



SEPTEMBER

20  
17

MARKET REPORT

**RE/MAX**  
**LEADING EDGE**

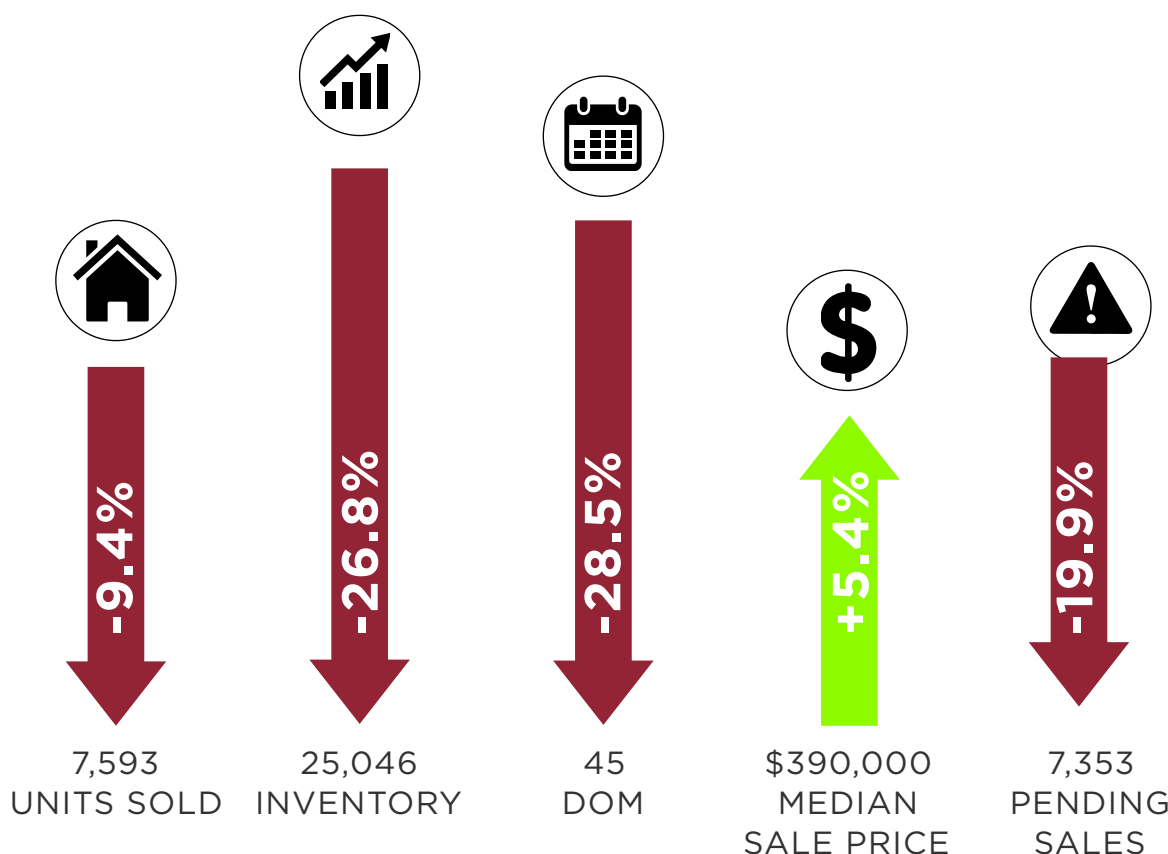


## RE/MAX<sup>®</sup> LEADING EDGE

"We've seen a resurgence in a dangerous trend in real estate which is agents who tell their sellers not to accept escalation clauses. Some listing agents direct buyer agents in MLS not to bring an offer with an escalation clause," laments Linda O'Koniewski, CEO of RE/MAX Leading Edge. "We are horrified and dismayed at this practice. We've never met a seller who doesn't want more money. These agents explain this unforgivable practice saying it is unfair to other BUYERS. We understand that our role as listing agents is to produce the best results for our clients, the SELLERS! We can only assume that some agents are not prepared or trained to deal with escalation clauses. Shame on them. Escalation clauses are a legal and valid offer and agents who do not accept them are breaking the code of ethics by not presenting offers to their clients 'objectively and as written'. Stay tuned, we are on a mission to assure that sellers are getting the best guidance and wisdom when they use RE/MAX Leading Edge to market their home.

Meanwhile, I expect competition for worthy properties to remain high. Sellers who are considering placing their homes on the market should start preparing their homes to sell while buyers are hot and before the holidays arrive."









**August sales of combined condo and single-family homes in Massachusetts decreased -9.4% year-over-year. Inventory remains down -26.8% and the number of days on market is also down -28.5%. Median sale prices remain up +5.4% at \$390,000 while pending sales are up +19.9%.**



Source: Single Family and Condo Sales, Active & Pending Trends for all of MA extracted on (9/1/17) via [imaxwebsolutions.com](http://imaxwebsolutions.com) Current period: 8/1/17-8/31/17





BACK BAY	UNITS SOLD	INVENTORY	DOM	MEDIAN \$	PENDING	UNITS	MEDIAN \$
2017	20	130	52	\$1,330,000	25		
2016	40	128	71	\$1,202,500	37	<b>-50%</b>	<b>-9.5%</b>
BEACON HILL	UNITS SOLD	INVENTORY	DOM	MEDIAN \$	PENDING	UNITS	MEDIAN \$
2017	14	59	46	\$993,500	14		
2016	13	70	29	\$691,000	16	<b>-7.1%</b>	<b>+43.7%</b>
CHARLESTOWN	UNITS SOLD	INVENTORY	DOM	MEDIAN \$	PENDING	UNITS	MEDIAN \$
2017	30	47	40	\$720,500	14		
2016	39	70	30	\$599,000	33	<b>-23%</b>	<b>+20.2%</b>
DORCHESTER	UNITS SOLD	INVENTORY	DOM	MEDIAN \$	PENDING	UNITS	MEDIAN \$
2017	30	49	28	\$423,010	17		
2016	24	81	39	\$435,000	21	<b>+25%</b>	<b>-2.7%</b>













FENWAY	UNITS SOLD	INVENTORY	DOM	MEDIAN \$	PENDING	UNITS	MEDIAN \$
2017	8	15	26	\$489,500	5		
2016	9	16	15	\$520,000	4	<b>-11.1%</b>	<b>-5.8%</b>
NORTH END	UNITS SOLD	INVENTORY	DOM	MEDIAN \$	PENDING	UNITS	MEDIAN \$
2017	9	15	23	\$585,000	4		
2016	8	27	54	\$547,500	11	<b>+12.5%</b>	<b>+6.8%</b>
ROXBURY	UNITS SOLD	INVENTORY	DOM	MEDIAN \$	PENDING	UNITS	MEDIAN \$
2017	6	16	71	\$462,500	4		
2016	5	37	73	\$415,000	8	<b>+20%</b>	<b>+11.4%</b>
SEAPORT	UNITS SOLD	INVENTORY	DOM	MEDIAN \$	PENDING	UNITS	MEDIAN \$
2017	6	22	56	\$1,013,750	3		
2016	7	17	30	\$1,115,000	2	<b>-14.2%</b>	<b>-9%</b>





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# BOSTON

SOUTH BOSTON	UNITS SOLD	INVENTORY	DOM	MEDIAN \$	PENDING	UNITS	MEDIAN \$
2017	52	157	33	\$747,500	44		
2016	53	151	37	\$650,000	60	<b>-1.8%</b>	<b>+15%</b>
SOUTH END	UNITS SOLD	INVENTORY	DOM	MEDIAN \$	PENDING	UNITS	MEDIAN \$
2017	42	111	25	\$1,060,500	32		
2016	45	117	43	\$885,000	47	<b>-6.6%</b>	<b>+19.8%</b>
WATERFRONT	UNITS SOLD	INVENTORY	DOM	MEDIAN \$	PENDING	UNITS	MEDIAN \$
2017	20	74	36	\$1,132,000	16		
2016	16	65	66	\$910,000	15	<b>+25%</b>	<b>+24.4%</b>
WEST ROXBURY	UNITS SOLD	INVENTORY	DOM	MEDIAN \$	PENDING	UNITS	MEDIAN \$
2017	19	63	22	\$488,000	24		
2016	39	59	47	\$517,500	22	<b>-51.2%</b>	<b>-5.7%</b>





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SINGLE FAMILIES	2016	2017	% CHANGE
Number of Units Sold	30	28	<b>-6.6%</b>
Total Inventory	40	44	<b>+10%</b>
Median Sale Price	\$797,500	\$722,000	<b>-9.4%</b>
Average Days on Market	22	13	<b>-40.9%</b>
Pending Sales	19	24	<b>+26.3%</b>
CONDOS	2016	2017	% CHANGE
Number of Units Sold	32	23	<b>-28.1%</b>
Total Inventory	45	33	<b>-26.6%</b>
Median Sale Price	\$504,250	\$627,000	<b>+24.3%</b>
Average Days on Market	30	18	<b>-40%</b>
Pending Sales	25	20	<b>-20%</b>

319 Mass Ave, Arlington | 781.643.0430 | [LeadingEdgeAgents.com](http://LeadingEdgeAgents.com)

Source: MLSPIN via iMAX. Single Family & Condo trends for period ending 8/31/17.





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SINGLE FAMILIES	2016	2017	% CHANGE
Number of Units Sold	19	19	0%
Total Inventory	23	27	+17.3%
Median Sale Price	\$980,000	\$1,150,000	+17.3%
Average Days on Market	31	34	+9.6%
Pending Sales	9	13	+44.4%
CONDOS	2016	2017	% CHANGE
Number of Units Sold	10	9	-10%
Total Inventory	26	14	-46.1%
Median Sale Price	\$539,125	\$660,000	+22.4%
Average Days on Market	32	38	+18.7%
Pending Sales	9	7	-22.2%
MULTI FAMILIES	2016	2017	% CHANGE
Number of Units Sold	6	3	-50%
Total Inventory	8	6	-25%
Median Sale Price	\$875,000	\$1,900,000	+24.5%
Average Days on Market	44	4	-90.9%
Pending Sales	1	2	+100%

84 Leonard Street, Belmont | 617.484.1900 | [LeadingEdgeAgents.com](http://LeadingEdgeAgents.com)

Source: MLSPIN via iMAX. Single Family, Condo & Multi Family trends for period ending 8/31/17.





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SINGLE FAMILIES	2016	2017	% CHANGE
Number of Units Sold	12	10	-16.6%
Total Inventory	32	19	-40.6%
Median Sale Price	\$1,123,500	\$1,518,500	+35.1%
Average Days on Market	23	26	+13%
Pending Sales	5	7	+40%
CONDOS	2016	2017	% CHANGE
Number of Units Sold	82	51	-37.8%
Total Inventory	125	98	-21.6%
Median Sale Price	\$658,750	\$770,000	+16.8%
Average Days on Market	27	19	-29.6%
Pending Sales	63	42	-33.3%
MULTI FAMILIES	2016	2017	% CHANGE
Number of Units Sold	12	7	-41.6%
Total Inventory	32	25	-21.8%
Median Sale Price	\$1,337,500	\$1,495,000	+11.7%
Average Days on Market	27	20	-25.9%
Pending Sales	5	11	+120%

2 Brattle Square, Cambridge | 617.494.4400 | [LeadingEdgeAgents.com](http://LeadingEdgeAgents.com)

Source: MLSPIN via iMAX. Single Family, Condo & Multi Family trends for period ending 8/31/17.





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## SINGLE FAMILIES

2016

2017

% CHANGE

Number of Units Sold

57

52

**-8.7%**

Total Inventory

126

84

**-33.3%**

Median Sale Price

\$998,000

\$1,267,500

**+27%**

Average Days on Market

50

48

**-4%**

Pending Sales

27

25

**-7.4%**

1756 Mass Ave, Lexington | 781.778.7063 | [LeadingEdgeAgents.com](http://LeadingEdgeAgents.com)

Source: MLSPIN via iMAX. Single Family trends for period ending 8/31/17.



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SINGLE FAMILIES	2016	2017	% CHANGE
Number of Units Sold	15	10	<b>-33.3%</b>
Total Inventory	60	66	<b>+10%</b>
Median Sale Price	\$707,000	\$688,950	<b>-2.5%</b>
Average Days on Market	50	46	<b>-8%</b>
Pending Sales	11	12	<b>+9%</b>

590 Main Street, Lynnfield | 781.334.4990 | [LeadingEdgeAgents.com](http://LeadingEdgeAgents.com)

Source: MLSPIN via iMAX. Single Family trends for period ending 8/31/17.

LYNNFIELD





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<b>SINGLE FAMILIES</b>	<b>2016</b>	<b>2017</b>	<b>% CHANGE</b>
Number of Units Sold	41	29	<b>-29.2%</b>
Total Inventory	57	67	<b>+17.5%</b>
Median Sale Price	\$529,000	\$621,700	<b>+17.5%</b>
Average Days on Market	33	22	<b>-33.3%</b>
Pending Sales	30	41	<b>+36.6%</b>
<b>CONDOS</b>	<b>2016</b>	<b>2017</b>	<b>% CHANGE</b>
Number of Units Sold	33	22	<b>-33.3%</b>
Total Inventory	54	28	<b>-48.1%</b>
Median Sale Price	\$460,000	\$450,000	<b>-2.1%</b>
Average Days on Market	36	25	<b>-30.5%</b>
Pending Sales	29	15	<b>-48.2%</b>
<b>MULTI FAMILIES</b>	<b>2016</b>	<b>2017</b>	<b>% CHANGE</b>
Number of Units Sold	11	6	<b>-45.4%</b>
Total Inventory	32	13	<b>-59.3%</b>
Median Sale Price	\$695,000	\$722,500	<b>+3.9%</b>
Average Days on Market	34	18	<b>-47%</b>
Pending Sales	13	4	<b>-69.2%</b>

LeadingEdgeAgents.com

Source: MLSPIN via iMAX. Single Family, Condo & Multi Family trends for period ending 8/31/17.



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## SINGLE FAMILIES

2016

2017

% CHANGE

Number of Units Sold

34

22

**-35.2%**

Total Inventory

75

27

**-64%**

Median Sale Price

\$552,000

\$600,000

**+8.7%**

Average Days on Market

26

31

**+19.2%**

Pending Sales

33

16

**-51.5%**

536 Main Street, Melrose | 781.979.0100 | [LeadingEdgeAgents.com](http://LeadingEdgeAgents.com)

Source: MLSPIN via iMAX. Single Family trends for period ending 8/31/17.

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## SINGLE FAMILIES

2016

2017

% CHANGE

Number of Units Sold

82

70

**-14.6%**

Total Inventory

204

161

**-21%**

Median Sale Price

\$1,150,000

\$1,295,000

**+12.6%**

Average Days on Market

56

31

**-44.6%**

Pending Sales

47

44

**-6.3%**

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Source: MLSPIN via iMAX. Single Family trends for period ending 8/31/17.





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## SINGLE FAMILIES

2016

2017

% CHANGE

Number of Units Sold

27

36

**+33.3%**

Total Inventory

79

48

**-39.2%**

Median Sale Price

\$607,000

\$641,000

**+5.6%**

Average Days on Market

27

28

**+3.7%**

Pending Sales

26

26

**0%**

248 Main Street, Reading | 781.944.6060 | [LeadingEdgeAgents.com](http://LeadingEdgeAgents.com)

Source: MLSPIN via iMAX. Single Family trends for period ending 8/31/17.

READING





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SOMERVILLE

SINGLE FAMILIES	2016	2017	% CHANGE
Number of Units Sold	14	5	-64.2%
Total Inventory	38	24	-36.8%
Median Sale Price	\$697,500	\$1,125,000	+61.2%
Average Days on Market	48	37	-22.9%
Pending Sales	11	16	+45.4%
CONDOS	2016	2017	% CHANGE
Number of Units Sold	61	49	-19.6%
Total Inventory	113	112	-0.8%
Median Sale Price	\$570,000	\$660,000	+15.7%
Average Days on Market	37	20	-45.9%
Pending Sales	46	59	+28%
MULTI FAMILIES	2016	2017	% CHANGE
Number of Units Sold	16	21	+31.2%
Total Inventory	61	37	-39.3%
Median Sale Price	\$805,000	\$1,110,000	+37.8%
Average Days on Market	57	19	-66.6%
Pending Sales	21	10	-52.3%

20 Holland Street, Somerville | 617.623.1140 | [LeadingEdgeAgents.com](http://LeadingEdgeAgents.com)

Source: MLSPIN via iMAX. Single Family, Condo & Multi Family trends for period ending 8/31/17.



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## SINGLE FAMILIES

2016

2017

% CHANGE

Number of Units Sold

12

16

**+33.3%**

Total Inventory

55

45

**-18.1%**

Median Sale Price

\$578,500

\$542,500

**-6.2%**

Average Days on Market

60

22

**-63.3%**

Pending Sales

18

18

**0%**

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Source: MLSPIN via iMAX. Single Family trends for period ending 8/31/17.

STONETHAM





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## SINGLE FAMILIES

2016

2017

% CHANGE

Number of Units Sold

34

22

**-35.2%**

Total Inventory

76

39

**-48.6%**

Median Sale Price

\$556,500

\$566,000

**+1.7%**

Average Days on Market

30

32

**+6.6%**

Pending Sales

39

22

**-43.5%**

25 Tuttle Street, Wakefield | 781.245.8100 | [LeadingEdgeAgents.com](http://LeadingEdgeAgents.com)

Source: MLSPIN via iMAX. Single Family trends for period ending 7/31/17.

WAKEFIELD





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SINGLE FAMILIES	2016	2017	% CHANGE
Number of Units Sold	43	25	<b>-41.8%</b>
Total Inventory	84	54	<b>-35.7%</b>
Median Sale Price	\$575,000	\$650,000	<b>+13%</b>
Average Days on Market	46	29	<b>-36.9%</b>
Pending Sales	35	30	<b>-14.2%</b>
CONDOS	2016	2017	% CHANGE
Number of Units Sold	41	22	<b>-46.3%</b>
Total Inventory	43	33	<b>-23.2%</b>
Median Sale Price	\$425,000	\$443,500	<b>+4.3%</b>
Average Days on Market	25	21	<b>-16%</b>
Pending Sales	23	21	<b>-8.7%</b>
MULTI FAMILIES	2016	2017	% CHANGE
Number of Units Sold	3	5	<b>+66.6%</b>
Total Inventory	15	11	<b>-26.6%</b>
Median Sale Price	\$520,000	\$611,000	<b>+17.5%</b>
Average Days on Market	113	19	<b>-83.1%</b>
Pending Sales	4	4	<b>0%</b>

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Source: MLSPIN via iMAX. Single Family, Condo & Multi Family trends for period ending 8/31/17.





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WATERTOWN

SINGLE FAMILIES	2016	2017	% CHANGE
Number of Units Sold	16	6	<b>-62.5%</b>
Total Inventory	17	23	<b>+35.2%</b>
Median Sale Price	\$741,000	\$588,725	<b>-20.5%</b>
Average Days on Market	30	25	<b>-16.6%</b>
Pending Sales	8	14	<b>+75%</b>
CONDOS	2016	2017	% CHANGE
Number of Units Sold	28	19	<b>-32.1%</b>
Total Inventory	55	27	<b>-50.9%</b>
Median Sale Price	\$523,000	\$565,000	<b>+8%</b>
Average Days on Market	32	24	<b>-25%</b>
Pending Sales	25	12	<b>-52%</b>
MULTI FAMILIES	2016	2017	% CHANGE
Number of Units Sold	8	6	<b>-25%</b>
Total Inventory	9	14	<b>+55.5%</b>
Median Sale Price	\$777,500	\$750,000	<b>-3.5%</b>
Average Days on Market	37	31	<b>-16.2%</b>
Pending Sales	3	5	<b>+66.6%</b>

142 Galen Street, Watertown | 617.926.5400 | [LeadingEdgeAgents.com](http://LeadingEdgeAgents.com)

Source: MLSPIN via iMAX. Single Family, Condo & Multi Family trends for period ending 8/31/17.



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WINCHESTER

SINGLE FAMILIES	2016	2017	% CHANGE
Number of Units Sold	27	35	<b>+29.6%</b>
Total Inventory	79	61	<b>-22.7%</b>
Median Sale Price	\$1,128,000	\$1,086,000	<b>-3.7%</b>
Average Days on Market	51	37	<b>-27.4%</b>
Pending Sales	16	15	<b>-6.2%</b>

2 Mount Vernon Street, Winchester | 781.729.5505 | [LeadingEdgeAgents.com](http://LeadingEdgeAgents.com)

Source: MLSPIN via iMAX. Single Family trends for period ending 8/31/17.



# 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.

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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Wakefield, Watertown and Winchester**

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