



DECEMBER

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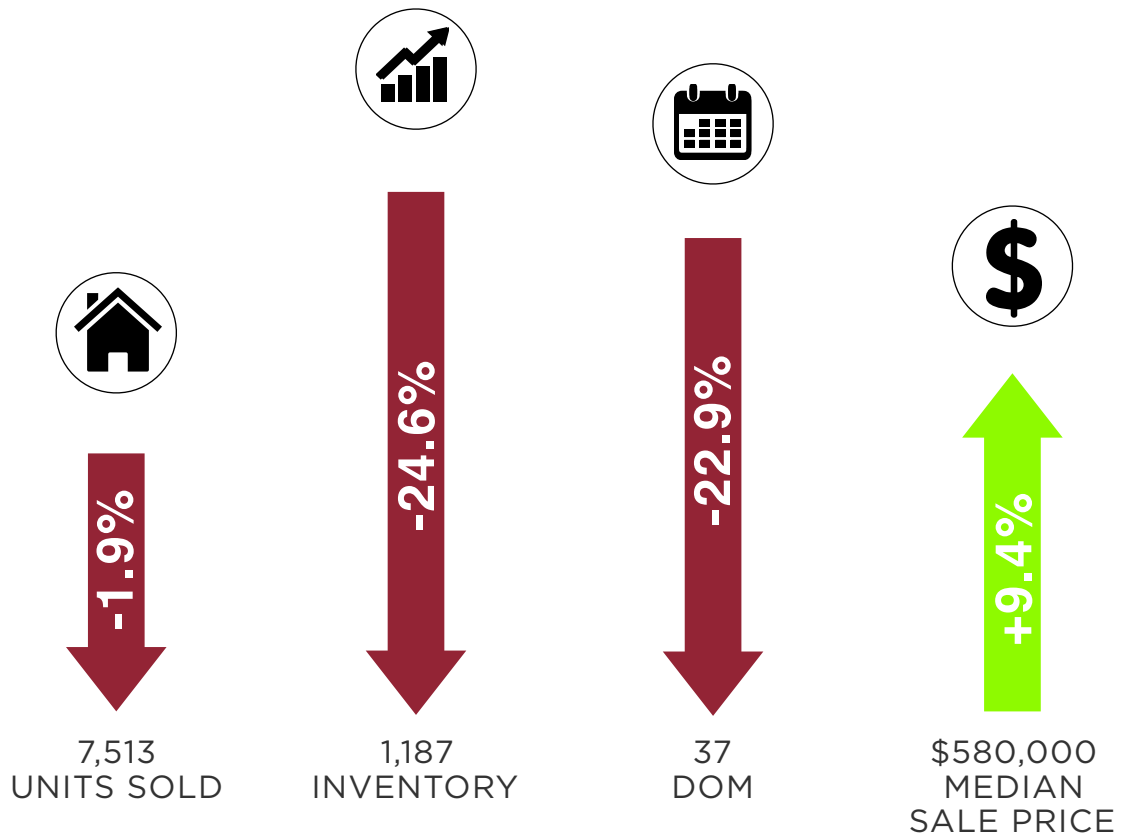
MARKET REPORT

RE/MAX
LEADING EDGE

RE/MAX[®] LEADING EDGE

“Housing demand remains strong late into the Fall season,” reports Linda O’Koniewski, CEO of RE/MAX Leading Edge. “Sellers considering putting their home on the market shouldn’t wait. High demand and low competition means more money in the seller’s pockets. Conversely, buyers looking to trade-up to higher priced homes are in the driver’s seat as luxury homes are staying on the market longer.”

The latest 12 months sales of single-family homes in the RE/MAX Leading Edge service area decreased -1.9% year-over-year. Inventory remains down -24.6%. The number of days on market is also down -22.9% while median sale prices remain up +9.4% at \$580,000.









BACK BAY

SINGLE FAMILY	UNITS SOLD	INVENTORY	DOM	MEDIAN \$	UNITS	MEDIAN \$
2017	9	4	153	\$4,592,500		
2016	7	6	108	\$4,750,000	28.6%	-3.3%
CONDO	UNITS SOLD	INVENTORY	DOM	MEDIAN \$	UNITS	MEDIAN \$
2017	352	101	49	\$1,100,000		-
2016	390	105	61	\$1,100,000	-9.7%	0%



BEACON HILL



SINGLE FAMILY	UNITS SOLD	INVENTORY	DOM	MEDIAN \$	UNITS	MEDIAN \$
2017	20	14	112	\$3,322,500		
2016	14	12	98	\$3,375,000	+42.9%	-1.6%
CONDO	UNITS SOLD	INVENTORY	DOM	MEDIAN \$	UNITS	MEDIAN \$
2017	142	38	50	\$952,500		
2016	135	42	45	\$725,000	+5.2%	+31.4%






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BOSTON

SINGLE FAMILY	UNITS SOLD	INVENTORY	DOM	MEDIAN \$	UNITS	MEDIAN \$
2017	73	11	29	\$1,120,000		
2016	48	9	43	\$1,212,500	52.1%	-7.6%

CONDO	UNITS SOLD	INVENTORY	DOM	MEDIAN \$	UNITS	MEDIAN \$
2017	226	30	33	\$677,500		
2016	241	33	35	\$590,000	-6.2%	14.8%

SINGLE FAMILY	UNITS SOLD	INVENTORY	DOM	MEDIAN \$	UNITS	MEDIAN \$
2017	61	12	46	\$510,000		
2016	74	19	48	\$427,000	-17.6%	19.4%



CONDO	UNITS SOLD	INVENTORY	DOM	MEDIAN \$	UNITS	MEDIAN \$
2017	213	30	34	\$428,500		
2016	158	37	44	\$373,000	34.8%	14.9%

CHARLESTOWN

DORCHESTER



FENWAY

SINGLE FAMILY	UNITS SOLD	INVENTORY	DOM	MEDIAN \$	UNITS	MEDIAN \$
2017	1	0	12	\$2,162,500	-	-
2016	0	0	0	\$0	0%	0%
CONDO	UNITS SOLD	INVENTORY	DOM	MEDIAN \$	UNITS	MEDIAN \$
2017	119	14	20	\$561,500		
2016	77	11	31	\$492,500	54.5%	14%

NORTH END



SINGLE FAMILY	UNITS SOLD	INVENTORY	DOM	MEDIAN \$	UNITS	MEDIAN \$
2017	2	0	46	\$962,500	-	-
2016	0	0	0	\$0	0%	0%
CONDO	UNITS SOLD	INVENTORY	DOM	MEDIAN \$	UNITS	MEDIAN \$
2017	58	14	44	\$630,500		
2016	82	14	35	\$569,000	-29.3%	10.8%



ROXBURY

SINGLE FAMILY	UNITS SOLD	INVENTORY	DOM	MEDIAN \$	UNITS	MEDIAN \$
2017	5	3	32	\$430,000		
2016	11	7	48	\$425,000	-54.5%	1.2%
CONDO	UNITS SOLD	INVENTORY	DOM	MEDIAN \$	UNITS	MEDIAN \$
2017	35	14	69	\$365,000		
2016	32	15	56	\$362,000	9.4%	0.8%

SEAPORT





SINGLE FAMILY	UNITS SOLD	INVENTORY	DOM	MEDIAN \$	UNITS	MEDIAN \$
2017	0	0	0	\$0	-	-
2016	0	0	0	\$0	0%	0%
CONDO	UNITS SOLD	INVENTORY	DOM	MEDIAN \$	UNITS	MEDIAN \$
2017	42	18	51	\$935,000		
2016	65	11	55	\$815,000	-35.4%	14.7%



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BOSTON

SINGLE FAMILY	UNITS SOLD	INVENTORY	DOM	MEDIAN \$	UNITS	MEDIAN \$
2017	51	12	45	\$850,000		
2016	52	13	39	\$694,500	-1.9%	22.4%
CONDO	UNITS SOLD	INVENTORY	DOM	MEDIAN \$	UNITS	MEDIAN \$
2017	561	104	36	\$665,000		
2016	514	95	44	\$630,000	9.1%	5.6%

SINGLE FAMILY	UNITS SOLD	INVENTORY	DOM	MEDIAN \$	UNITS	MEDIAN \$
2017	32	12	88	\$2,587,500		
2016	33	12	79	\$2,750,000	-3%	-5.9%
CONDO	UNITS SOLD	INVENTORY	DOM	MEDIAN \$	UNITS	MEDIAN \$
2017	475	75	34	\$915,500		
2016	510	87	36	\$845,250	-6.9%	8.3%



WATERFRONT
WEST ROXBURY

SINGLE FAMILY	UNITS SOLD	INVENTORY	DOM	MEDIAN \$	UNITS	MEDIAN \$
2017	0	0	0	\$0	-	-
2016	0	0	0	\$0	0%	0%
CONDO	UNITS SOLD	INVENTORY	DOM	MEDIAN \$	UNITS	MEDIAN \$
2017	128	47	59	\$1,145,972		
2016	140	45	60	\$864,500	-8.6%	32.6%
SINGLE FAMILY	UNITS SOLD	INVENTORY	DOM	MEDIAN \$	UNITS	MEDIAN \$
2017	211	27	34	\$580,000		
2016	204	35	45	\$527,000	3.4%	10.1%
CONDO	UNITS SOLD	INVENTORY	DOM	MEDIAN \$	UNITS	MEDIAN \$
2017	80	14	27	\$375,000		
2016	90	17	51	\$341,500	-11.1%	9.8%



RE/MAX[®] LEADING EDGE

SINGLE FAMILIES	2016	2017	% CHANGE
Number of Units Sold	297	273	-8.1%
Total Inventory	26	21	-19.2%
Median Sale Price	\$705,000	\$750,000	6.4%
Average Days on Market	26	20	-23.1%

CONDOS	2016	2017	% CHANGE
Number of Units Sold	271	236	-12.9%
Total Inventory	19	14	-26.3%
Median Sale Price	\$510,000	\$557,500	9.3%
Average Days on Market	25	17	-32%

319 Mass Ave, Arlington | 781.643.0430 | LeadingEdgeAgents.com

Source: MLSPIN via IMAX. Single family and condo homes in Arlington for last 12 months ending 11/30/17 vs prior time period

ARLINGTON



RE/MAX[®] LEADING EDGE

SINGLE FAMILIES

	2016	2017	% CHANGE
Number of Units Sold	129	135	4.7%
Total Inventory	21	15	-28.5%
Median Sale Price	\$995,000	\$1,075,000	8%
Average Days on Market	41	41	0%

CONDOS

	2016	2017	% CHANGE
Number of Units Sold	97	76	-21.6%
Total Inventory	14	9	-35.7%
Median Sale Price	\$527,000	\$599,250	13.7%
Average Days on Market	40	31	-22.5%

MULTI FAMILIES

	2016	2017	% CHANGE
Number of Units Sold	23	36	56.5%
Total Inventory	5	2	-60%
Median Sale Price	\$859,000	\$939,500	9.4%
Average Days on Market	36	24	-33.3%

84 Leonard Street, Belmont | 617.484.1900 | LeadingEdgeAgents.com

Source: MLSPIN via IMAX. Single family, condo and multi family homes in Belmont for last 12 months ending 11/30/17 vs prior time period



RE/MAX[®] LEADING EDGE

SINGLE FAMILIES	2016	2017	% CHANGE
Number of Units Sold	102	100	-2%
Total Inventory	25	18	-28%
Median Sale Price	\$1,452,500	\$1,452,500	0%
Average Days on Market	29	28	-3.4%

CONDOS	2016	2017	% CHANGE
Number of Units Sold	659	595	-9.7%
Total Inventory	74	72	-2.7%
Median Sale Price	\$680,000	\$750,000	10.3%
Average Days on Market	28	25	-10.7%

MULTI FAMILIES	2016	2017	% CHANGE
Number of Units Sold	90	79	-12.2%
Total Inventory	18	12	-33.3%
Median Sale Price	\$1,297,500	\$1,461,538	12.6%
Average Days on Market	37	30	-18.9%

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 11/30/17 vs prior time period



RE/MAX[®] LEADING EDGE

SINGLE FAMILIES	2016	2017	% CHANGE
Number of Units Sold	352	344	-2.3%
Total Inventory	76	58	-23.6%
Median Sale Price	\$1,070,000	\$1,177,500	10%
Average Days on Market	60	49	-18.3%

CONDOS	2016	2017	% CHANGE
Number of Units Sold	60	65	8.3%
Total Inventory	6	8	33.3%
Median Sale Price	\$568,000	\$730,000	28.5%
Average Days on Market	27	27	0%

1756 Mass Ave, Lexington | 781.778.7063 | LeadingEdgeAgents.com

Source: MLSPIN via IMAX. *Single family and condo homes* in Lexington for last 12 months ending 11/30/17 vs prior time period



RE/MAX[®] LEADING EDGE

SINGLE FAMILIES	2016	2017	% CHANGE
Number of Units Sold	121	138	14%
Total Inventory	33	38	15.1%
Median Sale Price	\$635,000	\$610,150	-3.9%
Average Days on Market	56	47	-16.1%

CONDOS	2016	2017	% CHANGE
Number of Units Sold	29	30	3.4%
Total Inventory	10	7	-30%
Median Sale Price	\$425,000	\$527,250	24.1%
Average Days on Market	145	128	-11.7%

590 Main Street, Lynnfield | 781.334.4990 | LeadingEdgeAgents.com

Source: MLSPIN via IMAX. *Single family and condo homes* in Lynnfield for last 12 months ending 11/30/17 vs prior time period



RE/MAX[®] LEADING EDGE

SINGLE FAMILIES

	2016	2017	% CHANGE
Number of Units Sold	292	272	-6.8%
Total Inventory	35	24	-31.4%
Median Sale Price	\$506,500	\$590,000	16.5%
Average Days on Market	38	25	-34.2%

CONDOS

	2016	2017	% CHANGE
Number of Units Sold	222	222	0%
Total Inventory	29	17	-41.3%
Median Sale Price	\$435,000	\$467,500	7.5%
Average Days on Market	37	25	-32.4%

MULTI FAMILIES

	2016	2017	% CHANGE
Number of Units Sold	110	79	-28.2%
Total Inventory	14	8	-42.8%
Median Sale Price	\$645,000	\$740,000	14.7%
Average Days on Market	34	22	-35.3%

LeadingEdgeAgents.com

Source: MLSPIN via IMAX. Single family, condo and multi family homes in Medford for last 12 months ending 11/30/17 vs prior time period



RE/MAX[®] LEADING EDGE

SINGLE FAMILIES

	2016	2017	% CHANGE
Number of Units Sold	266	216	-18.8%
Total Inventory	35	21	-40%
Median Sale Price	\$550,625	\$606,000	10.1%
Average Days on Market	35	27	-22.9%

CONDOS

	2016	2017	% CHANGE
Number of Units Sold	117	94	-19.7%
Total Inventory	14	11	-21.4%
Median Sale Price	\$390,250	\$364,750	-6.5%
Average Days on Market	35	22	-37.1%

MULTI FAMILIES

	2016	2017	% CHANGE
Number of Units Sold	28	32	14.3%
Total Inventory	6	3	-50%
Median Sale Price	\$623,500	\$629,500	1%
Average Days on Market	39	27	-30.8%

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 11/30/17 vs prior time period



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LEADING EDGE

SINGLE FAMILIES	2016	2017	% CHANGE
Number of Units Sold	572	571	-0.2%
Total Inventory	146	128	-12.3%
Median Sale Price	\$1,100,000	\$1,200,000	9.1%
Average Days on Market	46	38	-17.4%

CONDOS	2016	2017	% CHANGE
Number of Units Sold	357	355	-0.6%
Total Inventory	81	53	-34.5%
Median Sale Price	\$687,500	\$730,000	6.2%
Average Days on Market	42	35	-16.7%

MULTI FAMILIES	2016	2017	% CHANGE
Number of Units Sold	52	54	3.8%
Total Inventory	19	15	-21%
Median Sale Price	\$940,750	\$925,000	-1.7%
Average Days on Market	36	20	-44.4%

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Source: MLSPIN via IMAX. Single family and condo homes in Newton for last 12 months ending 11/30/17 vs prior time period



RE/MAX[®] LEADING EDGE

SINGLE FAMILIES	2016	2017	% CHANGE
Number of Units Sold	240	246	2.5%
Total Inventory	36	30	-16.6%
Median Sale Price	\$522,500	\$595,000	13.9%
Average Days on Market	40	28	-30%

CONDOS	2016	2017	% CHANGE
Number of Units Sold	126	155	23%
Total Inventory	25	24	-4%
Median Sale Price	\$453,623	\$419,500	-7.5%
Average Days on Market	105	58	-44.8%

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 11/30/17 vs prior time period



RE/MAX[®] LEADING EDGE

SINGLE FAMILIES	2016	2017	% CHANGE
Number of Units Sold	87	89	2.3%
Total Inventory	23	14	-39.1%
Median Sale Price	\$712,000	\$735,000	3.2%
Average Days on Market	42	31	-26.2%

CONDOS	2016	2017	% CHANGE
Number of Units Sold	494	465	-5.9%
Total Inventory	78	67	-14.1%
Median Sale Price	\$600,000	\$645,000	7.5%
Average Days on Market	36	32	-11.1%

MULTI FAMILIES	2016	2017	% CHANGE
Number of Units Sold	170	167	-1.8%
Total Inventory	35	24	-31.4%
Median Sale Price	\$885,000	\$1,045,000	18.1%
Average Days on Market	48	27	-43.8%

20 Holland Street, Somerville | 617.623.1140 | LeadingEdgeAgents.com

Source: MLSPIN via IMAX. *Single family, condo and multi family homes* in Somerville for last 12 months ending 11/30/17 vs prior time period

SOMERVILLE



RE/MAX[®] LEADING EDGE

SINGLE FAMILIES	2016	2017	% CHANGE
Number of Units Sold	186	183	-1.6%
Total Inventory	35	23	-34.2%
Median Sale Price	\$482,500	\$535,000	10.9%
Average Days on Market	46	37	-19.6%

CONDOS	2016	2017	% CHANGE
Number of Units Sold	101	109	7.9%
Total Inventory	12	10	-16.6%
Median Sale Price	\$258,000	\$315,000	22.1%
Average Days on Market	35	26	-25.7%

MULTI FAMILIES	2016	2017	% CHANGE
Number of Units Sold	15	16	6.7%
Total Inventory	2	2	0%
Median Sale Price	\$598,000	\$522,500	-12.6%
Average Days on Market	55	15	-72.7%

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Source: MLSPIN via IMAX. Single family, condo and multi family homes in Stoneham for last 12 months ending 11/30/17 vs prior time period

STONEHAM



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SINGLE FAMILIES	2016	2017	% CHANGE
Number of Units Sold	235	226	-3.8%
Total Inventory	44	26	-40.9%
Median Sale Price	\$489,000	\$516,000	5.5%
Average Days on Market	48	33	-31.3%

CONDOS	2016	2017	% CHANGE
Number of Units Sold	89	81	-9%
Total Inventory	12	9	-25%
Median Sale Price	\$372,500	\$353,000	-5.2%
Average Days on Market	42	25	-40.5%

MULTI FAMILIES	2016	2017	% CHANGE
Number of Units Sold	23	18	-21.7%
Total Inventory	5	5	0%
Median Sale Price	\$549,000	\$561,000	2.2%
Average Days on Market	49	30	-38.8%

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 11/30/17 vs prior time period

WAKEFIELD



RE/MAX[®] LEADING EDGE

SINGLE FAMILIES

	2016	2017	% CHANGE
Number of Units Sold	393	313	-20.4%
Total Inventory	55	36	-34.5%
Median Sale Price	\$525,000	\$580,000	10.5%
Average Days on Market	41	32	-22%

CONDOS

	2016	2017	% CHANGE
Number of Units Sold	299	271	-9.4%
Total Inventory	28	20	-28.5%
Median Sale Price	\$439,000	\$450,000	2.5%
Average Days on Market	36	24	-33.3%

MULTI FAMILIES

	2016	2017	% CHANGE
Number of Units Sold	39	46	17.9%
Total Inventory	8	6	-25%
Median Sale Price	\$615,000	\$678,250	10.3%
Average Days on Market	38	25	-34.2%

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Source: MLSPIN via IMAX. Single family, condo and multi family homes in Waltham for last 12 months ending 11/30/17 vs prior time period



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SINGLE FAMILIES	2016	2017	% CHANGE
Number of Units Sold	96	88	-8.3%
Total Inventory	9	10	+11.1%
Median Sale Price	\$604,750	\$645,000	6.7%
Average Days on Market	31	28	-9.7%

CONDOS	2016	2017	% CHANGE
Number of Units Sold	242	216	-10.7%
Total Inventory	31	20	-35.4%
Median Sale Price	\$459,000	\$530,000	15.5%
Average Days on Market	35	28	-20%

MULTI FAMILIES	2016	2017	% CHANGE
Number of Units Sold	58	57	-1.7%
Total Inventory	6	7	16.6%
Median Sale Price	\$696,500	\$780,000	12%
Average Days on Market	26	20	-23.1%

142 Galen Street, Watertown | 617.926.5400 | LeadingEdgeAgents.com

Source: MLSPIN via IMAX. Single family, condo and multi family homes in Watertown for last 12 months ending 11/30/17 vs prior time period

WATERTOWN



RE/MAX[®] LEADING EDGE

SINGLE FAMILIES	2016	2017	% CHANGE
Number of Units Sold	225	251	26%
Total Inventory	54	51	-5.5%
Median Sale Price	\$1,050,000	\$1,086,000	3.4%
Average Days on Market	51	42	-17.6%

CONDOS	2016	2017	% CHANGE
Number of Units Sold	80	82	2.5%
Total Inventory	17	17	0%
Median Sale Price	\$525,000	\$575,943	9.7%
Average Days on Market	43	40	-7%

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

Source: MLSPIN via IMAX. *Single family and condo homes in Winchester for last 12 months ending 11/30/17 vs prior time period*

WINCHESTER

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, Lynnfield, Melrose, Reading, Somerville, Wakefield, Watertown 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, Lynnfield, Melrose, Reading, Somerville,
Wakefield, Watertown and Winchester

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