0%	41	61	▼ -33.2%
Sold to Original Price Ratio	96.3%	90.0%	▲ 7.0%	104.0%	▼ -7.4%	101.3%	94.5%	▲ 7.1%
Price per Square Foot	\$668	\$214	▲ 212.1%	\$290	▲ 130.3%	\$565	\$391	▲ 44.4%

### Median Selling Price

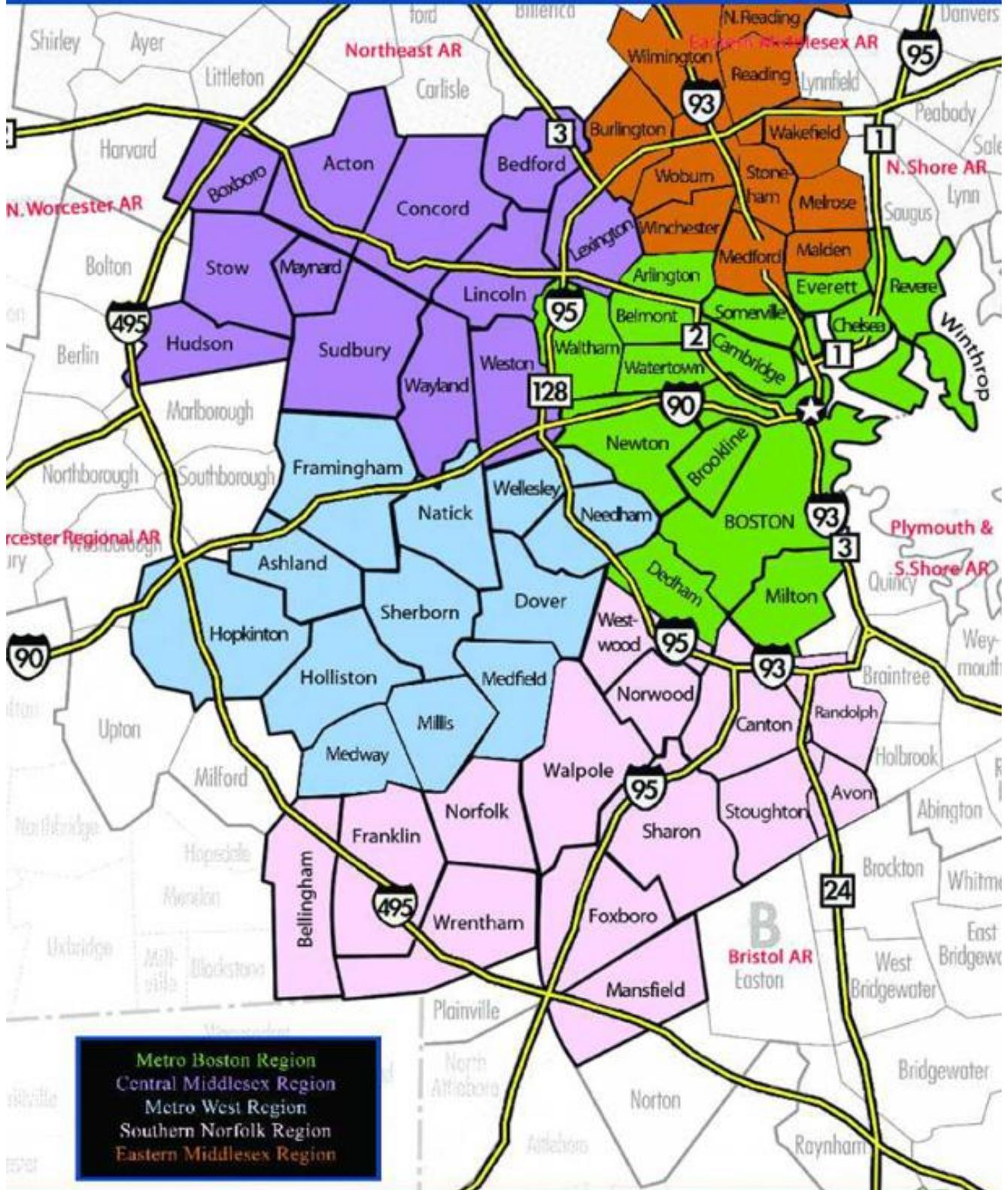


### Units Sold



# 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.*