



JUNE 2018

Market Report

RE/MAX[®]
LEADING EDGE

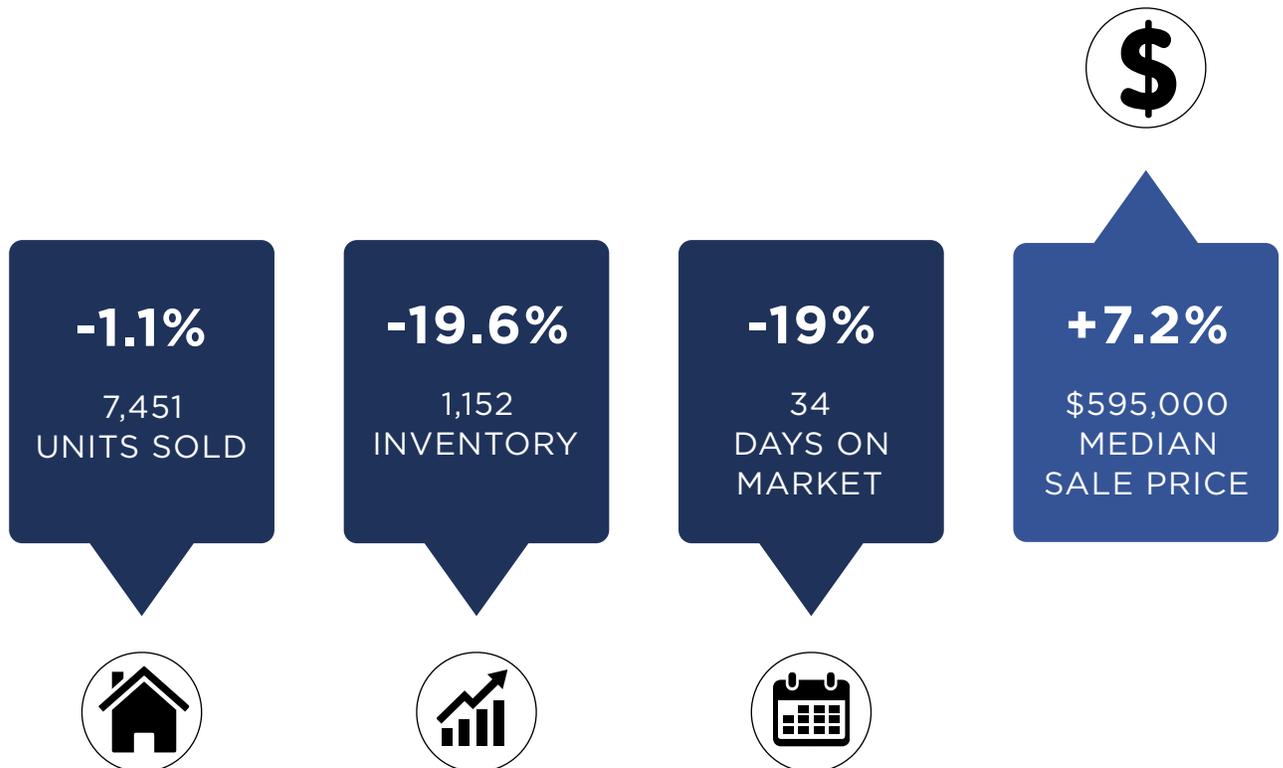


JUNE 2018

Market Overview

“The housing market remains hot but buyer fatigue is rampant. Sellers who have overzealously priced their homes are experiencing some price reductions and or homes are staying on the market a little longer.” reports Linda O’Koniewski, CEO of RE/MAX Leading Edge. “Sellers need to be realistic about pricing their homes right, or they pay a penalty when they don’t get as much money as they might have had they priced their home in the sweet spot out of the gate. An experienced real estate professional can provide advice and strategies to get the highest value in the shortest amount of time.”

The latest 12 months sales of single-family homes in the RE/MAX Leading Edge service area decreased -1.1% year-over-year. Inventory remains down -19.6%. The number of days on market is also down -19% while median sale prices remain up +7.2% at \$595,000.



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 1/31/2018 vs prior time period

Boston

Back Bay

Single Families	Units Sold	Inventory	DOM	Median \$
May 2017	8	5	152	\$4,285,000
May 2018	6	3	108	\$4,662,500

Units	Median \$
	
-25%	+8.8%

Condominiums	Units Sold	Inventory	DOM	Median \$
May 2017	379	93	55	\$1,145,000
May 2018	341	102	54	\$1,196,000

Units	Median \$
	
-10%	+4.5%

Beacon Hill

Single Families	Units Sold	Inventory	DOM	Median \$
May 2017	14	12	121	\$3,160,000
May 2018	24	16	106	\$3,362,500

Units	Median \$
	
+71.4%	+6.4%

Condominiums	Units Sold	Inventory	DOM	Median \$
May 2017	122	44	56	\$767,500
May 2018	143	34	49	\$925,000

Units	Median \$
	
+17.2%	+20.5%

Boston

Charlestown

Single Families	Units Sold	Inventory	DOM	Median \$
May 2017	55	10	31	\$1,175,000
May 2018	66	10	26	\$1,162,000

Units	Median \$
	
+20%	-1.1%

Condominiums	Units Sold	Inventory	DOM	Median \$
May 2017	262	34	34	\$636,000
May 2018	207	25	29	\$695,000

Units	Median \$
	
-21%	+9.3%

Dorchester

Single Families	Units Sold	Inventory	DOM	Median \$
May 2017	73	17	48	\$480,000
May 2018	51	9	37	\$535,000

Units	Median \$
	
-30.1%	+11.5%

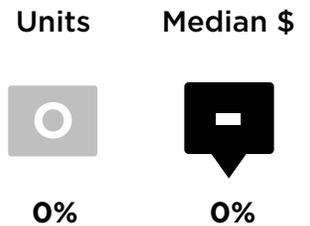
Condominiums	Units Sold	Inventory	DOM	Median \$
May 2017	186	32	40	\$407,500
May 2018	236	37	32	\$462,500

Units	Median \$
	
+26.9%	+13.5%

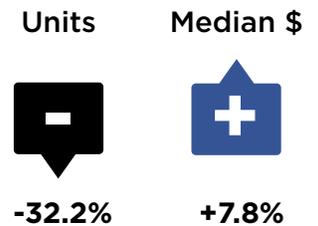
Boston

Fenway

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

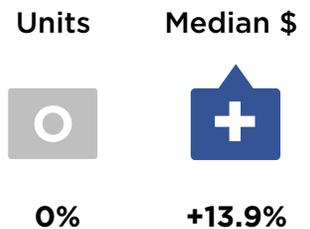


Condominiums	Units Sold	Inventory	DOM	Median \$
May 2017	115	15	23	\$535,000
May 2018	78	14	23	\$576,500

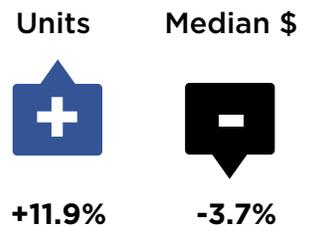


North End

Single Families	Units Sold	Inventory	DOM	Median \$
May 2017	1	0	21	\$900,000
May 2018	1	0	71	\$1,025,000



Condominiums	Units Sold	Inventory	DOM	Median \$
May 2017	67	15	36	\$623,000
May 2018	75	15	40	\$600,000



Boston

Roxbury

Single Families	Units Sold	Inventory	DOM	Median \$	Units	Median \$
May 2017	11	6	46	\$425,000		
May 2018	7	2	36	\$537,500	-36.4%	+26.5

Condominiums	Units Sold	Inventory	DOM	Median \$	Units	Median \$
May 2017	36	17	64	\$370,000		
May 2018	35	11	53	\$422,000	-2.8%	+14.1%

Seaport

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

Condominiums	Units Sold	Inventory	DOM	Median \$	Units	Median \$
May 2017	67	16	57	\$789,000		
May 2018	46	21	51	\$1,197,500	-31.3%	+51.8%

Boston

South Boston

Single Families	Units Sold	Inventory	DOM	Median \$	Units	Median \$
May 2017	58	14	40	\$772,500	 -20.7%	 +8.5%
May 2018	46	9	42	\$838,500		
Condominiums	Units Sold	Inventory	DOM	Median \$	Units	Median \$
May 2017	534	95	39	\$645,000	 -1.5%	 +10.9%
May 2018	526	112	35	\$715,000		

South End

Single Families	Units Sold	Inventory	DOM	Median \$	Units	Median \$
May 2017	28	10	61	\$2,752,500	 +10.7%	 -0.8%
May 2018	31	11	103	\$2,730,000		
Condominiums	Units Sold	Inventory	DOM	Median \$	Units	Median \$
May 2017	458	83	37	\$849,944	 +8.7%	 +16.6%
May 2018	498	74	35	\$991,200		

Boston

Waterfront

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

Condominiums	Units Sold	Inventory	DOM	Median \$	Units	Median \$
May 2017	133	44	61	\$1,088,000		
May 2018	136	54	66	\$1,027,500	+2.3%	-5.6%

West Roxbury

Single Families	Units Sold	Inventory	DOM	Median \$	Units	Median \$
May 2017	211	31	41	\$560,000		
May 2018	212	25	37	\$583,000	+0.5%	-7%

Condominiums	Units Sold	Inventory	DOM	Median \$	Units	Median \$
May 2017	75	12	40	\$375,000		
May 2018	82	10	29	\$378,000	+9.3%	+0.8%

Arlington, Massachusetts

Single Families	May 2017	May 2018	% Change
Number of Units Sold	295	277	-6.1%
Total Inventory	21	22	4.7%
Median Sale Price	\$720,000	\$765,000	6.3%
Average Days on Market	22	19	-13.6%

Condominiums	May 2017	May 2018	% Change
Number of Units Sold	236	248	5.1%
Total Inventory	18	15	-16.6%
Median Sale Price	\$539,950	\$573,000	6.1%
Average Days on Market	23	18	-21.7%

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Belmont, Massachusetts

Single Families	May 2017	May 2018	% Change
Number of Units Sold	128	147	14.8%
Total Inventory	19	15	-16.6%
Median Sale Price	\$1,032,500	\$1,100,000	6.5%
Average Days on Market	41	28	-31.7%

Condominiums	May 2017	May 2018	% Change
Number of Units Sold	78	82	5.1%
Total Inventory	12	10	-16.6%
Median Sale Price	\$550,000	\$626,500	13.9%
Average Days on Market	34	28	-17.6%

Multi Families	May 2017	May 2018	% Change
Number of Units Sold	30	31	3.3%
Total Inventory	4	3	-25%
Median Sale Price	\$875,000	\$949,000	8.5%
Average Days on Market	33	17	-48.5%



Cambridge, Massachusetts

Single Families	May 2017	May 2018	% Change
Number of Units Sold	100	90	-10%
Total Inventory	22	16	-27.2%
Median Sale Price	\$1,440,000	\$1,375,000	-4.5%
Average Days on Market	32	19	-40.6%

Condominiums	May 2017	May 2018	% Change
Number of Units Sold	683	575	-15.8%
Total Inventory	70	71	1.4%
Median Sale Price	\$705,000	\$775,000	9.9%
Average Days on Market	26	24	-7.7%

Multi Families	May 2017	May 2018	% Change
Number of Units Sold	87	75	-13.8%
Total Inventory	17	15	-11.7%
Median Sale Price	\$1,400,000	\$1,470,000	5%
Average Days on Market	36	27	-25%

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Source: MLSPIN via IMAX. Single family, condo and multi family homes in Cambridge for last 12 months ending 5/31/2018 vs prior time period

Lexington, Massachusetts

Single Families	May 2017	May 2018	% Change
Number of Units Sold	368	310	-15.8%
Total Inventory	80	56	-30%
Median Sale Price	\$1,107,500	\$1,130,000	2%
Average Days on Market	54	45	-16.7%

Condominiums	May 2017	May 2018	% Change
Number of Units Sold	49	70	42.9%
Total Inventory	7	7	0%
Median Sale Price	\$545,000	\$721,750	32.4%
Average Days on Market	25	30	20%

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Lynnfield, Massachusetts

Single Families	May 2017	May 2018	% Change
Number of Units Sold	140	151	7.9%
Total Inventory	38	36	-5.2%
Median Sale Price	\$650,000	\$642,500	-1.2%
Average Days on Market	53	48	-9.4%

Condominiums	May 2017	May 2018	% Change
Number of Units Sold	23	32	39.1%
Total Inventory	8	6	-25%
Median Sale Price	\$522,000	\$456,250	-12.6%
Average Days on Market	204	85	-58.3%

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Medford, Massachusetts

Single Families	May 2017	May 2018	% Change
Number of Units Sold	268	277	3.4%
Total Inventory	28	25	-10.7%
Median Sale Price	\$533,500	\$600,000	12.5%
Average Days on Market	28	24	-14.3%

Condominiums	May 2017	May 2018	% Change
Number of Units Sold	242	200	-17.4%
Total Inventory	25	16	-36%
Median Sale Price	\$447,000	\$484,000	8.3%
Average Days on Market	33	23	-30.3%

Multi Families	May 2017	May 2018	% Change
Number of Units Sold	101	86	-14.9%
Total Inventory	11	10	-9%
Median Sale Price	\$685,000	\$775,000	13.1%
Average Days on Market	26	25	-3.8%

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Melrose, Massachusetts

Single Families	May 2017	May 2018	% Change
Number of Units Sold	238	211	-11.3%
Total Inventory	30	22	-26.6%
Median Sale Price	\$571,000	\$630,000	10.3%
Average Days on Market	31	24	-22.6%

Condominiums	May 2017	May 2018	% Change
Number of Units Sold	104	98	-5.8%
Total Inventory	13	8	-38.6%
Median Sale Price	\$351,950	\$401,000	13.9%
Average Days on Market	27	25	-7.4%

Multi Families	May 2017	May 2018	% Change
Number of Units Sold	33	26	-21.2%
Total Inventory	5	3	-40%
Median Sale Price	\$615,000	\$670,000	8.9%
Average Days on Market	36	18	-50%

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Source: MLSPIN via IMAX. Single family, condo and multi family homes in Melrose for last 12 months ending 5/31/2018 vs prior time period

Newton, Massachusetts

Single Families	May 2017	May 2018	% Change
Number of Units Sold	562	590	5%
Total Inventory	143	135	-5.5%
Median Sale Price	\$1,106,625	\$1,199,500	8.4%
Average Days on Market	45	39	-13.3%

Condominiums	May 2017	May 2018	% Change
Number of Units Sold	390	297	-23.8%
Total Inventory	71	52	-26.7%
Median Sale Price	\$719,950	\$720,000	0%
Average Days on Market	39	34	-12.8%

Multi Families	May 2017	May 2018	% Change
Number of Units Sold	44	69	56.8%
Total Inventory	15	15	0%
Median Sale Price	\$906,250	\$975,000	7.6%
Average Days on Market	25	23	-8%

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Source: MLSPIN via IMAX. *Single family, condo and multi family homes* in Newton for last 12 months ending 5/31/2018 vs prior time period

Reading, Massachusetts

Single Families	May 2017	May 2018	% Change
Number of Units Sold	226	253	11.9%
Total Inventory	37	30	-18.9%
Median Sale Price	\$544,000	\$602,000	10.7%
Average Days on Market	31	27	-12.9%

Condominiums	May 2017	May 2018	% Change
Number of Units Sold	161	138	-14.3%
Total Inventory	31	16	-48.3%
Median Sale Price	\$435,000	\$465,848	7.1%
Average Days on Market	105	40	-61.9%

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Somerville, Massachusetts

Single Families	May 2017	May 2018	% Change
Number of Units Sold	82	91	11%
Total Inventory	18	12	-33.3%
Median Sale Price	\$738,000	\$749,000	1.5%
Average Days on Market	38	27	-28.9%

Condominiums	May 2017	May 2018	% Change
Number of Units Sold	473	528	11.6%
Total Inventory	74	64	-13.5%
Median Sale Price	\$610,000	\$690,000	13.1%
Average Days on Market	36	29	-19.4%

Multi Families	May 2017	May 2018	% Change
Number of Units Sold	169	189	11.8%
Total Inventory	31	28	-9.6%
Median Sale Price	\$900,000	\$1,085,000	20.6%
Average Days on Market	37	23	-37.8%

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Stoneham, Massachusetts

Single Families	May 2017	May 2018	% Change
Number of Units Sold	174	162	-6.9%
Total Inventory	31	22	-29%
Median Sale Price	\$512,809	\$544,500	6.2%
Average Days on Market	43	34	-20.9%

Condominiums	May 2017	May 2018	% Change
Number of Units Sold	106	110	3.8%
Total Inventory	12	10	-16.6%
Median Sale Price	\$265,000	\$326,500	23.2%
Average Days on Market	31	21	-32.3%

Multi Families	May 2017	May 2018	% Change
Number of Units Sold	13	20	53.8%
Total Inventory	2	2	0%
Median Sale Price	\$559,000	\$564,000	0.9%
Average Days on Market	34	22	-35.3%

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Wakefield, Massachusetts

Single Families	May 2017	May 2018	% Change
Number of Units Sold	233	233	0%
Total Inventory	38	24	-36.8%
Median Sale Price	\$509,000	\$520,000	2.2%
Average Days on Market	46	28	-39.1%

Condominiums	May 2017	May 2018	% Change
Number of Units Sold	79	141	78.5%
Total Inventory	11	8	-27.2%
Median Sale Price	\$372,500	\$456,000	22.4%
Average Days on Market	32	20	-37.5%

Multi Families	May 2017	May 2018	% Change
Number of Units Sold	21	15	-28.6%
Total Inventory	6	6	0%
Median Sale Price	\$575,000	\$579,250	0.7%
Average Days on Market	33	32	-3%

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Source: MLS PIN via IMAX. Single family, condo and multi family homes in Wakefield for last 12 months ending 5/31/2018 vs prior time period

Waltham, Massachusetts

Single Families	May 2017	May 2018	% Change
Number of Units Sold	369	311	-15.7%
Total Inventory	48	33	-31.2%
Median Sale Price	\$540,000	\$595,000	10.2%
Average Days on Market	37	30	-18.9%

Condominiums	May 2017	May 2018	% Change
Number of Units Sold	271	261	-3.7%
Total Inventory	21	19	-9.5%
Median Sale Price	\$445,000	\$460,000	3.4%
Average Days on Market	27	22	-18.5%

Multi Families	May 2017	May 2018	% Change
Number of Units Sold	38	41	7.9%
Total Inventory	6	6	0%
Median Sale Price	\$670,500	\$675,000	0.7%
Average Days on Market	28	27	-3.6%

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Watertown, Massachusetts

Single Families	May 2017	May 2018	% Change
Number of Units Sold	85	98	15.3%
Total Inventory	10	10	0%
Median Sale Price	\$627,500	\$651,500	3.8%
Average Days on Market	32	25	-21.9%

Condominiums	May 2017	May 2018	% Change
Number of Units Sold	251	188	-25.1%
Total Inventory	27	19	-29.6%
Median Sale Price	\$500,000	\$523,000	4.6%
Average Days on Market	34	26	-23.5%

Multi Families	May 2017	May 2018	% Change
Number of Units Sold	53	64	20.8%
Total Inventory	6	9	50%
Median Sale Price	\$752,000	\$863,500	14.8%
Average Days on Market	25	22	-12%

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Winchester, Massachusetts

Single Families	May 2017	May 2018	% Change
Number of Units Sold	224	246	9.8%
Total Inventory	57	50	-12.2%
Median Sale Price	\$1,100,000	\$1,100,000	0%
Average Days on Market	49	39	-20.4%

Condominiums	May 2017	May 2018	% Change
Number of Units Sold	95	89	-6.3%
Total Inventory	19	15	-21%
Median Sale Price	\$535,000	\$610,000	14%
Average Days on Market	44	36	-18.2%

Multi Families	May 2017	May 2018	% Change
Number of Units Sold	10	6	-40%
Total Inventory	2	1	-50%
Median Sale Price	\$807,500	\$901,250	11.6%
Average Days on Market	44	59	34.1%

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LEADING EDGE

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, Boston's South End, Belmont, Cambridge, Lexington, Melrose, Reading, Wakefield 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.

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