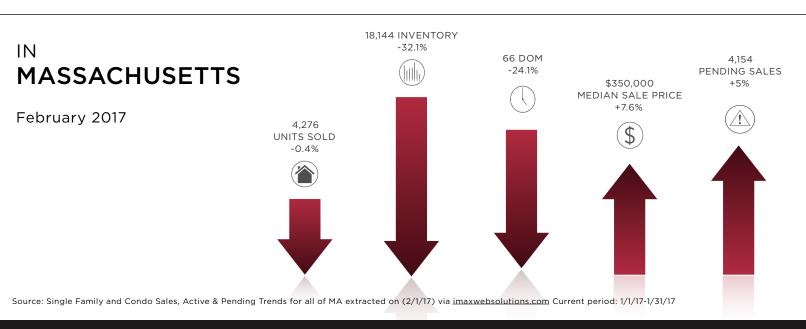


## FEBRUARY MARKET OVERVIEW

"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%.





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

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





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

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





<b>SOUTH BOSTON</b> 2017 2016	UNITS SOLD 34 29	INVENTORY 102 124	DOM 58 49	MEDIAN \$ \$671,250 \$590,000	PENDING 38 35	UNITS +17.2%	MEDIAN \$ +13.8%
<b>SOUTH END</b> 2017 2016	UNITS SOLD 27 37	INVENTORY 89 98	DOM 73 54	MEDIAN \$ \$980,000 \$776,000	PENDING 19 21	UNITS -27%	MEDIAN \$ +26.2%
<b>WATERFRONT</b> 2017 2016	UNITS SOLD 7 9	INVENTORY 42 49	DOM 60 38	MEDIAN \$ \$1,268,750 \$655,500	PENDING 9 8	UNITS -22.2%	MEDIAN \$ +93.5%
WEST ROXBURY 2017 2016	UNITS SOLD 15 19	INVENTORY 41 58	DOM 31 34	MEDIAN \$ \$460,000 \$395,000	PENDING 16 13	UNITS -21.1%	MEDIAN \$ +16.5%

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





NUMBER OF UNITS SOLD -38.1% 2017 13 UNITS 2016 21 UNITS TOTAL INVENTORY -37.1% 2017 22 UNITS 35 UNITS 2016 MEDIAN SALE PRICE -15.2% 2017 \$657,000 \$775,000 2016 AVERAGE DAYS ON MARKET +70.6%

2017 49 DAYS
2016 29 DAYS

PENDING SALES +8.3%

2017 13 UNITS 2016 12 UNITS

2016 12 UNITS

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





NUMBER OF UNITS SOLD

-53.8%

2017 6 UNITS

**+** 

2016 13 UNITS

TOTAL INVENTORY \_\_\_\_\_\_ -40.5%

2017 25 UNITS

2016 42 UNITS



MEDIAN SALE PRICE -

+17.8%

\$591,500



2016 \$502,000

AVERAGE DAYS ON MARKET ------+64.1%

2017 24 DAYS



**2016** 14 DAYS

+13.3%



**2016** 15 UNITS

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



NUMBER OF UNITS SOLD -- -14.3%
2017 6 UNITS

2016 7 UNITS

2017 16 UNITS

2016 24 UNITS

MEDIAN SALE PRICE +12.3%

\$915,000

2016 \$815,000

AVERAGE DAYS ON MARKET — +51.3%

2017 44 DAYS

2016 29 DAYS

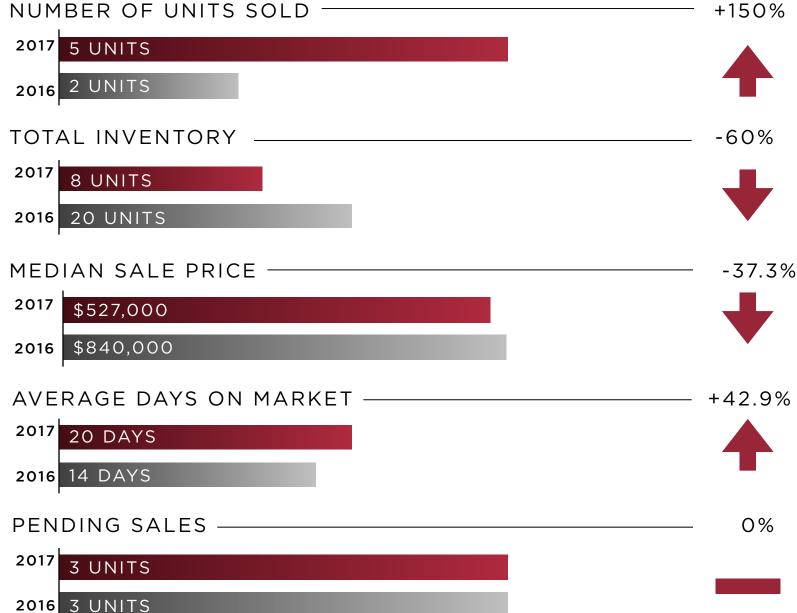
PENDING SALES ------+166.7%

2017 8 UNITS

2016 3 UNITS

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





**RE//IEX**° LEADING EDGE

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



NUMBER OF UNITS SOLD -+300% 2017 4 UNITS 2016 1 UNITS TOTAL INVENTORY \_\_\_\_\_ 0% 2017 2 UNIT 2016 2 UNITS MEDIAN SALE PRICE -+0.2% 2017 \$852,000 2016 \$850,000 AVERAGE DAYS ON MARKET +100% 2017 **2016** 91 DAYS PENDING SALES ———— +100%

RE//INX°
LEADING EDGE

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

2017

2016 1 UNITS



2017 3 UNITS

02.57

2016 8 UNITS

**+** 

2017 22 UNITS

12 /0

2016 25 UNITS



MEDIAN SALE PRICE +31.6%

\$1,925,000



2016 \$1,462,500



AVERAGE DAYS ON MARKET ------+159.9%

2017 46 DAYS



PENDING SALES -----+100%

2017 8 UNITS

2016 4 UNITS

2016 17 DAYS

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



NUMBER OF UNITS SOLD -

-3.4%

2017 28 UNITS

**+** 

2016 29 UNITS

TOTAL INVENTORY \_\_\_\_\_\_ +6.3%

67 UNITS



2016 63 UNITS

+15.5%

MEDIAN SALE PRICE



\$704,500

2016 \$610,000

+22.8%

AVERAGE DAYS ON MARKET -



2017 52 DAYS

**2016** 42 DAYS

+100%

PENDING SALES
2017 30 UNITS

2016 15 UNITS

1

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



+9.1%

2017 12 UNITS

2016 11 UNITS

TOTAL INVENTORY -27.8%

2017 13 UNITS

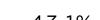
18 UNITS 2016



MEDIAN SALE PRICE +98.8%

2017 \$2,525,000

\$1,270,000 2016



AVERAGE DAYS ON MARKET -43.1%

2017 36 DAYS



**2016** 64 DAYS

-60%

PENDING SALES -

2017 2 UNITS



5 UNITS 2016

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



NUMBER OF UNITS SOLD ————————————————————————————————————	+33.3%
2017 20 UNITS	
2016 15 UNITS	
TOTAL INVENTORY —	-19.1%
55 UNITS	
2016 68 UNITS	
MEDIAN SALE PRICE	+11.1%
\$1,171,944	
2016 \$1,055,000	
AVERAGE DAYS ON MARKET ———————	-24.7%
2017 58 DAYS	
2016 77 DAYS	
PENDING SALES	+21.4%
2017 17 UNITS	
2016 14 UNITS	

**RF//IPX**° LEADING EDGE

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



NUMBER OF UNITS SOLD —	+40%
7 UNITS	
2016 5 UNITS	
TOTAL INVENTORY	+7.1%
30 UNITS	
2016 28 UNITS	T
MEDIAN SALE PRICE —	+19.5%
\$657,000	
2016 \$550,000	•
AVERAGE DAYS ON MARKET ————————————————————————————————————	-4.4%
95 DAYS	1
2016 95 DAYS	
PENDING SALES ————————————————————————————————————	+233.3%

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

590 Main Street, Lynnfield | 781.325.7002

LeadingEdgeAgents.com

2017

2016

10 UNITS

3 UNITS





2016 24 UNITS

TOTAL INVENTORY — -39%

2017 25 UNITS

2016 41 UNITS

MEDIAN SALE PRICE +3.8%

2017 \$485,000

2016 \$467,450

AVERAGE DAYS ON MARKET \_\_\_\_\_\_ -67.7%

2017 24 DAYS

2016 76 DAYS

2017 17 LINITS

2017 17 UNITS 2016 14 UNITS

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





NUMBER OF UNITS SOLD -- 28.6%
2017 10 UNITS
2016 14 UNITS

2017 27 UNITS

2016 38 UNITS

MEDIAN SALE PRICE +3.9%

\$403,500

2016 \$388,500

AVERAGE DAYS ON MARKET — -43.1%

2017 22 DAYS

2016 39 DAYS

2017 13 UNITS

2016 16 UNITS

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





NUMBER OF UNITS SOLD — 0%
2017 8 UNITS

2016 8 UNITS

TOTAL INVENTORY — -41.7%

7 UNITS

2016 12 UNITS

MEDIAN SALE PRICE +25.2%

\$745,000

2016 \$595,000

AVERAGE DAYS ON MARKET — -71.8%

2017 23 DAYS

2016 81 DAYS

PENDING SALES — -25%

2017 3 UNITS

2016 4 UNITS

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





NUMBER OF UNITS SOLD -35% 2017 13 UNITS 2016 20 UNITS TOTAL INVENTORY --31.4% 2017 24 UNITS 35 UNITS 2016 MEDIAN SALE PRICE -+18.1% 2017 \$662,000 2016 \$560,500 AVERAGE DAYS ON MARKET --74.3% 2017 25 DAYS 2016 100 DAYS PENDING SALES -+40% 2017 14 UNITS

536 Main Street, Melrose | 781.979.0100

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

LeadingEdgeAgents.com

10 UNITS

2016





NUMBER OF UNITS SOLD -+10.3%

2017 32 UNITS

2016 29 UNITS

TOTAL INVENTORY — -34.3%

2017 113 UNITS

2016 172 UNITS

MEDIAN SALE PRICE --2.8%

2017 \$957,000

2016 \$985,000

AVERAGE DAYS ON MARKET --29.2%

2017 37 DAYS

**2016** 53 DAYS

PENDING SALES —— +29.2%

2017 31 UNITS

2016 24 UNITS Source: MLSPIN via Terradatum. Single Family for period ending 1/31/17



2016 11 UNITS

TOTAL INVENTORY — -8.6%

32 UNITS

2016 35 UNITS

\$441,000

2016 \$465,000

AVERAGE DAYS ON MARKET — -44.8%

2017 38 DAYS

2016 69 DAYS

2017 9 UNITS

2016 11 UNITS

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

0%



-50% NUMBER OF UNITS SOLD 2017 2 UNITS 2016 4 UNITS TOTAL INVENTORY --29.2% 2017 17 UNITS 24 UNITS 2016 MEDIAN SALE PRICE -+46.1% 2017 \$715,000 \$489,500 2016 AVERAGE DAYS ON MARKET --12% 2017 40 DAYS **2016** 46 DAYS PENDING SALES — 0% 2017 2 UNITS 2016 2 UNITS

20 Holland Street, Somerville | 617.623.1140 LeadingEdgeAgents.com

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





2017 25 UNITS
2016 21 UNITS

TOTAL INVENTORY — +32.3%

2017 86 UNITS
2016 65 UNITS

MEDIAN SALE PRICE +1.8%

2017 \$620,000
2016 \$609,300

2016 55 DAYS

PENDING SALES +83.3%

2017 33 UNITS 2016 18 UNITS

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





NUMBER OF UNITS SOLD -13.3% 2017 13 UNITS 2016 15 UNITS TOTAL INVENTORY --29.7% 2017 26 UNITS 37 UNITS 2016 MEDIAN SALE PRICE -+56.2% 2017 \$1,250,000 \$800,000 2016 AVERAGE DAYS ON MARKET --69.2% 2017 29 DAYS **2016** 96 DAYS

1

+71.4%

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

PENDING SALES -

12 UNITS

2016 7 UNITS

2017



NUMBER OF UNITS SOLD — -41.2%

2017 10 UNITS

2016 17 UNITS



2017 22 UNITS

2016 39 UNITS



<sup>2017</sup> \$560,500

2016 \$400,000

AVERAGE DAYS ON MARKET — +3.2%

2017 74 DAYS

2016 71 DAYS

2017 10 UNITS

2016 12 UNITS

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





NUMBER OF UNITS SOLD +8.3% 2017 13 UNITS 2016 12 UNITS TOTAL INVENTORY --6.1% 2017 31 UNITS 33 UNITS 2016 MEDIAN SALE PRICE -+15.5% 2017 \$509,000 \$440,750 2016 AVERAGE DAYS ON MARKET -+62.5% 2017 78 DAYS

2017 8 UNITS

2016 12 UNITS

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

**2016** 48 DAYS

PENDING SALES —



-33.3%



1

2016 26 UNITS

TOTAL INVENTORY — -42.3%

41 UNITS



2016 71 UNITS

2017 \$505,000

MEDIAN SALE PRICE -



2016 \$463,300

AVERAGE DAYS ON MARKET — -37.8%

2017 48 DAYS



2016 78 DAYS

PENDING SALES +50%

2017 21 UNITS

2016 14 UNITS

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





NUMBER OF UNITS SOLD

-17.6%

2017 14 UNITS

**+** 

2016 17 UNITS

TOTAL INVENTORY \_\_\_\_\_\_ -53.8%

2017 24 UNITS



**2016** 52 UNITS

+1.9%

\$436,750

MEDIAN SALE PRICE



2016 \$428,750

-64%

2017 18 DAYS

AVERAGE DAYS ON MARKET -



2016 52 DAYS

-29.4%

PENDING SALES ——



2017 12 UNITS

**2016** 17 UNITS

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



NUMBER OF UNITS SOLD

2017 1 UNITS
2016 2 UNITS

TOTAL INVENTORY — -62.5%

2017 3 UNITS
2016 8 UNITS

MEDIAN SALE PRICE +23.2%

2017 \$790,000 2016 \$641,250

AVERAGE DAYS ON MARKET -----+ +520%

2017 31 DAYS

PENDING SALES — -100%

2017 1 UNIT

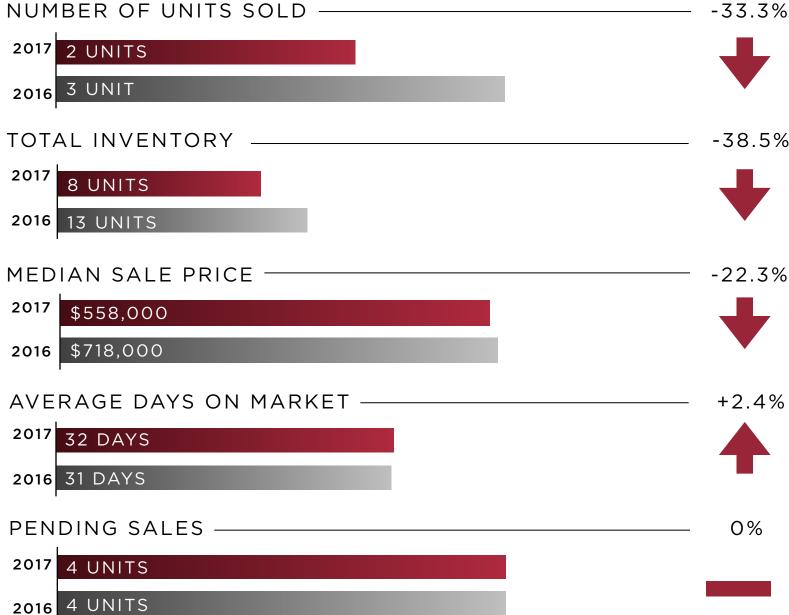
2016 1 UNITS

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



**2016** 5 DAYS





142 Galen Street, Watertown | 617.926.5400 LeadingEdgeAgents.com

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

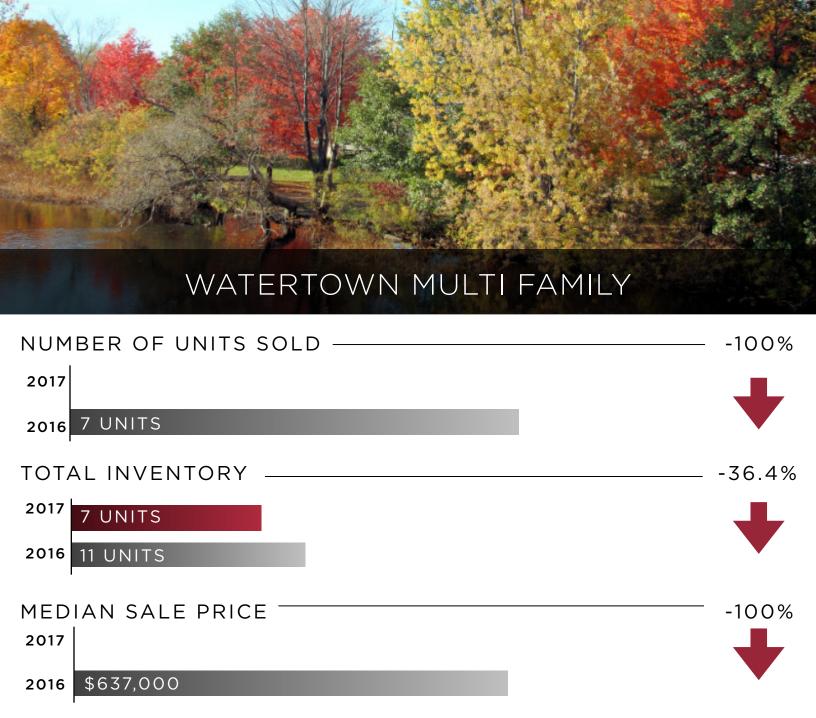




0% NUMBER OF UNITS SOLD 2017 14 UNITS 2016 14 UNITS TOTAL INVENTORY — -11.4% 2017 39 UNITS 44 UNITS 2016 MEDIAN SALE PRICE -+29.5% 2017 \$452,000 2016 \$349,000 AVERAGE DAYS ON MARKET -+11.4% 2017 33 DAYS **2016** 29 DAYS PENDING SALES —— +26.7% 2017 19 UNITS 2016 15 UNITS

RE/MEX°
LEADING EDGE

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



AVERAGE DAYS ON MARKET — -80.8%

2017 7 DAYS

2016 37 DAYS



2017 5 UNITS

2016 4 UNITS

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





NUMBER OF UNITS SOLD —	- +10%
2017 11 UNITS	
2016 10 UNITS	
TOTAL INVENTORY —	<b>-13.7%</b>
44 UNITS	1
2016 51 UNITS	
MEDIAN SALE PRICE —	- +14%
<b>2017</b> \$1,105,000	
2016 \$969,500	
AVERAGE DAYS ON MARKET —	-16.9%
2017 51 DAYS	
2016 61 DAYS	
PENDING SALES —	- +36.4%
2017 15 UNITS	

2 Mount Vernon Street, Winchester | 781.729.5505 LeadingEdgeAgents.com

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

