

AUGUST

20
17

MARKET REPORT

RE/MAX[®]
LEADING EDGE

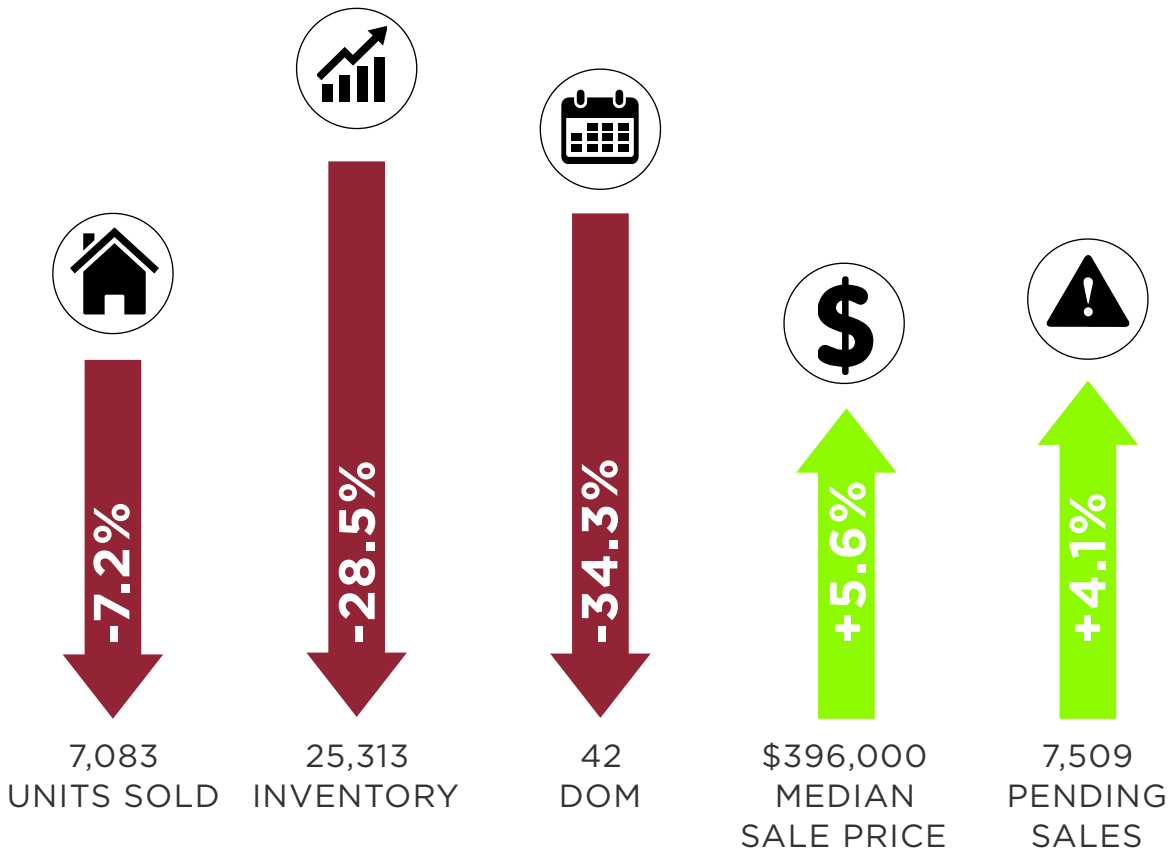
AUGUST MARKET OVERVIEW



“Get out the violins because agents and buyers are still crazy frustrated by the lack of inventory,” reports Linda O’Koniewski, CEO of RE/MAX Leading Edge, “and they should be. It’s a vicious cycle, people who want to move are afraid to put their property on the market because they fear they can’t secure their next property. Competition for worthy properties that are priced attractively is fierce. I personally decided to capitalize on the market and will be closing on my home this month, and sellers who want to do the same should start engaging and preparing their homes to sell. But for heaven’s sake, seek out a savvy, strategic agent who will guide you to maximizing your sale, not your neighbor’s uncle who sold one house last year. It can cost you tens of thousands of dollars and maybe much more if you hire the wrong agent to sell your home.”





July sales of combined condo and single-family homes in Massachusetts decreased -7.2% year-over-year. Inventory remains down -28.5% and the number of days on market is also down -34.3%. Median sale prices remain up +5.6% while pending sales are up +4.1%.

IN MASSACHUSETTS











Source: Single Family and Condo Sales, Active & Pending Trends for all of MA extracted on (8/1/17) via imaxwebsolutions.com Current period: 7/1/17-7/31/17









BOSTON

BACK BAY	UNITS SOLD	INVENTORY	DOM	MEDIAN \$	PENDING	UNITS	MEDIAN \$
2017	31	139	46	\$840,000	23		
2016	43	134	63	\$1,020,000	26	+38.7%	-17.6%
BEACON HILL	UNITS SOLD	INVENTORY	DOM	MEDIAN \$	PENDING	UNITS	MEDIAN \$
2017	16	62	65	\$1,757,500	14		
2016	14	77	48	\$721,542	17	+14.2%	+143.5%
CHARLESTOWN	UNITS SOLD	INVENTORY	DOM	MEDIAN \$	PENDING	UNITS	MEDIAN \$
2017	44	58	18	\$758,500	20		
2016	23	85	34	\$800,000	32	+91.3%	-5.1%
DORCHESTER	UNITS SOLD	INVENTORY	DOM	MEDIAN \$	PENDING	UNITS	MEDIAN \$
2017	28	66	27	\$435,000	26		
2016	25	83	26	\$434,000	18	+12%	+0.2%

BOSTON

FENWAY	UNITS SOLD	INVENTORY	DOM	MEDIAN \$	PENDING	UNITS	MEDIAN \$
2017	8	18	17	\$601,500	9		
2016	8	21	28	\$592,000	8	0%	+1.6%
NORTH END	UNITS SOLD	INVENTORY	DOM	MEDIAN \$	PENDING	UNITS	MEDIAN \$
2017	5	22	141	\$700,000	8		
2016	11	23	35	\$430,000	4	-54.5%	+62.7%
ROXBURY	UNITS SOLD	INVENTORY	DOM	MEDIAN \$	PENDING	UNITS	MEDIAN \$
2017	2	15	92	\$499,000	4		
2016	3	32	30	\$315,000	4	-33.3%	+58.4%
SEAPORT	UNITS SOLD	INVENTORY	DOM	MEDIAN \$	PENDING	UNITS	MEDIAN \$
2017	4	21	72	\$1,232,500	4		
2016	4	21	34	\$852,500	6	0%	+44.5%

BOSTON

SOUTH BOSTON	UNITS SOLD	INVENTORY	DOM	MEDIAN \$	PENDING	UNITS	MEDIAN \$
2017	63	162	35	\$720,000	39		
2016	69	153	38	\$695,000	61	-8.7%	+3.6%
SOUTH END	UNITS SOLD	INVENTORY	DOM	MEDIAN \$	PENDING	UNITS	MEDIAN \$
2017	50	119	32	\$949,500	40		
2016	47	141	26	\$798,000	32	+6.3%	+18.9%
WATERFRONT	UNITS SOLD	INVENTORY	DOM	MEDIAN \$	PENDING	UNITS	MEDIAN \$
2017	5	78	36	\$1,070,000	22		
2016	12	74	47	\$764,500	17	-58.3%	+39.9%
WEST ROXBURY	UNITS SOLD	INVENTORY	DOM	MEDIAN \$	PENDING	UNITS	MEDIAN \$
2017	31	71	25	\$525,000	24		
2016	45	96	44	\$520,000	46	-31.1%	+0.9%



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SINGLE FAMILIES	2016	2017	% CHANGE
Number of Units Sold	46	27	-41.3%
Total Inventory	49	36	-26.5%
Median Sale Price	\$761,000	\$760,000	-0.1%
Average Days on Market	19	12	-36.8%
Pending Sales	17	13	-23.5%
CONDOS	2016	2017	% CHANGE
Number of Units Sold	23	31	+34.7%
Total Inventory	58	36	-37.9%
Median Sale Price	\$495,000	\$580,000	+17.1%
Average Days on Market	22	15	-31.8%
Pending Sales	25	17	-32%

319 Mass Ave, Arlington | 781.643.0430 | LeadingEdgeAgents.com

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

ARLINGTON



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SINGLE FAMILIES	2016	2017	% CHANGE
Number of Units Sold	14	16	+14.2%
Total Inventory	35	24	-31.4%
Median Sale Price	\$1,260,000	\$1,127,500	-10.5%
Average Days on Market	41	20	-51.2%
Pending Sales	10	12	+20%

CONDOS	2016	2017	% CHANGE
Number of Units Sold	9	12	+33.3%
Total Inventory	27	17	-37%
Median Sale Price	\$649,000	\$565,500	-12.8%
Average Days on Market	18	14	-22.2%
Pending Sales	6	9	+50%

MULTI FAMILIES	2016	2017	% CHANGE
Number of Units Sold	0	8	+100%
Total Inventory	9	2	-77.7%
Median Sale Price	\$0	\$924,500	+100%
Average Days on Market	0	12	+100%
Pending Sales	4	1	-75%

84 Leonard Street, Belmont | 617.484.1900 | LeadingEdgeAgents.com

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

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CAMBRIDGE
LEADING
EDGE

SINGLE FAMILIES	2016	2017	% CHANGE
Number of Units Sold	11	9	-18.1%
Total Inventory	37	27	-27%
Median Sale Price	\$2,660,000	\$1,310,000	-50.7%
Average Days on Market	16	19	+18.7%
Pending Sales	8	12	+50%

CONDOS	2016	2017	% CHANGE
Number of Units Sold	82	59	-28%
Total Inventory	167	120	-28.1%
Median Sale Price	\$667,500	\$800,000	+19.8%
Average Days on Market	25	20	-20%
Pending Sales	79	54	-31.6%

MULTI FAMILIES	2016	2017	% CHANGE
Number of Units Sold	7	9	+28.5%
Total Inventory	41	20	-51.2%
Median Sale Price	\$1,400,000	\$1,435,100	+2.5%
Average Days on Market	40	30	-25%
Pending Sales	12	9	-25%

2 Brattle Square, Cambridge | 617.494.4400 | LeadingEdgeAgents.com

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



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SINGLE FAMILIES

2016

2017

% CHANGE

Number of Units Sold

40

34

-15%

Total Inventory

146

106

-27.4%

Median Sale Price

\$1,339,500

\$1,010,000

-24.6%

Average Days on Market

53

42

-20.7%

Pending Sales

42

42

0%

1756 Mass Ave, Lexington | 781.778.7063 | LeadingEdgeAgents.com

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

LEXINGTON

The RE/MAX logo is displayed in a bold, black, sans-serif font. The 'R' and 'E' are connected, and the 'M' and 'A' are also connected. A registered trademark symbol (®) is located to the upper right of the 'X'.

LEADING EDGE

SINGLE FAMILIES

2016

2017

% CHANGE

Number of Units Sold

15

14

-6.6%

Total Inventory

63

58

-7.9%

Median Sale Price

\$640,000

\$598,850

-6.4%

Average Days on Market

42

27

-35.7%

Pending Sales

18

11

-38.3%

590 Main Street, Lynnfield | 781.334.4990 | LeadingEdgeAgents.com

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

LYNNFIELD



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SINGLE FAMILIES **2016** **2017** **% CHANGE**

Number of Units Sold	31	29	-6.4%
Total Inventory	75	54	-28%
Median Sale Price	\$525,000	\$610,000	+16.1%
Average Days on Market	38	19	-50%
Pending Sales	34	23	-32.3%

CONDOS **2016** **2017** **% CHANGE**

Number of Units Sold	19	24	+26.3%
Total Inventory	57	36	-36.8%
Median Sale Price	\$441,000	\$530,050	+20.1
Average Days on Market	30	16	-46.6%
Pending Sales	18	25	+38.8%

MULTI FAMILIES **2016** **2017** **% CHANGE**

Number of Units Sold	9	8	-11.1%
Total Inventory	36	9	-75%
Median Sale Price	\$638,000	\$715,000	+12%
Average Days on Market	29	13	-55.1%
Pending Sales	14	5	-64.2%

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



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SINGLE FAMILIES	2016	2017	% CHANGE
Number of Units Sold	28	33	+17.8%
Total Inventory	74	37	-50%
Median Sale Price	\$547,750	\$565,500	+3.2%
Average Days on Market	29	18	-37.9%
Pending Sales	21	21	0%

536 Main Street, Melrose | 781.979.0100 | LeadingEdgeAgents.com

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

MELROSE



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SINGLE FAMILIES

2016

2017

% CHANGE

Number of Units Sold

73

69

-5.4%

Total Inventory

215

183

-14.8%

Median Sale Price

\$1,080,000

\$1,280,000

+18.5%

Average Days on Market

51

35

-31.3%

Pending Sales

43

48

+11.6%

LeadingEdgeAgents.com

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

NEWTON



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SINGLE FAMILIES

2016

2017

% CHANGE

Number of Units Sold

26

28

+7.6%

Total Inventory

72

57

-20.8%

Median Sale Price

\$559,000

\$630,415

+12.7%

Average Days on Market

40

25

-37.5%

Pending Sales

25

27

+8%

248 Main Street, Reading | 781.944.6060 | LeadingEdgeAgents.com

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

READING



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SOMERVILLE

SINGLE FAMILIES	2016	2017	% CHANGE
Number of Units Sold	5	5	0%
Total Inventory	38	20	-47.3%
Median Sale Price	\$860,000	\$720,000	-16.2%
Average Days on Market	25	14	-44%
Pending Sales	7	6	-14.2%
CONDOS	2016	2017	% CHANGE
Number of Units Sold	50	44	-12%
Total Inventory	128	110	-14%
Median Sale Price	\$632,000	\$638,500	+1%
Average Days on Market	37	19	-48.6%
Pending Sales	42	39	-7.1%
MULTI FAMILIES	2016	2017	% CHANGE
Number of Units Sold	18	13	-27.7%
Total Inventory	59	33	-44%
Median Sale Price	\$947,500	\$1,025,000	+8.1%
Average Days on Market	30	16	-46.6%
Pending Sales	13	15	+15.3%

20 Holland Street, Somerville | 617.623.1140 | LeadingEdgeAgents.com

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



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STON
NEHE
HAM

SINGLE FAMILIES	2016	2017	% CHANGE
Number of Units Sold	14	20	+42.8%
Total Inventory	38	55	-30.9%
Median Sale Price	\$519,950	\$478,250	-8%
Average Days on Market	54	27	-50%
Pending Sales	14	14	0%

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



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WAKEFIELD

SINGLE FAMILIES	2016	2017	% CHANGE
Number of Units Sold	20	21	+5%
Total Inventory	82	41	-50%
Median Sale Price	\$491,000	\$511,900	+4.2%
Average Days on Market	102	31	-69.6%
Pending Sales	27	19	-29.6%

25 Tuttle Street, Wakefield | 781.245.8100 | LeadingEdgeAgents.com

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



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SINGLE FAMILIES	2016	2017	% CHANGE
Number of Units Sold	45	32	-28.8%
Total Inventory	101	52	-48.5%
Median Sale Price	\$525,000	\$597,500	+13.8%
Average Days on Market	36	28	-22.2%
Pending Sales	41	22	-46.3%
CONDOS	2016	2017	% CHANGE
Number of Units Sold	32	30	-6.2%
Total Inventory	51	30	-41.1%
Median Sale Price	\$456,000	\$466,750	+2.3%
Average Days on Market	27	25	-7.4%
Pending Sales	25	20	-20%
MULTI FAMILIES	2016	2017	% CHANGE
Number of Units Sold	5	4	-20%
Total Inventory	15	15	0%
Median Sale Price	\$550,000	\$635,000	+15.4
Average Days on Market	16	47	+193.7%
Pending Sales	4	9	+125%

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

WALTHAM



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WATERTOWN

SINGLE FAMILIES	2016	2017	% CHANGE
Number of Units Sold	9	13	+44.4%
Total Inventory	20	15	-25%
Median Sale Price	\$759,900	\$759,500	-0.05
Average Days on Market	19	29	+52.6%
Pending Sales	10	6	-66.6%
CONDOS	2016	2017	% CHANGE
Number of Units Sold	19	17	-10.5%
Total Inventory	51	35	-31.3%
Median Sale Price	\$450,000	\$530,000	+17.7%
Average Days on Market	36	15	-58.3%
Pending Sales	15	18	+20%
MULTI FAMILIES	2016	2017	% CHANGE
Number of Units Sold	6	5	-16.6%
Total Inventory	10	9	-10%
Median Sale Price	\$688,625	\$855,000	+24.1%
Average Days on Market	22	16	-27.2%
Pending Sales	5	7	+40%

142 Galen Street, Watertown | 617.926.5400 | LeadingEdgeAgents.com

Source: MLS PIN via iMAX. Single Family, Condo & Multi Family trends for period ending 7/31/17.



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WINCHESTER

SINGLE FAMILIES	2016	2017	% CHANGE
Number of Units Sold	25	31	+24%
Total Inventory	90	76	-15.5%
Median Sale Price	\$1,180,270	\$1,090,000	-7.6%
Average Days on Market	38	38	0%
Pending Sales	23	23	0%

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

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

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.

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