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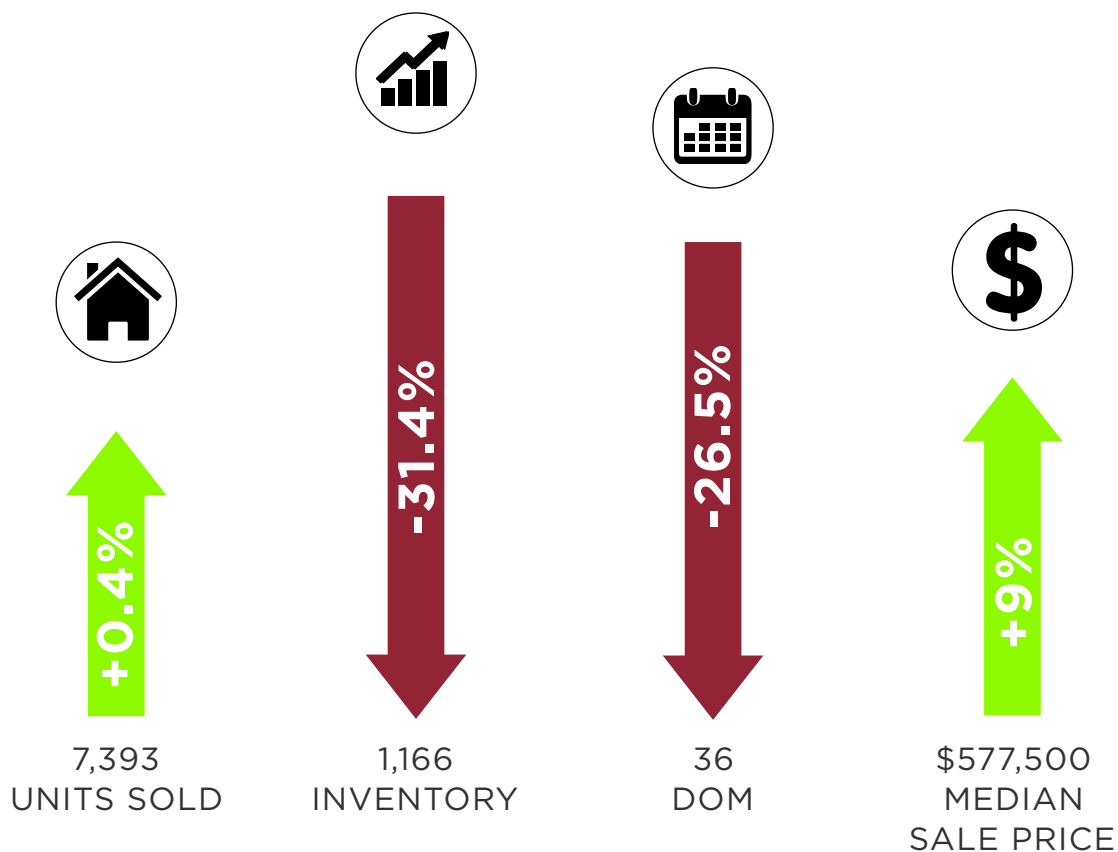
MARKET REPORT

RE/MAX[®]
LEADING EDGE

RE/MAX[®] LEADING EDGE

“Shorter days and tired buyers are cooling the housing market,” reports Linda O’Koniewski, CEO of RE/MAX Leading Edge. “Baby Boomers are choosing to remain in their largely under-used homes because the down-sizing cost is almost as much the home they would sell. Low inventory is the new normal. Smart buyers should seize the market with aggression because their competition is retiring for the holidays.”

The latest 12 months sales of single-family homes in the RE/MAX Leading Edge service area increased .4% year-over-year. Inventory remains down -31.4%. The number of days on market is also down -26.5% while median sale prices remain up +9% at \$577,500.







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 10/31/17 vs prior time period





BOSTON

RE/MAX
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BACK BAY

SINGLE FAMILY	UNITS SOLD	INVENTORY	DOM	MEDIAN \$	UNITS	MEDIAN \$
2017	8	3	153	\$4,296,250		
2016	8	6	96	\$5,550,000	0%	-22.6%
CONDO	UNITS SOLD	INVENTORY	DOM	MEDIAN \$	UNITS	MEDIAN \$
2017	351	95	47	\$1,082,500		
2016	390	103	63	\$1,139,975	-10%	-5%

BEACON HILL





SINGLE FAMILY	UNITS SOLD	INVENTORY	DOM	MEDIAN \$	UNITS	MEDIAN \$
2017	21	13	114	\$3,320,000		
2016	15	12	89	\$3,250,000	+40%	+2.2%
CONDO	UNITS SOLD	INVENTORY	DOM	MEDIAN \$	UNITS	MEDIAN \$
2017	140	37	50	\$933,600		
2016	137	45	46	\$742,500	+2.2%	+25.7%






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CHARLESTOWN

SINGLE FAMILY	UNITS SOLD	INVENTORY	DOM	MEDIAN \$	UNITS	MEDIAN \$
2017	70	10	26	\$1,152,500		
2016	48	9	45	\$1,195,000	45.8%	-3.6%
CONDO	UNITS SOLD	INVENTORY	DOM	MEDIAN \$	UNITS	MEDIAN \$
2017	224	28	47	\$670,000		
2016	241	35	63	\$585,000	-7.1%	14.5%

DORCHESTER




SINGLE FAMILY	UNITS SOLD	INVENTORY	DOM	MEDIAN \$	UNITS	MEDIAN \$
2017	59	13	45	\$510,000		
2016	79	20	47	\$409,000	-25.3%	24.7%
CONDO	UNITS SOLD	INVENTORY	DOM	MEDIAN \$	UNITS	MEDIAN \$
2017	212	30	36	\$426,250		
2016	158	34	42	\$362,000	34.2%	17.7%





BOSTON

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FENWAY

SINGLE FAMILY	UNITS SOLD	INVENTORY	DOM	MEDIAN \$	UNITS	MEDIAN \$
2017	1	0	12	\$2,162,500	-	
2016	1	0	164	\$2,225,000	0%	-2.8%
CONDO	UNITS SOLD	INVENTORY	DOM	MEDIAN \$	UNITS	MEDIAN \$
2017	116	12	20	\$563,250		
2016	76	13	31	\$492,500	52.6%	14.4%

NORTH END





SINGLE FAMILY	UNITS SOLD	INVENTORY	DOM	MEDIAN \$	UNITS	MEDIAN \$
2017	2	0	46	\$962,500	-	-
2016	0	0	0	\$962,500	0%	0%
CONDO	UNITS SOLD	INVENTORY	DOM	MEDIAN \$	UNITS	MEDIAN \$
2017	60	12	43	\$630,500		
2016	76	15	36	\$562,500	-21.1%	12.1%





BOSTON

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ROXBURY

SINGLE FAMILY	UNITS SOLD	INVENTORY	DOM	MEDIAN \$	UNITS	MEDIAN \$
2017	5	3	31	\$425,000		
2016	11	7	52	\$527,500	-54.5%	-19.4%
CONDO	UNITS SOLD	INVENTORY	DOM	MEDIAN \$	UNITS	MEDIAN \$
2017	39	11	69	\$345,000		
2016	27	12	55	\$370,000	44.4%	-6.8%

SEAPORT




SINGLE FAMILY	UNITS SOLD	INVENTORY	DOM	MEDIAN \$	UNITS	MEDIAN \$
2017	0	0	0	\$0	-	-
2016	0	0	0	\$0	0%	0%
CONDO	UNITS SOLD	INVENTORY	DOM	MEDIAN \$	UNITS	MEDIAN \$
2017	41	16	59	\$930,000		
2016	65	11	50	\$815,000	-36.9%	14.1%






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SOUTH BOSTON

SINGLE FAMILY	UNITS SOLD	INVENTORY	DOM	MEDIAN \$	UNITS	MEDIAN \$
2017	47	11	42	\$849,000		
2016	51	13	42	\$690,000	-7.8%	23%
CONDO	UNITS SOLD	INVENTORY	DOM	MEDIAN \$	UNITS	MEDIAN \$
2017	559	109	36	\$664,000		
2016	505	96	44	\$628,000	10.7%	5.7%

SOUTH END



SINGLE FAMILY	UNITS SOLD	INVENTORY	DOM	MEDIAN \$	UNITS	MEDIAN \$
2017	34	11	90	\$2,587,500		
2016	36	13	75	\$2,817,500	-5.6%	-8.2%
CONDO	UNITS SOLD	INVENTORY	DOM	MEDIAN \$	UNITS	MEDIAN \$
2017	458	75	34	\$900,000		
2016	525	92	41	\$841,500	-12.8%	7%







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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	0%	0%
CONDO	UNITS SOLD	INVENTORY	DOM	MEDIAN \$	UNITS	MEDIAN \$
2017	126	46	31	\$1,145,927		
2016	140	46	48	\$854,500	-10%	8.6%

WEST ROXBURY

SINGLE FAMILY	UNITS SOLD	INVENTORY	DOM	MEDIAN \$	UNITS	MEDIAN \$
2017	203	28	34	\$575,000		
2016	210	37	45	\$519,750	-3.3%	10.6%
CONDO	UNITS SOLD	INVENTORY	DOM	MEDIAN \$	UNITS	MEDIAN \$
2017	79	13	31	\$376,000		
2016	91	18	48	\$343,000	-13.2%	9.6%



RE/MAX[®] LEADING EDGE

SINGLE FAMILIES	2016	2017	% CHANGE
Number of Units Sold	294	270	-8.2%
Total Inventory	35	21	-40%
Median Sale Price	\$697,500	\$732,500	+5%
Average Days on Market	27	19	-29.6%

CONDOS	2016	2017	% CHANGE
Number of Units Sold	268	225	-16%
Total Inventory	26	15	-42.3%
Median Sale Price	\$503,500	\$575,000	+14.2%
Average Days on Market	26	18	-30.8%

319 Mass Ave, Arlington | 781.643.0430 | LeadingEdgeAgents.com

Source: MLSPIN via IMAX. Single family and condo homes in Arlington for last 12 months ending 10/31/17 vs prior time period

ARLINGTON



RE/MAX[®] LEADING EDGE

SINGLE FAMILIES	2016	2017	% CHANGE
Number of Units Sold	137	137	0%
Total Inventory	26	15	-42.3%
Median Sale Price	\$966,000	\$1,090,000	+12.8%
Average Days on Market	42	37	-11.9%

CONDOS	2016	2017	% CHANGE
Number of Units Sold	91	81	-11%
Total Inventory	18	11	-38.8%
Median Sale Price	\$530,000	\$585,000	+10.4%
Average Days on Market	40	31	-22.5%

MULTI FAMILIES	2016	2017	% CHANGE
Number of Units Sold	20	38	+90%
Total Inventory	6	3	-50%
Median Sale Price	\$875,000	\$915,000	+4.6%
Average Days on Market	37	24	-35.1%

84 Leonard Street, Belmont | 617.484.1900 | LeadingEdgeAgents.com

Source: MLSPIN via IMAX. Single family, condo and multi family homes in Belmont for last 12 months ending 10/31/17 vs prior time period



RE/MAX[®] LEADING EDGE

SINGLE FAMILIES	2016	2017	% CHANGE
Number of Units Sold	101	100	-1%
Total Inventory	26	17	-34.6%
Median Sale Price	\$1,325,000	\$1,450,000	+9.4%
Average Days on Market	31	29	-6.5%

CONDOS	2016	2017	% CHANGE
Number of Units Sold	633	608	-3.9%
Total Inventory	76	71	-6.5%
Median Sale Price	\$675,000	\$747,500	+10.7%
Average Days on Market	29	24	-17.2%

MULTI FAMILIES	2016	2017	% CHANGE
Number of Units Sold	84	80	-4.8%
Total Inventory	21	13	-38.1%
Median Sale Price	\$1,297,500	\$1,455,000	+12.1%
Average Days on Market	37	31	-16.2%

2 Brattle Square, Cambridge | 617.494.4400 | LeadingEdgeAgents.com

Source: MLSPIN via IMAX. Single family, condo and multi family homes in Cambridge for last 12 months ending 10/31/17 vs prior time period

CAMBRIDGE
LEADING
EDGE



RE/MAX[®] LEADING EDGE

SINGLE FAMILIES	2016	2017	% CHANGE
Number of Units Sold	352	345	-2%
Total Inventory	88	65	-26.1%
Median Sale Price	\$1,092,000	\$1,152,500	+5.5%
Average Days on Market	63	51	-19%

CONDOS	2016	2017	% CHANGE
Number of Units Sold	68	60	-11.8%
Total Inventory	9	8	-11.1%
Median Sale Price	\$578,950	\$737,500	+27.4%
Average Days on Market	26	27	+3.8%

1756 Mass Ave, Lexington | 781.778.7063 | LeadingEdgeAgents.com

Source: MLSPIN via IMAX. *Single family and condo homes* in Lexington for last 12 months ending 10/31/17 vs prior time period



RE/MAX[®] LEADING EDGE

SINGLE FAMILIES

2016

2017

% CHANGE

Number of Units Sold	119	137	+15.1%
Total Inventory	41	40	-2.4%
Median Sale Price	\$625,000	\$615,000	-1.6%
Average Days on Market	55	48	-12.7%

CONDOS

2016

2017

% CHANGE

Number of Units Sold	28	31	+10.7%
Total Inventory	12	7	-41.6%
Median Sale Price	\$398,450	\$529,500	+32.9%
Average Days on Market	103	140	+35.9%

590 Main Street, Lynnfield | 781.334.4990 | LeadingEdgeAgents.com

Source: MLSPIN via IMAX. *Single family and condo homes* in Lynnfield for last 12 months ending 10/31/17 vs prior time period



RE/MAX[®] LEADING EDGE

SINGLE FAMILIES	2016	2017	% CHANGE
Number of Units Sold	291	277	-4.8%
Total Inventory	40	24	-40%
Median Sale Price	\$490,000	\$590,000	+20.4%
Average Days on Market	38	25	-34.2%

CONDOS	2016	2017	% CHANGE
Number of Units Sold	213	221	+3.8%
Total Inventory	30	20	-33.3%
Median Sale Price	\$425,000	\$465,000	+9.4%
Average Days on Market	36	26	-27.8%

MULTI FAMILIES	2016	2017	% CHANGE
Number of Units Sold	112	77	-31.3%
Total Inventory	18	6	-66.6%
Median Sale Price	\$655,000	\$725,000	+10.7%
Average Days on Market	34	23	-32.4%

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Source: MLSPIN via IMAX. Single family, condo and multi family homes in Medford for last 12 months ending 10/31/17 vs prior time period



RE/MAX[®] LEADING EDGE

SINGLE FAMILIES	2016	2017	% CHANGE
Number of Units Sold	262	220	-16%
Total Inventory	36	22	-38.8%
Median Sale Price	\$548,000	\$602,500	+9.9%
Average Days on Market	35	29	-17.1%

CONDOS	2016	2017	% CHANGE
Number of Units Sold	114	91	-20.2%
Total Inventory	15	9	-40%
Median Sale Price	\$387,500	\$367,000	-5.3%
Average Days on Market	37	22	-40.5%

MULTI FAMILIES	2016	2017	% CHANGE
Number of Units Sold	27	32	+18.5%
Total Inventory	7	3	-57.1%
Median Sale Price	\$620,000	\$629,500	+1.5%
Average Days on Market	40	27	-32.5%

536 Main Street, Melrose | 781.979.0100 | LeadingEdgeAgents.com

Source: MLSPIN via IMAX. *Single family, condo and multi family homes* in Melrose for last 12 months ending 10/31/17 vs prior time period



RE/MAX[®]

LEADING EDGE

SINGLE FAMILIES	2016	2017	% CHANGE
Number of Units Sold	567	587	+3.5%
Total Inventory	166	128	-22.8%
Median Sale Price	\$1,110,000	\$1,190,000	+7.2%
Average Days on Market	48	38	-20.8%

CONDOS	2016	2017	% CHANGE
Number of Units Sold	365	350	-4.1%
Total Inventory	82	54	-34.1%
Median Sale Price	\$678,600	\$739,000	+8.9%
Average Days on Market	43	36	-16.3%

MULTI FAMILIES	2016	2017	% CHANGE
Number of Units Sold	52	54	+3.8%
Total Inventory	18	13	-27.7%
Median Sale Price	\$940,750	\$925,000	-1.7%
Average Days on Market	37	22	-40.5%

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Source: MLSPIN via IMAX. *Single family and condo homes in Newton for last 12 months ending 10/31/17 vs prior time period*



RE/MAX[®] LEADING EDGE

SINGLE FAMILIES	2016	2017	% CHANGE
Number of Units Sold	235	251	+6.8%
Total Inventory	37	28	-24.3%
Median Sale Price	\$532,000	\$585,000	+10%
Average Days on Market	42	28	-33.3%

CONDOS	2016	2017	% CHANGE
Number of Units Sold	109	167	+52.3%
Total Inventory	24	23	-4.1%
Median Sale Price	\$435,000	\$439,240	+1%
Average Days on Market	96	67	-30.2%

248 Main Street, Reading | 781.944.6060 | LeadingEdgeAgents.com

Source: MLSPIN via IMAX. *Single family and condo homes* in Reading for last 12 months ending 10/31/17 vs prior time period



RE/MAX[®] LEADING EDGE

SINGLE FAMILIES	2016	2017	% CHANGE
Number of Units Sold	81	92	+13.6%
Total Inventory	21	12	-42.8%
Median Sale Price	\$700,000	\$738,000	+5.4%
Average Days on Market	42	33	-21.4%

CONDOS	2016	2017	% CHANGE
Number of Units Sold	477	472	-1%
Total Inventory	83	67	-19.2%
Median Sale Price	\$595,000	\$645,000	+8.4%
Average Days on Market	36	31	-13.9%

MULTI FAMILIES	2016	2017	% CHANGE
Number of Units Sold	169	166	-1.8%
Total Inventory	41	26	-36.5%
Median Sale Price	\$899,900	\$1,020,000	+13.3%
Average Days on Market	48	28	-41.7%

20 Holland Street, Somerville | 617.623.1140 | LeadingEdgeAgents.com

Source: MLSPIN via IMAX. Single family, condo and multi family homes in Somerville for last 12 months ending 10/31/17 vs prior time period

SOMERVILLE



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STONEHAM

SINGLE FAMILIES	2016	2017	% CHANGE
Number of Units Sold	181	187	+3.3%
Total Inventory	39	25	-35.9%
Median Sale Price	\$480,000	\$522,500	+8.9%
Average Days on Market	49	36	-26.5%

CONDOS	2016	2017	% CHANGE
Number of Units Sold	105	107	+1.9%
Total Inventory	14	11	-21.4%
Median Sale Price	\$258,000	\$305,000	+18.2%
Average Days on Market	36	27	-25%

MULTI FAMILIES	2016	2017	% CHANGE
Number of Units Sold	13	16	+23.1%
Total Inventory	2	2	0%
Median Sale Price	\$598,000	\$547,000	-8.5%
Average Days on Market	59	16	-72.9%

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Source: MLSPIN via IMAX. Single family, condo and multi family homes in Stoneham for last 12 months ending 10/31/17 vs prior time period



RE/MAX[®] LEADING EDGE

SINGLE FAMILIES	2016	2017	% CHANGE
Number of Units Sold	232	229	-1.3%
Total Inventory	42	30	-28.5%
Median Sale Price	\$489,950	\$515,000	+5.1%
Average Days on Market	50	33	-34%

CONDOS	2016	2017	% CHANGE
Number of Units Sold	88	80	-9.1%
Total Inventory	13	10	-23%
Median Sale Price	\$382,250	\$347,500	-9.1%
Average Days on Market	46	25	-45.7%

MULTI FAMILIES	2016	2017	% CHANGE
Number of Units Sold	23	19	-17.4%
Total Inventory	7	5	-28.5%
Median Sale Price	\$549,000	\$530,000	-3.5%
Average Days on Market	53	29	-45.3%

25 Tuttle Street, Wakefield | 781.245.8100 | LeadingEdgeAgents.com

Source: MLSPIN via IMAX. *Single family, condo and multi family homes* in Wakefield for last 12 months ending 10/31/17 vs prior time period

WAKEFIELD



RE/MAX[®] LEADING EDGE

SINGLE FAMILIES	2016	2017	% CHANGE
Number of Units Sold	379	328	-13.5%
Total Inventory	64	34	-46.8%
Median Sale Price	\$523,000	\$575,000	+9.9%
Average Days on Market	42	33	-21.4%

CONDOS	2016	2017	% CHANGE
Number of Units Sold	301	263	-12.6%
Total Inventory	37	21	-43.2%
Median Sale Price	\$436,000	\$450,000	+3.2%
Average Days on Market	37	24	-35.1%

MULTI FAMILIES	2016	2017	% CHANGE
Number of Units Sold	37	49	+32.4%
Total Inventory	8	6	-25%
Median Sale Price	\$610,000	\$676,500	+10.9%
Average Days on Market	48	24	-50%

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Source: MLSPIN via IMAX. Single family, condo and multi family homes in Waltham for last 12 months ending 10/31/17 vs prior time period



RE/MAX[®] LEADING EDGE

WATERTOWN

SINGLE FAMILIES	2016	2017	% CHANGE
Number of Units Sold	91	89	-2.2%
Total Inventory	13	11	-15.3%
Median Sale Price	\$590,000	\$635,000	+7.6%
Average Days on Market	30	28	-6.7%

CONDOS	2016	2017	% CHANGE
Number of Units Sold	253	214	-15.4%
Total Inventory	36	22	-38.8%
Median Sale Price	\$455,000	\$530,000	+16.5%
Average Days on Market	37	29	-21.6%

MULTI FAMILIES	2016	2017	% CHANGE
Number of Units Sold	60	52	-13.3%
Total Inventory	10	7	-30%
Median Sale Price	\$681,500	\$780,000	+14.5%
Average Days on Market	28	20	-28.6%

142 Galen Street, Watertown | 617.926.5400 | LeadingEdgeAgents.com

Source: MLSPIN via IMAX. Single family, condo and multi family homes in Watertown for last 12 months ending 10/31/17 vs prior time period



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WINCHESTER

SINGLE FAMILIES	2016	2017	% CHANGE
Number of Units Sold	217	262	+20.7%
Total Inventory	65	50	-23%
Median Sale Price	\$1,025,000	\$1,100,000	+7.3%
Average Days on Market	51	43	-15.7%

CONDOS	2016	2017	% CHANGE
Number of Units Sold	70	89	+27.1%
Total Inventory	17	17	0%
Median Sale Price	\$512,000	\$571,000	+11.5%
Average Days on Market	42	41	-2.4%

2 Mount Vernon Street, Winchester | 781.729.5505 | LeadingEdgeAgents.com

Source: MLSPIN via IMAX. Single family and condo homes in Winchester for last 12 months ending 10/31/17 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.

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

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