

RE/MAX LEADING EDGE JUNE 2017 MASSACHUSETTS HOUSING REPORT



JUNE MARKET OVERVIEW

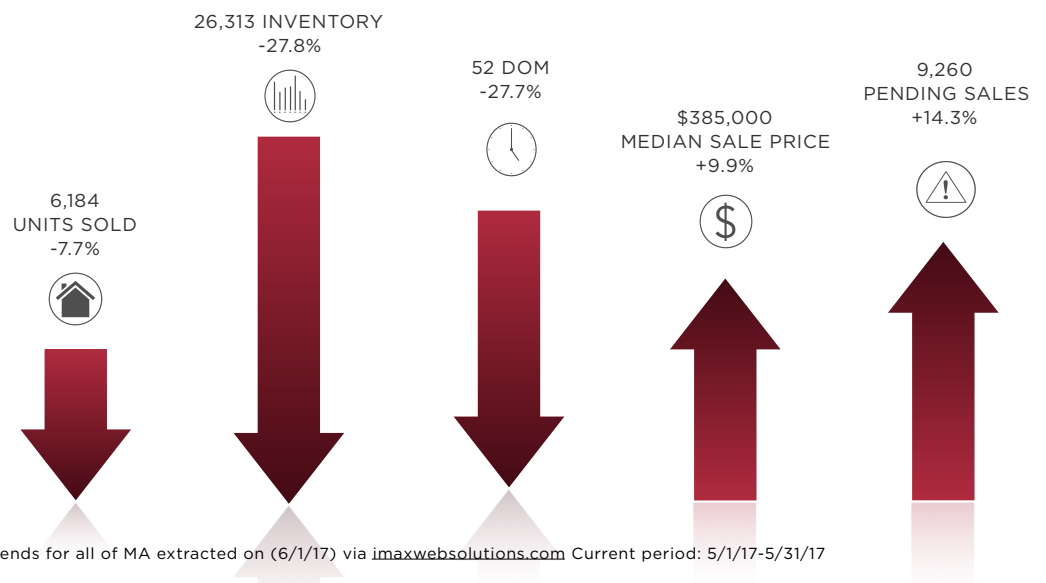
"The air of hostility that we are bombarded with each day is bleeding into our transactions. Real estate is complicated and agonizing without extra angst. Let's all take a deep breath," suggests Linda O'Koniewski, CEO of RE/MAX Leading Edge. "A gentle reminder for all practitioners, clients and professionals 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%.

IN MASSACHUSETTS

JUNE 2017



Source: Single Family and Condo Sales, Active & Pending Trends for all of MA extracted on (6/1/17) via imaxwebsolutions.com Current period: 5/1/17-5/31/17

BOSTON HOUSING REPORT

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

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

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









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

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

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

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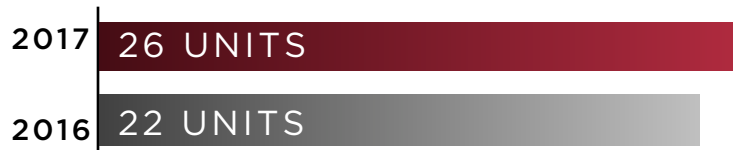
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ARLINGTON SINGLE FAMILY

NUMBER OF UNITS SOLD ————— +18.2%



TOTAL INVENTORY ————— -14.1%



MEDIAN SALE PRICE ————— +6.4%



AVERAGE DAYS ON MARKET ————— -56.3%



PENDING SALES ————— +4.3%



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

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ARLINGTON CONDOMINIUMS

NUMBER OF UNITS SOLD ————— -37.9%



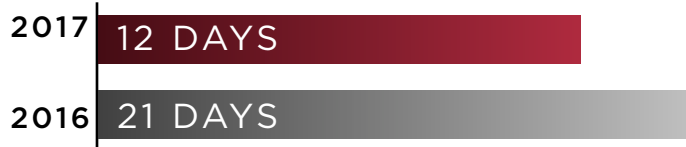
TOTAL INVENTORY ————— -32.8%



MEDIAN SALE PRICE ————— +41.1%



AVERAGE DAYS ON MARKET ————— -41.4%



PENDING SALES ————— -13.9%



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

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BELMONT SINGLE FAMILIES

NUMBER OF UNITS SOLD ————— -21.4%



TOTAL INVENTORY ————— -10.2%



MEDIAN SALE PRICE ————— +5.3%



AVERAGE DAYS ON MARKET ————— -73%



PENDING SALES ————— +100%



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



BELMONT CONDOMINIUMS

NUMBER OF UNITS SOLD ————— -82.4%



TOTAL INVENTORY ————— +4.2%



MEDIAN SALE PRICE ————— +15.1%



AVERAGE DAYS ON MARKET ————— -56.8%



PENDING SALES ————— +55.6%



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

84 Leonard Street, Belmont | 617.484.1900

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BELMONT MULTI FAMILY

NUMBER OF UNITS SOLD _____ 0%



TOTAL INVENTORY _____ 0%



MEDIAN SALE PRICE _____ +12.2%



AVERAGE DAYS ON MARKET _____ -76.9%



PENDING SALES _____ +250%



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

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CAMBRIDGE SINGLE FAMILIES

NUMBER OF UNITS SOLD ————— +18.2%



TOTAL INVENTORY ————— -5.1%



MEDIAN SALE PRICE ————— -15.1%



AVERAGE DAYS ON MARKET ————— -33.1%



PENDING SALES ————— +50%



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



CAMBRIDGE CONDOMINIUMS

NUMBER OF UNITS SOLD ————— +11.1%



TOTAL INVENTORY ————— -2.4%



MEDIAN SALE PRICE ————— +12.3%



AVERAGE DAYS ON MARKET ————— -24.5%



PENDING SALES ————— -3.2%



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



CAMBRIDGE MULTI FAMILY

NUMBER OF UNITS SOLD ————— -42.9%



TOTAL INVENTORY ————— -39%



MEDIAN SALE PRICE ————— +6.9%



AVERAGE DAYS ON MARKET ————— -71.4%



PENDING SALES ————— -23.1%

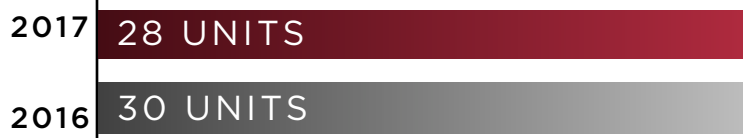


Source: MLSPIN via Terradatum. Multi Family Trends for period ending 5/31/17.



LEXINGTON SINGLE FAMILIES

NUMBER OF UNITS SOLD ————— -6.7%



TOTAL INVENTORY ————— -24.6%



MEDIAN SALE PRICE ————— -0.2%



AVERAGE DAYS ON MARKET ————— +23.6%



PENDING SALES ————— +15.6%



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

1756 Massachusetts Avenue, Lexington | 781.325.7002

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LYNNFIELD SINGLE FAMILIES

NUMBER OF UNITS SOLD ————— 0%



TOTAL INVENTORY ————— +11.1%



MEDIAN SALE PRICE ————— +1.6%



AVERAGE DAYS ON MARKET ————— -40.6%



PENDING SALES ————— +100%



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

590 Main Street, Lynnfield | 781.325.7002

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MEDFORD SINGLE FAMILIES

NUMBER OF UNITS SOLD ————— 31.8%



TOTAL INVENTORY ————— -14.5%



MEDIAN SALE PRICE ————— +35.2%



AVERAGE DAYS ON MARKET ————— -44.2%



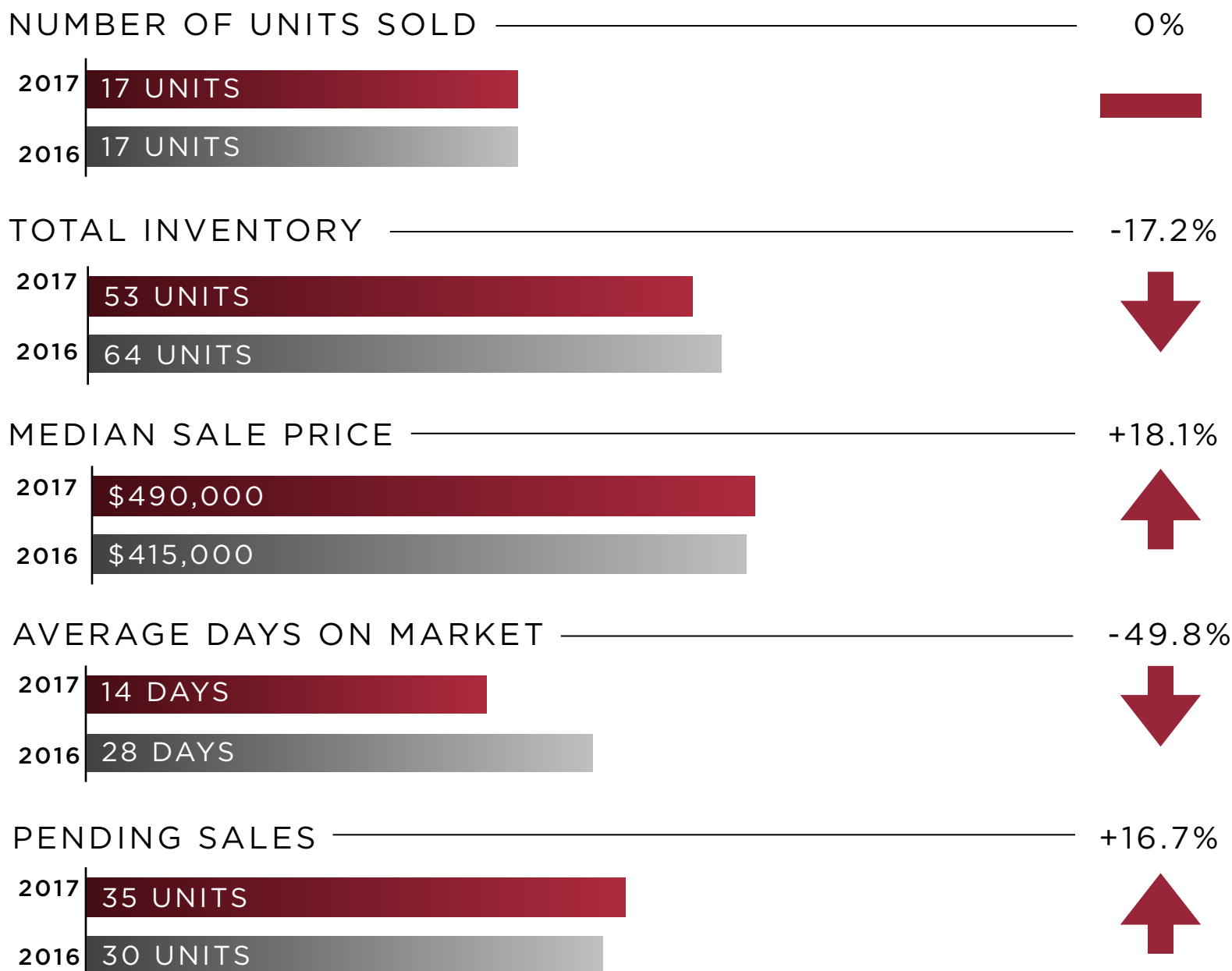
PENDING SALES ————— +40.7%



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



MEDFORD CONDOMINIUMS



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



MEDFORD MULTI FAMILY

NUMBER OF UNITS SOLD _____ 0%



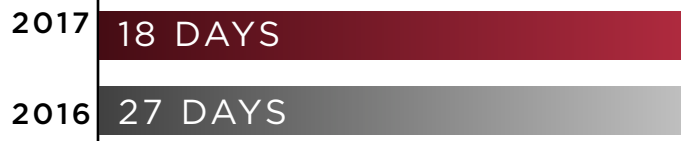
TOTAL INVENTORY _____ -48.3%



MEDIAN SALE PRICE _____ +16.2%



AVERAGE DAYS ON MARKET _____ -30.2%



PENDING SALES _____ +40%



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



MELROSE SINGLE FAMILIES

NUMBER OF UNITS SOLD ————— -50%



TOTAL INVENTORY ————— +15.4%



MEDIAN SALE PRICE ————— +19.8%



AVERAGE DAYS ON MARKET ————— -35.8%



PENDING SALES ————— +63%



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

536 Main Street, Melrose | 781.979.0100

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NEWTON SINGLE FAMILIES

NUMBER OF UNITS SOLD ————— -8.2%



TOTAL INVENTORY ————— -6.9%



MEDIAN SALE PRICE ————— +4.7%



AVERAGE DAYS ON MARKET ————— -1.7%



PENDING SALES ————— +42.7%



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



READING SINGLE FAMILIES

NUMBER OF UNITS SOLD ————— +4.5%



TOTAL INVENTORY ————— +30.4%



MEDIAN SALE PRICE ————— +31.4%



AVERAGE DAYS ON MARKET ————— -35%



PENDING SALES ————— +150%



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

248 Main Street, Reading | 781.944.6060

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SOMERVILLE SINGLE FAMILIES

NUMBER OF UNITS SOLD ————— -11.1%



TOTAL INVENTORY ————— -26.5%



MEDIAN SALE PRICE ————— +11.3%



AVERAGE DAYS ON MARKET ————— -66.2%



PENDING SALES ————— +20%



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

20 Holland Street, Somerville | 617.623.1140

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SOMERVILLE CONDOMINIUMS

NUMBER OF UNITS SOLD ————— -48.3%



TOTAL INVENTORY ————— -12.8%



MEDIAN SALE PRICE ————— +24.9%



AVERAGE DAYS ON MARKET ————— -28.5%



PENDING SALES ————— +26.3%



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

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SOMERVILLE MULTI FAMILY

NUMBER OF UNITS SOLD _____ 0%



TOTAL INVENTORY _____ -39.1%



MEDIAN SALE PRICE _____ +0.5%



AVERAGE DAYS ON MARKET _____ -34.3%



PENDING SALES _____ -4.8%



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

20 Holland Street, Somerville | 617.623.1140

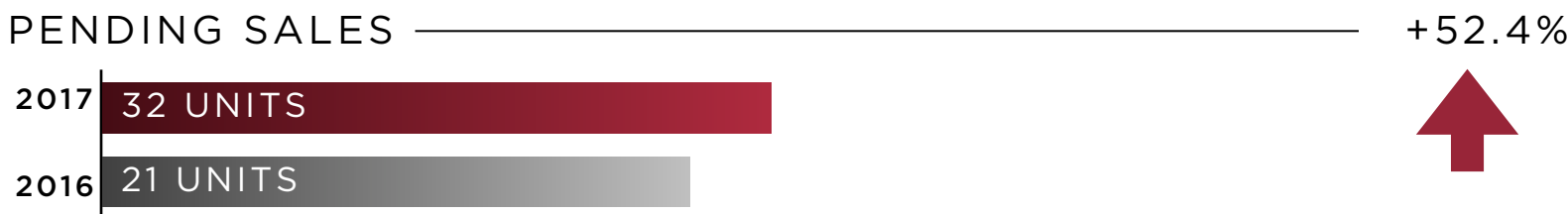
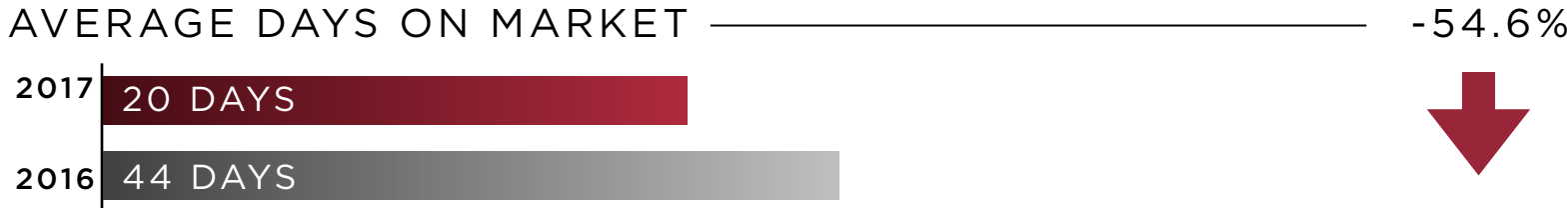
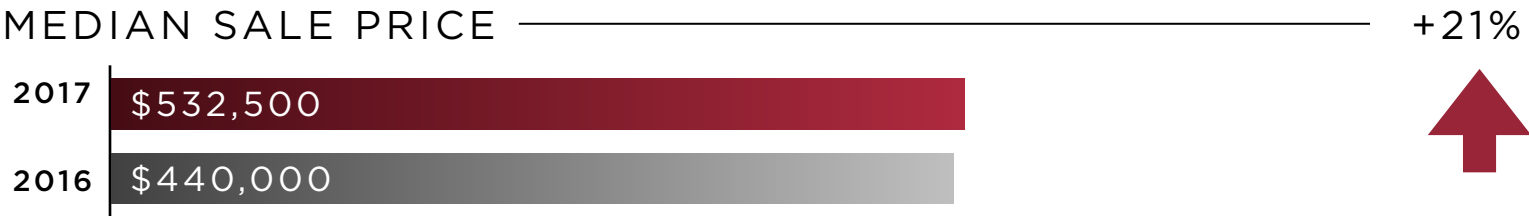
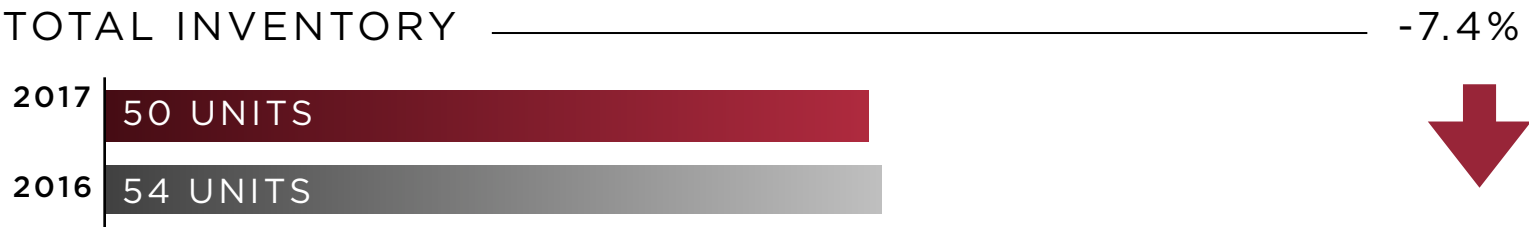
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STONEHAM SINGLE FAMILIES



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



WAKEFIELD SINGLE FAMILIES

NUMBER OF UNITS SOLD ————— -23.8%



TOTAL INVENTORY ————— +4.3%



MEDIAN SALE PRICE ————— -3.9%



AVERAGE DAYS ON MARKET ————— -63.4%



PENDING SALES ————— +100%



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

25 Tuttle Street, Wakefield | 781.245.8100

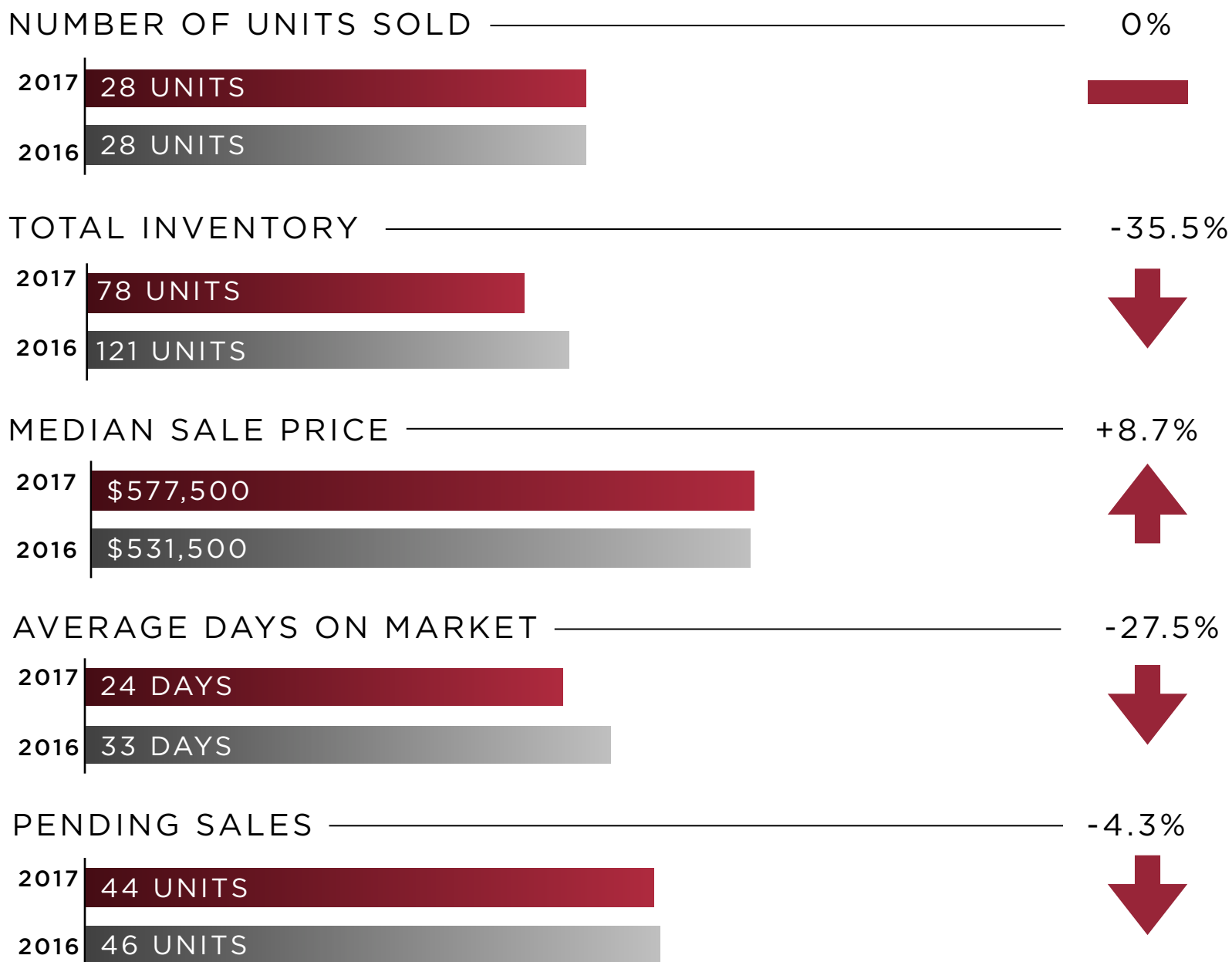
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WALTHAM SINGLE FAMILIES



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



WALTHAM CONDOMINIUMS

NUMBER OF UNITS SOLD ————— +38.1%



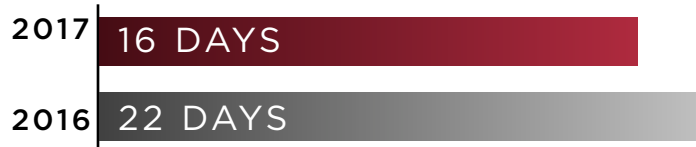
TOTAL INVENTORY ————— +23.1%



MEDIAN SALE PRICE ————— +7.8%



AVERAGE DAYS ON MARKET ————— -26.5%



PENDING SALES ————— +64.3%



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



WALTHAM MULTI FAMILY

NUMBER OF UNITS SOLD _____ 0%



TOTAL INVENTORY _____ -38.9%



MEDIAN SALE PRICE _____ +8.5%



AVERAGE DAYS ON MARKET _____ -20.8%



PENDING SALES _____ +100%



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

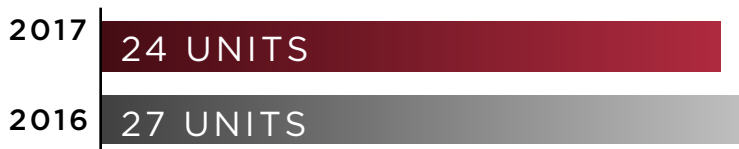


WATERTOWN SINGLE FAMILIES

NUMBER OF UNITS SOLD ————— -46.7%



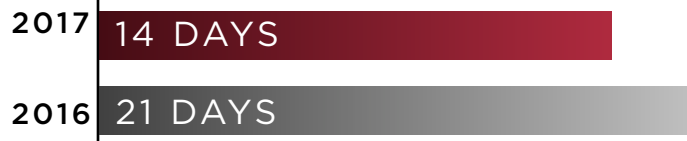
TOTAL INVENTORY ————— -11.1%



MEDIAN SALE PRICE ————— -14.9%



AVERAGE DAYS ON MARKET ————— -30.5%



PENDING SALES ————— +80%



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

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WATERTOWN CONDOMINIUMS

NUMBER OF UNITS SOLD ————— +19%



TOTAL INVENTORY ————— -26.6%



MEDIAN SALE PRICE ————— +15%



AVERAGE DAYS ON MARKET ————— -49.1%



PENDING SALES ————— +30.8%



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

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WATERTOWN MULTI FAMILY

NUMBER OF UNITS SOLD ————— -25%



TOTAL INVENTORY ————— -12.5%



MEDIAN SALE PRICE ————— +14.1%



AVERAGE DAYS ON MARKET ————— +11.7%



PENDING SALES ————— +28.6%



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

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WINCHESTER SINGLE FAMILIES

NUMBER OF UNITS SOLD ————— -22.7%



TOTAL INVENTORY ————— -4.3%



MEDIAN SALE PRICE ————— +8.9%



AVERAGE DAYS ON MARKET ————— -26.5%



PENDING SALES ————— +41.7%



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

2 Mount Vernon Street, Winchester | 781.729.5505

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