



JANUARY

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MARKET REPORT

RE/MAX<sup>®</sup>  
LEADING EDGE

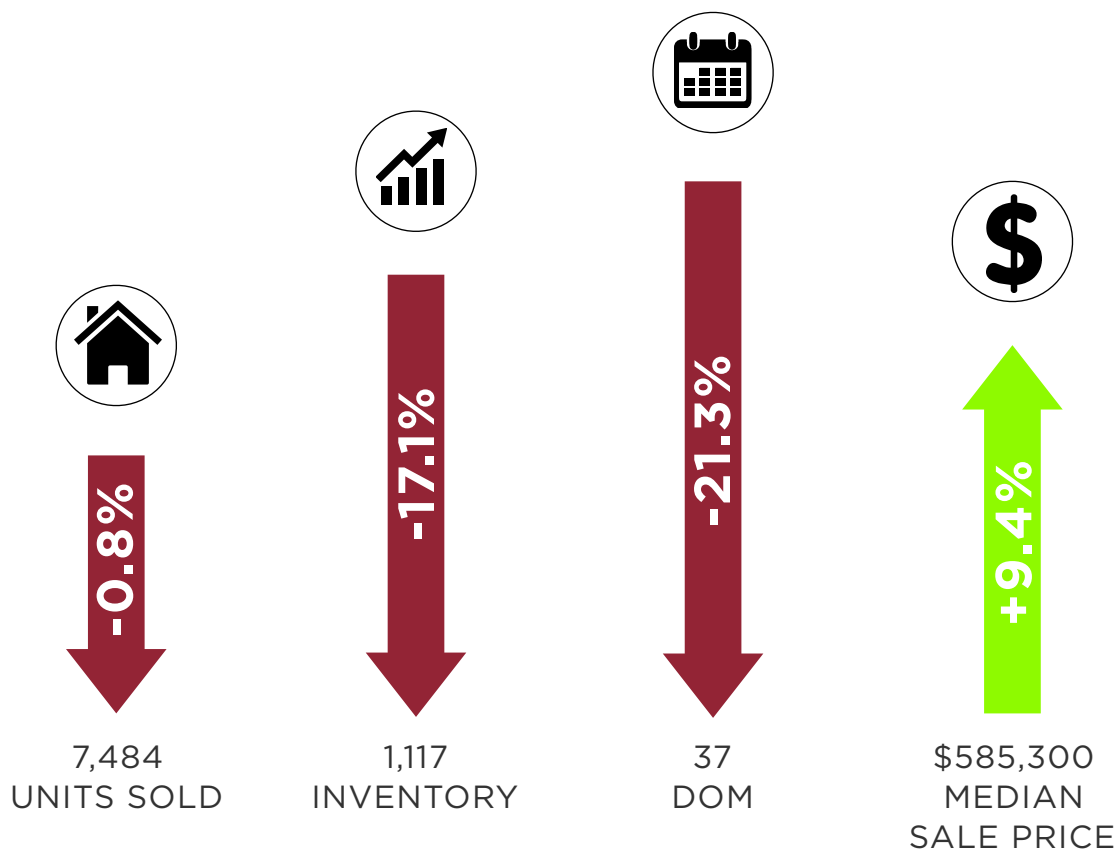


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“It is counter-intuitive, but folks who put their home on the market early often do better than if they wait for the azaleas to bloom in May. Why? More competing properties can adversely affect your price. Big data tells us that in Boston, the best time to sell is between March Madness and the Master’s. Call a wise and trustworthy RE/MAX Leading Edge agent to prepare your home to get a head start,” reports Linda O’Koniewski, CEO of RE/MAX Leading Edge. “Also, we are eager to see if buyer behavior changes with the new tax plan.”

**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 **-17.7%**. The number of days on market is also down **-21.3%** while median sale prices remain up **+9.4%** at \$585,300.**



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 12/31/17 vs prior time period









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# BOSTON

BACK BAY

SINGLE FAMILY	UNITS SOLD	INVENTORY	DOM	MEDIAN \$	UNITS	MEDIAN \$
2017	8	3	161	\$4,958,500		
2016	6	5	132	\$4,285,000	<b>33.3%</b>	<b>15.7%</b>
CONDO	UNITS SOLD	INVENTORY	DOM	MEDIAN \$	UNITS	MEDIAN \$
2017	340	96	48	\$1,112,500		
2016	386	86	61	\$1,050,000	<b>-11.6%</b>	<b>6%</b>

BEACON HILL

SINGLE FAMILY	UNITS SOLD	INVENTORY	DOM	MEDIAN \$	UNITS	MEDIAN \$
2017	22	14	128	\$3,322,500		
2016	16	11	98	\$3,150,000	<b>37.5%</b>	<b>5.5%</b>
CONDO	UNITS SOLD	INVENTORY	DOM	MEDIAN \$	UNITS	MEDIAN \$
2017	140	35	52	\$952,500		
2016	128	38	45	\$720,000	<b>9.4%</b>	<b>32.3%</b>











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# BOSTON

CHARLESTOWN

SINGLE FAMILY	UNITS SOLD	INVENTORY	DOM	MEDIAN \$	UNITS	MEDIAN \$
2017	69	9	27	\$1,075,000		
2016	53	7	42	\$1,200,000	<b>30.2%</b>	<b>-10.4%</b>
CONDO	UNITS SOLD	INVENTORY	DOM	MEDIAN \$	UNITS	MEDIAN \$
2017	219	26	34	\$690,000		
2016	242	27	35	\$601,000	<b>-9.5%</b>	<b>14.8%</b>

DORCHESTER

SINGLE FAMILY	UNITS SOLD	INVENTORY	DOM	MEDIAN \$	UNITS	MEDIAN \$
2017	64	10	46	\$511,500		
2016	74	16	47	\$441,000	<b>-13.5%</b>	<b>16%</b>
CONDO	UNITS SOLD	INVENTORY	DOM	MEDIAN \$	UNITS	MEDIAN \$
2017	209	31	33	\$430,000		
2016	161	31	43	\$379,000	<b>29.8%</b>	<b>13.5%</b>









# BOSTON

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FENWAY

SINGLE FAMILY	UNITS SOLD	INVENTORY	DOM	MEDIAN \$	UNITS	MEDIAN \$
2017	1	0	12	\$2,162,500	-	-
2016	0	0	0	\$0	<b>0%</b>	<b>0%</b>
CONDO	UNITS SOLD	INVENTORY	DOM	MEDIAN \$	UNITS	MEDIAN \$
2017	114	13	20	\$571,000		
2016	77	12	26	\$491,500	<b>48.1%</b>	<b>16.2%</b>





NORTH END

SINGLE FAMILY	UNITS SOLD	INVENTORY	DOM	MEDIAN \$	UNITS	MEDIAN \$
2017	2	0	46	\$962,500	-	-
2016	0	0	0	\$0	<b>0%</b>	<b>0%</b>
CONDO	UNITS SOLD	INVENTORY	DOM	MEDIAN \$	UNITS	MEDIAN \$
2017	61	14	42	\$623,000		
2016	77	13	37	\$575,000	<b>-20.8%</b>	<b>8.3%</b>







# ROXBURY

SINGLE FAMILY	UNITS SOLD	INVENTORY	DOM	MEDIAN \$	UNITS	MEDIAN \$
2017	8	3	30	\$526,250		
2016	10	7	52	\$476,250	<b>-20%</b>	<b>10.5%</b>
CONDO	UNITS SOLD	INVENTORY	DOM	MEDIAN \$	UNITS	MEDIAN \$
2017	31	12	68	\$338,000		
2016	36	14	59	\$365,000	<b>-13.9%</b>	<b>-7.4%</b>

# SEAPORT




SINGLE FAMILY	UNITS SOLD	INVENTORY	DOM	MEDIAN \$	UNITS	MEDIAN \$
2017	0	0	0	\$0	-	-
2016	0	0	0	\$0	<b>0%</b>	<b>0%</b>
CONDO	UNITS SOLD	INVENTORY	DOM	MEDIAN \$	UNITS	MEDIAN \$
2017	39	18	45	\$970,000		
2016	69	15	56	\$845,000	<b>-43.5%</b>	<b>14.8%</b>





# SOUTH BOSTON

SINGLE FAMILY	UNITS SOLD	INVENTORY	DOM	MEDIAN \$	UNITS	MEDIAN \$
2017	49	10	45	\$850,000		
2016	52	11	35	\$700,000	<b>-5.8%</b>	<b>21.4%</b>
CONDO	UNITS SOLD	INVENTORY	DOM	MEDIAN \$	UNITS	MEDIAN \$
2017	539	106	37	\$675,000		
2016	535	76	44	\$645,000	<b>0.7%</b>	<b>4.7%</b>

SINGLE FAMILY	UNITS SOLD	INVENTORY	DOM	MEDIAN \$	UNITS	MEDIAN \$
2017	30	11	90	\$2,632,500	-	
2016	30	9	75	\$2,737,500	<b>0%</b>	<b>-3.8%</b>
CONDO	UNITS SOLD	INVENTORY	DOM	MEDIAN \$	UNITS	MEDIAN \$
2017	487	70	35	\$929,000		
2016	474	70	35	\$837,500	<b>2.7%</b>	<b>10.9%</b>











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BOSTON

WATERFRONT

SINGLE FAMILY	UNITS SOLD	INVENTORY	DOM	MEDIAN \$	UNITS	MEDIAN \$
2017	0	0	0	\$0	-	-
2016	0	0	0	\$0	<b>0%</b>	<b>0%</b>
CONDO	UNITS SOLD	INVENTORY	DOM	MEDIAN \$	UNITS	MEDIAN \$
2017	134	49	59	\$1,136,472		
2016	137	42	61	\$875,000	<b>-2.2%</b>	<b>29.9%</b>

WEST ROXBURY

SINGLE FAMILY	UNITS SOLD	INVENTORY	DOM	MEDIAN \$	UNITS	MEDIAN \$
2017	208	26	34	\$580,500		
2016	204	29	45	\$527,000	<b>2%</b>	<b>10.2%</b>
CONDO	UNITS SOLD	INVENTORY	DOM	MEDIAN \$	UNITS	MEDIAN \$
2017	84	12	27	\$375,000		
2016	85	15	48	\$345,000	<b>-1.2%</b>	<b>8.7%</b>





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SINGLE FAMILIES	2016	2017	% CHANGE
Number of Units Sold	286	276	<b>-3.5%</b>
Total Inventory	22	18	<b>-18.1%</b>
Median Sale Price	\$709,750	\$750,000	<b>5.7%</b>
Average Days on Market	25	21	<b>-16%</b>

CONDOS	2016	2017	% CHANGE
Number of Units Sold	273	235	<b>-13.9%</b>
Total Inventory	20	15	<b>-25%</b>
Median Sale Price	\$510,000	\$569,000	<b>11.6%</b>
Average Days on Market	25	17	<b>-32%</b>

319 Massachusetts Ave, Arlington | 781.643.0430 | [LeadingEdgeAgents.com](http://LeadingEdgeAgents.com)

Source: MLSPIN via IMAX. *Single family and condo homes* in Arlington for last 12 months ending 12/31/17 vs prior time period

ARLINGTON





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SINGLE FAMILIES	2016	2017	% CHANGE
Number of Units Sold	121	140	<b>15.7%</b>
Total Inventory	18	14	<b>-22.2%</b>
Median Sale Price	\$1,010,000	\$1,039,000	<b>2.9%</b>
Average Days on Market	42	39	<b>-7.1%</b>

CONDOS	2016	2017	% CHANGE
Number of Units Sold	98	69	<b>-29%</b>
Total Inventory	11	9	<b>-18.1%</b>
Median Sale Price	\$525,000	\$605,000	<b>15.2%</b>
Average Days on Market	37	8	<b>-24.3%</b>

MULTI FAMILIES	2016	2017	% CHANGE
Number of Units Sold	23	36	<b>56.5%</b>
Total Inventory	4	2	<b>-50%</b>
Median Sale Price	\$859,000	\$939,500	<b>9.4%</b>
Average Days on Market	36	24	<b>-33.3%</b>

84 Leonard Street, Belmont | 617.484.1900 | [LeadingEdgeAgents.com](http://LeadingEdgeAgents.com)

Source: MLSPIN via IMAX. Single family, condo and multi family homes in Belmont for last 12 months ending 12/31/17 vs prior time period





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SINGLE FAMILIES	2016	2017	% CHANGE
Number of Units Sold	97	97	0%
Total Inventory	18	13	-27.7%
Median Sale Price	\$1,430,000	\$1,455,000	1.7%
Average Days on Market	31	26	-16.1%

CONDOS	2016	2017	% CHANGE
Number of Units Sold	671	608	-9.4%
Total Inventory	59	64	8.4%
Median Sale Price	\$695,000	\$750,000	7.9%
Average Days on Market	27	25	-7.4%

MULTI FAMILIES	2016	2017	% CHANGE
Number of Units Sold	91	77	-15.4%
Total Inventory	18	11	-38.8%
Median Sale Price	\$1,270,000	\$1,465,000	15.4%
Average Days on Market	38	30	-21.1%

2 Brattle Square, Cambridge | 617.494.4400 | [LeadingEdgeAgents.com](http://LeadingEdgeAgents.com)

Source: MLSPIN via IMAX. Single family, condo and multi family homes in Cambridge for last 12 months ending 12/31/17 vs prior time period



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SINGLE FAMILIES	2016	2017	% CHANGE
Number of Units Sold	355	339	<b>-4.5%</b>
Total Inventory	69	59	<b>-14.4%</b>
Median Sale Price	\$1,080,000	\$1,150,008	<b>6.5%</b>
Average Days on Market	58	49	<b>-15.5%</b>

CONDOS	2016	2017	% CHANGE
Number of Units Sold	51	65	<b>27.5%</b>
Total Inventory	7	9	<b>28.5%</b>
Median Sale Price	\$558,000	\$713,500	<b>27.9%</b>
Average Days on Market	25	26	<b>4%</b>

1756 Massachusetts Ave, Lexington | 781.778.7063 | [LeadingEdgeAgents.com](http://LeadingEdgeAgents.com)

Source: MLSPIN via IMAX. *Single family and condo homes* in Lexington for last 12 months ending 12/31/17 vs prior time period





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## SINGLE FAMILIES

### 2016

### 2017

### % CHANGE

Number of Units Sold	121	157	<b>29.8%</b>
Total Inventory	31	38	<b>22.5%</b>
Median Sale Price	\$635,000	\$642,500	<b>1.2%</b>
Average Days on Market	54	47	<b>-13%</b>

## CONDOS

### 2016

### 2017

### % CHANGE

Number of Units Sold	28	30	<b>7.1%</b>
Total Inventory	9	6	<b>-33.3%</b>
Median Sale Price	\$435,000	\$515,500	<b>18.5%</b>
Average Days on Market	181	68	<b>-62.4%</b>

LeadingEdgeAgents.com

Source: MLSPIN via IMAX. Single family and condo homes in Lynnfield for last 12 months ending 12/31/17 vs prior time period



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## SINGLE FAMILIES

	2016	2017	% CHANGE
Number of Units Sold	281	275	<b>-2.1%</b>
Total Inventory	29	24	<b>-17.2%</b>
Median Sale Price	\$515,500	\$599,000	<b>16.2%</b>
Average Days on Market	36	24	<b>-33.3%</b>

## CONDOS

	2016	2017	% CHANGE
Number of Units Sold	228	215	<b>-5.7%</b>
Total Inventory	26	17	<b>-34.6%</b>
Median Sale Price	\$430,000	\$480,000	<b>11.6%</b>
Average Days on Market	36	24	<b>-33.3%</b>

## MULTI FAMILIES

	2016	2017	% CHANGE
Number of Units Sold	109	83	<b>-23.9%</b>
Total Inventory	12	7	<b>-41.6%</b>
Median Sale Price	\$650,000	\$757,000	<b>16.5%</b>
Average Days on Market	34	23	<b>-32.4%</b>

LeadingEdgeAgents.com

Source: MLSPIN via IMAX. Single family, condo and multi family homes in Medford for last 12 months ending 12/31/17 vs prior time period

PREPARED MEDFORD





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SINGLE FAMILIES	2016	2017	% CHANGE
Number of Units Sold	268	209	-22%
Total Inventory	27	19	-29.6%
Median Sale Price	\$552,500	\$617,000	11.7%
Average Days on Market	35	27	-22.9%

CONDOS	2016	2017	% CHANGE
Number of Units Sold	114	98	-14%
Total Inventory	13	8	-38.4%
Median Sale Price	\$384,000	\$367,875	-4.2%
Average Days on Market	36	23	-36.1%

MULTI FAMILIES	2016	2017	% CHANGE
Number of Units Sold	31	27	-12.9%
Total Inventory	6	3	-50%
Median Sale Price	\$620,000	\$650,000	4.8%
Average Days on Market	42	23	-45.2%

536 Main Street, Melrose | 781.979.0100 | [LeadingEdgeAgents.com](http://LeadingEdgeAgents.com)

Source: MLSPIN via IMAX. *Single family, condo and multi family homes* in Melrose for last 12 months ending 12/31/17 vs prior time period





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## LEADING EDGE

SINGLE FAMILIES	2016	2017	% CHANGE
Number of Units Sold	551	593	<b>7.6%</b>
Total Inventory	126	121	<b>-3.9</b>
Median Sale Price	\$1,100,000	\$1,200,000	<b>9.1%</b>
Average Days on Market	45	39	<b>-13.3%</b>

CONDOS	2016	2017	% CHANGE
Number of Units Sold	350	357	<b>2%</b>
Total Inventory	65	46	<b>-29.2%</b>
Median Sale Price	\$692,250	\$730,000	<b>5.5%</b>
Average Days on Market	42	35	<b>-16.7%</b>

MULTI FAMILIES	2016	2017	% CHANGE
Number of Units Sold	48	60	<b>25%</b>
Total Inventory	15	12	<b>-20%</b>
Median Sale Price	\$940,750	\$939,000	<b>-0.2%</b>
Average Days on Market	35	23	<b>-34.4%</b>

LeadingEdgeAgents.com

Source: MLSPIN via IMAX. Single family and condo homes in Newton for last 12 months ending 12/31/17 vs prior time period





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SINGLE FAMILIES	2016	2017	% CHANGE
Number of Units Sold	223	255	<b>14.3%</b>
Total Inventory	32	28	<b>-12.5%</b>
Median Sale Price	\$525,000	\$595,000	<b>13.3%</b>
Average Days on Market	39	29	<b>-25.6%</b>

CONDOS	2016	2017	% CHANGE
Number of Units Sold	151	136	<b>-9.9%</b>
Total Inventory	23	21	<b>-8.7%</b>
Median Sale Price	\$437,890	\$454,375	<b>3.8%</b>
Average Days on Market	110	41	<b>-62.7%</b>

248 Main Street, Reading | 781.944.6060 | [LeadingEdgeAgents.com](http://LeadingEdgeAgents.com)

Source: MLSPIN via IMAX. *Single family and condo homes* in Reading for last 12 months ending 12/31/17 vs prior time period



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SOMERVILLE

SINGLE FAMILIES	2016	2017	% CHANGE
Number of Units Sold	87	84	<b>-3.4%</b>
Total Inventory	18	11	<b>-38.8%</b>
Median Sale Price	\$725,000	\$735,000	<b>1.4%</b>
Average Days on Market	41	31	<b>-24.4%</b>

CONDOS	2016	2017	% CHANGE
Number of Units Sold	488	462	<b>-5.3%</b>
Total Inventory	64	64	<b>0%</b>
Median Sale Price	\$595,250	\$650,000	<b>9.2%</b>
Average Days on Market	35	32	<b>-8.6%</b>

MULTI FAMILIES	2016	2017	% CHANGE
Number of Units Sold	167	175	<b>4.8%</b>
Total Inventory	31	25	<b>-19.3%</b>
Median Sale Price	\$899,900	\$1,050,000	<b>16.7%</b>
Average Days on Market	48	25	<b>-47.9%</b>

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Source: MLSPIN via IMAX. Single family, condo and multi family homes in Somerville for last 12 months ending 12/31/17 vs prior time period





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STONEHAM

<b>SINGLE FAMILIES</b>	<b>2016</b>	<b>2017</b>	<b>% CHANGE</b>
Number of Units Sold	187	176	<b>-5.9%</b>
Total Inventory	30	22	<b>-26.6%</b>
Median Sale Price	\$489,000	\$536,900	<b>9.8%</b>
Average Days on Market	46	39	<b>-15.2%</b>

<b>CONDOS</b>	<b>2016</b>	<b>2017</b>	<b>% CHANGE</b>
Number of Units Sold	104	107	<b>2.9%</b>
Total Inventory	13	9	<b>-30.7%</b>
Median Sale Price	\$258,000	\$315,000	<b>22.1%</b>
Average Days on Market	35	23	<b>-34.3%</b>

<b>MULTI FAMILIES</b>	<b>2016</b>	<b>2017</b>	<b>% CHANGE</b>
Number of Units Sold	16	17	<b>6.3%</b>
Total Inventory	2	2	<b>0%</b>
Median Sale Price	\$559,000	\$559,000	<b>0%</b>
Average Days on Market	44	16	<b>-63.6%</b>

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Source: MLSPIN via IMAX. Single family, condo and multi family homes in Stoneham for last 12 months ending 12/31/17 vs prior time period



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SINGLE FAMILIES	2016	2017	% CHANGE
Number of Units Sold	231	225	<b>-2.6%</b>
Total Inventory	34	25	<b>-26.4%</b>
Median Sale Price	\$485,000	\$520,000	<b>7.2%</b>
Average Days on Market	47	32	<b>-31.9%</b>

CONDOS	2016	2017	% CHANGE
Number of Units Sold	83	89	<b>7.2%</b>
Total Inventory	10	9	<b>-10%</b>
Median Sale Price	\$389,900	\$372,500	<b>-4.5%</b>
Average Days on Market	42	24	<b>-42.9%</b>

MULTI FAMILIES	2016	2017	% CHANGE
Number of Units Sold	20	18	<b>-10%</b>
Total Inventory	3	4	<b>33.3%</b>
Median Sale Price	\$544,000	\$554,625	<b>2%</b>
Average Days on Market	43	37	<b>-14%</b>

25 Tuttle Street, Wakefield | 781.245.8100 | [LeadingEdgeAgents.com](http://LeadingEdgeAgents.com)

Source: MLSPIN via IMAX. *Single family, condo and multi family homes* in Wakefield for last 12 months ending 12/31/17 vs prior time period





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SINGLE FAMILIES	2016	2017	% CHANGE
Number of Units Sold	377	316	<b>-16.2%</b>
Total Inventory	49	31	<b>-36.7%</b>
Median Sale Price	\$525,000	\$582,000	<b>10.9%</b>
Average Days on Market	39	33	<b>-15.4%</b>

CONDOS	2016	2017	% CHANGE
Number of Units Sold	283	268	<b>-5.3%</b>
Total Inventory	20	20	<b>0%</b>
Median Sale Price	\$440,000	\$456,500	<b>3.8%</b>
Average Days on Market	34	25	<b>-26.5%</b>

MULTI FAMILIES	2016	2017	% CHANGE
Number of Units Sold	39	44	<b>12.8%</b>
Total Inventory	7	7	<b>0%</b>
Median Sale Price	\$625,000	\$675,500	<b>8.1%</b>
Average Days on Market	38	26	<b>-31.6%</b>

LeadingEdgeAgents.com

Source: MLSPIN via IMAX. Single family, condo and multi family homes in Waltham for last 12 months ending 12/31/17 vs prior time period





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WATERTOWN

<b>SINGLE FAMILIES</b>	<b>2016</b>	<b>2017</b>	<b>% CHANGE</b>
Number of Units Sold	95	86	<b>-9.5%</b>
Total Inventory	9	10	<b>11.1%</b>
Median Sale Price	\$621,000	\$644,500	<b>3.8%</b>
Average Days on Market	33	25	<b>-24.2%</b>

<b>CONDOS</b>	<b>2016</b>	<b>2017</b>	<b>% CHANGE</b>
Number of Units Sold	243	211	<b>-13.2%</b>
Total Inventory	29	19	<b>-34.4%</b>
Median Sale Price	\$460,000	\$535,000	<b>16.3%</b>
Average Days on Market	36	27	<b>-25%</b>

<b>MULTI FAMILIES</b>	<b>2016</b>	<b>2017</b>	<b>% CHANGE</b>
Number of Units Sold	62	54	<b>-12.8%</b>
Total Inventory	6	6	<b>0%</b>
Median Sale Price	\$707,000	\$783,700	<b>10.8%</b>
Average Days on Market	24	22	<b>-8.3%</b>

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Source: MLSPIN via IMAX. Single family, condo and multi family homes in Watertown for last 12 months ending 12/31/17 vs prior time period





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WINCHESTER

SINGLE FAMILIES	2016	2017	% CHANGE
Number of Units Sold	228	240	<b>5.3%</b>
Total Inventory	50	46	<b>-8%</b>
Median Sale Price	\$1,062,500	\$1,095,000	<b>3.1%</b>
Average Days on Market	48	41	<b>-14.6%</b>

CONDOS	2016	2017	% CHANGE
Number of Units Sold	81	89	<b>9.9%</b>
Total Inventory	18	17	<b>-5.5%</b>
Median Sale Price	\$525,000	\$573,885	<b>9.3%</b>
Average Days on Market	43	37	<b>-14%</b>

2 Mount Vernon Street, Winchester | 781.729.5505 | [LeadingEdgeAgents.com](http://LeadingEdgeAgents.com)

Source: MLSPIN via IMAX. Single family and condo homes in Winchester for last 12 months ending 12/31/17 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, 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.

[info@leadingedgeagents.com](mailto:info@leadingedgeagents.com)

[leadingedgeagents.com](http://leadingedgeagents.com)



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

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