



JULY 2018

Market Report

LEADING EDGE
REAL ESTATE



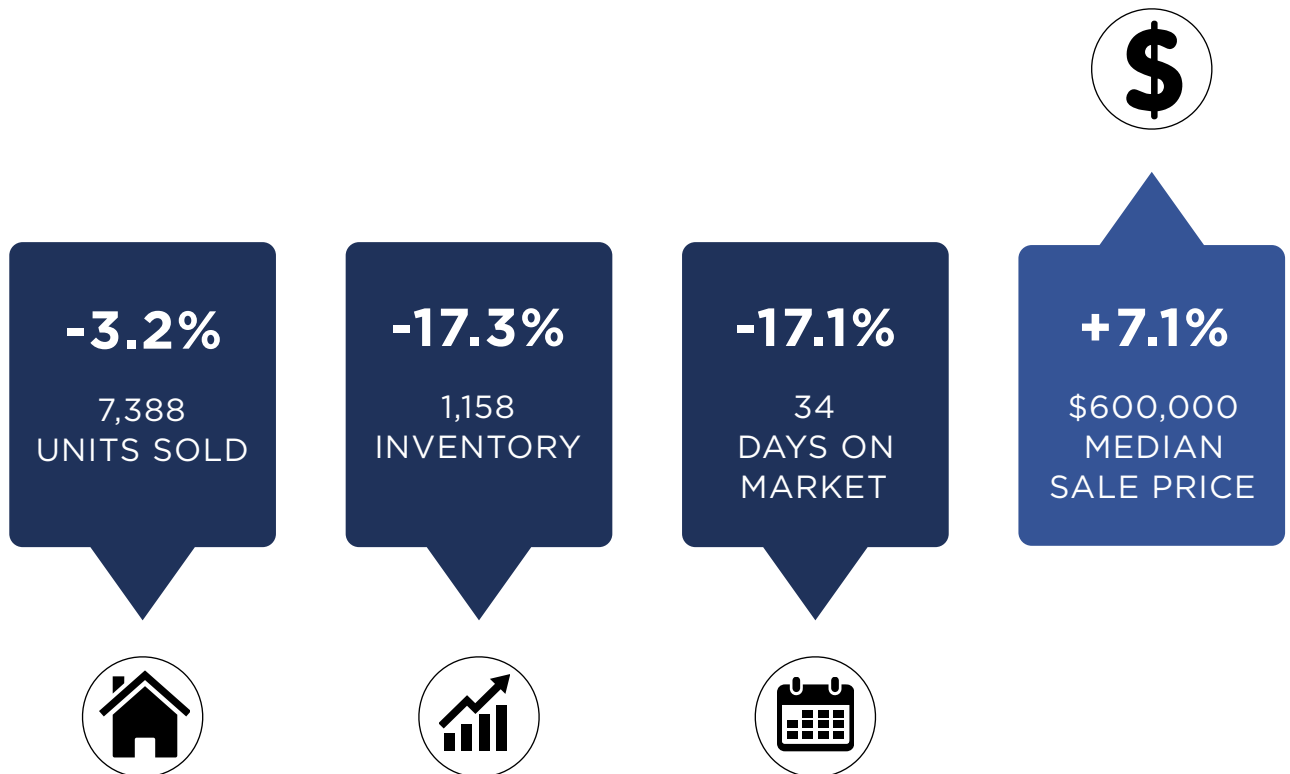
JULY 2018

Market Overview

“Summer sizzle has officially arrived! While frustrated buyers take a break from the housing market frenzy, sellers remain bullish on the pricing of their homes.” reports Linda O’Koniewski, CEO of Leading Edge Real Estate. “Savvy buyers won’t be baited into overpaying. They know when property is overzealously priced. Sellers need to be realistic about pricing their homes right, and those who are, are generating multiple offers resulting in over-asking prices and the most optimal terms. The agents at Leading Edge are skilled marketing, pricing and negotiating experts who get the most money and the best terms for their seller’s largest asset.”

The latest 12 months sales of single-family homes in the Leading Edge service area decreased -3.2% year-over-year. Inventory remains down -17.3%. The number of days on market is also down -17.1% while median sale prices remain up +7.1% at \$600,000.

MASSACHUSETTS JUNE 2018





Source: MLSPIN via IMAX. Single family homes in the LE 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 6/30/2018 vs prior time period



Boston

Back Bay

Single Families	Units Sold	Inventory	DOM	Median \$
June 2017	9	5	174	\$4,270,000
June 2018	5	3	59	\$5,325,000



Units	Median \$
	
-44.4%	+24.7%

Condominiums	Units Sold	Inventory	DOM	Median \$
June 2017	372	92	51	\$1,099,500
June 2018	340	97	54	\$1,200,000



Units	Median \$
	
-8.6%	+9.1%

Beacon Hill

Single Families	Units Sold	Inventory	DOM	Median \$
June 2017	18	12	102	\$3,360,000
June 2018	25	16	106	\$3,230,000

Units	Median \$
	
+38.9%	-3.9%

Condominiums	Units Sold	Inventory	DOM	Median \$
June 2017	132	43	56	\$812,000
June 2018	137	33	49	\$915,000

Units	Median \$
	
+3.8%	+12.7%

Boston

Charlestown

Single Families	Units Sold	Inventory	DOM	Median \$
June 2017	57	9	30	\$1,190,000
June 2018	64	9	28	\$1,118,250

Units



+12.3%

Median \$



-6%

Condominiums	Units Sold	Inventory	DOM	Median \$
June 2017	264	33	32	\$649,000
June 2018	226	27	31	\$717,500

Units



-14.4%

Median \$



+10.6%

Dorchester

Single Families	Units Sold	Inventory	DOM	Median \$
June 2017	78	16	46	\$499,500
June 2018	48	8	37	\$532,500

Units



-38.5%

Median \$



+6.6%

Condominiums	Units Sold	Inventory	DOM	Median \$
June 2017	185	33	37	\$405,000
June 2018	253	36	32	\$469,000

Units



+36.8%

Median \$



+15.8%

Boston

Fenway

Single Families	Units Sold	Inventory	DOM	Median \$
June 2017	0	0	0	\$2,162,500
June 2018	1	0	12	\$2,162,500

Units



0%

Median \$



0%

Condominiums	Units Sold	Inventory	DOM	Median \$
June 2017	119	16	21	\$539,000
June 2018	73	17	24	\$580,000

Units



-38.7%

Median \$



+7.6%

North End

Single Families	Units Sold	Inventory	DOM	Median \$
June 2017	2	0	46	\$962,500
June 2018	1	0	71	\$1,025,000

Units



-50%

Median \$



+6.5%

Condominiums	Units Sold	Inventory	DOM	Median \$
June 2017	68	14	34	\$609,000
June 2018	74	14	40	\$636,000

Units



+8.8%

Median \$





+4.4%



Boston

Roxbury

Single Families	Units Sold	Inventory	DOM	Median \$
June 2017	10	5	44	\$427,500
June 2018	8	3	44	\$538,250



Units	Median \$
	
-20%	+25.9%

Condominiums	Units Sold	Inventory	DOM	Median \$
June 2017	40	14	62	\$370,000
June 2018	34	12	50	\$457,500



Units	Median \$
	
-15%	+23.6%

Seaport

Single Families	Units Sold	Inventory	DOM	Median \$
June 2017	0	0	-	-
June 2018	0	0	-	-

Units	Median \$
	
0%	0%



Condominiums	Units Sold	Inventory	DOM	Median \$
June 2017	64	16	58	\$777,000
June 2018	59	23	60	\$1,215,000

Units	Median \$
	
-7.8%	+56.4



Boston

South Boston

Single Families	Units Sold	Inventory	DOM	Median \$
June 2017	58	15	47	\$772,500
June 2018	45	10	37	\$783,000



Units	Median \$
	
-22.4%	+1.4%

Condominiums	Units Sold	Inventory	DOM	Median \$
June 2017	544	103	37	\$650,000
June 2018	530	117	36	\$734,500



Units	Median \$
	
-2.6%	+13%

South End

Single Families	Units Sold	Inventory	DOM	Median \$
June 2017	29	10	69	\$2,730,000
June 2018	34	10	89	\$2,587,500

Units	Median \$
	
+17.2%	-5.2%



Condominiums	Units Sold	Inventory	DOM	Median \$
June 2017	456	79	37	\$849,944
June 2018	506	78	33	\$983,000

Units	Median \$
	
+11%	+15.7%



Boston

Waterfront

Single Families	Units Sold	Inventory	DOM	Median \$
June 2017	0	0	-	-
June 2018	0	0	-	-



Units	Median \$
	
0%	0%

Condominiums	Units Sold	Inventory	DOM	Median \$
June 2017	133	45	62	\$1,065,000
June 2018	151	55	63	\$1,065,000



Units	Median \$
	
+13.5%	0%

West Roxbury

Single Families	Units Sold	Inventory	DOM	Median \$
June 2017	223	32	39	\$566,000
June 2018	204	26	35	\$580,000

Units	Median \$
	
-8.5%	+2.5%

Condominiums	Units Sold	Inventory	DOM	Median \$
June 2017	74	10	35	\$377,250
June 2018	79	9	30	\$375,000

Units	Median \$
	
+6.8%	-0.6%

Arlington, Massachusetts

Single Families	June 2017	June 2018	% Change
Number of Units Sold	287	269	-6.3%
Total Inventory	21	20	-4.7%
Median Sale Price	\$729,000	\$781,000	7.1%
Average Days on Market	21	19	-9.5%

Condominiums	June 2017	June 2018	% Change
Number of Units Sold	231	258	11.7%
Total Inventory	20	17	-15%
Median Sale Price	\$530,000	\$580,000	9.4%
Average Days on Market	21	18	-14.3%

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Belmont, Massachusetts

Single Families	June 2017	June 2018	% Change
Number of Units Sold	124	151	21.8%
Total Inventory	20	15	-25%
Median Sale Price	\$1,087,500	\$1,120,000	3%
Average Days on Market	41	29	-29.3%

Condominiums	June 2017	June 2018	% Change
Number of Units Sold	85	78	-8.2%
Total Inventory	12	11	-8.3%
Median Sale Price	\$560,000	\$655,000	17%
Average Days on Market	32	31	-3.1%

Multi Families	June 2017	June 2018	% Change
Number of Units Sold	29	34	17.2%
Total Inventory	4	3	-25%
Median Sale Price	\$875,000	\$985,000	12.6%
Average Days on Market	34	18	-47.1%

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Source: MLSPIN via IMAX. Single family, condo and multi family homes in Belmont for last 12 months ending 6/30/2018 vs prior time period

Cambridge, Massachusetts

Single Families	June 2017	June 2018	% Change
Number of Units Sold	100	96	-4%
Total Inventory	21	15	-28.5%
Median Sale Price	\$1,412,500	\$1,375,000	-2.7%
Average Days on Market	31	19	-38.7%

Condominiums	June 2017	June 2018	% Change
Number of Units Sold	678	555	-18.1%
Total Inventory	74	69	-6.7%
Median Sale Price	\$706,950	\$780,000	10.3%
Average Days on Market	25	25	0%

Multi Families	June 2017	June 2018	% Change
Number of Units Sold	81	78	-3.7%
Total Inventory	17	15	-11.7%
Median Sale Price	\$1,460,000	\$1,497,500	2.6%
Average Days on Market	36	28	-22.2%

Lexington, Massachusetts

Single Families	June 2017	June 2018	% Change
Number of Units Sold	368	308	-16.3%
Total Inventory	77	61	-20.7%
Median Sale Price	\$1,132,944	\$1,123,000	-0.9%
Average Days on Market	53	42	-20.8%

Condominiums	June 2017	June 2018	% Change
Number of Units Sold	47	62	31.9%
Total Inventory	6	8	33.3%
Median Sale Price	\$540,000	\$798,500	47.9%
Average Days on Market	26	31	19.2%

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Lynnfield, Massachusetts

Single Families	June 2017	June 2018	% Change
Number of Units Sold	148	155	4.7%
Total Inventory	41	37	-9.7%
Median Sale Price	\$646,250	\$650,000	0.6%
Average Days on Market	49	51	4.1%

Condominiums	June 2017	June 2018	% Change
Number of Units Sold	26	32	23.1%
Total Inventory	8	6	-25%
Median Sale Price	\$522,750	\$456,250	-12.7%
Average Days on Market	192	84	-56.3%

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Medford, Massachusetts

Single Families	June 2017	June 2018	% Change
Number of Units Sold	257	290	12.8%
Total Inventory	29	28	-3.4%
Median Sale Price	\$550,500	\$602,500	9.4%
Average Days on Market	28	24	-14.3%

Condominiums	June 2017	June 2018	% Change
Number of Units Sold	238	193	-18.9%
Total Inventory	25	20	-20%
Median Sale Price	\$450,000	\$495,000	10%
Average Days on Market	31	25	-19.4%

Multi Families	June 2017	June 2018	% Change
Number of Units Sold	97	85	-12.4%
Total Inventory	12	12	0%
Median Sale Price	\$685,000	\$786,000	14.7%
Average Days on Market	25	26	4%

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Source: MLSPIN via IMAX. Single family, condo and multi family homes in Medford for last 12 months ending 6/30/2018 vs prior time period

Melrose, Massachusetts

Single Families	June 2017	June 2018	% Change
Number of Units Sold	234	222	-5.1%
Total Inventory	30	21	-30%
Median Sale Price	\$578,500	\$642,000	11%
Average Days on Market	30	23	-23.3%

Condominiums	June 2017	June 2018	% Change
Number of Units Sold	107	98	-8.4%
Total Inventory	12	7	-41.6%
Median Sale Price	\$350,000	\$401,000	14.6%
Average Days on Market	27	26	-3.7%

Multi Families	June 2017	June 2018	% Change
Number of Units Sold	31	23	-25.8%
Total Inventory	5	4	-20%
Median Sale Price	\$617,000	\$680,000	10.2%
Average Days on Market	32	18	-43.8%

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Source: MLSPIN via IMAX. *Single family, condo and multi family homes* in Melrose for last 12 months ending 6/30/2018 vs prior time period

Newton, Massachusetts

Single Families	June 2017	June 2018	% Change
Number of Units Sold	572	593	3.7%
Total Inventory	139	133	-4.3%
Median Sale Price	\$1,142,500	\$1,210,000	5.9%
Average Days on Market	46	40	-13%

Condominiums	June 2017	June 2018	% Change
Number of Units Sold	377	290	-23.1%
Total Inventory	64	53	-17.1%
Median Sale Price	\$725,000	\$723,032	-0.3%
Average Days on Market	37	34	-8.1%

Multi Families	June 2017	June 2018	% Change
Number of Units Sold	44	75	70.5%
Total Inventory	16	14	-12.5%
Median Sale Price	\$924,500	\$1,000,000	8.2%
Average Days on Market	24	27	12.5%

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Source: MLSPIN via IMAX. *Single family, condo and multi family homes* in Newton for last 12 months ending 6/30/2018 vs prior time period

Reading, Massachusetts

Single Families	June 2017	June 2018	% Change
Number of Units Sold	233	240	3%
Total Inventory	36	30	-16.6%
Median Sale Price	\$550,055	\$600,000	9.1%
Average Days on Market	29	31	6.9%

Condominiums	June 2017	June 2018	% Change
Number of Units Sold	153	137	-10.5%
Total Inventory	29	15	-48.2%
Median Sale Price	\$445,000	\$439,240	-1.3%
Average Days on Market	103	38	-63.1%

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Somerville, Massachusetts

Single Families	June 2017	June 2018	% Change
Number of Units Sold	92	84	-8.7%
Total Inventory	17	12	-29.4%
Median Sale Price	\$718,500	\$750,000	4.4%
Average Days on Market	34	27	-20.6%

Condominiums	June 2017	June 2018	% Change
Number of Units Sold	464	522	12.5%
Total Inventory	74	60	-18.9%
Median Sale Price	\$612,000	\$700,000	14.4%
Average Days on Market	35	29	-17.1%

Multi Families	June 2017	June 2018	% Change
Number of Units Sold	169	191	13%
Total Inventory	33	33	0%
Median Sale Price	\$920,000	\$1,100,000	19.6%
Average Days on Market	36	24	-33.3%

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Source: MLSPIN via IMAX. Single family, condo and multi family homes in Somerville for last 12 months ending 6/30/2018 vs prior time period

Stoneham, Massachusetts

Single Families	June 2017	June 2018	% Change
Number of Units Sold	172	160	-7%
Total Inventory	31	24	-22.5%
Median Sale Price	\$516,750	\$541,500	4.8%
Average Days on Market	42	35	-16.7%

Condominiums	June 2017	June 2018	% Change
Number of Units Sold	109	119	9.2%
Total Inventory	14	11	-21.4%
Median Sale Price	\$276,100	\$341,000	23.5%
Average Days on Market	30	21	-30%

Multi Families	June 2017	June 2018	% Change
Number of Units Sold	14	19	35.7%
Total Inventory	2	2	0%
Median Sale Price	\$529,500	\$568,000	7.3%
Average Days on Market	32	23	-28.1%

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Source: MLSPIN via IMAX. Single family, condo and multi family homes in Stoneham for last 12 months ending 6/30/2018 vs prior time period

Wakefield, Massachusetts

Single Families	June 2017	June 2018	% Change
Number of Units Sold	241	220	-8.7%
Total Inventory	39	23	-41%
Median Sale Price	\$497,000	\$536,107	7.9%
Average Days on Market	41	28	-31.7%

Condominiums	June 2017	June 2018	% Change
Number of Units Sold	79	141	78.5%
Total Inventory	11	7	-36.3%
Median Sale Price	\$362,000	\$464,900	28.4%
Average Days on Market	29	19	-34.5%

Multi Families	June 2017	June 2018	% Change
Number of Units Sold	22	14	-36.4%
Total Inventory	4	4	0%
Median Sale Price	\$555,500	\$590,875	6.4%
Average Days on Market	32	32	0%

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Source: MLSPIN via IMAX. Single family, condo and multi family homes in Wakefield for last 12 months ending 6/30/2018 vs prior time period

Waltham, Massachusetts

Single Families	June 2017	June 2018	% Change
Number of Units Sold	363	299	-17.6%
Total Inventory	45	31	-31.1%
Median Sale Price	\$541,000	\$595,000	10%
Average Days on Market	35	30	-14.3%

Condominiums	June 2017	June 2018	% Change
Number of Units Sold	282	258	-8.5%
Total Inventory	23	19	-17.3%
Median Sale Price	\$450,000	\$459,950	2.2%
Average Days on Market	25	22	-12%

Multi Families	June 2017	June 2018	% Change
Number of Units Sold	47	35	-25.5%
Total Inventory	7	8	14.2%
Median Sale Price	\$680,000	\$675,000	-0.7%
Average Days on Market	27	27	0%

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Source: MLSPIN via IMAX. *Single family, condo and multi family homes* in Waltham for last 12 months ending 6/30/2018 vs prior time period

Watertown, Massachusetts

Single Families	June 2017	June 2018	% Change
Number of Units Sold	85	103	21.2%
Total Inventory	10	11	10%
Median Sale Price	\$635,000	\$665,000	4.7%
Average Days on Market	32	24	-25%

Condominiums	June 2017	June 2018	% Change
Number of Units Sold	236	198	-16.1%
Total Inventory	27	22	-18.5%
Median Sale Price	\$510,000	\$519,950	2%
Average Days on Market	34	25	-26.5%

Multi Families	June 2017	June 2018	% Change
Number of Units Sold	52	64	23.1%
Total Inventory	7	8	14.2%
Median Sale Price	\$750,500	\$872,500	16.3%
Average Days on Market	23	22	-4.3%

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Source: MLSPIN via IMAX. Single family, condo and multi family homes in Watertown for last 12 months ending 6/30/2018 vs prior time period

Winchester, Massachusetts

Single Families	June 2017	June 2018	% Change
Number of Units Sold	238	231	-2.9%
Total Inventory	55	48	-12.7%
Median Sale Price	\$1,102,500	\$1,110,000	0.7%
Average Days on Market	46	41	-10.9%

Condominiums	June 2017	June 2018	% Change
Number of Units Sold	95	91	-4.2%
Total Inventory	18	15	-16.6%
Median Sale Price	\$562,000	\$610,000	8.5%
Average Days on Market	43	34	-20.9%

Multi Families	June 2017	June 2018	% Change
Number of Units Sold	9	6	-33.3%
Total Inventory	2	1	-50%
Median Sale Price	\$850,000	\$901,250	6%
Average Days on Market	39	59	51.3%

LEADING EDGE

REAL ESTATE

Bringing Soul to

Real Estate

At Leading Edge Real Estate, we believe in inclusion and building relationships. We believe in creating positive, memorable experiences. We believe in collaboration, transparency, integrity and the highest level of professionalism. These values are threaded in the fabric of our company and are a part of everything we do.

Founded in 2001, 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, Boston's South End, Belmont, Cambridge, Lexington, Melrose, Reading, Wakefield and Winchester.

CONTACT US TODAY!

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