



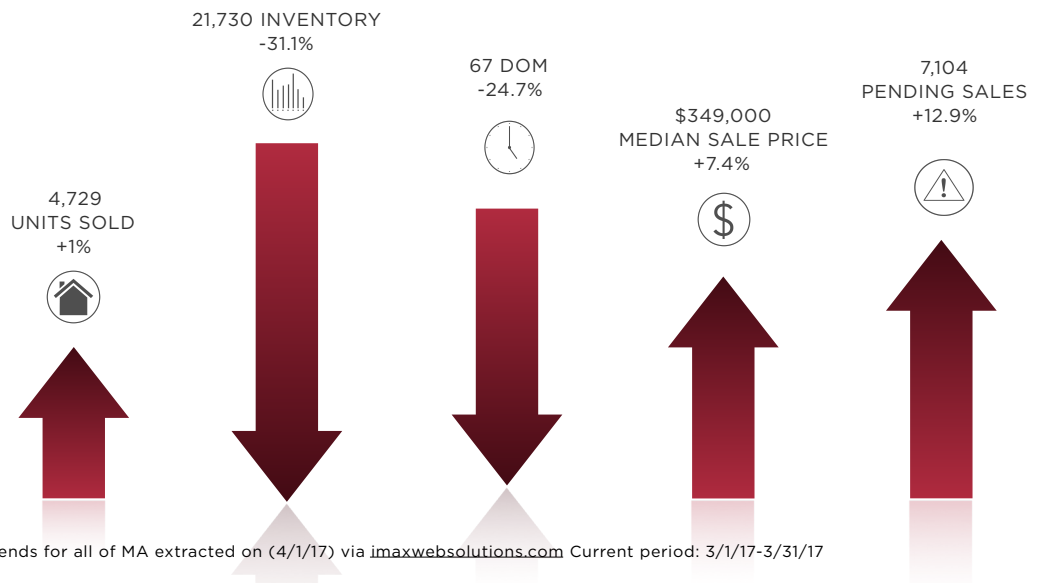
APRIL MARKET OVERVIEW

“Inventory is becoming cyclical. In some towns and neighborhoods it comes on before the weekend and is snapped up in less than a week. We saw zero inventory for single family homes in Arlington for the first time. Nada. Donuts,” reports Linda O’Koniewski, CEO of RE/MAX Leading Edge. Real estate is hyper local and buyers are super savvy, they know when a home is not worth the asking price. So the key is to hit the price on the mark that appeals to the most buyers. High-end luxury property is still taking longer to sell, but homeowners who offer a terrific package and value are attracting high-net worth buyers faster than we’ve seen in other strong markets.”

March sales of combined condo and single-family homes in Massachusetts increased +1% year-over-year. Inventory remains down -31.1% and the number of days on market is also down -24.7%. Median sale prices remain up +7.4% while pending sales are up +12.9%.

IN MASSACHUSETTS

APRIL 2017



Source: Single Family and Condo Sales, Active & Pending Trends for all of MA extracted on (4/1/17) via imaxwebsolutions.com Current period: 3/1/17-3/31/17



BOSTON HOUSING REPORT

NEIGHBORHOOD	UNITS SOLD	INVENTORY	DOM	MEDIAN \$	PENDING	UNITS	MEDIAN \$
BACK BAY	2017	28	121	35	\$1,290,000	39	
	2016	21	163	56	\$836,000	31	
							+33.3% +54.3%
BEACON HILL	2017	7	56	57	\$809,000	12	
	2016	8	71	43	\$842,500	13	
							-12.5% -3.9%
CHARLESTOWN	2017	27	64	19	\$650,000	30	
	2016	19	57	33	\$722,000	23	
							+42.1% -10%
DORCHESTER	2017	21	56	35	\$427,500	27	
	2016	17	84	44	\$400,000	24	
							+23.5% +6.9%

Source: MLS PIN via imaxwebsolutions. & Terradatum Condo & Single Family Trends for period ending 3/31/17.

53 Hereford Street, Boston | 617.262.8200









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BOSTON HOUSING REPORT

	UNITS SOLD	INVENTORY	DOM	MEDIAN \$	PENDING	UNITS	MEDIAN \$
FENWAY							
2017	26	38	15	\$634,500	30		
2016	5	23	7	\$465,000	9	+420%	+36.4%
NORTH END							
2017	3	21	23	\$623,000	5		
2016	5	23	29	\$660,000	7	-40%	-5.6%
ROXBURY							
2017	6	22	28	\$384,000	4		
2016	3	25	23	\$430,000	4	+100%	-10.7%
SEAPORT							
2017	1	22	56	\$997,500	6		
2016	4	21	23	\$2,708,625	4	-75%	-63.1%

Source: MLS PIN via imaxwebsolutions. & Terradatum Condo & Single Family Trends for period ending 3/31/17.

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BOSTON HOUSING REPORT

SOUTH BOSTON		UNITS SOLD	INVENTORY	DOM	MEDIAN \$	PENDING	UNITS	MEDIAN \$
2017		35	187	25	\$590,000	95	↓	↓
2016		54	150	43	\$602,500	48	-35.2%	-2.1%
SOUTH END		UNITS SOLD	INVENTORY	DOM	MEDIAN \$	PENDING	UNITS	MEDIAN \$
2017		33	116	34	\$900,000	50	↑	↓
2016		28	163	62	\$1,065,000	62	+17.8%	-15.4%
WATERFRONT		UNITS SOLD	INVENTORY	DOM	MEDIAN \$	PENDING	UNITS	MEDIAN \$
2017		15	45	72	\$1,142,944	13	↑	↓
2016		11	59	71	\$1,175,000	12	+36.3%	-2.7%
WEST ROXBURY		UNITS SOLD	INVENTORY	DOM	MEDIAN \$	PENDING	UNITS	MEDIAN \$
2017		13	63	27	\$492,000	32	↓	↑
2016		20	85	58	\$430,250	28	-35%	+14.4%

Source: MLS PIN via imaxwebsolutions. & Terradatum Condo & Single Family Trends for period ending 3/31/17.

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ARLINGTON SINGLE FAMILY

NUMBER OF UNITS SOLD +30.8%



TOTAL INVENTORY -34%



MEDIAN SALE PRICE +23.7%



AVERAGE DAYS ON MARKET -72.



PENDING SALES -18.5%



Source: MLSPIN via Terradatum. Single Family Trends for period ending 3/31/17.



ARLINGTON CONDOMINIUMS

NUMBER OF UNITS SOLD _____ -48%



TOTAL INVENTORY _____ -35%



MEDIAN SALE PRICE _____ -14.3%



AVERAGE DAYS ON MARKET _____ -28%



PENDING SALES _____ -20.7%



Source: MLSPIN via Terradatum. Condo trends for period ending 3/31/17.

319 Massachusetts Ave, Arlington | 781.643.0430

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BELMONT SINGLE FAMILIES

NUMBER OF UNITS SOLD _____ +42.9%



TOTAL INVENTORY _____ -45%



MEDIAN SALE PRICE _____ +44.3%



AVERAGE DAYS ON MARKET _____ -13.6%



PENDING SALES _____ 0%



Source: MLSPIN via Terradatum. Single Family for period ending 3/31/17.



BELMONT CONDOMINIUMS

NUMBER OF UNITS SOLD ————— -62.5%



TOTAL INVENTORY ————— -61.5%



MEDIAN SALE PRICE ————— +36.9%



AVERAGE DAYS ON MARKET ————— -39%



PENDING SALES ————— -20%



Source: MLS PIN via Terradatum. Condo for period ending 3/31/17.



BELMONT MULTI FAMILY

NUMBER OF UNITS SOLD _____ -100%



TOTAL INVENTORY _____ -33.3%



MEDIAN SALE PRICE _____ -100%



AVERAGE DAYS ON MARKET _____ -75%



PENDING SALES _____ 0%



Source: MLS PIN via Terradatum. Multi Family for period ending 3/31/17.



CAMBRIDGE SINGLE FAMILIES

NUMBER OF UNITS SOLD _____ 0%



TOTAL INVENTORY _____ -27.8%



MEDIAN SALE PRICE _____ -33%



AVERAGE DAYS ON MARKET _____ -15.2%



PENDING SALES _____ +75%



Source: MLS PIN via Terradatum. Single Family for period ending 3/31/17.



CAMBRIDGE CONDOMINIUMS

NUMBER OF UNITS SOLD +16.7%



TOTAL INVENTORY -18.2%



MEDIAN SALE PRICE -7.9%



AVERAGE DAYS ON MARKET +12.



PENDING SALES +5%



Source: MLSPIN via Terradatum. Condo Trends for period ending 3/31/17.



CAMBRIDGE MULTI FAMILY

NUMBER OF UNITS SOLD _____ -50%



TOTAL INVENTORY _____ -50%



MEDIAN SALE PRICE _____ +8.1%



AVERAGE DAYS ON MARKET _____ -52%



PENDING SALES _____ -36.4%



Source: MLSPIN via Terradatum. Multi Family Trends for period ending 3/31/17.



LEXINGTON SINGLE FAMILIES

NUMBER OF UNITS SOLD +72.7%



TOTAL INVENTORY -8.3%



MEDIAN SALE PRICE -4.1%



AVERAGE DAYS ON MARKET -13



PENDING SALES +35.7%



Source: MLSPIN via Terradatum. Single Family for period ending 3/31/17

1756 Massachusetts Avenue, Lexington | 781.325.7002

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LYNNFIELD SINGLE FAMILIES

NUMBER OF UNITS SOLD _____ -14.3%



TOTAL INVENTORY _____ 0%



MEDIAN SALE PRICE _____ +13.3%



AVERAGE DAYS ON MARKET _____ -48.



PENDING SALES _____ +111.1%



Source: MLSPIN via Terradatum. Single Family for period ending 3/31/17.

590 Main Street, Lynnfield | 781.325.7002

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MEDFORD SINGLE FAMILIES

NUMBER OF UNITS SOLD +37.5%



TOTAL INVENTORY -35.1%



MEDIAN SALE PRICE +12%



AVERAGE DAYS ON MARKET -58.8%



PENDING SALES +23.8%



Source: MLSPIN via Terradatum. Single Family for period ending 3/31/17



MEDFORD CONDOMINIUMS

NUMBER OF UNITS SOLD _____ +180%



TOTAL INVENTORY _____ 0%



MEDIAN SALE PRICE _____ +1.1%



AVERAGE DAYS ON MARKET _____ -46



PENDING SALES _____ +300%



Source: MLSPIN via Terradatum. Condo Trends for period ending 3/31/17.



MEDFORD MULTI FAMILY

NUMBER OF UNITS SOLD _____ +75%



TOTAL INVENTORY _____ -17.4%



MEDIAN SALE PRICE _____ +22.2%



AVERAGE DAYS ON MARKET _____ -69.5%



PENDING SALES _____ +55.6%



Source: MLSPIN via Terradatum. Multi Family Trends for period ending 3/31/17.



MELROSE SINGLE FAMILIES

NUMBER OF UNITS SOLD _____ +18.2%



TOTAL INVENTORY _____ -50%



MEDIAN SALE PRICE _____ +13.1%



AVERAGE DAYS ON MARKET _____ -24.7%



PENDING SALES _____ -20%



Source: MLS PIN via Terradatum. Single Family for period ending 3/31/17

536 Main Street, Melrose | 781.979.0100

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NEWTON SINGLE FAMILIES

NUMBER OF UNITS SOLD _____ +34.6%



TOTAL INVENTORY _____ -11.8%



MEDIAN SALE PRICE _____ +12.8%



17.7 AVERAGE DAYS ON MARKET _____ +12.9%



PENDING SALES _____ +45.6%



Source: MLSPIN via Terradatum. Single Family for period ending 3/31/17



READING SINGLE FAMILIES

NUMBER OF UNITS SOLD _____ -42.1%



TOTAL INVENTORY _____ -25.4%



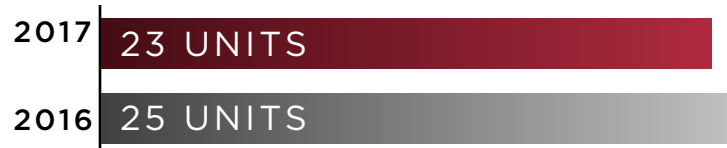
MEDIAN SALE PRICE _____ +16%



AVERAGE DAYS ON MARKET _____ -32.8%



PENDING SALES _____ -8%



Source: MLSPIN via Terradatum. Single Family for period ending 3/31/17.



SOMERVILLE SINGLE FAMILIES

NUMBER OF UNITS SOLD _____ -62.5%



TOTAL INVENTORY _____ -22.6%



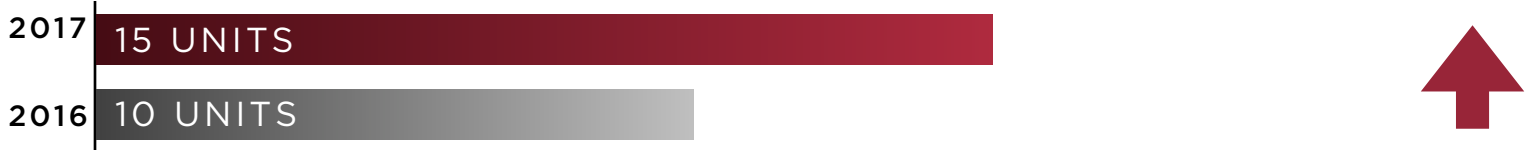
MEDIAN SALE PRICE _____ -21.8%



AVERAGE DAYS ON MARKET _____ -8.2%



PENDING SALES _____ +50%



Source: MLSPIN via Terradatum. Single Family for period ending 3/31/17.



SOMERVILLE CONDOMINIUMS

NUMBER OF UNITS SOLD _____ -29.4%



TOTAL INVENTORY _____ -19.1%



MEDIAN SALE PRICE _____ +7.3%



AVERAGE DAYS ON MARKET _____ -15.4%



PENDING SALES _____ +2.1%



Source: MLSPIN via Terradatum. Condo Trends for period ending 3/31/17.

20 Holland Street, Somerville | 617.623.1140

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SOMERVILLE MULTI FAMILY

NUMBER OF UNITS SOLD _____ +28.6%



TOTAL INVENTORY _____ -25.9%



MEDIAN SALE PRICE _____ +38.5%



AVERAGE DAYS ON MARKET _____ -56%



PENDING SALES _____ +23.5%



Source: MLSPIN via Terradatum. Multi Family Trends for period ending 3/31/17.

20 Holland Street, Somerville | 617.623.1140

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STONEHAM SINGLE FAMILIES

NUMBER OF UNITS SOLD _____ -33.3%



TOTAL INVENTORY _____ -28.9%



MEDIAN SALE PRICE _____ +7.4%



AVERAGE DAYS ON MARKET _____ +49.9%



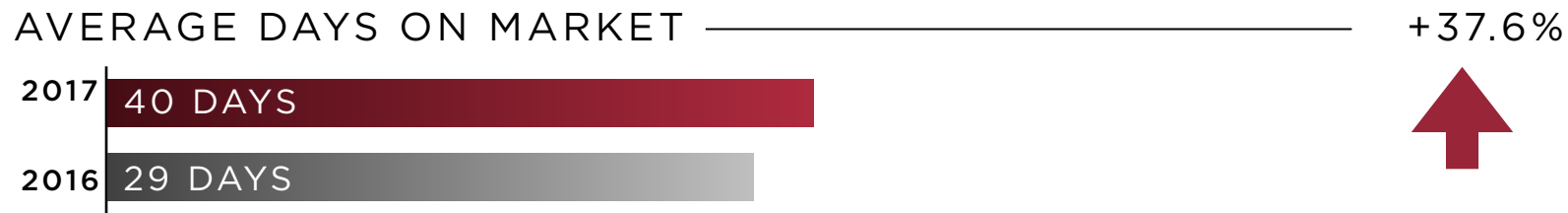
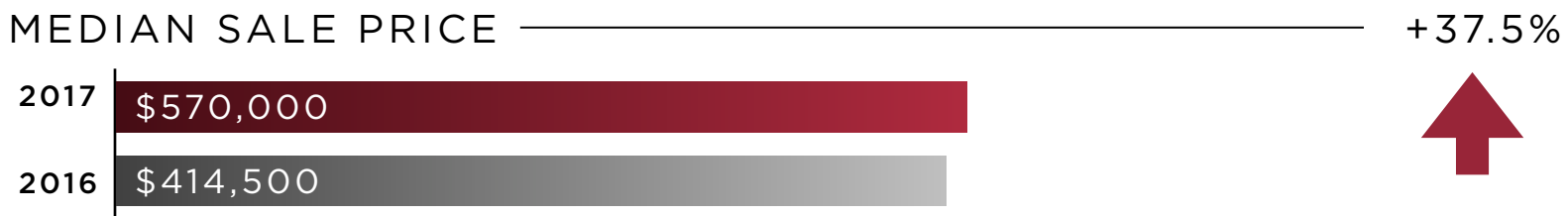
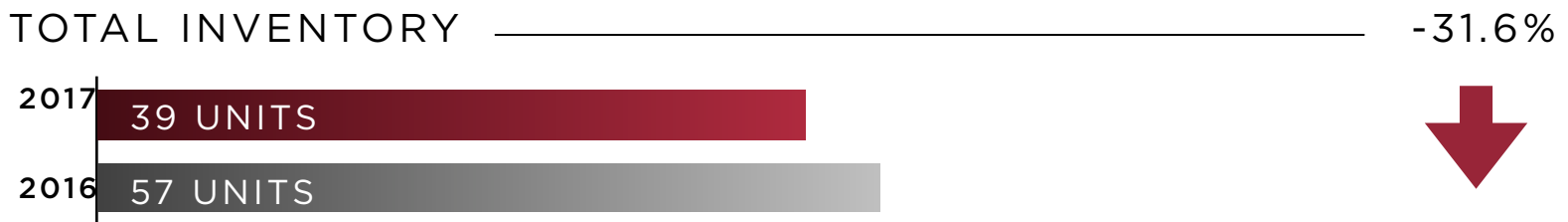
PENDING SALES _____ +46.2%



Source: MLSPIN via Terradatum. Single Family for period ending 3/31/17.



WAKEFIELD SINGLE FAMILIES



Source: MLSPIN via Terradatum. Single Family for period ending 3/31/17.

25 Tuttle Street, Wakefield | 781.245.8100

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WALTHAM SINGLE FAMILIES

NUMBER OF UNITS SOLD _____ +8.7%



TOTAL INVENTORY _____ -23.3%



MEDIAN SALE PRICE _____ +12.7%



AVERAGE DAYS ON MARKET _____ -15.5%



PENDING SALES _____ +31%



Source: MLS PIN via Terradatum. Single Family for period ending 3/31/17.



WALTHAM CONDOMINIUMS

NUMBER OF UNITS SOLD -70%



TOTAL INVENTORY -9.8%



MEDIAN SALE PRICE -1.6%



AVERAGE DAYS ON MARKET -20%



PENDING SALES +6.1%



Source: MLS PIN via Terradatum. Condo for period ending 3/31/17.



WALTHAM MULTI FAMILY

NUMBER OF UNITS SOLD _____ -100%



TOTAL INVENTORY _____ -13.3%



MEDIAN SALE PRICE _____ -100%



AVERAGE DAYS ON MARKET _____ -77.3%



PENDING SALES _____ +166.7%



Source: MLSPIN via Terradatum. Multi Family for period ending 3/31/17.



WATERTOWN SINGLE FAMILIES

NUMBER OF UNITS SOLD _____ +25%



TOTAL INVENTORY _____ -29.2%



MEDIAN SALE PRICE _____ +2.6%



AVERAGE DAYS ON MARKET _____ +103.2%



PENDING SALES _____ -30.8%



Source: MLSPIN via Terradatum. Single Family for period ending 3/31/17.



WATERTOWN CONDOMINIUMS

NUMBER OF UNITS SOLD _____ -22.7%



TOTAL INVENTORY _____ -45.6%



MEDIAN SALE PRICE _____ +39%



AVERAGE DAYS ON MARKET _____ -28.3%



PENDING SALES _____ -28.6%



Source: MLSPIN via Terradatum. Condo Trends for period ending 3/31/17.

142 Galen Street, Watertown | 617.926.5400

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WATERTOWN MULTI FAMILY

NUMBER OF UNITS SOLD _____ 0%



TOTAL INVENTORY _____ -36.4%



MEDIAN SALE PRICE _____ +12%



AVERAGE DAYS ON MARKET _____ -100%



PENDING SALES _____ -100%



Source: MLSPIN via Terradatum. Multi Family Trends for period ending 3/31/17.

WINCHESTER SINGLE FAMILIES

NUMBER OF UNITS SOLD _____ 0%



TOTAL INVENTORY _____ -11.1%



MEDIAN SALE PRICE _____ -3.2%



AVERAGE DAYS ON MARKET _____ -27.2%



PENDING SALES _____ +7.1%



Source: MLSPIN via Terradatum. Single Family for period ending 3/31/17.

2 Mount Vernon Street, Winchester | 781.729.5505

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