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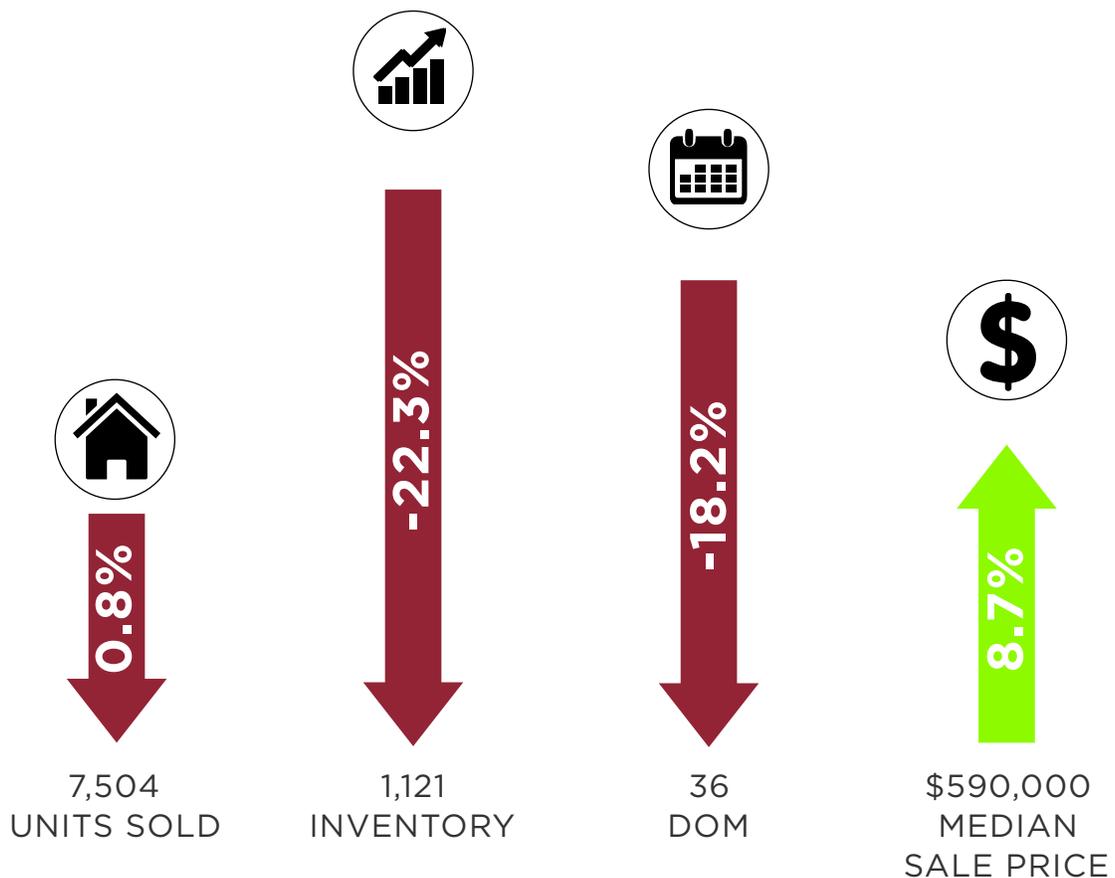
MARKET REPORT

RE/MAX[®]
LEADING EDGE

RE/MAX[®] LEADING EDGE

“Sellers beware! In this market of high buyer demand, there are predators who approach sellers with easy cash and a convenient sale,” reports Linda O’Koniewski, CEO of RE/MAX Leading Edge. “They intend to buy your house at a huge discount and make a big profit. An experienced REALTOR can ensure you get top dollar for your home.”

The latest 12 months sales of single-family homes in the RE/MAX Leading Edge service area decreased -0.8% year-over-year. Inventory remains down -22.3%. The number of days on market is also down -18.2% while median sale prices remain up +8.7% at \$590,000.



Source: MLSPIN via IMAX. Single family homes in the RLE service areas of Andover, Arlington, Belmont, Boston, Burlington, Cambridge, Lexington, Lynn, Lynnfield, Malden, Melrose, Medford, Newton, North Andover, North Reading, Peabody, Reading, Saugus, Somerville, Stoneham, Wakefield, Waltham, Watertown, Wilmington, Winchester and Woburn for last 12 months ending 3/31/2018 vs prior time period

MARKET OVERVIEW

APRIL

BOSTON

BACK BAY

SINGLE FAMILY	UNITS SOLD	INVENTORY	DOM	MEDIAN \$	UNITS	MEDIAN \$
2018	7	3	178	\$4,592,500	-	
2017	7	5	119	\$4,300,000	0%	6.8%
CONDO	UNITS SOLD	INVENTORY	DOM	MEDIAN \$	UNITS	MEDIAN \$
2018	358	105	51	\$1,175,000		
2017	384	94	60	\$1,139,975	-6.8%	3.1%

BEACON HILL

SINGLE FAMILY	UNITS SOLD	INVENTORY	DOM	MEDIAN \$	UNITS	MEDIAN \$
2018	25	14	116	\$3,400,000		
2017	14	12	102	\$2,570,850	78.6%	32.3%
CONDO	UNITS SOLD	INVENTORY	DOM	MEDIAN \$	UNITS	MEDIAN \$
2018	133	33	46	\$927,200		
2017	131	45	51	\$738,085	1.5%	25.6%



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CHARLESTOWN

SINGLE FAMILY	UNITS SOLD	INVENTORY	DOM	MEDIAN \$	UNITS	MEDIAN \$
2018	63	9	27	\$1,087,500		
2017	52	8	35	\$1,195,000	21.2%	-9%

CONDO	UNITS SOLD	INVENTORY	DOM	MEDIAN \$	UNITS	MEDIAN \$
2018	206	26	30	\$690,594		
2017	254	34	35	\$612,750	-18.9%	12.7%

DORCHESTER

SINGLE FAMILY	UNITS SOLD	INVENTORY	DOM	MEDIAN \$	UNITS	MEDIAN \$
2018	54	8	39	\$516,000		
2017	73	17	50	\$467,500	-26%	10.4%

CONDO	UNITS SOLD	INVENTORY	DOM	MEDIAN \$	UNITS	MEDIAN \$
2018	221	32	31	\$455,000		
2017	189	32	43	\$391,000	16.9%	16.4%

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FENWAY

SINGLE FAMILY	UNITS SOLD	INVENTORY	DOM	MEDIAN \$	UNITS	MEDIAN \$
2018	1	0	12	\$2,162,500	-	-
2017	0	0	0	\$0	0%	0%

CONDO	UNITS SOLD	INVENTORY	DOM	MEDIAN \$	UNITS	MEDIAN \$
2018	94	13	21	\$573,500		
2017	101	14	26	\$510,000	-6.9%	12.5%

NORTH END

SINGLE FAMILY	UNITS SOLD	INVENTORY	DOM	MEDIAN \$	UNITS	MEDIAN \$
2018	2	0	46	\$962,500	-	-
2017	0	0	0	\$0	0%	0%

CONDO	UNITS SOLD	INVENTORY	DOM	MEDIAN \$	UNITS	MEDIAN \$
2018	72	15	41	\$597,000		
2017	73	15	37	\$595,000	-1.4%	0.3%

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ROXBURY

SINGLE FAMILY	UNITS SOLD	INVENTORY	DOM	MEDIAN \$	UNITS	MEDIAN \$
2018	6	3	39	\$538,250		
2017	12	6	43	\$427,500	-50%	25.9%
CONDO	UNITS SOLD	INVENTORY	DOM	MEDIAN \$	UNITS	MEDIAN \$
2018	31	11	70	\$390,000		
2017	37	17	59	\$365,000	-16.2%	6.8%

SEAPORT

SINGLE FAMILY	UNITS SOLD	INVENTORY	DOM	MEDIAN \$	UNITS	MEDIAN \$
2018	0	0	0	\$0	-	-
2017	0	0	0	\$0	0%	0%
CONDO	UNITS SOLD	INVENTORY	DOM	MEDIAN \$	UNITS	MEDIAN \$
2018	53	19	50	\$1,050,000		
2017	66	15	56	\$822,500	-19.7%	27.7%

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SOUTH BOSTON

SINGLE FAMILY	UNITS SOLD	INVENTORY	DOM	MEDIAN \$	UNITS	MEDIAN \$
2018	44	9	42	\$770,000		
2017	58	13	37	\$760,000	-24.1%	1.3%

CONDO	UNITS SOLD	INVENTORY	DOM	MEDIAN \$	UNITS	MEDIAN \$
2018	545	106	35	\$695,000		
2017	534	93	44	\$645,750	2.1%	7.6%

SOUTH END

SINGLE FAMILY	UNITS SOLD	INVENTORY	DOM	MEDIAN \$	UNITS	MEDIAN \$
2018	33	11	87	\$2,575,000		
2017	31	10	72	\$2,750,000	6.5%	-6.4%

CONDO	UNITS SOLD	INVENTORY	DOM	MEDIAN \$	UNITS	MEDIAN \$
2018	474	71	34	\$971,500		
2017	472	83	36	\$850,000	0.4%	14.3%

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WATERFRONT
WEST ROXBURY

SINGLE FAMILY	UNITS SOLD	INVENTORY	DOM	MEDIAN \$	UNITS	MEDIAN \$
2018	0	0	0	\$0	-	-
2017	0	0	0	\$0	0%	0%

CONDO	UNITS SOLD	INVENTORY	DOM	MEDIAN \$	UNITS	MEDIAN \$
2018	138	51	63	\$1,086,500		
2017	139	44	62	\$945,000	-0.7%	15%

SINGLE FAMILY	UNITS SOLD	INVENTORY	DOM	MEDIAN \$	UNITS	MEDIAN \$
2018	222	26	37	\$575,800		
2017	203	33	43	\$530,000	9.4%	8.6%

CONDO	UNITS SOLD	INVENTORY	DOM	MEDIAN \$	UNITS	MEDIAN \$
2018	84	12	28	\$375,000		
2017	83	14	44	\$387,500	1.2%	-3.2%



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SINGLE FAMILIES	2017	2018	% CHANGE
Number of Units Sold	283	275	-2.8%
Total Inventory	22	20	-9%
Median Sale Price	\$715,000	\$755,000	5.6%
Average Days on Market	24	20	-16.7%

CONDOS	2017	2018	% CHANGE
Number of Units Sold	260	233	-10.4%
Total Inventory	21	15	-28.5%
Median Sale Price	\$522,500	\$555,000	6.2%
Average Days on Market	23	17	-26.1%

319 Massachusetts Ave, Arlington | 781.643.0430 | LeadingEdgeAgents.com

Source: MLSPIN via IMAX. *Single family and condo homes* in Arlington for last 12 months ending 3/31/2018 vs prior time period

ARLINGTON



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SINGLE FAMILIES	2017	2018	% CHANGE
Number of Units Sold	129	136	5.4%
Total Inventory	21	14	-33.3%
Median Sale Price	\$1,025,000	\$1,057,500	3.2%
Average Days on Market	42	32	-23.8%

CONDOS	2017	2018	% CHANGE
Number of Units Sold	94	73	-20.2%
Total Inventory	13	9	-30.7%
Median Sale Price	\$532,500	\$610,000	14.6%
Average Days on Market	35	28	-20%

MULTI FAMILIES	2017	2018	% CHANGE
Number of Units Sold	26	34	30.8%
Total Inventory	5	3	-40%
Median Sale Price	\$867,000	\$939,500	8.4%
Average Days on Market	39	18	-53.8%

84 Leonard Street, Belmont | 617.484.1900 | LeadingEdgeAgents.com

Source: MLS PIN via IMAX. Single family, condo and multi family homes in Belmont for last 12 months ending 3/31/2018 vs prior time period

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CAMBRIDGE

SINGLE FAMILIES	2017	2018	% CHANGE
Number of Units Sold	91	92	1.1%
Total Inventory	22	15	-31.8%
Median Sale Price	\$1,450,000	\$1,443,500	-0.4%
Average Days on Market	32	24	-25%

CONDOS	2017	2018	% CHANGE
Number of Units Sold	686	598	-12.8%
Total Inventory	72	71	-1.3%
Median Sale Price	\$693,098	\$775,000	11.8%
Average Days on Market	26	25	-3.8%

MULTI FAMILIES	2017	2018	% CHANGE
Number of Units Sold	87	69	-20.7%
Total Inventory	17	13	-23.5%
Median Sale Price	\$1,400,000	\$1,461,538	4.4%
Average Days on Market	38	25	-34.2%

2 Brattle Square, Cambridge | 617.494.4400 | LeadingEdgeAgents.com

Source: MLSPIN via IMAX. Single family, condo and multi family homes in Cambridge for last 12 months ending 3/31/2018 vs prior time period



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LEXINGTON

SINGLE FAMILIES	2017	2018	% CHANGE
Number of Units Sold	365	324	-11.2%
Total Inventory	80	57	-28.7%
Median Sale Price	\$1,080,000	\$1,132,500	4.9%
Average Days on Market	55	45	-18.2%

CONDOS	2017	2018	% CHANGE
Number of Units Sold	45	65	44.4%
Total Inventory	7	8	14.2%
Median Sale Price	\$545,000	\$690,000	26.6%
Average Days on Market	25	30	20%

1756 Massachusetts Ave, Lexington | 781.778.7063 | LeadingEdgeAgents.com

Source: MLS PIN via IMAX. *Single family and condo homes* in Lexington for last 12 months ending 3/31/2018 vs prior time period



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SINGLE FAMILIES

2017

2018

% CHANGE

Number of Units Sold	129	164	27.1%
Total Inventory	35	36	2.8%
Median Sale Price	\$650,000	\$643,750	-1%
Average Days on Market	56	52	-7.1%

CONDOS

2017

2018

% CHANGE

Number of Units Sold	30	27	-10%
Total Inventory	8	6	-25%
Median Sale Price	\$465,000	\$507,500	9.1%
Average Days on Market	180	59	-67.2%

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Source: MLSPIN via IMAX. Single family and condo homes in Lynnfield for last 12 months ending 3/31/2018 vs prior time period

LYNNFIELD



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SINGLE FAMILIES	2017	2018	% CHANGE
Number of Units Sold	272	280	2.9%
Total Inventory	29	24	-17.2%
Median Sale Price	\$522,500	\$600,000	14.8%
Average Days on Market	31	24	-22.6%

CONDOS	2017	2018	% CHANGE
Number of Units Sold	231	211	-8.7%
Total Inventory	26	15	-42.3%
Median Sale Price	\$435,000	\$482,000	10.8%
Average Days on Market	34	24	-29.4%

MULTI FAMILIES	2017	2018	% CHANGE
Number of Units Sold	107	80	-25.2%
Total Inventory	12	9	-25%
Median Sale Price	\$675,000	\$760,500	12.7%
Average Days on Market	30	24	-20%

LeadingEdgeAgents.com

Source: MLS PIN via IMAX. Single family, condo and multi family homes in Medford for last 12 months ending 3/31/2018 vs prior time period

PREPARED FOR MEDFORD



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MELROSE
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SINGLE FAMILIES	2017	2018	% CHANGE
Number of Units Sold	258	205	-20.5%
Total Inventory	31	19	-38.7%
Median Sale Price	\$562,250	\$625,000	11.2%
Average Days on Market	31	25	-19.4%

CONDOS	2017	2018	% CHANGE
Number of Units Sold	116	91	-21.6%
Total Inventory	13	9	-30.7%
Median Sale Price	\$392,625	\$375,000	-4.5%
Average Days on Market	29	23	-20.7%

MULTI FAMILIES	2017	2018	% CHANGE
Number of Units Sold	33	22	-33.3%
Total Inventory	5	3	-40%
Median Sale Price	\$617,000	\$660,250	7%
Average Days on Market	35	21	-40%

536 Main Street, Melrose | 781.979.0100 | LeadingEdgeAgents.com

Source: MLSPIN via IMAX. *Single family, condo and multi family homes* in Melrose for last 12 months ending 3/31/2018 vs prior time period



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SINGLE FAMILIES	2017	2018	% CHANGE
Number of Units Sold	561	600	7%
Total Inventory	139	129	-7.1%
Median Sale Price	\$1,100,000	\$1,200,000	9.1%
Average Days on Market	45	40	-11.1%

CONDOS	2017	2018	% CHANGE
Number of Units Sold	390	312	-20%
Total Inventory	75	50	-33.3%
Median Sale Price	\$700,000	\$733,448	4.8%
Average Days on Market	41	33	-19.5%

MULTI FAMILIES	2017	2018	% CHANGE
Number of Units Sold	44	61	38.6%
Total Inventory	16	15	-6.2%
Median Sale Price	\$948,750	\$953,000	0.4%
Average Days on Market	31	24	-22.6%

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Source: MLSPIN via IMAX. Single family and condo homes in Newton for last 12 months ending 3/31/2018 vs prior time period

NEWTON



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SINGLE FAMILIES	2017	2018	% CHANGE
Number of Units Sold	218	255	17%
Total Inventory	34	29	-14.7%
Median Sale Price	\$525,000	\$605,000	15.2%
Average Days on Market	35	28	-20%

CONDOS	2017	2018	% CHANGE
Number of Units Sold	159	138	-13.2%
Total Inventory	31	19	-38.7%
Median Sale Price	\$439,000	\$454,375	3.5%
Average Days on Market	105	42	-60%

248 Main Street, Reading | 781.944.6060 | LeadingEdgeAgents.com

Source: MLSPIN via IMAX. *Single family and condo homes in Reading for last 12 months ending 3/31/2018 vs prior time period*

READING



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SOMERVILLE

SINGLE FAMILIES	2017	2018	% CHANGE
Number of Units Sold	79	93	17.7%
Total Inventory	19	11	-42.1%
Median Sale Price	\$712,000	\$750,000	5.3%
Average Days on Market	40	31	-22.5%

CONDOS	2017	2018	% CHANGE
Number of Units Sold	495	478	-3.4%
Total Inventory	75	63	-16%
Median Sale Price	\$600,000	\$670,000	11.7%
Average Days on Market	35	30	-14.3%

MULTI FAMILIES	2017	2018	% CHANGE
Number of Units Sold	166	187	12.7%
Total Inventory	32	28	-12.5%
Median Sale Price	\$908,000	\$1,025,000	12.9%
Average Days on Market	45	24	-46.7%

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Source: MLSPIN via IMAX. Single family, condo and multi family homes in Somerville for last 12 months ending 3/31/2018 vs prior time period



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SINGLE FAMILIES	2017	2018	% CHANGE
Number of Units Sold	178	165	-7.3%
Total Inventory	30	20	-33.3%
Median Sale Price	\$505,000	\$540,000	6.9%
Average Days on Market	45	36	-20%

CONDOS	2017	2018	% CHANGE
Number of Units Sold	106	105	-0.9%
Total Inventory	10	11	10%
Median Sale Price	\$265,000	\$326,000	23%
Average Days on Market	33	21	-36.4%

MULTI FAMILIES	2017	2018	% CHANGE
Number of Units Sold	14	20	42.9%
Total Inventory	2	2	0%
Median Sale Price	\$559,000	\$559,500	0.1%
Average Days on Market	38	16	-57.9%

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Source: MLSPIN via IMAX. Single family, condo and multi family homes in Stoneham for last 12 months ending 3/31/2018 vs prior time period

STONEHAM



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WAKEFIELD

SINGLE FAMILIES	2017	2018	% CHANGE
Number of Units Sold	231	233	0.9%
Total Inventory	38	22	-42.1%
Median Sale Price	\$497,000	\$520,000	4.6%
Average Days on Market	47	30	-36.2%

CONDOS	2017	2018	% CHANGE
Number of Units Sold	93	125	34.4%
Total Inventory	11	8	-27.2%
Median Sale Price	\$372,500	\$440,000	18.1%
Average Days on Market	39	19	-51.3%

MULTI FAMILIES	2017	2018	% CHANGE
Number of Units Sold	20	16	-20%
Total Inventory	5	5	0%
Median Sale Price	\$543,000	\$559,125	3%
Average Days on Market	32	36	12.5%

25 Tuttle Street, Wakefield | 781.245.8100 | LeadingEdgeAgents.com

Source: MLSPIN via IMAX. *Single family, condo and multi family homes in Wakefield for last 12 months ending 3/31/2018 vs prior time period*



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SINGLE FAMILIES	2017	2018	% CHANGE
Number of Units Sold	370	317	-14.3%
Total Inventory	52	33	-36.5%
Median Sale Price	\$530,000	\$593,000	11.9%
Average Days on Market	39	30	-23.1%

CONDOS	2017	2018	% CHANGE
Number of Units Sold	265	272	2.6%
Total Inventory	21	20	-4.7%
Median Sale Price	\$442,500	\$460,000	4%
Average Days on Market	27	25	-7.4%

MULTI FAMILIES	2017	2018	% CHANGE
Number of Units Sold	39	44	12.8%
Total Inventory	7	7	0%
Median Sale Price	\$655,000	\$675,000	3.1%
Average Days on Market	39	25	-35.9%

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Source: MLSPIN via IMAX. Single family, condo and multi family homes in Waltham for last 12 months ending 3/31/2018 vs prior time period

WALTHAM



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WATERTOWN

SINGLE FAMILIES	2017	2018	% CHANGE
Number of Units Sold	95	96	1.1%
Total Inventory	10	10	0%
Median Sale Price	\$620,000	\$650,000	4.8%
Average Days on Market	29	26	-10.3%

CONDOS	2017	2018	% CHANGE
Number of Units Sold	248	200	-19.4%
Total Inventory	30	17	-43.3%
Median Sale Price	\$472,500	\$533,750	13%
Average Days on Market	35	28	-20%

MULTI FAMILIES	2017	2018	% CHANGE
Number of Units Sold	55	57	3.6%
Total Inventory	6	8	33.3%
Median Sale Price	\$725,000	\$823,000	13.5%
Average Days on Market	25	22	-12%

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Source: MLSPIN via IMAX. Single family, condo and multi family homes in Watertown for last 12 months ending 3/31/2018 vs prior time period



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WINCHESTER

SINGLE FAMILIES	2017	2018	% CHANGE
Number of Units Sold	228	246	7.9%
Total Inventory	55	51	-7.2
Median Sale Price	\$1,096,950	\$1,095,000	-0.2%
Average Days on Market	50	39	-22%

CONDOS	2017	2018	% CHANGE
Number of Units Sold	90	84	-6.7%
Total Inventory	19	17	-10.5%
Median Sale Price	\$531,500	\$575,943	8.4%
Average Days on Market	46	34	-26.1%

2 Mount Vernon Street, Winchester | 781.729.5505 | LeadingEdgeAgents.com

Source: MLS PIN via IMAX. Single family and condo homes in Winchester for last 12 months ending 3/31/2018 vs prior time period

Go further with a guide who knows the way.

Founded in 2001, RE/MAX Leading Edge is one of Greater Boston's leading full-service real estate companies offering residential real estate services to buyers and sellers. Our two hundred plus highly trained agents serve all of Eastern Massachusetts, Cape Cod and Southern New Hampshire from our strategically located offices in Arlington, Back Bay, Belmont, Cambridge, Lexington, Melrose, Reading, Wakefield, and Winchester.

Our strong leadership, career development, premier marketing and access to 110,000 RE/MAX agents worldwide results in our agents outselling the competition nearly 2:1. RE/MAX Leading Edge is the largest, fastest growing RE/MAX brokerage in New England and the fourth largest real estate firm in Massachusetts.

RE/MAX Leading Edge is affiliated with RE/MAX INTEGRA, New England and RE/MAX, LLC with a global network of 110,000 agents in 99 countries worldwide.

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Arlington, Back Bay, Belmont, Cambridge,
Lexington, Melrose, Reading, Wakefield, and
Winchester

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