



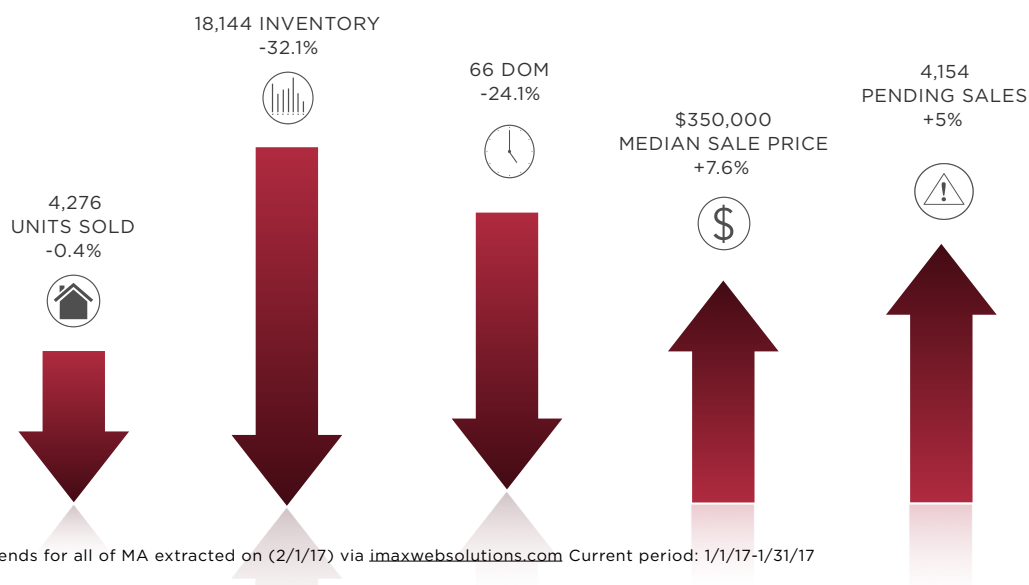
## FEBRUARY MARKET OVERVIEW

“Home buyers are storming open houses in anticipation of rising interest rates while sellers remain reluctant to sell keeping inventory at all time lows. Our agents are experiencing packed open houses making purchasing a home as competitive as ever. Our agents, however, are skilled at helping buyers make the most competitive offer with the most competitive terms and conditions,” reports Linda O’Koniewski, CEO of RE/MAX Leading Edge. “Sellers who put their homes on the market now vs waiting until the Spring will insure they get the highest price possible.”

January sales of combined condo and single-family homes in Massachusetts decreased -.4% year-over-year. Inventory remains down -32.1% and the number of days on market is also down -24.1%. Median sale prices remain up +7.6% while pending sales are down +5%.

## IN MASSACHUSETTS









February 2017



Source: Single Family and Condo Sales, Active & Pending Trends for all of MA extracted on (2/1/17) via [imaxwebsolutions.com](http://imaxwebsolutions.com) Current period: 1/1/17-1/31/17



# BOSTON HOUSING REPORT

BACK BAY		UNITS SOLD	INVENTORY	DOM	MEDIAN \$	PENDING	UNITS	MEDIAN \$
2017		20	80	90	\$1,357,500	12		
2016		24	132	49	\$944,500	27	-16.6%	+43.7%
BEACON HILL		UNITS SOLD	INVENTORY	DOM	MEDIAN \$	PENDING	UNITS	MEDIAN \$
2017		9	50	79	\$1,385,000	7		
2016		10	47	89	\$2,037,500	7	-10%	-32%
CHARLESTOWN		UNITS SOLD	INVENTORY	DOM	MEDIAN \$	PENDING	UNITS	MEDIAN \$
2017		16	48	65	\$800,000	22		
2016		12	43	60	\$743,500	14	+33.3%	+7.6%
DORCHESTER		UNITS SOLD	INVENTORY	DOM	MEDIAN \$	PENDING	UNITS	MEDIAN \$
2017		19	46	60	\$400,000	21		
2016		19	58	58	\$329,500	12	0%	+21.4%

Source: MLSPIN via imaxwebsolutions. & Terradatum Condo & Single Family Trends for period ending 1/31/17.

53 Hereford Street, Boston | 617.262.8200

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# BOSTON HOUSING REPORT

FENWAY	UNITS SOLD		INVENTORY	DOM	MEDIAN \$	PENDING	UNITS	MEDIAN \$
	2017	2016						
	3	2	13	54	\$430,000	3	↑	↓
	2		7	15	\$496,250	4	+50%	-13.3%
NORTH END	UNITS SOLD		INVENTORY	DOM	MEDIAN \$	PENDING	UNITS	MEDIAN \$
	2017	2016						
	3	4	10	59	\$757,000	0	↓	↑
			17	52	\$513,750	4	-25%	+47.3%
ROXBURY	UNITS SOLD		INVENTORY	DOM	MEDIAN \$	PENDING	UNITS	MEDIAN \$
	2017	2016						
	1	2	19	38	\$617,000	5	↓	↑
			20	132	\$538,000	1	-50%	+14.7%
SEAPORT	UNITS SOLD		INVENTORY	DOM	MEDIAN \$	PENDING	UNITS	MEDIAN \$
	2017	2016						
	2	2	17	3	\$718,750	5	▬	↓
			17	57	\$1,099,000	3	0%	-34.6%

Source: MLSPIN via imaxwebsolutions. & Terradatum Condo & Single Family Trends for period ending 1/31/17.








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# BOSTON HOUSING REPORT

<b>SOUTH BOSTON</b>						<b>UNITS</b>	<b>MEDIAN \$</b>
	2017	UNITS SOLD	INVENTORY	DOM	MEDIAN \$	PENDING	
	2016	34	102	58	\$671,250	38	+17.2%
<b>SOUTH END</b>	2017	29	124	49	\$590,000	35	
	2016	27	89	73	\$980,000	19	+13.8%
	2016	37	98	54	\$776,000	21	
<b>WATERFRONT</b>	2017	27	89	73	\$980,000	19	-27%
	2016	37	98	54	\$776,000	21	+26.2%
	2016	9	49	38	\$655,500	8	
<b>WEST ROXBURY</b>	2017	15	41	31	\$460,000	16	
	2016	19	58	34	\$395,000	13	+93.5%
	2016	19	58	34	\$395,000	13	
<b>WEST ROXBURY</b>	2017	15	41	31	\$460,000	16	-21.1%
	2016	19	58	34	\$395,000	13	+16.5%
	2016	19	58	34	\$395,000	13	

Source: MLSPIN via imaxwebsolutions. & Terradatum Condo & Single Family Trends for period ending 1/31/17.

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## ARLINGTON SINGLE FAMILY

NUMBER OF UNITS SOLD ————— -38.1%



TOTAL INVENTORY ————— -37.1%



MEDIAN SALE PRICE ————— -15.2%



AVERAGE DAYS ON MARKET ————— +70.6%



PENDING SALES ————— +8.3%



Source: MLSPIN via Terradatum. Single Family Trends for period ending 1/31/17.

319 Mass Ave, Arlington | 781.643.0430

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## ARLINGTON CONDOMINIUMS

NUMBER OF UNITS SOLD ————— -53.8%



TOTAL INVENTORY ————— -40.5%



MEDIAN SALE PRICE ————— +17.8%



AVERAGE DAYS ON MARKET ————— +64.1%



PENDING SALES ————— +13.3%



Source: MLSPIN via Terradatum. Condo trends for period ending 1/31/17.

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## BELMONT SINGLE FAMILIES

NUMBER OF UNITS SOLD ————— -14.3%



TOTAL INVENTORY ————— -33.3%



MEDIAN SALE PRICE ————— +12.3%



AVERAGE DAYS ON MARKET ————— +51.3%



PENDING SALES ————— +166.7%



Source: MLSPIN via Terradatum. Single Family for period ending 1/31/17.





## BELMONT CONDOMINIUMS

NUMBER OF UNITS SOLD ————— +150%



TOTAL INVENTORY ————— -60%



MEDIAN SALE PRICE ————— -37.3%



AVERAGE DAYS ON MARKET ————— +42.9%



PENDING SALES ————— 0%



Source: MLSPIN via Terradatum. Condo for period ending 1/31/17.

84 Leonard Street, Belmont | 617.484.1900

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## BELMONT MULTI FAMILY

NUMBER OF UNITS SOLD ————— +300%



TOTAL INVENTORY ————— 0%



MEDIAN SALE PRICE ————— +0.2%



AVERAGE DAYS ON MARKET ————— +100%



PENDING SALES ————— +100%



Source: MLSPIN via Terradatum. Multi Family for period ending 1/31/17.

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## CAMBRIDGE SINGLE FAMILIES

NUMBER OF UNITS SOLD ————— -62.5%



TOTAL INVENTORY ————— -12%



MEDIAN SALE PRICE ————— +31.6%



AVERAGE DAYS ON MARKET ————— +159.9%



PENDING SALES ————— +100%



Source: MLSPIN via Terradatum. Single Family for period ending 1/31/17.

2 Brattle Square, Cambridge | 617.497.4400

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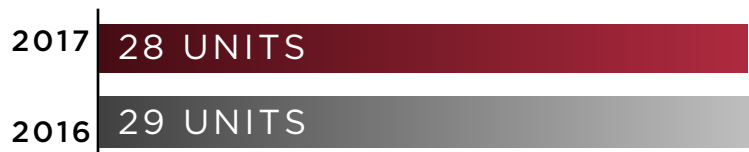
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## CAMBRIDGE CONDOMINIUMS

NUMBER OF UNITS SOLD ————— -3.4%



TOTAL INVENTORY ————— +6.3%



MEDIAN SALE PRICE ————— +15.5%



AVERAGE DAYS ON MARKET ————— +22.8%



PENDING SALES ————— +100%



Source: MLSPIN via Terradatum. Condo Trends for period ending 1/31/17.





## CAMBRIDGE MULTI FAMILY

NUMBER OF UNITS SOLD ————— +9.1%



TOTAL INVENTORY ————— -27.8%



MEDIAN SALE PRICE ————— +98.8%



AVERAGE DAYS ON MARKET ————— -43.1%



PENDING SALES ————— -60%



Source: MLSPIN via Terradatum. Multi Family Trends for period ending 1/31/17.

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## LEXINGTON SINGLE FAMILIES

NUMBER OF UNITS SOLD ————— +33.3%



TOTAL INVENTORY ————— -19.1%



MEDIAN SALE PRICE ————— +11.1%



AVERAGE DAYS ON MARKET ————— -24.7%



PENDING SALES ————— +21.4%



Source: MLSPIN via Terradatum. Single Family for period ending 1/31/17

1756 Massachusetts Avenue, Lexington | 781.325.7002

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## LYNNFIELD SINGLE FAMILIES

NUMBER OF UNITS SOLD ————— +40%



TOTAL INVENTORY ————— +7.1%



MEDIAN SALE PRICE ————— +19.5%



AVERAGE DAYS ON MARKET ————— -4.4%



PENDING SALES ————— +233.3%



Source: MLSPIN via Terradatum. Single Family for period ending 1/31/17.

590 Main Street, Lynnfield | 781.325.7002

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## MEDFORD SINGLE FAMILIES

NUMBER OF UNITS SOLD ————— -62.5%



TOTAL INVENTORY ————— -39%



MEDIAN SALE PRICE ————— +3.8%



AVERAGE DAYS ON MARKET ————— -67.7%



PENDING SALES ————— +21.4%



Source: MLSPIN via Terradatum. Single Family for period ending 1/31/17





## MEDFORD CONDOMINIUMS

NUMBER OF UNITS SOLD ————— -28.6%



TOTAL INVENTORY ————— -28.9%



MEDIAN SALE PRICE ————— +3.9%



AVERAGE DAYS ON MARKET ————— -43.1%



PENDING SALES ————— -18.8%



Source: MLSPIN via Terradatum. Condo Trends for period ending 1/31/17.



## MEDFORD MULTI FAMILY

NUMBER OF UNITS SOLD \_\_\_\_\_

0%



TOTAL INVENTORY \_\_\_\_\_

-41.7%



MEDIAN SALE PRICE \_\_\_\_\_

+25.2%



AVERAGE DAYS ON MARKET \_\_\_\_\_

-71.8%



PENDING SALES \_\_\_\_\_

-25%



Source: MLSPIN via Terradatum. Multi Family Trends for period ending 1/31/17.





## MELROSE SINGLE FAMILIES

NUMBER OF UNITS SOLD ————— -35%



TOTAL INVENTORY ————— -31.4%



MEDIAN SALE PRICE ————— +18.1%



AVERAGE DAYS ON MARKET ————— -74.3%



PENDING SALES ————— +40%



Source: MLSPIN via Terradatum. Single Family for period ending 1/31/17

536 Main Street, Melrose | 781.979.0100

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## NEWTON SINGLE FAMILIES

NUMBER OF UNITS SOLD ————— +10.3%



TOTAL INVENTORY ————— -34.3%



MEDIAN SALE PRICE ————— -2.8%



AVERAGE DAYS ON MARKET ————— -29.2%



PENDING SALES ————— +29.2%



Source: MLSPIN via Terradatum. Single Family for period ending 1/31/17

294 Walnut Street, Newton | 617.244.4499

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## READING SINGLE FAMILIES

NUMBER OF UNITS SOLD \_\_\_\_\_ 0%



TOTAL INVENTORY \_\_\_\_\_ -8.6%



MEDIAN SALE PRICE \_\_\_\_\_ -5.2%



AVERAGE DAYS ON MARKET \_\_\_\_\_ -44.8%



PENDING SALES \_\_\_\_\_ -18.2%



Source: MLSPIN via Terradatum. Single Family for period ending 1/31/17.

248 Main Street, Reading | 781.944.6060

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# SOMERVILLE SINGLE FAMILIES

NUMBER OF UNITS SOLD ————— -50%



TOTAL INVENTORY ————— -29.2%



MEDIAN SALE PRICE ————— +46.1%



AVERAGE DAYS ON MARKET ————— -12%



PENDING SALES ————— 0%



Source: MLSPIN via Terradatum. Single Family for period ending 1/31/17.

20 Holland Street, Somerville | 617.623.1140

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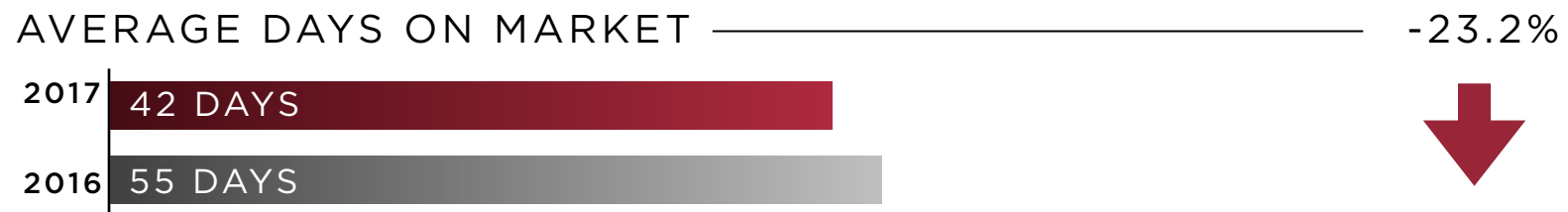
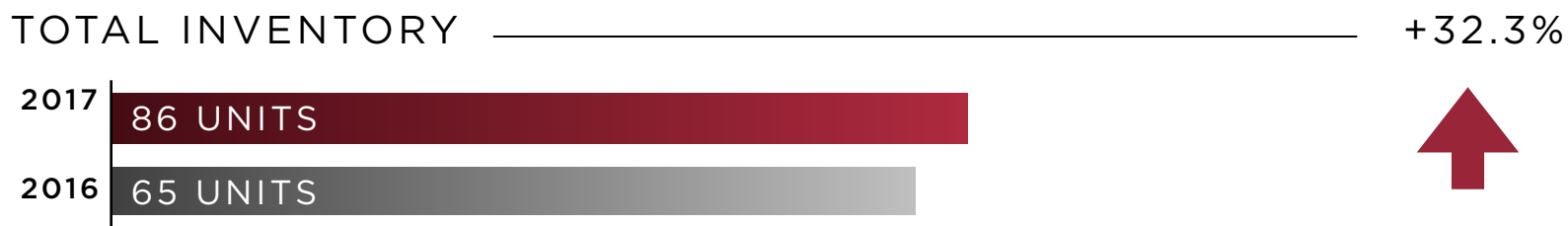
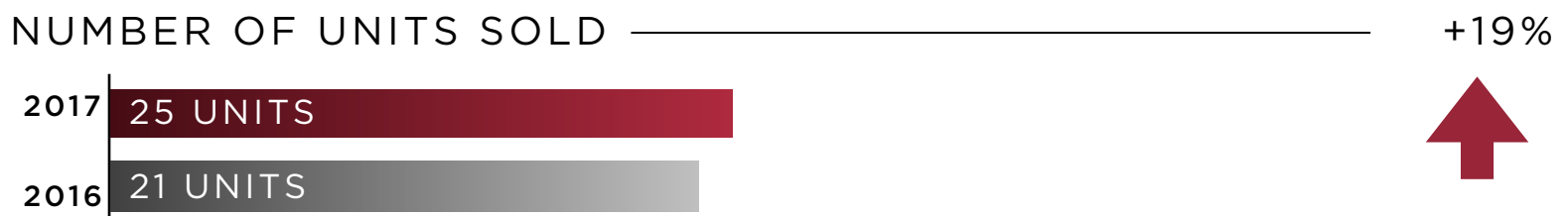
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## SOMERVILLE CONDOMINIUMS



Source: MLSPIN via Terradatum. Condo Trends for period ending 1/31/17.

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## SOMERVILLE MULTI FAMILY

NUMBER OF UNITS SOLD ————— -13.3%



TOTAL INVENTORY ————— -29.7%



MEDIAN SALE PRICE ————— +56.2%



AVERAGE DAYS ON MARKET ————— -69.2%



PENDING SALES ————— +71.4%



Source: MLSPIN via Terradatum. Multi Family Trends for period ending 1/31/17.

20 Holland Street, Somerville | 617.623.1140

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## STONEHAM SINGLE FAMILIES

NUMBER OF UNITS SOLD ————— -41.2%



TOTAL INVENTORY ————— -43.6%



MEDIAN SALE PRICE ————— +40.1%



AVERAGE DAYS ON MARKET ————— +3.2%



PENDING SALES ————— -16.7%



Source: MLSPIN via Terradatum. Single Family for period ending 1/31/17.





## WAKEFIELD SINGLE FAMILIES

NUMBER OF UNITS SOLD ————— +8.3%



TOTAL INVENTORY ————— -6.1%



MEDIAN SALE PRICE ————— +15.5%



AVERAGE DAYS ON MARKET ————— +62.5%



PENDING SALES ————— -33.3%



Source: MLSPIN via Terradatum. Single Family for period ending 1/31/17.

25 Tuttle Street, Wakefield | 781.245.8100

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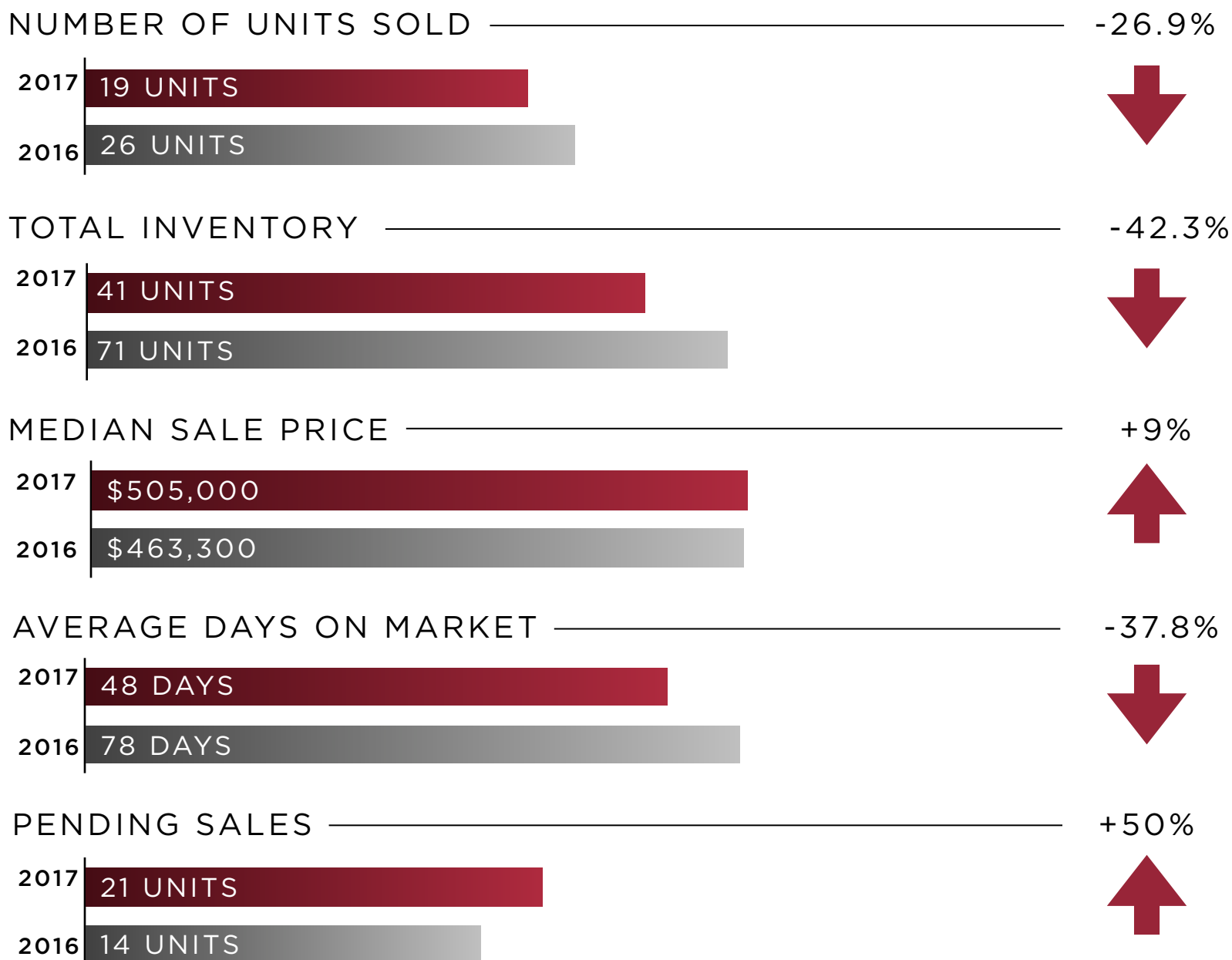
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## WALTHAM SINGLE FAMILIES



Source: MLSPIN via Terradatum. Single Family for period ending 1/31/17.





## WALTHAM CONDOMINIUMS

NUMBER OF UNITS SOLD ————— -17.6%



TOTAL INVENTORY ————— -53.8%



MEDIAN SALE PRICE ————— +1.9%



AVERAGE DAYS ON MARKET ————— -64%



PENDING SALES ————— -29.4%



Source: MLSPIN via Terradatum. Condo for period ending 1/31/17.





# WALTHAM MULTI FAMILY

NUMBER OF UNITS SOLD \_\_\_\_\_ -50%



TOTAL INVENTORY \_\_\_\_\_ -62.5%



MEDIAN SALE PRICE \_\_\_\_\_ +23.2%



AVERAGE DAYS ON MARKET \_\_\_\_\_ +520%



PENDING SALES \_\_\_\_\_ -100%



Source: MLSPIN via Terradatum. Multi Family for period ending 1/31/17.



## WATERTOWN SINGLE FAMILIES

NUMBER OF UNITS SOLD ————— -33.3%



TOTAL INVENTORY ————— -38.5%



MEDIAN SALE PRICE ————— -22.3%



AVERAGE DAYS ON MARKET ————— +2.4%



PENDING SALES ————— 0%



Source: MLSPIN via Terradatum. Single Family for period ending 1/31/17.

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# WATERTOWN CONDOMINIUMS

NUMBER OF UNITS SOLD ————— 0%



TOTAL INVENTORY ————— -11.4%



MEDIAN SALE PRICE ————— +29.5%



AVERAGE DAYS ON MARKET ————— +11.4%



PENDING SALES ————— +26.7%



Source: MLSPIN via Terradatum. Condo Trends for period ending 1/31/17.

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## WATERTOWN MULTI FAMILY

NUMBER OF UNITS SOLD ————— -100%



TOTAL INVENTORY ————— -36.4%



MEDIAN SALE PRICE ————— -100%



AVERAGE DAYS ON MARKET ————— -80.8%



PENDING SALES ————— +25%



Source: MLSPIN via Terradatum. Multi Family Trends for period ending 1/31/17.

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## WINCHESTER SINGLE FAMILIES

NUMBER OF UNITS SOLD ————— +10%



TOTAL INVENTORY ————— -13.7%



MEDIAN SALE PRICE ————— +14%



AVERAGE DAYS ON MARKET ————— -16.9%



PENDING SALES ————— +36.4%



Source: MLSPIN via Terradatum. Single Family for period ending 1/31/17.

2 Mount Vernon Street, Winchester | 781.729.5505

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