



OCTOBER

20
17

MARKET REPORT

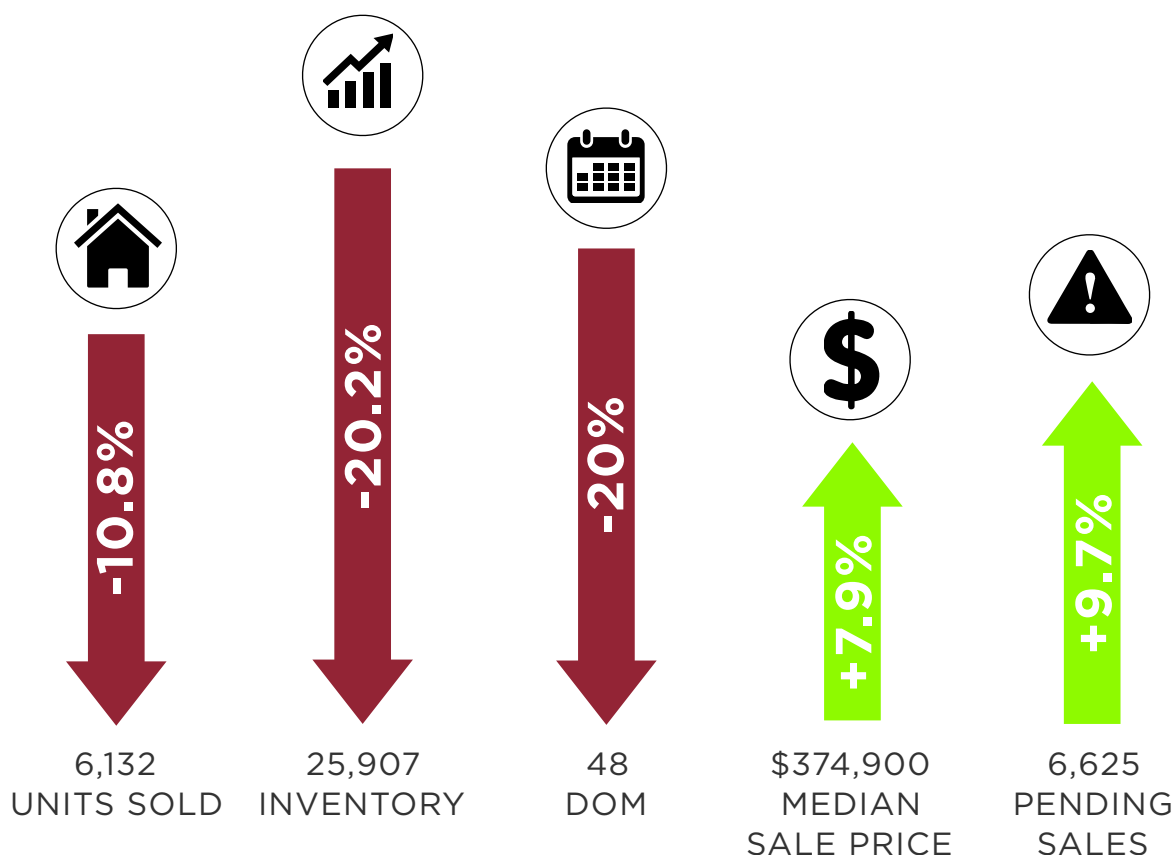
RE/MAX[®]
LEADING EDGE

OCTOBER MARKET OVERVIEW

RE/MAX[®] LEADING EDGE









“Inventory remains low, prices continue to creep up and buyers are rebelling,” reports Linda O’Koniewski, CEO of RE/MAX Leading Edge, “Buyers frustrated by competition and high prices are taking a step back and beginning a “wait and see” approach. Our agents, who’ve been used to 8, 10 and 12 offers are now seeing a significant decrease in the number of offers on their properties. The high-end market especially has slowed significantly. I expect the market will begin to normalize in the weeks and months ahead.”

September sales of combined condo and single-family homes in Massachusetts decreased -10.8% year-over-year. Inventory remains down -20.2% and the number of days on market is also down -20%. Median sale prices remain up +7.9% at \$374,000 while pending sales are up +9.7%.











Source: Single Family and Condo Sales, Active & Pending Trends for all of MA extracted on (10/1/17) via imaxwebsolutions.com Current period: 9/1/17-9/30/17











BACK BAY	UNITS SOLD	INVENTORY	DOM	MEDIAN \$	PENDING	UNITS	MEDIAN \$
2017	35	163	47	\$920,000	23		
2016	38	153	63	\$1,099,000	35	-7.8%	-16.2%
BEACON HILL	UNITS SOLD	INVENTORY	DOM	MEDIAN \$	PENDING	UNITS	MEDIAN \$
2017	15	70	51	\$950,000	14		
2016	16	68	106	\$932,475	7	-6.2%	+1.8%
CHARLESTOWN	UNITS SOLD	INVENTORY	DOM	MEDIAN \$	PENDING	UNITS	MEDIAN \$
2017	14	58	32	\$766,000	19		
2016	46	83	30	\$749,500	19	-69.5%	+2.2%
DORCHESTER	UNITS SOLD	INVENTORY	DOM	MEDIAN \$	PENDING	UNITS	MEDIAN \$
2017	8	65	41	\$507,500	21		
2016	18	85	50	\$368,750	21	-55.5%	+37.6%



FENWAY	UNITS SOLD	INVENTORY	DOM	MEDIAN \$	PENDING	UNITS	MEDIAN \$
2017	4	17	43	\$757,000	6		
2016	5	17	32	\$399,000	6	-20%	+89.7%
NORTH END	UNITS SOLD	INVENTORY	DOM	MEDIAN \$	PENDING	UNITS	MEDIAN \$
2017	8	21	52	\$683,000	3		
2016	5	24	32	\$510,000	12	+60%	+33.9%
ROXBURY	UNITS SOLD	INVENTORY	DOM	MEDIAN \$	PENDING	UNITS	MEDIAN \$
2017	1	14	38	\$395,000	4		
2016	1	28	3	\$389,000	1	0%	+1.5%
SEAPORT	UNITS SOLD	INVENTORY	DOM	MEDIAN \$	PENDING	UNITS	MEDIAN \$
2017	1	29	116	\$885,000	3		
2016	22	20	78	\$597,000	7	-95.4%	+48.2



SOUTH BOSTON	UNITS SOLD	INVENTORY	DOM	MEDIAN \$	PENDING	UNITS	MEDIAN \$
2017	31	172	36	\$672,500	41		
2016	50	166	33	\$639,500	36	-38%	+5.1%
SOUTH END	UNITS SOLD	INVENTORY	DOM	MEDIAN \$	PENDING	UNITS	MEDIAN \$
2017	33	139	54	\$880,000	33		
2016	34	139	47	\$752,500	25	-2.9%	+16.9%
WATERFRONT	UNITS SOLD	INVENTORY	DOM	MEDIAN \$	PENDING	UNITS	MEDIAN \$
2017	17	75	80	\$979,000	15		
2016	17	59	47	\$989,000	11	0%	-1%
WEST ROXBURY	UNITS SOLD	INVENTORY	DOM	MEDIAN \$	PENDING	UNITS	MEDIAN \$
2017	25	63	37	\$465,000	19		
2016	16	57	42	\$485,250	18	+56.2%	-4.1%



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SINGLE FAMILIES	2016	2017	% CHANGE
Number of Units Sold	19	13	-31.5%
Total Inventory	51	59	+15.6%
Median Sale Price	\$633,500	\$770,000	+21.5%
Average Days on Market	20	11	-45%
Pending Sales	27	29	+7.4%
CONDOS	2016	2017	% CHANGE
Number of Units Sold	19	15	-21%
Total Inventory	45	37	-17.7%
Median Sale Price	\$530,000	\$525,500	-0.8%
Average Days on Market	27	14	-48.5%
Pending Sales	13	18	+38.4%

319 Mass Ave, Arlington | 781.643.0430 | LeadingEdgeAgents.com

Source: MLSPIN via iMAX. Single Family & Condo trends for period ending 9/30/17.



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SINGLE FAMILIES	2016	2017	% CHANGE
Number of Units Sold	4	13	+225%
Total Inventory	36	28	-22.2%
Median Sale Price	\$1,145,000	\$1,140,000	-0.4%
Average Days on Market	57	28	-50.8%
Pending Sales	12	13	+8.3%
CONDOS	2016	2017	% CHANGE
Number of Units Sold	6	4	-33.3%
Total Inventory	37	12	-67.5%
Median Sale Price	\$619,500	\$631,000	+1.8%
Average Days on Market	24	38	+58.3%
Pending Sales	13	5	-61.5%
MULTI FAMILIES	2016	2017	% CHANGE
Number of Units Sold	1	2	+100%
Total Inventory	10	7	-30%
Median Sale Price	\$689,900	\$832,500	+20.6%
Average Days on Market	6	16	+166.6%
Pending Sales	2	3	+50%

84 Leonard Street, Belmont | 617.484.1900 | LeadingEdgeAgents.com

Source: MLSPIN via iMAX. Single Family, Condo & Multi Family trends for period ending 9/30/17.



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SINGLE FAMILIES

	2016	2017	% CHANGE
Number of Units Sold	6	5	-16.6%
Total Inventory	48	29	-39.5%
Median Sale Price	\$2,025,000	\$1,344,400	-33.6%
Average Days on Market	46	16	-65.2%
Pending Sales	9	6	-33.3%

CONDOS

	2016	2017	% CHANGE
Number of Units Sold	68	36	-47%
Total Inventory	153	152	-0.6%
Median Sale Price	\$662,500	\$732,500	+10.5%
Average Days on Market	27	33	+22.2%
Pending Sales	55	52	-5.4%

MULTI FAMILIES

	2016	2017	% CHANGE
Number of Units Sold	8	6	-25%
Total Inventory	29	24	-17.2%
Median Sale Price	\$1,505,000	\$1,450,000	-3.6%
Average Days on Market	57	18	-68.4%
Pending Sales	7	10	+42.8%

2 Brattle Square, Cambridge | 617.494.4400 | LeadingEdgeAgents.com

Source: MLSPIN via iMAX. Single Family, Condo & Multi Family trends for period ending 9/30/17.

CAMBRIDGE
LEADING
EDGE



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SINGLE FAMILIES

2016

2017

% CHANGE

Number of Units Sold

23

18

-21.7%

Total Inventory

133

90

-32.3%

Median Sale Price

\$1,070,000

\$1,188,000

+11%

Average Days on Market

45

73

+62.2%

Pending Sales

28

27

-3.5%

1756 Mass Ave, Lexington | 781.778.7063 | LeadingEdgeAgents.com

Source: MLSPIN via iMAX. Single Family trends for period ending 9/30/17.

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SINGLE FAMILIES	2016	2017	% CHANGE
Number of Units Sold	19	11	-42.1%
Total Inventory	71	67	-5.6%
Median Sale Price	\$718,000	\$610,000	-15%
Average Days on Market	33	53	+60.6%
Pending Sales	16	16	0%

590 Main Street, Lynnfield | 781.334.4990 | LeadingEdgeAgents.com

Source: MLSPIN via iMAX. Single Family trends for period ending 9/30/17.

LYNNFIELD
MA
REAL ESTATE



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PROFESSIONAL

SINGLE FAMILIES	2016	2017	% CHANGE
Number of Units Sold	31	29	-6.4%
Total Inventory	58	55	-5.1%
Median Sale Price	\$535,000	\$565,000	+5.6%
Average Days on Market	30	33	+10%
Pending Sales	20	29	+45%
CONDOS	2016	2017	% CHANGE
Number of Units Sold	21	11	-47.6%
Total Inventory	47	33	-29.7%
Median Sale Price	\$420,000	\$482,000	+14.7%
Average Days on Market	33	25	-24.4%
Pending Sales	18	16	-11.1%
MULTI FAMILIES	2016	2017	% CHANGE
Number of Units Sold	12	7	-41.6%
Total Inventory	22	18	-18.1%
Median Sale Price	\$675,500	\$735,000	+8.8%
Average Days on Market	28	49	+75%
Pending Sales	10	8	-20%

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Source: MLSPIN via iMAX. Single Family, Condo & Multi Family trends for period ending 9/30/17.



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SINGLE FAMILIES

2016

2017

% CHANGE

Number of Units Sold

17

17

0%

Total Inventory

63

42

-33.3%

Median Sale Price

\$569,000

\$650,000

+14.2%

Average Days on Market

27

34

+25.9%

Pending Sales

24

16

-33.3%

536 Main Street, Melrose | 781.979.0100 | LeadingEdgeAgents.com

Source: MLSPIN via iMAX. Single Family trends for period ending 9/30/17.

RESALES
PROPERTY



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SINGLE FAMILIES

2016

2017

% CHANGE

Number of Units Sold

34

46

+35.2%

Total Inventory

235

204

-13.1%

Median Sale Price

\$884,500

\$1,058,000

+19.6%

Average Days on Market

41

37

-9.7%

Pending Sales

43

52

+20.9%

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Source: MLSPIN via iMAX. Single Family trends for period ending 9/30/17.



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SINGLE FAMILIES

2016

2017

% CHANGE

Number of Units Sold

18

23

+27.7%

Total Inventory

73

44

-39.7%

Median Sale Price

\$528,500

\$558,000

+5.5%

Average Days on Market

31

35

+12.9%

Pending Sales

25

18

-28%

248 Main Street, Reading | 781.944.6060 | LeadingEdgeAgents.com

Source: MLSPIN via iMAX. Single Family trends for period ending 9/30/17.

READING

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SOMERVILLE

SINGLE FAMILIES	2016	2017	% CHANGE
Number of Units Sold	4	6	+50%
Total Inventory	32	23	-28.1%
Median Sale Price	\$667,500	\$714,500	+7%
Average Days on Market	36	27	-25%
Pending Sales	12	10	-16.6%
CONDOS	2016	2017	% CHANGE
Number of Units Sold	36	43	+19.4%
Total Inventory	136	132	-2.9%
Median Sale Price	\$595,393	\$630,000	+5.8%
Average Days on Market	26	27	+3.8%
Pending Sales	37	54	+45.9%
MULTI FAMILIES	2016	2017	% CHANGE
Number of Units Sold	18	13	-27.7%
Total Inventory	54	54	0%
Median Sale Price	\$1,025,000	\$899,000	-12.2%
Average Days on Market	38	19	-50%
Pending Sales	12	24	+100%

20 Holland Street, Somerville | 617.623.1140 | LeadingEdgeAgents.com

Source: MLSPIN via iMAX. Single Family, Condo & Multi Family trends for period ending 9/30/17.



SINGLE FAMILIES

2016

2017

% CHANGE

Number of Units Sold

15

18

+20%

Total Inventory

63

36

-42.8%

Median Sale Price

\$477,500

\$525,000

+9.9%

Average Days on Market

33

38

+5%

Pending Sales

15

14

-6.6%

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Source: MLSPIN via iMAX. Single Family trends for period ending 9/30/17.



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SINGLE FAMILIES

2016

2017

% CHANGE

Number of Units Sold

25

19

-24%

Total Inventory

64

41

-35.9%

Median Sale Price

\$489,900

\$520,000

+6.1%

Average Days on Market

29

32

+10.3%

Pending Sales

15

20

+33.3%

25 Tuttle Street, Wakefield | 781.245.8100 | LeadingEdgeAgents.com

Source: MLSPIN via iMAX. Single Family trends for period ending 9/30/17.

WAKEFIELD



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SINGLE FAMILIES	2016	2017	% CHANGE
Number of Units Sold	32	23	-28.1%
Total Inventory	104	75	-27.8%
Median Sale Price	\$542,000	\$617,818	+13.9%
Average Days on Market	35	25	-28.5%
Pending Sales	29	40	+37.9%
CONDOS	2016	2017	% CHANGE
Number of Units Sold	21	15	-28.5%
Total Inventory	41	34	-17%
Median Sale Price	\$524,000	\$365,500	-30.2%
Average Days on Market	24	15	-37.5%
Pending Sales	19	21	+10.5%
MULTI FAMILIES	2016	2017	% CHANGE
Number of Units Sold	2	7	+250%
Total Inventory	11	13	+18.1%
Median Sale Price	\$484,000	\$705,000	+45.6%
Average Days on Market	27	20	-25.9%
Pending Sales	5	6	+20%

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Source: MLSPIN via iMAX. Single Family, Condo & Multi Family trends for period ending 9/30/17.



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WATERTOWN

SINGLE FAMILIES	2016	2017	% CHANGE
Number of Units Sold	5	2	-60%
Total Inventory	19	20	+5.2%
Median Sale Price	\$589,000	\$765,000	+29.8%
Average Days on Market	45	7	-84.4%
Pending Sales	5	10	+100%
CONDOS	2016	2017	% CHANGE
Number of Units Sold	22	9	-59%
Total Inventory	52	43	-17.3%
Median Sale Price	\$421,250	\$443,500	+5.2%
Average Days on Market	43	18	-58.1%
Pending Sales	15	18	+20%
MULTI FAMILIES	2016	2017	% CHANGE
Number of Units Sold	3	1	-66.6%
Total Inventory	12	13	+8.3%
Median Sale Price	\$752,000	\$950,000	+26.3%
Average Days on Market	15	73	+386.6%
Pending Sales	2	3	+50%

142 Galen Street, Watertown | 617.926.5400 | LeadingEdgeAgents.com

Source: MLSPIN via iMAX. Single Family, Condo & Multi Family trends for period ending 9/30/17.



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WINCHESTER

SINGLE FAMILIES	2016	2017	% CHANGE
Number of Units Sold	13	14	+7.6%
Total Inventory	84	82	-2.3%
Median Sale Price	\$1,225,000	\$1,142,500	-6.7%
Average Days on Market	59	51	-13.5%
Pending Sales	17	18	+5.8%

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

Source: MLSPIN via iMAX. Single Family trends for period ending 9/30/17.

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.

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Arlington, Back Bay, Belmont, Cambridge,
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Wakefield, Watertown and Winchester

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