

# JANUARY 2017

## MARKET INSIGHTS REPORT

### Detached Single-Family Homes

The 830 homes sold in January is the second highest total for the month, despite the 1.5 percent drop in sales compared to the record-high 843 from January 2016. Additionally, this is well above the January historical average of 693 homes sold, and is the second consecutive month that sales have dropped slightly on a monthly basis. With the 6.1 percent increase in median sales price last month, this is the 39<sup>th</sup> consecutive month that this figure has increased or stayed the same on a monthly basis.

### Condominiums

With 610 condos sold last month, it was the fourth-most active January in history in the Greater Boston region. This was a 1 percent gain from January 2016 condo sales and is the second consecutive month that condo sales have softened slightly. Additionally, this total was comfortably above the monthly average of 530 sold condos. On an annual basis, the median sales prices for condos rose to \$500,000 last month, which is the 12<sup>th</sup> consecutive month that the median sales price has risen on monthly basis in Greater Boston.

### Multi-Family Homes

In January of 2017 there were 179 multi-family homes sold in Greater Boston, which is the highest amount on record for the month. This is also a return to positive, albeit nearly even, sales numbers as December's multi-family sales were down 7.5 percent. Among multi-family homes, the two-family homes saw the most activity last month, as 119 units were sold. Additionally, two, three and five or more-family homes saw increases in median sales price, as four-family homes declined 14.2 percent.



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### Greater Boston Association of REALTORS®

A division of the Greater Boston Real Estate Board

One Center Plaza, Mezzanine Suite  
Boston, MA 02108

68 Main Street  
Reading, MA 01867

Phone: 617-423-8700

Email: [housingreports@gbreb.com](mailto:housingreports@gbreb.com)

Online: [www.gbar.org](http://www.gbar.org)



Data current as of 2/10/2017

# GREATER BOSTON MARKET SUMMARY

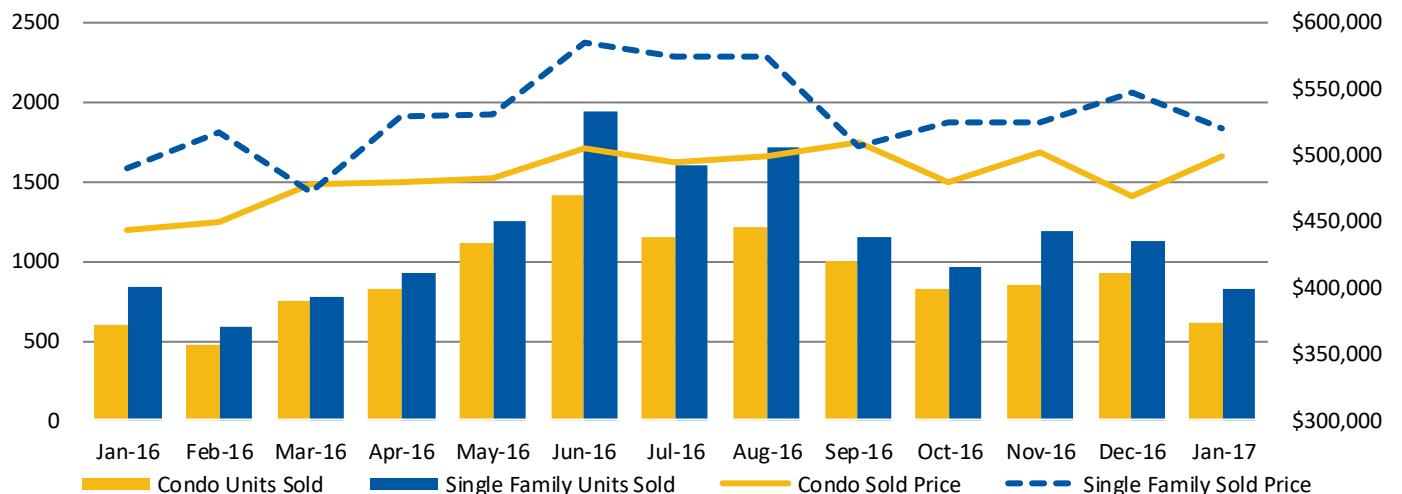
Includes all 64 towns within the GBAR jurisdictional area

## Single Family Homes

	Year over Year			Month over Month		Year to Date		
	Jan 2017	Jan 2016	Change	Dec 2016	Change	2017	2016	Change
Median Selling Price	\$520,000	\$490,000	▲ 6.1%	\$547,000	▼ -4.9%	\$520,000	\$490,000	▲ 6.1%
Units Sold	830	843	▼ -1.5%	1,134	▼ -26.8%	830	843	▼ -1.5%
Active Listings	1,749	2,771	▼ -36.9%	1,798	▼ -2.7%	---	---	---
Months Supply of Inventory	2.1	3.3	▼ -35.9%	1.6	▲ 32.7%	---	---	---
New Listings	909	928	▼ -2.0%	396	▲ 129.5%	909	928	▼ -2.0%
Pending Sales	686	682	▲ 0.6%	725	▼ -5.4%	686	682	▲ 0.6%
Days to Off Market	72	77	▼ -6.5%	70	▲ 2.9%	72	77	▼ -7.0%
Sold to Original Price Ratio	96.0%	95.8%	▲ 0.3%	96.9%	▼ -0.9%	96.0%	95.8%	▲ 0.3%
Price per Square Foot	\$291	\$279	▲ 4.3%	\$298	▼ -2.5%	\$291	\$279	▲ 4.3%

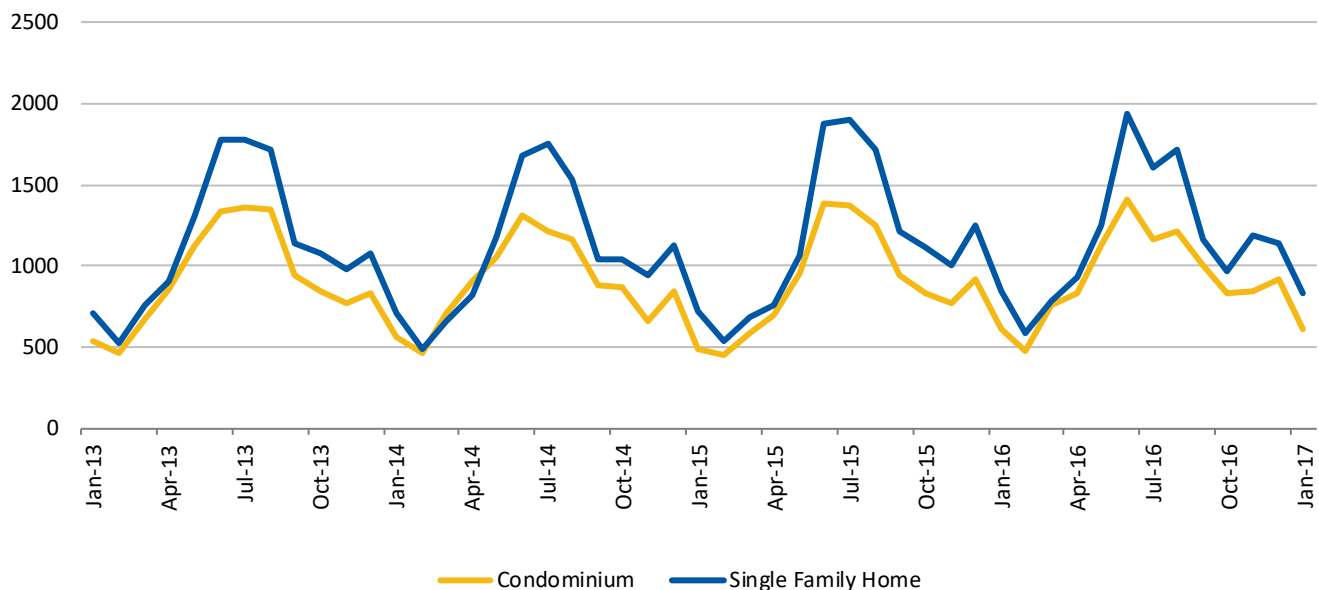
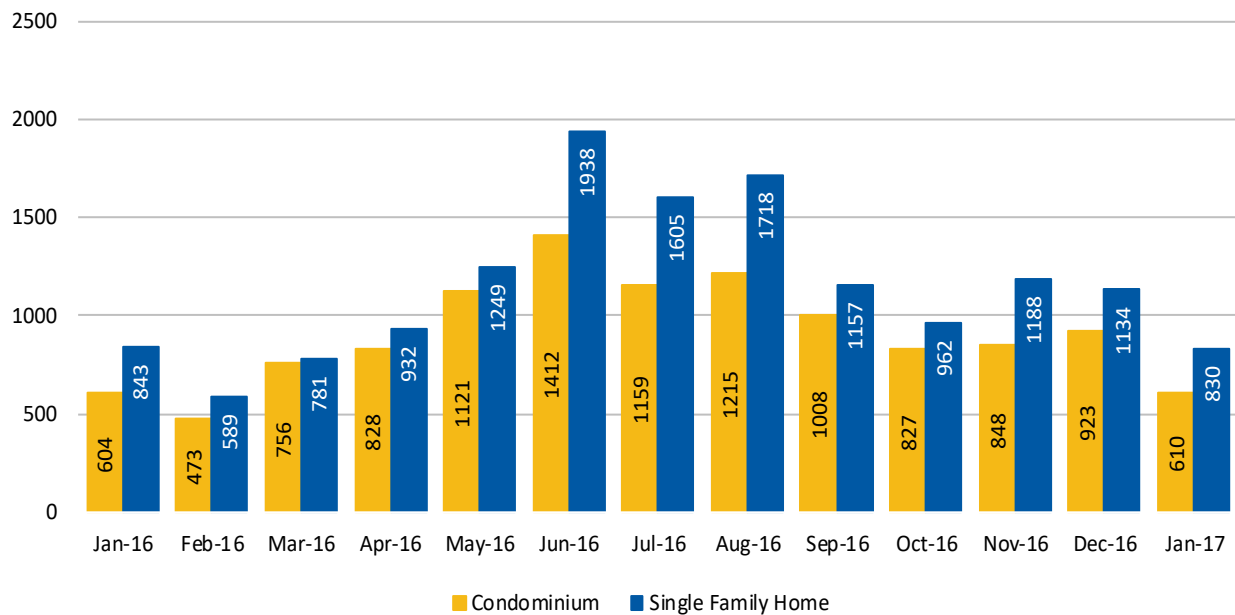
## Condominiums

	Year over Year			Month over Month		Year to Date		
	Jan 2017	Jan 2016	Change	Dec 2016	Change	2017	2016	Change
Median Selling Price	\$500,000	\$443,250	▲ 12.8%	\$469,000	▲ 6.6%	\$500,000	\$443,250	▲ 12.8%
Units Sold	610	604	▲ 1.0%	923	▼ -33.9%	610	604	▲ 1.0%
Active Listings	1,218	1,718	▼ -29.1%	1,199	▲ 1.6%	---	---	---
Months Supply of Inventory	2.0	2.8	▼ -29.6%	1.3	▲ 53.8%	---	---	---
New Listings	829	814	▲ 1.8%	440	▲ 88.4%	829	814	▲ 1.8%
Pending Sales	601	546	▲ 10.1%	600	▲ 0.2%	601	546	▲ 10.1%
Days to Off Market	49	54	▼ -9.3%	51	▼ -3.9%	49	54	▼ -9.0%
Sold to Original Price Ratio	97.7%	97.9%	▼ -0.2%	98.4%	▼ -0.8%	97.7%	97.9%	▼ -0.2%
Price per Square Foot	\$484	\$444	▲ 9.1%	\$482	▲ 0.4%	\$484	\$444	▲ 9.1%



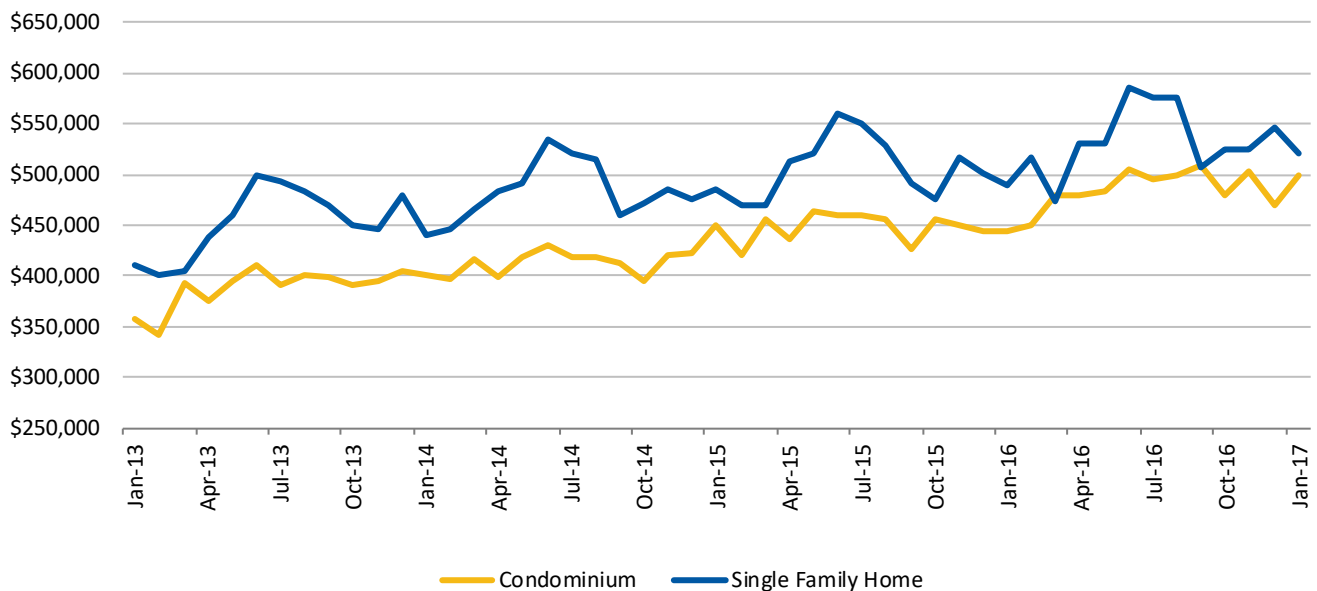
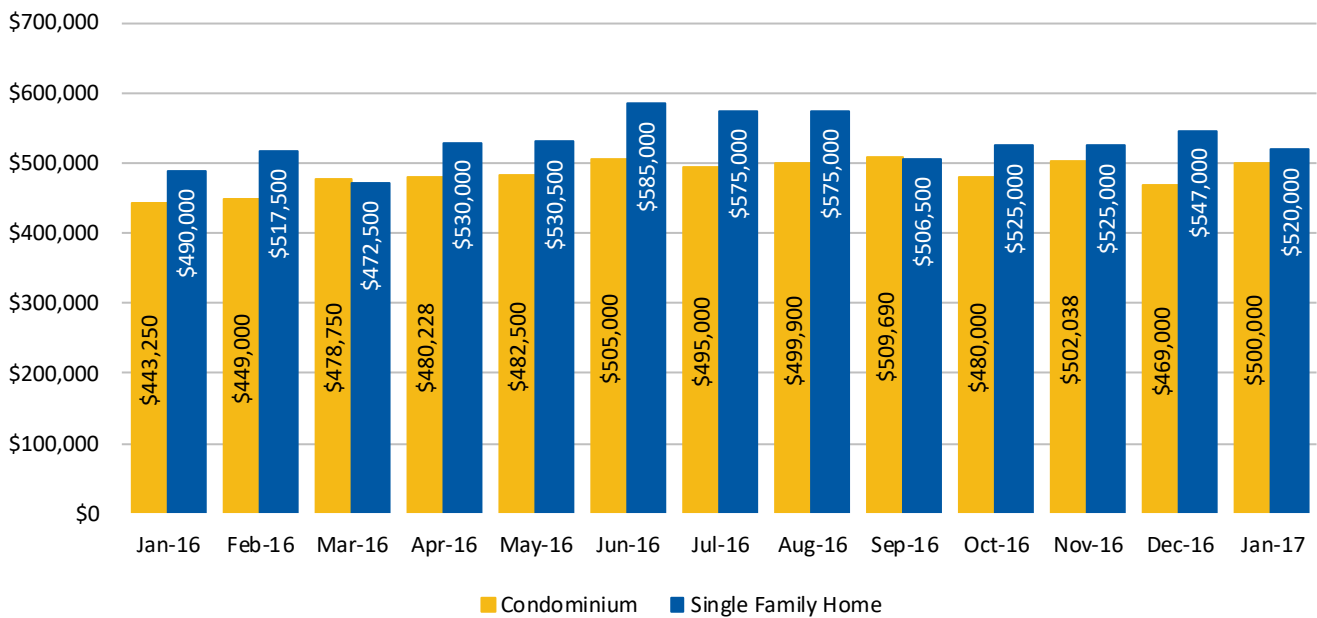
# UNITS SOLD

	Year over Year			Month over Month		Year to Date		
	Jan 2017	Jan 2016	Change	Dec 2016	Change	2017	2016	Change
<b>SINGLE FAMILY HOMES</b>	<b>830</b>	843	▼ -1.5%	1,134	▼ -26.8%	<b>830</b>	843	▼ -1.5%
<b>CONDOMINIUMS</b>	<b>610</b>	604	▲ 1.0%	923	▼ -33.9%	<b>610</b>	604	▲ 1.0%



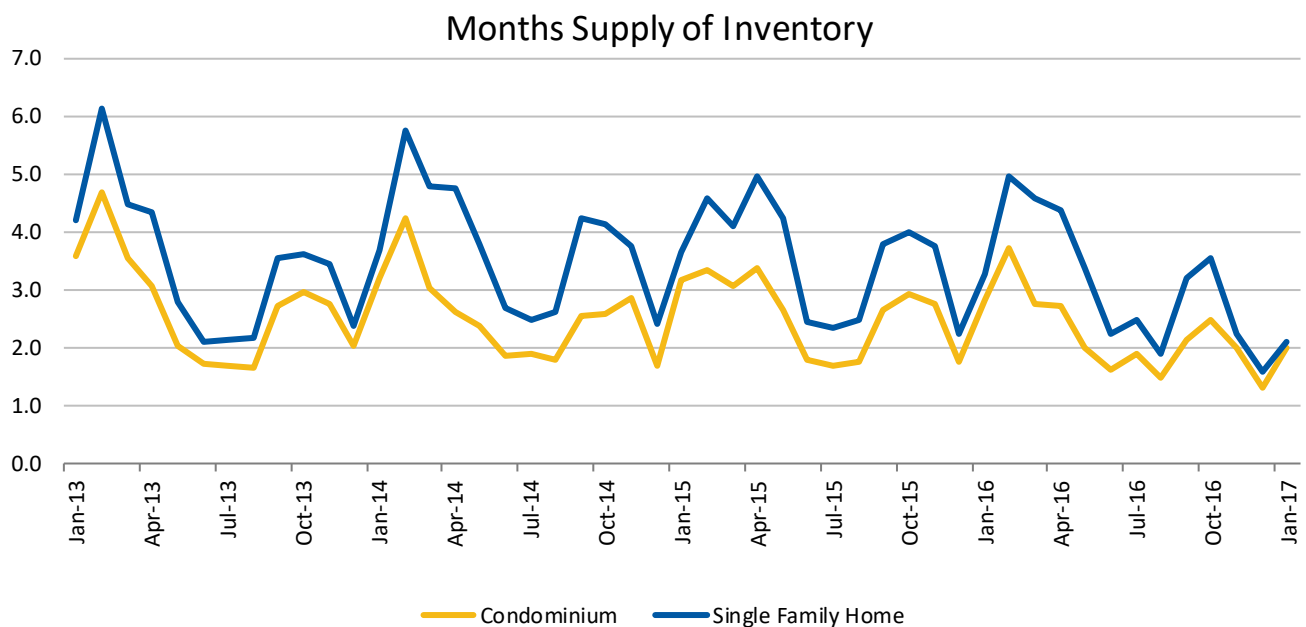
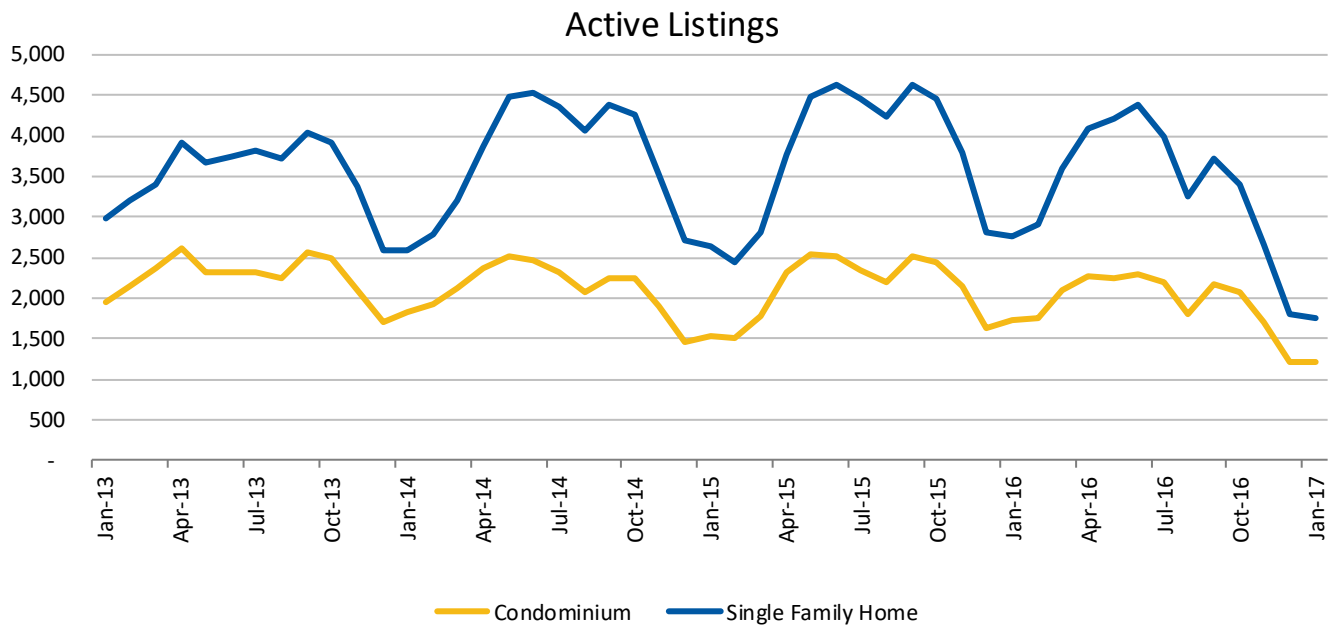
# MEDIAN SELLING PRICE

	Year over Year				Month over Month				Year to Date			
	Jan 2017	Jan 2016	Change		Dec 2016	Change			2017	2016	Change	
<b>SINGLE FAMILY HOMES</b>	<b>\$520,000</b>	\$490,000	▲	6.1%	\$547,000	▼	-4.9%		<b>\$520,000</b>	\$490,000	▲	6.1%
<b>CONDOMINIUMS</b>	<b>\$500,000</b>	\$443,250	▲	12.8%	\$469,000	▲	6.6%		<b>\$500,000</b>	\$443,250	▲	12.8%



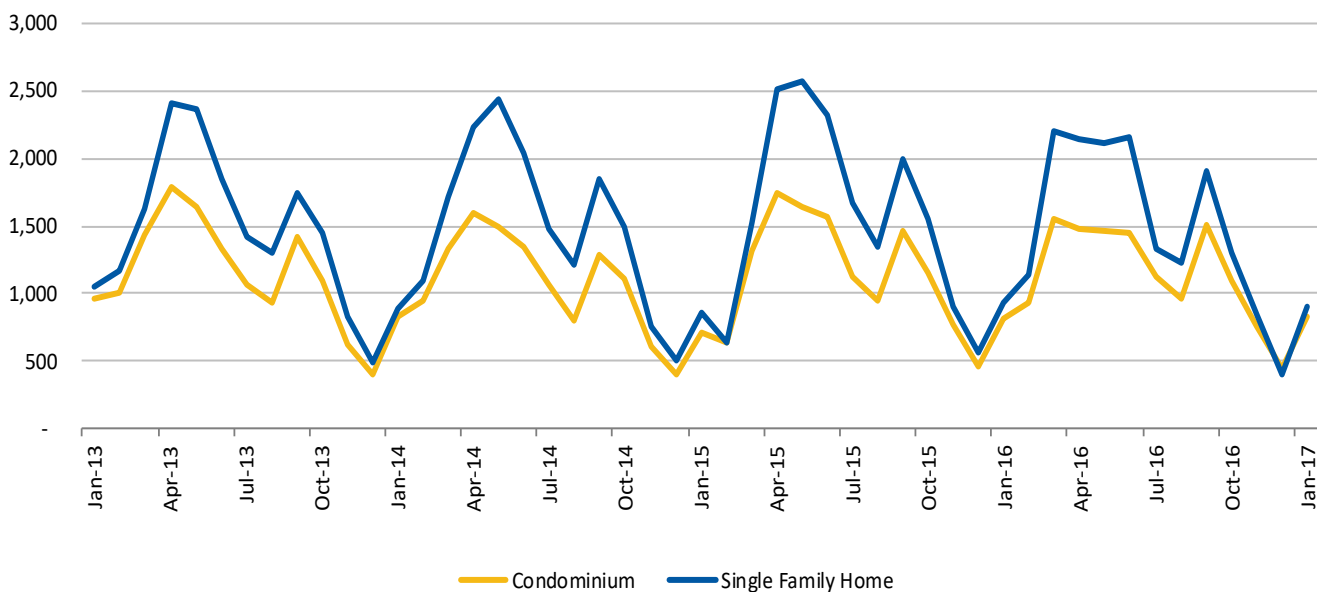
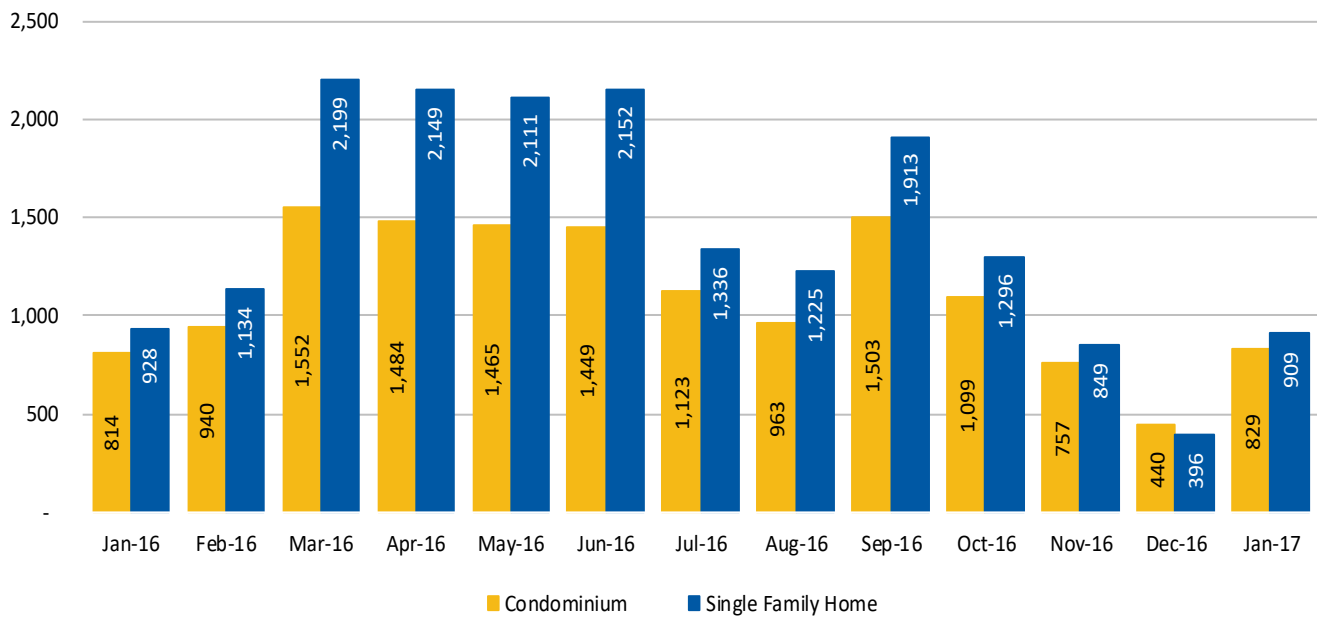
# ACTIVE LISTINGS

		Year over Year			Month over Month	
		Jan 2017	Jan 2016	Change	Dec 2016	Change
SINGLE FAMILY HOMES	Active Listings	1,749	2,771	▼ -36.9%	1,798	▼ -2.7%
	Months Supply of Inventory	2.1	3.3	▼ -35.9%	1.6	▲ 32.7%
CONDOMINIUMS	Active Listings	1,218	1,718	▼ -29.1%	1,199	▲ 1.6%
	Months Supply of Inventory	2.0	2.8	▼ -29.6%	1.3	▲ 53.8%



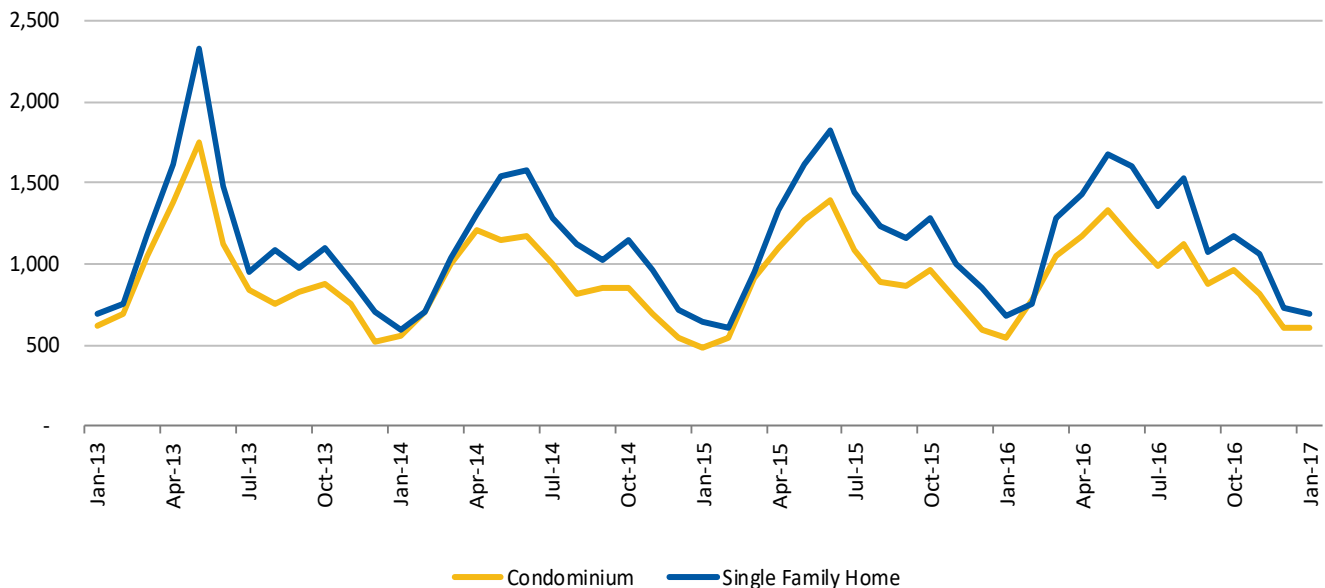
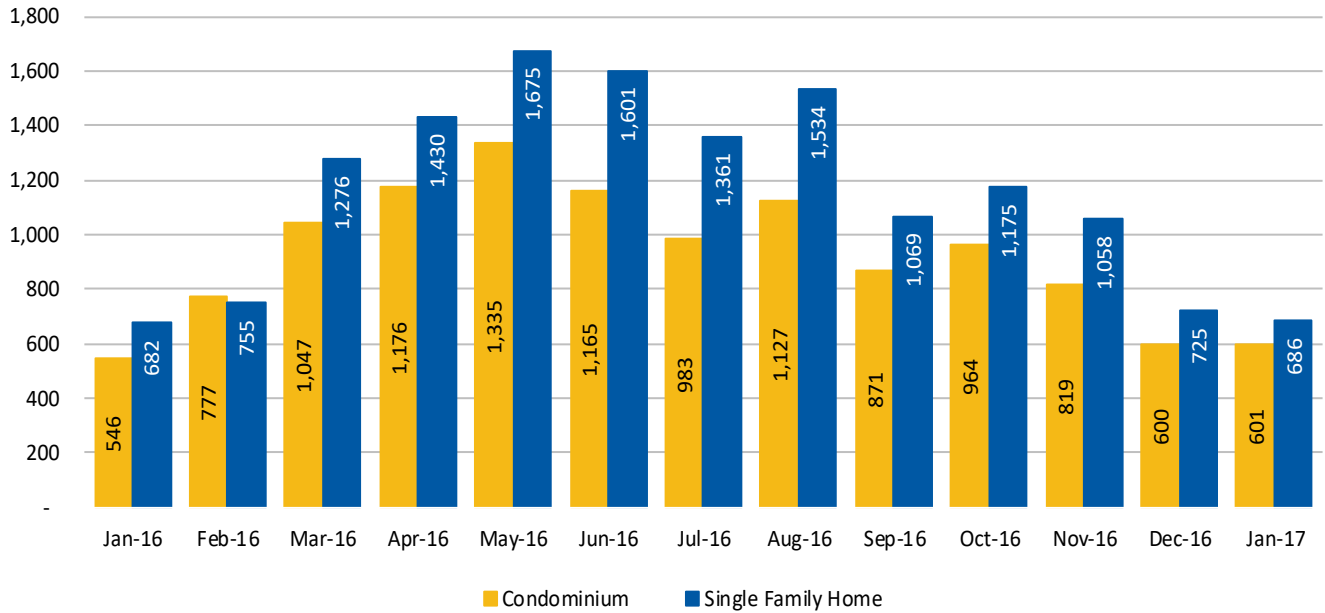
# NEW LISTINGS

	Year over Year			Month over Month		Year to Date		
	Jan 2017	Jan 2016	Change	Dec 2016	Change	2017	2016	Change
<b>SINGLE FAMILY HOMES</b>	<b>909</b>	928	▼ -2.0%	396	▲ 129.5%	<b>909</b>	928	▼ -2.0%
<b>CONDOMINIUMS</b>	<b>829</b>	814	▲ 1.8%	440	▲ 88.4%	<b>829</b>	814	▲ 1.8%



# PENDING SALES

	Year over Year			Month over Month		Year to Date		
	Jan 2017	Jan 2016	Change	Dec 2016	Change	2017	2016	Change
<b>SINGLE FAMILY HOMES</b>	<b>686</b>	682	▲ 0.6%	725	▼ -5.4%	<b>686</b>	682	▲ 0.6%
<b>CONDOMINIUMS</b>	<b>601</b>	546	▲ 10.1%	600	▲ 0.2%	<b>601</b>	546	▲ 10.1%



# CENTRAL MIDDLESEX REGION

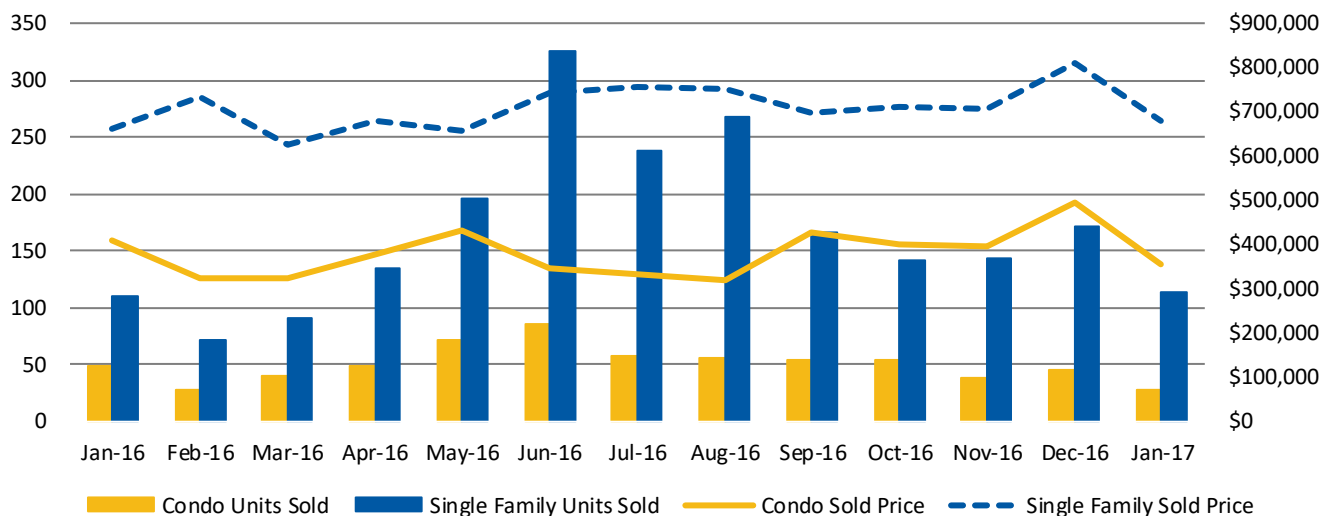
Acton, Bedford, Boxboro, Concord, Hudson, Lexington, Lincoln, Maynard, Stow, Sudbury, Wayland, Weston

## Single Family Homes

	Year over Year				Month over Month		Year to Date		
	Jan 2017	Jan 2016	Change		Dec 2016	Change	2017	2016	Change
Median Selling Price	\$677,500	\$661,500	▲ 2.4%		\$812,000	▼ -16.6%	\$677,500	\$661,500	▲ 2.4%
Units Sold	114	110	▲ 3.6%		172	▼ -33.7%	114	110	▲ 3.6%
Active Listings	324	475	▼ -31.8%		323	▲ 0.3%	---	---	---
Months Supply of Inventory	2.8	4.3	▼ -34.3%		1.9	▲ 51.1%	---	---	---
New Listings	129	123	▲ 4.9%		45	▲ 186.7%	129	123	▲ 4.9%
Pending Sales	95	83	▲ 14.5%		93	▲ 2.2%	95	83	▲ 14.5%
Days to Off Market	80	89	▼ -10.1%		87	▼ -8.0%	80	89	▼ -10.1%
Sold to Original Price Ratio	94.1%	95.1%	▼ -1.0%		96.3%	▼ -2.3%	94.1%	95.1%	▼ -1.0%
Price per Square Foot	\$302	\$275	▲ 9.8%		\$308	▼ -2.2%	\$302	\$275	▲ 9.8%

## Condominiums

	Year over Year				Month over Month		Year to Date		
	Jan 2017	Jan 2016	Change		Dec 2016	Change	2017	2016	Change
Median Selling Price	\$356,000	\$410,833	▼ -13.3%		\$492,500	▼ -27.7%	\$356,000	\$410,833	▼ -13.3%
Units Sold	28	48	▼ -41.7%		45	▼ -37.8%	28	48	▼ -41.7%
Active Listings	85	121	▼ -29.8%		84	▲ 1.2%	---	---	---
Months Supply of Inventory	3.0	2.5	▲ 20.6%		1.9	▲ 62.6%	---	---	---
New Listings	37	40	▼ -7.5%		27	▲ 37.0%	37	40	▼ -7.5%
Pending Sales	31	23	▲ 34.8%		32	▼ -3.1%	31	23	▲ 34.8%
Days to Off Market	61	86	▼ -29.1%		71	▼ -14.1%	61	86	▼ -29.1%
Sold to Original Price Ratio	96.5%	99.8%	▼ -3.3%		97.8%	▼ -1.3%	96.5%	99.8%	▼ -3.3%
Price per Square Foot	\$241	\$247	▼ -2.4%		\$258	▼ -6.5%	\$241	\$247	▼ -2.4%





# EASTERN MIDDLESEX REGION

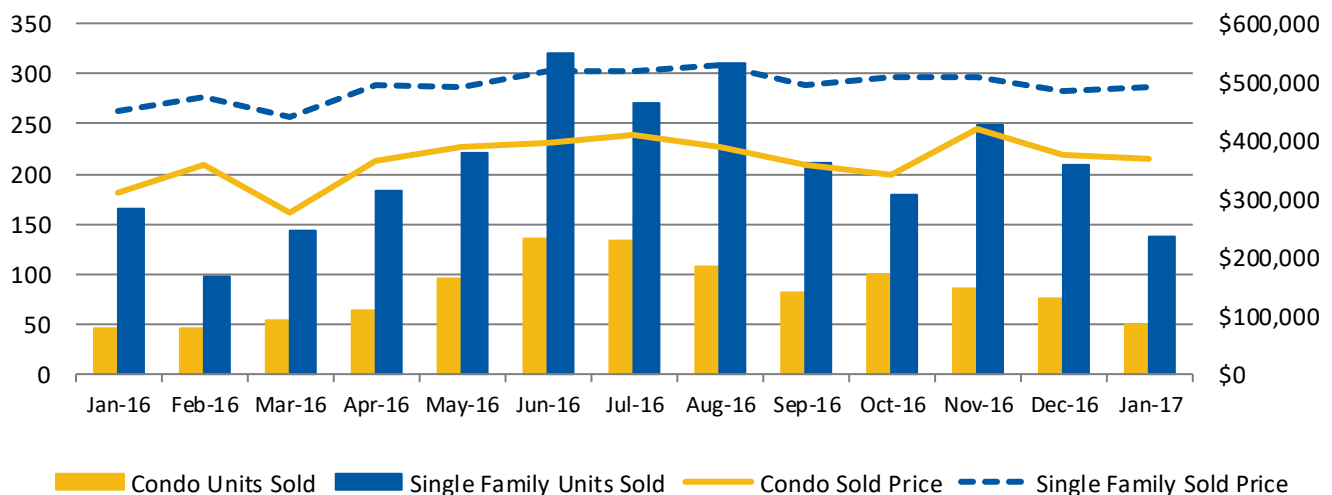
Burlington, Malden, Medford, Melrose, North Reading, Reading,  
Stoneham, Wakefield, Wilmington, Winchester, Woburn

## Single Family Homes

	Year over Year			Month over Month			Year to Date		
	Jan 2017	Jan 2016	Change	Dec 2016	Change		2017	2016	Change
Median Selling Price	\$490,000	\$450,000	▲ 8.9%	\$484,000	▲ 1.2%		\$490,000	\$450,000	▲ 8.9%
Units Sold	138	165	▼ -16.4%	210	▼ -34.3%		138	165	▼ -16.4%
Active Listings	217	326	▼ -33.4%	205	▲ 5.9%		---	---	---
Months Supply of Inventory	1.6	2.0	▼ -20.7%	1.0	▲ 60.2%		---	---	---
New Listings	145	131	▲ 10.7%	73	▲ 98.6%		145	131	▲ 10.7%
Pending Sales	101	119	▼ -15.1%	120	▼ -15.8%		101	119	▼ -15.1%
Days to Off Market	52	76	▼ -31.6%	47	▲ 10.6%		52	76	▼ -31.6%
Sold to Original Price Ratio	97.7%	96.5%	▲ 1.2%	98.2%	▼ -0.6%		97.7%	96.5%	▲ 1.2%
Price per Square Foot	\$279	\$262	▲ 6.7%	\$294	▼ -5.0%		\$279	\$262	▲ 6.7%

## Condominiums

	Year over Year			Month over Month		Year to Date		
	Jan 2017	Jan 2016	Change	Dec 2016	Change	2017	2016	Change
Median Selling Price	\$370,000	\$310,000	▲ 19.4%	\$374,003	▼ -1.1%	\$370,000	\$310,000	▲ 19.4%
Units Sold	79	71	▲ 11.3%	112	▼ -29.5%	79	71	▲ 11.3%
Active Listings	92	139	▼ -33.8%	80	▲ 15.0%	---	---	---
Months Supply of Inventory	1.2	2.0	▼ -40.8%	0.7	▲ 63.4%	---	---	---
New Listings	103	72	▲ 43.1%	41	▲ 151.2%	103	72	▲ 43.1%
Pending Sales	76	57	▲ 33.3%	77	▼ -1.3%	76	57	▲ 33.3%
Days to Off Market	38	41	▼ -7.3%	35	▲ 8.6%	38	41	▼ -7.3%
Sold to Original Price Ratio	98.8%	97.5%	▲ 1.2%	99.6%	▼ -0.9%	98.8%	97.5%	▲ 1.2%
Price per Square Foot	\$307	\$283	▲ 8.6%	\$327	▼ -6.1%	\$307	\$283	▲ 8.6%



# METRO BOSTON REGION

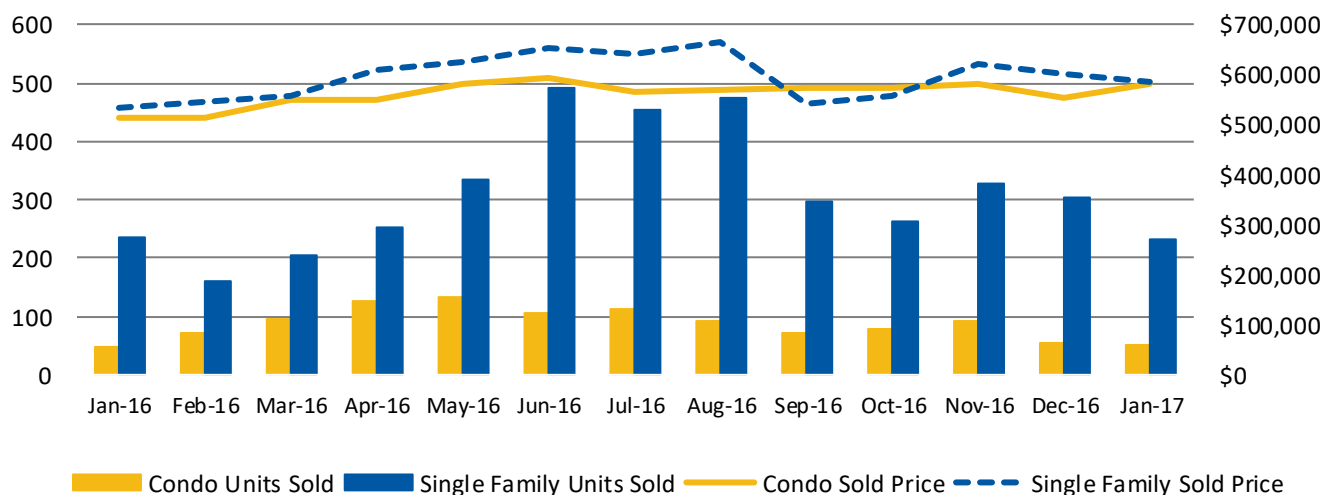
Arlington, Belmont, Boston, Brookline, Cambridge, Chelsea, Dedham, Everett, Milton, Newton, Revere, Somerville, Waltham, Watertown, Winthrop

## Single Family Homes

	Year over Year			Month over Month		Year to Date		
	Jan 2017	Jan 2016	Change	Dec 2016	Change	2017	2016	Change
Median Selling Price	\$585,000	\$535,000	▲ 9.3%	\$600,000	▼ -2.5%	\$585,000	\$535,000	▲ 9.3%
Units Sold	231	237	▼ -2.5%	305	▼ -24.3%	231	237	▼ -2.5%
Active Listings	391	675	▼ -42.1%	394	▼ -0.8%	---	---	---
Months Supply of Inventory	1.7	2.9	▼ -40.7%	1.3	▲ 31.0%	---	---	---
New Listings	269	250	▲ 7.6%	105	▲ 156.2%	269	250	▲ 7.6%
Pending Sales	187	172	▲ 8.7%	198	▼ -5.6%	187	172	▲ 8.7%
Days to Off Market	59	70	▼ -15.7%	58	▲ 1.7%	59	70	▼ -15.7%
Sold to Original Price Ratio	96.0%	95.7%	▲ 0.3%	98.2%	▼ -2.2%	96.0%	95.7%	▲ 0.3%
Price per Square Foot	\$345	\$335	▲ 3.0%	\$364	▼ -5.0%	\$345	\$335	▲ 3.0%

## Condominiums

	Year over Year			Month over Month		Year to Date		
	Jan 2017	Jan 2016	Change	Dec 2016	Change	2017	2016	Change
Median Selling Price	\$580,000	\$515,000	▲ 12.6%	\$553,000	▲ 4.9%	\$580,000	\$515,000	▲ 12.6%
Units Sold	418	412	▲ 1.5%	630	▼ -33.7%	418	412	▲ 1.5%
Active Listings	793	1,068	▼ -25.7%	803	▼ -1.2%	---	---	---
Months Supply of Inventory	1.9	2.6	▼ -26.6%	1.3	▲ 49.6%	---	---	---
New Listings	557	558	▼ -0.2%	295	▲ 88.8%	557	558	▼ -0.2%
Pending Sales	397	385	▲ 3.1%	397	0.0%	397	385	▲ 3.1%
Days to Off Market	49	52	▼ -5.8%	49	0.0%	49	52	▼ -5.8%
Sold to Original Price Ratio	97.4%	97.8%	▼ -0.4%	98.4%	▼ -1.0%	97.4%	97.8%	▼ -0.4%
Price per Square Foot	\$584	\$535	▲ 9.2%	\$583	▲ 0.3%	\$584	\$535	▲ 9.2%



# METRO WEST REGION

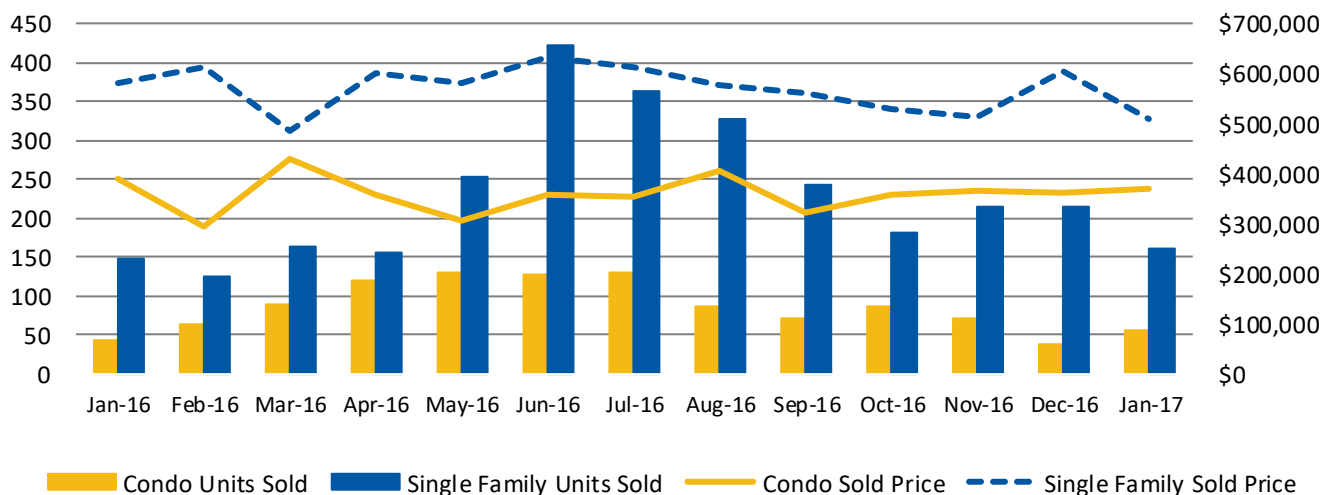
Ashland, Dover, Framingham, Holliston, Hopkinton, Medfield,  
Medway, Millis, Natick, Needham, Sherborn, Wellesley

## Single Family Homes

	Year over Year			Month over Month		Year to Date		
	Jan 2017	Jan 2016	Change	Dec 2016	Change	2017	2016	Change
Median Selling Price	\$509,900	\$581,500	▼ -12.3%	\$607,500	▼ -16.1%	\$509,900	\$581,500	▼ -12.3%
Units Sold	161	148	▲ 8.8%	214	▼ -24.8%	161	148	▲ 8.8%
Active Listings	437	624	▼ -30.0%	457	▼ -4.4%	---	---	---
Months Supply of Inventory	2.7	4.2	▼ -35.8%	2.1	▲ 26.6%	---	---	---
New Listings	193	209	▼ -7.7%	77	▲ 150.6%	193	209	▼ -7.7%
Pending Sales	144	139	▲ 3.6%	149	▼ -3.4%	144	139	▲ 3.6%
Days to Off Market	91	83	▲ 9.6%	96	▼ -5.2%	91	83	▲ 9.6%
Sold to Original Price Ratio	96.1%	95.3%	▲ 0.8%	95.3%	▲ 0.8%	96.1%	95.3%	▲ 0.8%
Price per Square Foot	\$281	\$283	▼ -1.0%	\$280	▲ 0.3%	\$281	\$283	▼ -1.0%

## Condominiums

	Year over Year			Month over Month		Year to Date		
	Jan 2017	Jan 2016	Change	Dec 2016	Change	2017	2016	Change
Median Selling Price	\$369,500	\$388,700	▼ -4.9%	\$364,000	▲ 1.5%	\$369,500	\$388,700	▼ -4.9%
Units Sold	44	34	▲ 29.4%	65	▼ -32.3%	44	34	▲ 29.4%
Active Listings	117	215	▼ -45.6%	102	▲ 14.7%	---	---	---
Months Supply of Inventory	2.7	6.3	▼ -57.9%	1.6	▲ 69.4%	---	---	---
New Listings	72	87	▼ -17.2%	35	▲ 105.7%	72	87	▼ -17.2%
Pending Sales	46	44	▲ 4.5%	49	▼ -6.1%	46	44	▲ 4.5%
Days to Off Market	45	54	▼ -16.7%	68	▼ -33.8%	45	54	▼ -16.7%
Sold to Original Price Ratio	99.8%	97.7%	▲ 2.2%	99.2%	▲ 0.7%	99.8%	97.7%	▲ 2.2%
Price per Square Foot	\$271	\$242	▲ 12.0%	\$237	▲ 14.5%	\$271	\$242	▲ 12.0%



# SOUTHERN NORFOLK REGION

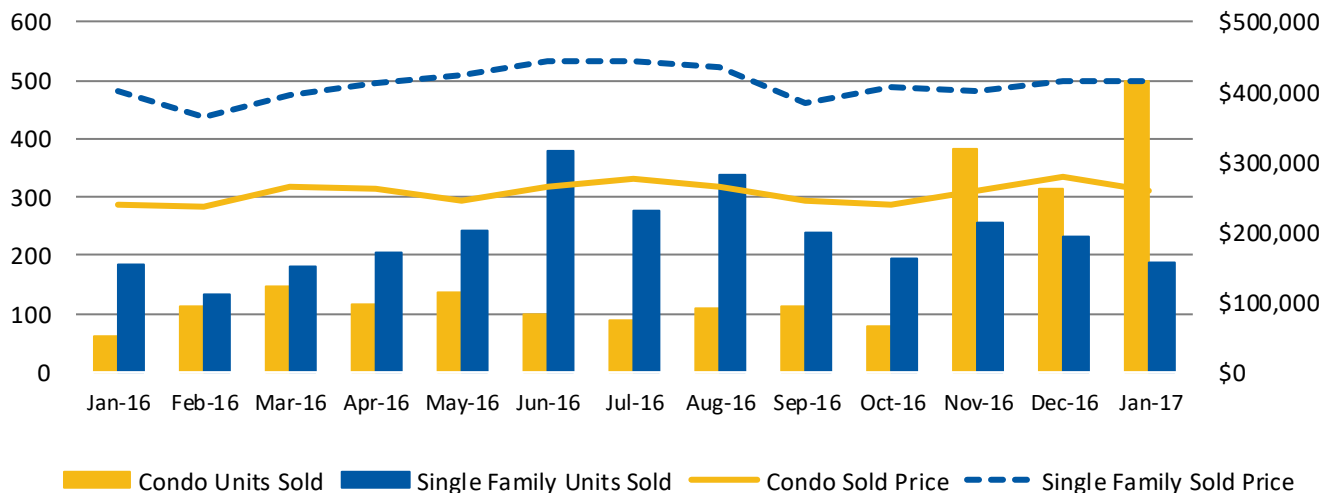
Avon, Bellingham, Canton, Foxboro, Franklin, Mansfield, Norfolk, Norwood, Randolph, Sharon, Stoughton, Walpole, Westwood, Wrentham

## Single Family Homes

	Year over Year			Month over Month		Year to Date		
	Jan 2017	Jan 2016	Change	Dec 2016	Change	2017	2016	Change
Median Selling Price	\$416,750	\$400,000	▲ 4.2%	\$415,000	▲ 0.4%	\$416,750	\$400,000	▲ 4.2%
Units Sold	186	183	▲ 1.6%	233	▼ -20.2%	186	183	▲ 1.6%
Active Listings	380	671	▼ -43.4%	419	▼ -9.3%	---	---	---
Months Supply of Inventory	2.0	3.7	▼ -44.4%	1.8	▲ 13.3%	---	---	---
New Listings	173	215	▼ -19.5%	96	▲ 80.2%	173	215	▼ -19.5%
Pending Sales	159	169	▼ -5.9%	165	▼ -3.6%	159	169	▼ -5.9%
Days to Off Market	76	74	▲ 2.7%	68	▲ 11.8%	76	74	▲ 2.7%
Sold to Original Price Ratio	95.9%	96.0%	▼ -0.1%	96.1%	▼ -0.2%	95.9%	96.0%	▼ -0.1%
Price per Square Foot	\$235	\$222	▲ 6.0%	\$227	▲ 3.6%	\$235	\$222	▲ 6.0%

## Condominiums

	Year over Year			Month over Month		Year to Date		
	Jan 2017	Jan 2016	Change	Dec 2016	Change	2017	2016	Change
Median Selling Price	\$260,000	\$240,000	▲ 8.3%	\$280,000	▼ -7.1%	\$260,000	\$240,000	▲ 8.3%
Units Sold	41	39	▲ 5.1%	71	▼ -42.3%	41	39	▲ 5.1%
Active Listings	131	175	▼ -25.1%	130	▲ 0.8%	---	---	---
Months Supply of Inventory	3.2	4.5	▼ -28.7%	1.8	▲ 74.9%	---	---	---
New Listings	60	57	▲ 5.3%	42	▲ 42.9%	60	57	▲ 5.3%
Pending Sales	51	37	▲ 37.8%	45	▲ 13.3%	51	37	▲ 37.8%
Days to Off Market	57	72	▼ -20.8%	60	▼ -5.0%	57	72	▼ -20.8%
Sold to Original Price Ratio	96.7%	97.1%	▼ -0.4%	96.7%	▼ -0.1%	96.7%	97.1%	▼ -0.4%
Price per Square Foot	\$197	\$197	▲ 0.3%	\$203	▼ -2.7%	\$197	\$197	▲ 0.3%



# MULTI-FAMILY MARKET SUMMARY

Includes all 64 towns within the GBAR jurisdictional area

## 2 Family Homes

	Year over Year			Month over Month			Year to Date		
	Jan 2017	Jan 2016	Change	Dec 2016	Change		2017	2016	Change
Median Selling Price	\$550,000	\$537,000	▲ 2.4%	\$577,500	▼ -4.8%		\$550,000	\$537,000	▲ 2.4%
Units Sold	119	111	▲ 7.2%	144	▼ -17.4%		119	111	▲ 7.2%
Active Listings	145	145	■ 0.0%	145	■ 0.0%		---	---	---
Months Supply of Inventory	1.3	2.9	▼ -55.9%	1.1	▲ 14.5%		---	---	---
New Listings	115	105	▲ 9.5%	66	▲ 74.2%		115	105	▲ 9.5%
Pending Sales	84	79	▲ 6.3%	80	▲ 5.0%		84	79	▲ 6.3%
Days to Off Market	57	75	▼ -24.0%	50	▲ 14.0%		57	75	▼ -23.2%
Sold to Original Price Ratio	100.3%	97.5%	▲ 2.9%	97.6%	▲ 2.7%		100.3%	97.5%	▲ 2.9%
Price per Square Foot	\$250	\$231	▲ 8.2%	\$250	▼ -0.1%		\$250	\$231	▲ 8.2%

## 3 Family Homes

	Year over Year			Month over Month			Year to Date		
	Jan 2017	Jan 2016	Change	Dec 2016	Change		2017	2016	Change
Median Selling Price	\$750,000	\$616,250	▲ 21.7%	\$702,250	▲ 6.8%		\$750,000	\$616,250	▲ 21.7%
Units Sold	43	50	▼ -14.0%	58	▼ -25.9%		43	50	▼ -14.0%
Active Listings	150	318	▼ -52.8%	158	▼ -5.1%		---	---	---
Months Supply of Inventory	1.4	2.6	▼ -44.2%	1.1	▲ 28.6%		---	---	---
New Listings	45	43	▲ 4.7%	29	▲ 55.2%		45	43	▲ 4.7%
Pending Sales	35	33	▲ 6.1%	37	▼ -5.4%		35	33	▲ 6.1%
Days to Off Market	28	65	▼ -56.9%	47	▼ -40.4%		28	65	▼ -56.1%
Sold to Original Price Ratio	101.1%	96.7%	▲ 4.6%	99.0%	▲ 2.2%		101.1%	96.7%	▲ 4.6%
Price per Square Foot	\$260	\$214	▲ 21.4%	\$230	▲ 13.1%		\$260	\$214	▲ 21.4%

## 4 Family Homes

	Year over Year			Month over Month			Year to Date		
	Jan 2017	Jan 2016	Change	Dec 2016	Change		2017	2016	Change
Median Selling Price	\$777,500	\$906,000	▼ -14.2%	\$790,000	▼ -1.6%		\$777,500	\$906,000	▼ -14.2%
Units Sold	6	9	▼ -33.3%	9	▼ -33.3%		6	9	▼ -33.3%
Active Listings	62	129	▼ -51.9%	65	▼ -4.6%		---	---	---
Months Supply of Inventory	1.7	4.0	▼ -58.3%	1.3	▲ 25.6%		---	---	---
New Listings	8	7	▲ 14.3%	4	▲ 100.0%		8	7	▲ 14.3%
Pending Sales	4	0		7	▼ -42.9%		4	0	
Days to Off Market	43	0		47	▼ -8.5%		43	0	
Sold to Original Price Ratio	100.5%	97.4%	▲ 3.1%	97.7%	▲ 2.9%		100.5%	97.4%	▲ 3.1%
Price per Square Foot	\$190	\$337	▼ -43.6%	\$323	▼ -41.1%		\$190	\$337	▼ -43.6%

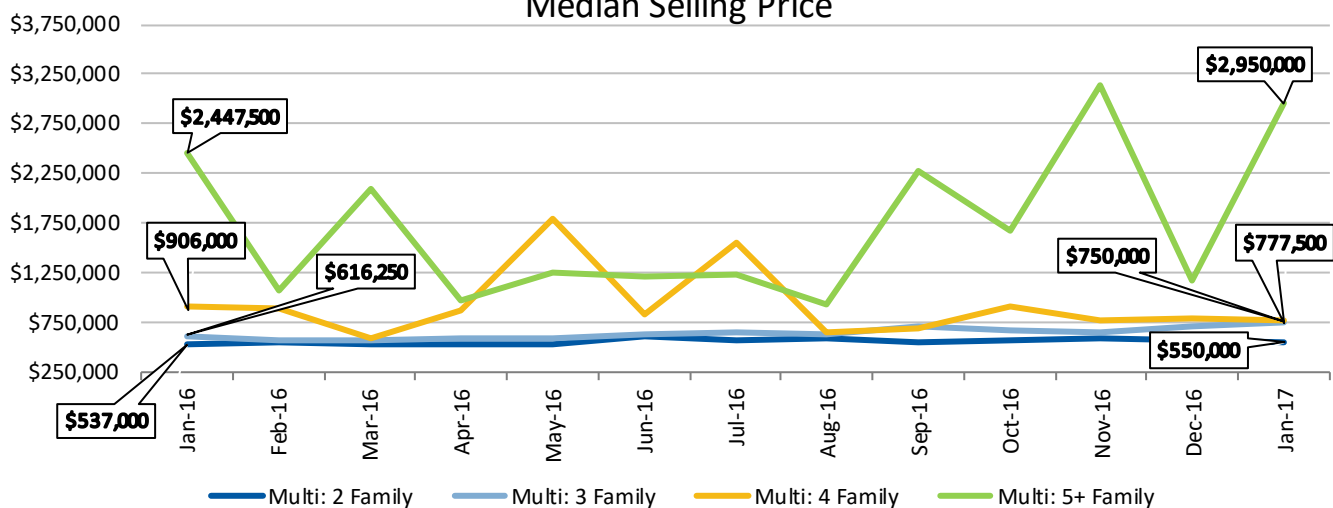
# MULTI-FAMILY MARKET SUMMARY

Includes all 64 towns within the GBAR jurisdictional area

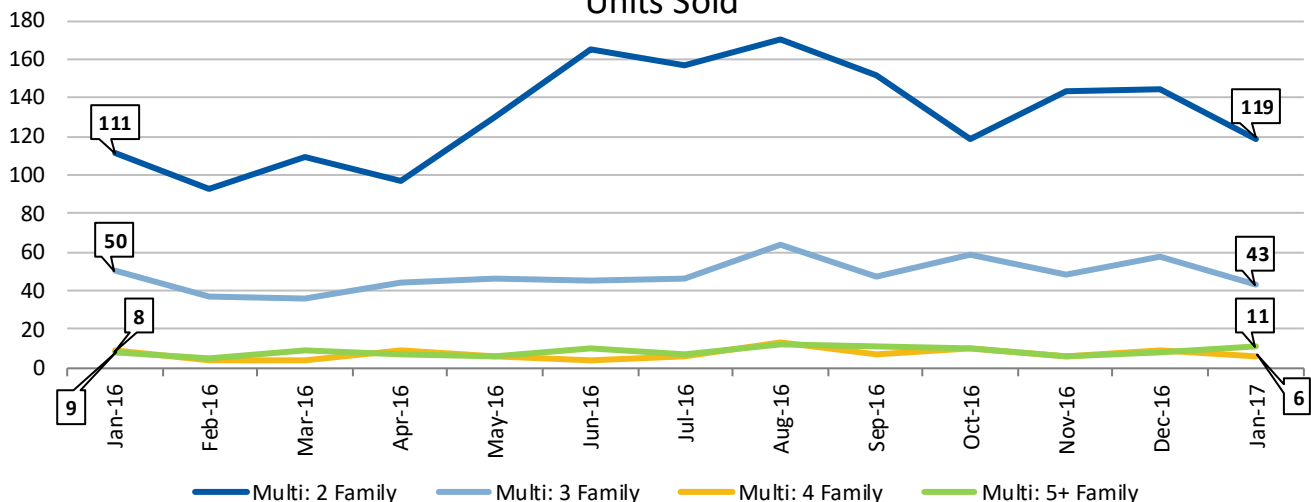
## 5+ Family Homes

	Year over Year			Month over Month		Year to Date		
	Jan 2017	Jan 2016	Change	Dec 2016	Change	2017	2016	Change
Median Selling Price	\$2,950,000	\$2,447,500	▲ 20.5%	\$1,175,000	▲ 151.1%	\$2,950,000	\$2,447,500	▲ 20.5%
Units Sold	11	8	▲ 37.5%	8	▲ 37.5%	11	8	▲ 37.5%
Active Listings	10	36	▼ -72.2%	12	▼ -16.7%	---	---	---
Months Supply of Inventory	1.9	5.8	▼ -66.8%	3.1	▼ -38.8%	---	---	---
New Listings	10	13	▼ -23.1%	6	▲ 66.7%	10	13	▼ -23.1%
Pending Sales	8	5	▲ 60.0%	6	▲ 33.3%	8	5	▲ 60.0%
Days to Off Market	79	142	▼ -44.4%	36	▲ 119.4%	79	142	▼ -44.7%
Sold to Original Price Ratio	97.7%	90.3%	▲ 8.3%	92.4%	▲ 5.8%	97.7%	90.3%	▲ 8.3%
Price per Square Foot	\$464	\$507	▼ -8.4%	\$468	▼ -0.8%	\$464	\$507	▼ -8.4%

Median Selling Price



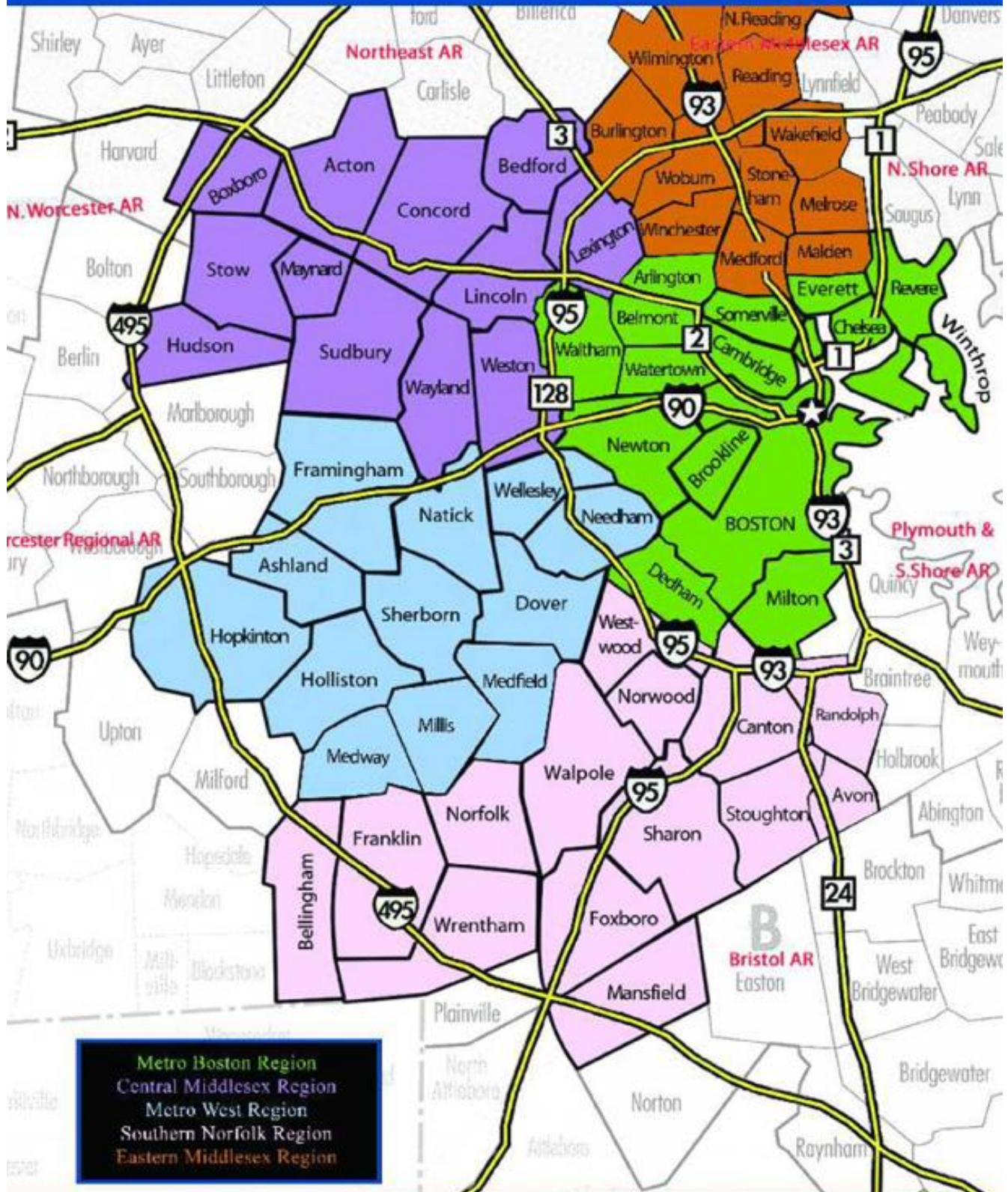
Units Sold





# 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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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.*