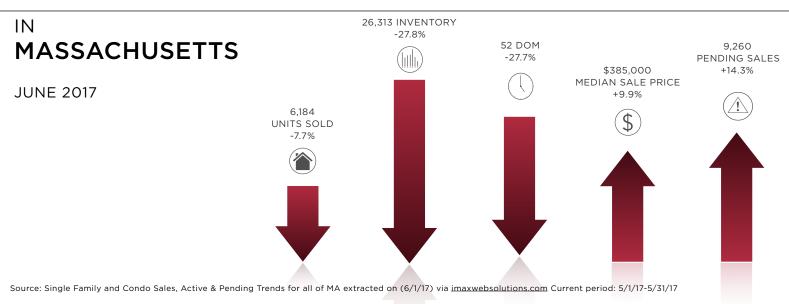


## JUNE MARKET OVERVIEW

"The air of hostility that we are bombarded with each day is bleeding into our transactions. Real estate is complicated and agonizing without extra angst. Let's all take a deep breath," suggests Linda O'Koniewski, CEO of RE/MAX Leading Edge. "A gentle reminder for all practitioners, clients and professionals involved; being mindful, constructive and nice may be a good way to start every transaction.

Meanwhile, sellers remain in the driver's seat of the Greater Boston housing market. New buyers are having a tough time accepting the idea that they'll have to pay significantly over asking with little to no contingencies. Remember, no matter what the market, buyers are paying tomorrow's price. They pushed prices down in the decline, and they are pushing prices up in this zealous Boston recovery."

Many sales of combined condo and single-family homes in Massachusetts decreased -7.7% year-over-year. Inventory remains down -27.8% and the number of days on market is also down -27.7%. Median sale prices remain up +9.9% while pending sales are up +14.3%.





BACK BAY 2017 2016	UNITS SOLD IN 24 40	NVENTORY 172 154	DOM 35 60	MEDIAN \$ \$1,155,000 \$1,265,000	PENDING 49 42	UNITS -40%	MEDIAN \$ -8.7%
BEACON HILL 2017 2016	UNITS SOLD IN 7 20	IVENTORY 70 89	DOM 56 42	MEDIAN \$ \$1,370,000 \$735,000	PENDING 24 20	UNITS -65%	MEDIAN \$ +86.4%
CHARLESTOWN 2017 2016	UNITS SOLD IN 30 17	NVENTORY 89 92	DOM 15 32	MEDIAN \$ \$817,500 \$616,000	PENDING 42 39	UNITS +76.5%	MEDIAN \$ +32.7%
<b>DORCHESTER</b> 2017 2016	UNITS SOLD IN 22 26	NVENTORY 82 85	DOM 25 53	MEDIAN \$ \$475,000 \$339,000	PENDING 43 30	UNITS -15.4%	MEDIAN \$ +40.1%

Source: MLSPIN via Terradatum Condo & Single Family Trends for period ending 5/31/17.





<b>FENWAY</b> 2017 2016	UNITS SOLD IN 13 9	VENTORY 37 28	DOM 12 37	MEDIAN \$ \$615,000 \$460,000	PENDING 22 11	UNITS +44%	MEDIAN \$ +33.7%
NORTH END 2017 2016	UNITS SOLD IN 5 8	VENTORY 26 30	DOM 13 57	MEDIAN \$ \$505,000 \$646,250	PENDING 6 10	UNITS -37.5%	MEDIAN \$ -21.9%
<b>ROXBURY</b> 2017 2016	UNITS SOLD IN 3 6	VENTORY 19 30	DOM 71 36	MEDIAN \$ \$310,000 \$318,500	PENDING 5 3	-50%	MEDIAN \$ -2.7%
<b>SEAPORT</b> 2017 2016	UNITS SOLD IN 5 4	VENTORY 29 31	DOM 30 26	MEDIAN \$ \$789,000 \$2,885,000	PENDING 6 10	UNITS +25%	MEDIAN \$ -72.7%

Source: MLSPIN via Terradatum Condo & Single Family Trends for period ending 5/31/17.





<b>SOUTH BOSTON</b> 2017 2016	UNITS SOLD I 58 53	NVENTORY 212 189	DOM 29 41	MEDIAN \$ \$610,800 \$709,000	PENDING 96 78	UNITS +9.4%	MEDIAN \$ -13.9%
<b>SOUTH END</b> 2017 2016	UNITS SOLD I 43 59	NVENTORY 170 182	DOM 27 26	MEDIAN \$ \$799,000 \$885,000	PENDING 94 77	UNITS -27.1%	MEDIAN \$ -9.7%
<b>WATERFRONT</b> 2017 2016	UNITS SOLD I 8 17	NVENTORY 71 76	DOM 43 47	MEDIAN \$ \$1,425,000 \$915,000	PENDING 17 19	UNITS -52.9%	MEDIAN \$ +55.7%
<b>WEST ROXBURY</b> 2017 2016	UNITS SOLD I 25 30	NVENTORY 88 114	DOM 25 37	MEDIAN \$ \$500,000 \$459,500	PENDING 59 34	UNITS -16.7%	MEDIAN \$ +8.8%

Source: MLSPIN via Terradatum Condo & Single Family Trends for period ending 5/31/17.





NUMBER OF UNITS SOLD +18.2% 2017 26 UNITS 2016 22 UNITS TOTAL INVENTORY --14.1% 2017 67 UNITS 78 UNITS 2016 MEDIAN SALE PRICE -+6.4% 2017 \$726,500 \$682,500 2016 AVERAGE DAYS ON MARKET -56.3% 2017 10 DAYS **2016** 24 DAYS PENDING SALES -+4.3%

319 Massachusetts Ave, Arlington | 781.643.0430 LeadingEdgeAgents.com

Source: MLSPIN via Terradatum. Single Family Trends for period ending 5/31/17.

2017

2016

48 UNITS

46 UNITS





NUMBER OF UNITS SOLD -37.9%

2017 18 UNITS

2016 29 UNITS

TOTAL INVENTORY \_\_\_\_\_\_ -32.8%

2017 43 UNITS

2016 64 UNITS

MEDIAN SALE PRICE +41.1%

\$635,000

2016 \$449,900

AVERAGE DAYS ON MARKET — -41.4%

2017 12 DAYS

2016 21 DAYS

PENDING SALES — -13.9%

<sup>2017</sup> 31 UNITS

2016 36 UNITS

Source: MLSPIN via Terradatum. Condo trends for period ending 5/31/17.





NUMBER OF UNITS SOLD --21.4% 2017 11 UNITS 2016 14 UNITS TOTAL INVENTORY --10.2% 2017 44 UNITS **2016** 49 UNITS MEDIAN SALE PRICE -+5.3% 2017 \$1,000,000 \$950,000 2016 AVERAGE DAYS ON MARKET --73% 2017 19 DAYS **2016** 72 DAYS PENDING SALES -+100% 2017 30 UNITS 2016 15 UNITS





NUMBER OF UNITS SOLD -82.4% 2017 3 UNITS 2016 17 UNITS TOTAL INVENTORY +4.2% 2017 25 UNITS **2016** 24 UNITS MEDIAN SALE PRICE -+15.1% 2017 \$610,000 \$530,000 2016 AVERAGE DAYS ON MARKET --56.8% 2017 18 DAYS

PENDING SALES +55.6%

2017 14 UNITS

Source: MLSPIN via Terradatum. Condo for period ending 5/31/17.

**2016** 43 DAYS

9 UNITS





NUMBER OF UNITS SOLD 0% **2017 3 UNITS** 2016 3 UNIT TOTAL INVENTORY -0% 2017 8 UNIT 2016 8 UNITS MEDIAN SALE PRICE -+12.2% 2017 \$1,010,000 \$900,000 2016 AVERAGE DAYS ON MARKET -76.9% 2017 8 DAYS **2016** 36 DAYS PENDING SALES — +250% 2017 7 UNITS 2 UNITS

> RF///PX° **LEADING EDGE**

Source: MLSPIN via Terradatum. Multi Family for period ending 5/31/17.



NUMBER OF UNITS SOLD —	+18.2%
2017 13 UNITS	
2016 11 UNITS	
TOTAL INVENTORY	-5.1%
2017 37 UNITS	
2016 39 UNITS	
MEDIAN SALE PRICE —	-15.1%
\$1,550,000	
2016 \$1,825,000	
AVERAGE DAYS ON MARKET ————————————————————————————————————	-33.1%
2017 16 DAYS	
2016 25 DAYS	
PENDING SALES —	+50%
2017 15 UNITS	

RE/VIEX®
LEADING EDGE

Source: MLSPIN via Terradatum. Single Family for period ending 5/31/17.

10 UNITS



NUMBER OF UNITS SOLD ————————————————————————————————————	+11.1%
2017 70 UNITS	
2016 63 UNITS	
TOTAL INVENTORY	-2.4%
2017 166 UNITS	
2016 170 UNITS	
MEDIAN SALE PRICE —	+12.3%
\$751,250	
2016 \$695,500	
AVERAGE DAYS ON MARKET ————————————————————————————————————	-24.5%
2017 18 DAYS	
2016 24 DAYS	
PENDING SALES —	-3.2%
91 UNITS	
2016 94 UNITS	



Source: MLSPIN via Terradatum. Condo Trends for period ending 5/31/17.



NUMBER OF UNITS SOLD —	<b>-42.9</b> %
2017 4 UNITS	-
7 UNITS	
TOTAL INVENTORY	39%
2017 25 UNITS	
2016 41 UNITS	
MEDIAN SALE PRICE —	<del></del>
\$1,470,000	
2016 \$1,375,000	
AVERAGE DAYS ON MARKET —	<b>-71.4%</b>
2017 15 DAYS	
2016 52 DAYS	
PENDING SALES —	-23.1%

2 Brattle Square, Cambridge | 617.497.4400 LeadingEdgeAgents.com

Source: MLSPIN via Terradatum. Multi Family Trends for period ending 5/31/17.

2017

2016

10 UNITS

13 UNITS





NUMBER OF UNITS SOLD ————————————————————————————————————	-6.7%
2017 28 UNITS	•
2016 30 UNITS	
TOTAL INVENTORY —	-24.6%
129 UNITS	
2016 171 UNITS	
MEDIAN SALE PRICE	-0.2%
\$1,262,500	
2016 \$1,264,500	
AVERAGE DAYS ON MARKET ————————————————————————————————————	+23.6%
2017 41 DAYS	
2016 33 DAYS	
PENDING SALES —	+15.6%
2017 52 UNITS	
AL LINUTC	

1756 Massachusetts Avenue, Lexington | 781.325.7002 RE//NEX° **LEADING EDGE** 



NUMBER OF UNITS SOLD ————————————————————————————————————	0%
2017 13 UNITS	
2016 13 UNITS	
TOTAL INVENTORY	+11.1%
60 UNITS	
2016 54 UNITS	
MEDIAN SALE PRICE —	+1.6%
<b>2017</b> \$631,000	
2016 \$620,900	
AVERAGE DAYS ON MARKET ————————————————————————————————————	-40.6%
2017 23 DAYS	
2016 39 DAYS	
PENDING SALES ————————————————————————————————————	+100%
2017 22 UNITS	

Source: MLSPIN via Terradatum. Single Family for period ending 5/31/17.

590 Main Street, Lynnfield | 781.325.7002

Leading Edge Agents.com





NUMBER OF UNITS SOLD

31.8%

2017 15 UNITS

2016 22 UNITS



2017 59 UNITS

**2016** 69 UNITS



MEDIAN SALE PRICE +35.2%

\$636,300

2016 \$470,564



AVERAGE DAYS ON MARKET \_\_\_\_\_\_\_ -44.2%

2017 16 DAYS

**2016** 28 DAYS



PENDING SALES ------+40.7%

2017 38 UNITS

**2016** 27 UNITS

1



NUMBER OF UNITS SOLD 0% 2017 17 UNITS 2016 17 UNITS TOTAL INVENTORY -17.2% 2017 53 UNITS 64 UNITS 2016 MEDIAN SALE PRICE +18.1% 2017 \$490,000 \$415,000 2016 AVERAGE DAYS ON MARKET --49.8% 2017 14 DAYS 2016 28 DAYS PENDING SALES +16.7%



Source: MLSPIN via Terradatum. Condo Trends for period ending 5/31/17.

2017

2016

35 UNITS

30 UNITS



2017 6 UNITS
2016 6 UNITS

TOTAL INVENTORY — -48.3%

2017 15 UNITS
2016 29 UNITS

MEDIAN SALE PRICE +16.2%

2017 \$715,500

AVERAGE DAYS ON MARKET — -30.2%

18 DAYS

2016 27 DAYS

PENDING SALES +40%

2017 14 UNITS

2016 10 UNITS

Source: MLSPIN via Terradatum. Multi Family Trends for period ending 5/31/17.



2016 \$615,500



NUMBER OF UNITS SOLD 2017 12 UNITS

2016 24 UNITS

TOTAL INVENTORY +15.4%

2017 75 UNITS

65 UNITS 2016

MEDIAN SALE PRICE +19.8%

2017 \$642,500

2016 \$536,250

AVERAGE DAYS ON MARKET -35.8%

2017 18 DAYS

**2016** 29 DAYS

PENDING SALES -+63%

2017 44 UNITS





2016 49 UNITS

TOTAL INVENTORY — -6.9%

2017 258 UNITS

2016 277 UNITS

MEDIAN SALE PRICE +4.7%

\$1,100,000

2016 \$1,051,000

AVERAGE DAYS ON MARKET -1.7%

2017 30 DAYS

2016 31 DAYS

PENDING SALES — +42.7%

2017 107 UNITS

2016 75 UNITS





NUMBER OF UNITS SOLD —	+4.5%
2017 23 UNITS	
2016 22 UNITS	
TOTAL INVENTORY	+30.4%
90 UNITS	
2016 69 UNITS	
MEDIAN SALE PRICE —	+31.4%
\$638,000	
2016 \$485,500	
AVERAGE DAYS ON MARKET —	-35%
2017 21 DAYS	
2016 33 DAYS	
PENDING SALES —	+150%

248 Main Street, Reading | 781.944.6060 LeadingEdgeAgents.com

Source: MLSPIN via Terradatum. Single Family for period ending 5/31/17.

55 UNITS

22 UNITS

2017





TOTAL INVENTORY — -26.5%

2017

2017 25 UNITS 2016 34 UNITS

MEDIAN SALE PRICE +11.3%

2017 \$783,750

2016 \$704,000

AVERAGE DAYS ON MARKET — -66.2%

2017 16 DAYS

2016 47 DAYS

2016 9 UNITS

PENDING SALES +20%

2017 12 UNITS

2016 10 UNITS





2017 31 UNITS

2016 60 UNITS



123 UNITS

2016 141 UNITS



\$748,000

2016 \$599,000

AVERAGE DAYS ON MARKET — -28.5%

2017 24 DAYS

2016 33 DAYS

PENDING SALES +26.3%

<sup>2017</sup> 72 UNITS

2016 57 UNITS

Source: MLSPIN via Terradatum. Condo Trends for period ending 5/31/17.





NUMBER OF UNITS SOLD 0% 2017 13 UNITS 2016 13 UNITS TOTAL INVENTORY -39.1% 2017 39 UNITS 64 UNITS 2016 MEDIAN SALE PRICE +0.5% 2017 \$930,000 \$925,000 2016 -34.3% AVERAGE DAYS ON MARKET 2017 18 DAYS **2016** 28 DAYS PENDING SALES --4.8% 2017 20 UNITS

Source: MLSPIN via Terradatum. Multi Family Trends for period ending 5/31/17.

2016 21 UNITS



NUMBER OF UNITS SOLD — -20%

2017 12 UNITS

2016 15 UNITS



2017 50 UNITS

2016 54 UNITS



\$532,500

2016 \$440,000

AVERAGE DAYS ON MARKET — -54.6%

2017 20 DAYS

2016 44 DAYS

PENDING SALES ------+52.4%

2017 32 UNITS

2016 21 UNITS





NUMBER OF UNITS SOLD -23.8% 2017 16 UNITS 2016 21 UNITS TOTAL INVENTORY -+4.3% 2017 73 UNITS 2016 70 UNITS MEDIAN SALE PRICE --3.9% 2017 \$471,000 \$490,000 2016 AVERAGE DAYS ON MARKET -

2016 46 DAYS

PENDING SALES -----+100%

2017 50 UNITS 2016 25 UNITS





NUMBER OF UNITS SOLD — 0%

2017 28 UNITS 2016 28 UNITS

TOTAL INVENTORY — -35.5%

78 UNITS

2016 121 UNITS

MEDIAN SALE PRICE +8.7%

\$577,500

2016 \$531,500

AVERAGE DAYS ON MARKET — -27.5%

2017 24 DAYS

2016 33 DAYS

PENDING SALES — -4.3%

2017 44 UNITS

2016 46 UNITS





NUMBER OF UNITS SOLD

+38.1%

2017 29 UNITS

2016 21 UNITS



TOTAL INVENTORY \_\_\_\_\_ +23.1%

64 UNITS

**2016** 52 UNITS



MEDIAN SALE PRICE +7.8%

\$474,409

2016 \$440,000



AVERAGE DAYS ON MARKET — -26.5%

2017 16 DAYS

**2016** 22 DAYS



PENDING SALES -----+64.3%

46 UNITS

**2016** 28 UNITS

1

Source: MLSPIN via Terradatum. Condo for period ending 5/31/17.



NUMBER OF UNITS SOLD

0%

2017 4 UNITS

2016 4 UNITS

TOTAL INVENTORY \_\_\_\_\_\_ -38.9%

2017 11 UNITS

2016 18 UNITS



MEDIAN SALE PRICE ———

\$670,000

2016 \$617,500



AVERAGE DAYS ON MARKET -

2017 31 DAYS

**2016** 39 DAYS



PENDING SALES +100%

2017 6 UNITS

2016 3 UNITS

1



NUMBER OF UNITS SOLD -46.7% 2017 8 UNITS 2016 15 UNITS TOTAL INVENTORY -11.1% 2017 24 UNITS 2016 27 UNITS MEDIAN SALE PRICE -14.9% 2017 \$570,500 \$670,000 2016 AVERAGE DAYS ON MARKET --30.5% 2017 14 DAYS **2016** 21 DAYS PENDING SALES -+80% 18 UNITS 2017

Source: MLSPIN via Terradatum. Single Family for period ending 5/31/17.



10 UNITS



NUMBER OF UNITS SOLD +19%

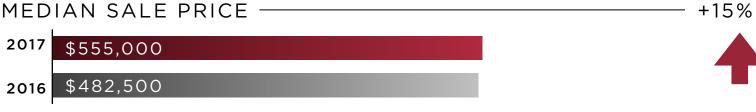
2017 21 UNITS

2016 25 UNITS

TOTAL INVENTORY -26.6%

2017 47 UNITS

MEDIAN SALE PRICE +15%



2016 30 DAYS



2017 34 UNITS

2016 26 UNITS

Source: MLSPIN via Terradatum. Condo Trends for period ending 5/31/17.





2016 3 UNITS

2017 14 UNITS

2016 16 UNITS

MEDIAN SALE PRICE +14.1%

2017 \$830,000

2016 \$727,500

AVERAGE DAYS ON MARKET — +11.7%

2017 22 DAYS

2016 20 DAYS

PENDING SALES ------+28.6%

2017 9 UNITS

2016 7 UNITS
Source: MLSPIN via Terradatum. Multi Family Trends for period ending 5/31/17.

142 Galen Street, Watertown | 617.926.5400





NUMBER OF UNITS SOLD —	-22.7%
2017 17 UNITS	
2016 22 UNITS	
TOTAL INVENTORY —	-4.3%
2017 111 UNITS	
2016 116 UNITS	
MEDIAN SALE PRICE —	+8.9%
\$1,195,000	
<b>2016</b> \$1,096,950	
AVERAGE DAYS ON MARKET	-26.5%
2017 34 DAYS	
2016 46 DAYS	•
PENDING SALES —	+41.7%
2017 F1 LINUTS	

2 Mount Vernon Street, Winchester | 781.729.5505 LeadingEdgeAgents.com

Source: MLSPIN via Terradatum. Single Family for period ending 5/31/17.

36 UNITS

