

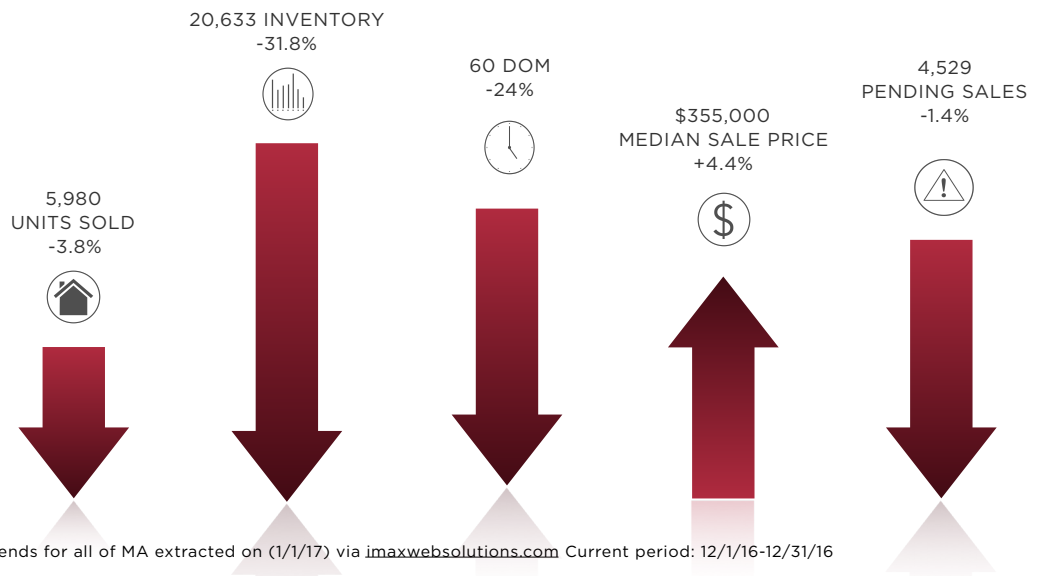


DECEMBER MARKET OVERVIEW

“Serious buyers are out and about. We have been pleasantly surprised at how well attended our open houses were in substantial snow. Unit sales, inventory and pending sales have all slowed; a function of the inconvenience of having a home for sale over the holidays. Our agents are busy talking to sellers who want to sell this spring, sharing strategies and advice on how to maximize their sale,” reports Linda O’Koniewski, CEO of RE/MAX Leading Edge. “Rising interest rates have buyers eager to secure a home before rates and prices go up. I expect a more balanced market to return in late 2017 or early 2018, but the advantage will still be with sellers who price correctly and prepare their home for market.”

December sales of combined condo and single-family homes in Massachusetts decreased -3.8% year-over-year. Inventory remains down -31.8% and the number of days on market is also down -24%. Median sale prices remain up +4.4% while pending sales are down -1.4%.

IN MASSACHUSETTS



Source: Single Family and Condo Sales, Active & Pending Trends for all of MA extracted on (1/1/17) via imaxwebsolutions.com Current period: 12/1/16-12/31/16



BOSTON HOUSING REPORT

	UNITS SOLD	INVENTORY	DOM	MEDIAN \$	PENDING	UNITS	MEDIAN \$
BACK BAY							
2016	29	85	61	\$960,000	22	↓	↓
2015	34	131	63	\$1,270,000	11	-14.7%	-24.4%
BEACON HILL							
2016	10	50	30	\$551,250	7	↓	↓
2015	12	49	37	\$696,000	8	-16.6%	-20.8%
CHARLESTOWN							
2016	28	47	39	\$727,800	15	↑	↑
2015	21	48	69	\$580,000	16	+33.3%	+25.5%
DORCHESTER							
2016	17	56	47	\$419,900	22	↓	↑
2015	19	63	62	\$299,000	19	-10.5%	+40.4%

Source: MLS PIN via imaxwebsolutions. & Terradatum Condo & Single Family Trends for period ending 12/31/16.

53 Hereford Street, Boston | 617.262.8200









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BOSTON HOUSING REPORT

	UNITS SOLD	INVENTORY	DOM	MEDIAN \$	PENDING	UNITS	MEDIAN \$
FENWAY							
2016	6	10	11	\$436,000	2		
2015	6	6	60	\$634,000	3	0%	-31.2%
NORTH END							
2016	3	9	72	\$655,000	2		
2015	8	14	33	\$567,400	5	-62.5%	+15.4%
ROXBURY							
2016	4	23	78	\$371,500	5		
2015	1	21	96	\$230,000	2	+300%	+61.5%
SEAPORT							
2016	7	12	67	\$930,000	0		
2015	3	12	59	\$755,000	2	+133.3%	+23.1%

Source: MLS PIN via imaxwebsolutions. & Terradatum Condo & Single Family Trends for period ending 12/31/16.

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BOSTON HOUSING REPORT

SOUTH BOSTON		UNITS SOLD	INVENTORY	DOM	MEDIAN \$	PENDING	UNITS	MEDIAN \$
2016		50	123	54	\$642,500	37		
2015		40	120	60	\$535,000	28	+25%	+20.1%
SOUTH END		UNITS SOLD	INVENTORY	DOM	MEDIAN \$	PENDING	UNITS	MEDIAN \$
2016		32	90	35	\$820,500	18		
2015		69	129	39	\$895,000	31	-53.6%	-8.3%
WATERFRONT		UNITS SOLD	INVENTORY	DOM	MEDIAN \$	PENDING	UNITS	MEDIAN \$
2016		8	43	68	\$1,190,000	7		
2015		11	46	54	\$790,000	7	-27.2%	+50.6%
WEST ROXBURY		UNITS SOLD	INVENTORY	DOM	MEDIAN \$	PENDING	UNITS	MEDIAN \$
2016		19	37	44	\$484,000	18		
2015		26	75	54	\$457,500	21	-26.9%	+5.8%

Source: MLS PIN via imaxwebsolutions. & Terradatum Condo & Single Family Trends for period ending 12/31/16.

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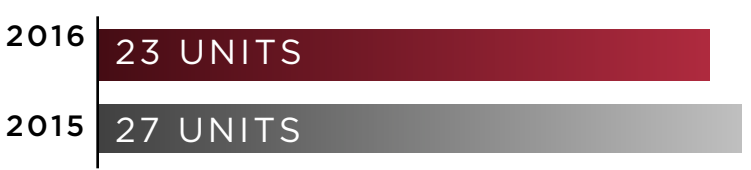


ARLINGTON SINGLE FAMILY

NUMBER OF UNITS SOLD -34.5%



TOTAL INVENTORY -14.8%



MEDIAN SALE PRICE +5.6%



AVERAGE DAYS ON MARKET -24.5%



PENDING SALES +30%



Source: MLSPIN via Terradatum. Single Family Trends for period ending 12/31/16.



ARLINGTON CONDOMINIUMS

NUMBER OF UNITS SOLD _____ +28.6%



TOTAL INVENTORY _____ +22.7%



MEDIAN SALE PRICE _____ +8.7%



AVERAGE DAYS ON MARKET _____ -23.1%



PENDING SALES _____ +100%



Source: MLSPIN via Terradatum. Condo trends for period ending 12/31/16.

319 Mass Ave, Arlington | 781.643.0430

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BELMONT SINGLE FAMILIES

NUMBER OF UNITS SOLD _____ -57.1%



TOTAL INVENTORY _____ -28%



MEDIAN SALE PRICE _____ +76.6%



AVERAGE DAYS ON MARKET _____ -70.2%



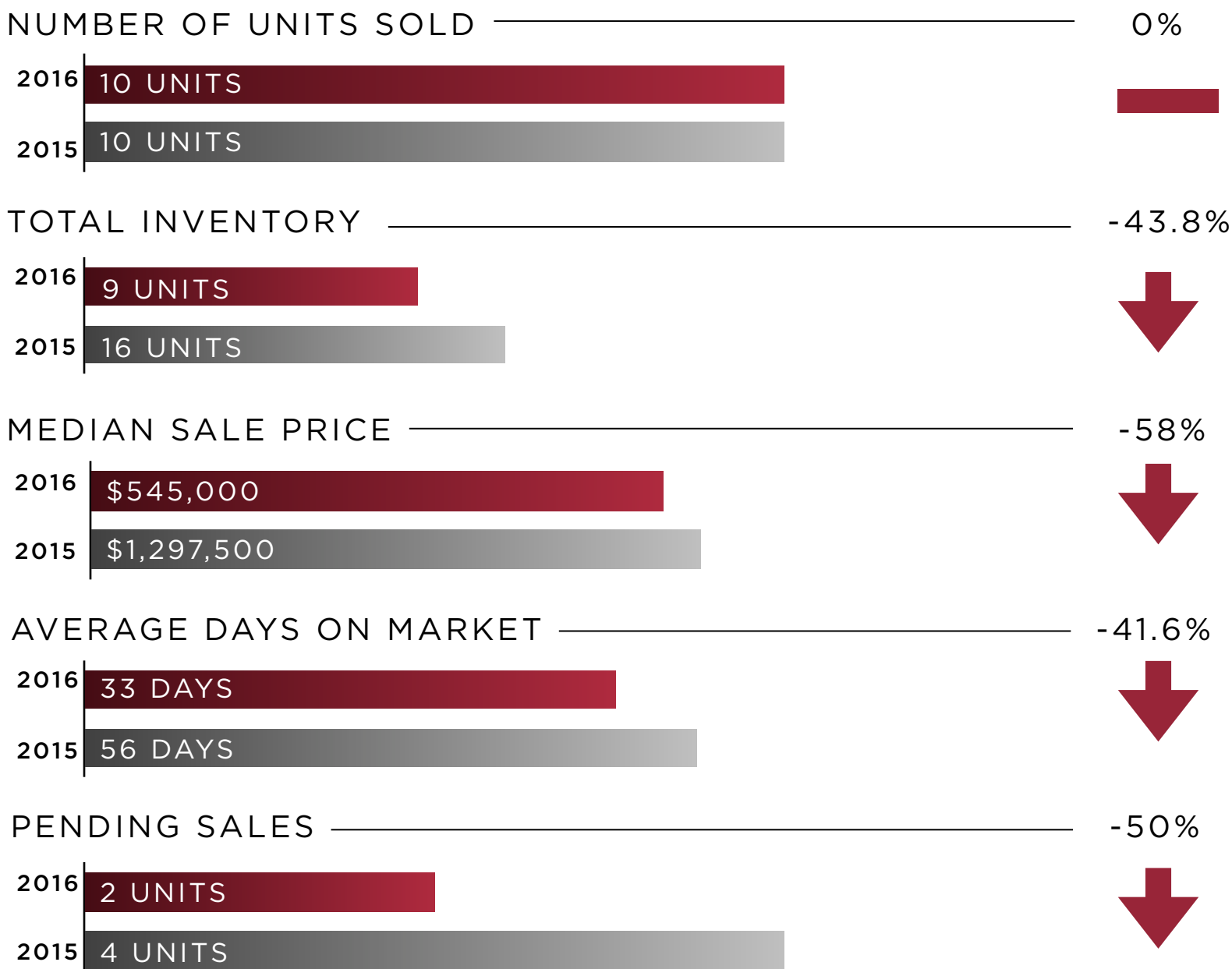
PENDING SALES _____ -33.3%



Source: MLSPIN via Terradatum. Single Family for period ending 12/31/16.



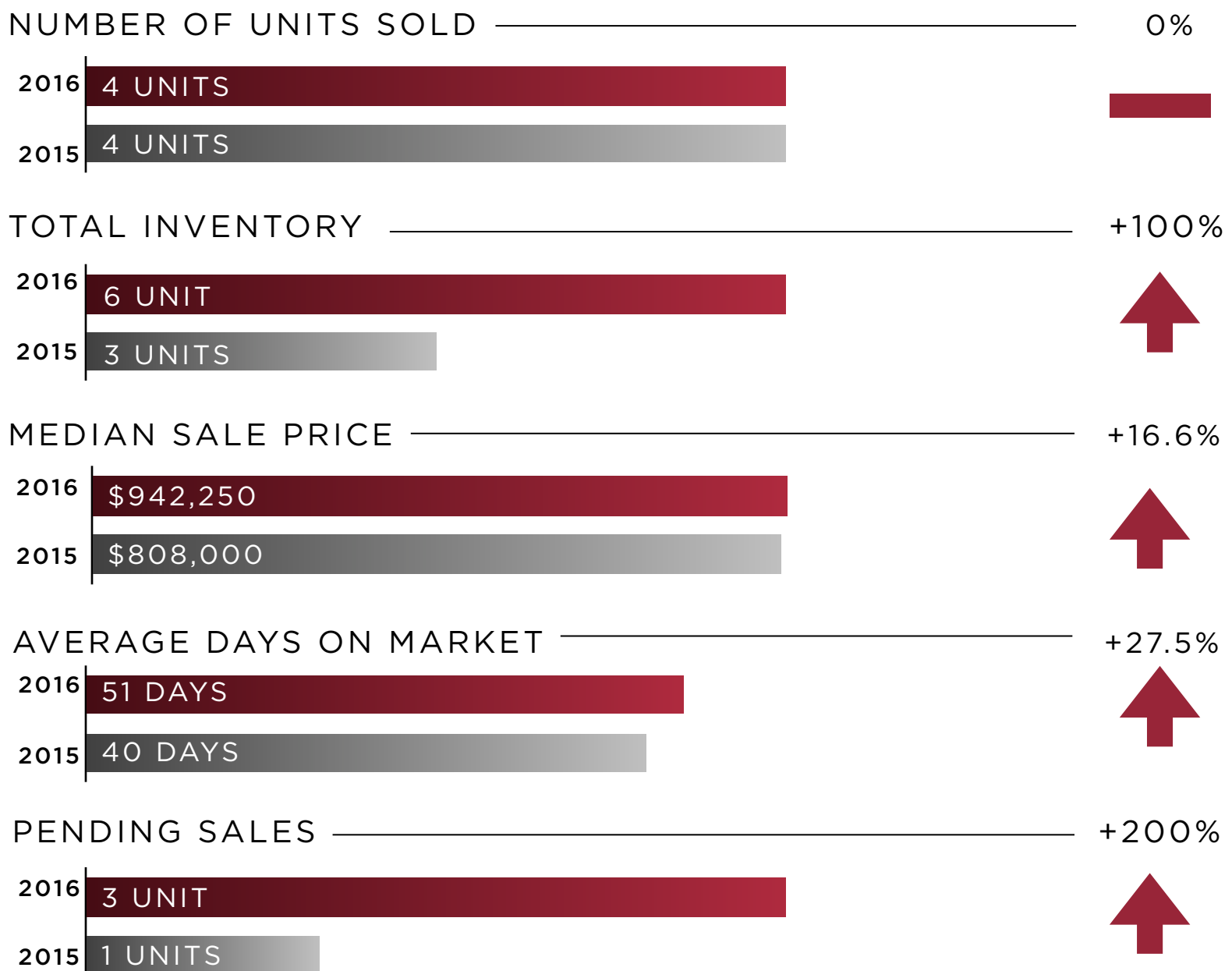
BELMONT CONDOMINIUMS



Source: MLS PIN via Terradatum. Condo for period ending 12/31/16.



BELMONT MULTI FAMILY



Source: MLSPIN via Terradatum. Multi Family for period ending 12/31/16.



CAMBRIDGE SINGLE FAMILIES

NUMBER OF UNITS SOLD _____ -41.7%



TOTAL INVENTORY _____ +17.9%



MEDIAN SALE PRICE _____ +32.3%



AVERAGE DAYS ON MARKET _____ +39.8%



PENDING SALES _____ +266.7%



Source: MLSPIN via Terradatum. Single Family for period ending 12/31/16.



CAMBRIDGE CONDOMINIUMS

NUMBER OF UNITS SOLD _____ +38.2%



TOTAL INVENTORY _____ +2.6%



MEDIAN SALE PRICE _____ +18.5%



AVERAGE DAYS ON MARKET _____ -12.3%



PENDING SALES _____ -3.4%



Source: MLSPIN via Terradatum. Condo Trends for period ending 12/31/16.



CAMBRIDGE MULTI FAMILY

NUMBER OF UNITS SOLD _____ +20%



TOTAL INVENTORY _____ -47.6%



MEDIAN SALE PRICE _____ +9.5%



AVERAGE DAYS ON MARKET _____ +108.7%



PENDING SALES _____ +25%



Source: MLSPIN via Terradatum. Multi Family Trends for period ending 12/31/16.



LEXINGTON SINGLE FAMILIES

NUMBER OF UNITS SOLD _____ +25%



TOTAL INVENTORY _____ -12.2%



MEDIAN SALE PRICE _____ +18.4%



AVERAGE DAYS ON MARKET _____ -35%



PENDING SALES _____ -13.6%



Source: MLSPIN via Terradatum. Single Family for period ending 12/31/16

1756 Massachusetts Avenue, Lexington | 781.325.7002

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LYNNFIELD SINGLE FAMILIES

NUMBER OF UNITS SOLD _____ -11.1%



TOTAL INVENTORY _____ 0%



MEDIAN SALE PRICE _____ +1.4%



AVERAGE DAYS ON MARKET _____ +37.1%



PENDING SALES _____ +66.7%



Source: MLSPIN via Terradatum. Single Family for period ending 12/31/16.

590 Main Street, Lynnfield | 781.325.7002

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MEDFORD SINGLE FAMILIES

NUMBER OF UNITS SOLD _____ -37.5%



TOTAL INVENTORY _____ -68.4%



MEDIAN SALE PRICE _____ +7.2%



AVERAGE DAYS ON MARKET _____ -53.7%



PENDING SALES _____ -64%

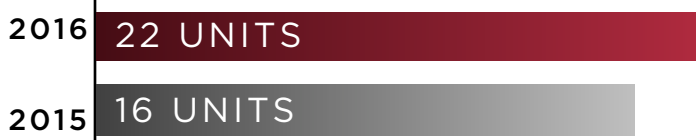


Source: MLSPIN via Terradatum. Single Family for period ending 12/31/16



MEDFORD CONDOMINIUMS

NUMBER OF UNITS SOLD _____ +37.5%



TOTAL INVENTORY _____ -18.9%



MEDIAN SALE PRICE _____ -6%



AVERAGE DAYS ON MARKET _____ -24.1%



PENDING SALES _____ +183.3%



Source: MLSPIN via Terradatum. Condo Trends for period ending 12/31/16.



MEDFORD MULTI FAMILY

NUMBER OF UNITS SOLD _____ -11.1%



TOTAL INVENTORY _____ -57.1%



MEDIAN SALE PRICE _____ +2.8%



AVERAGE DAYS ON MARKET _____ -11.7%



PENDING SALES _____ -22.2%



Source: MLSPIN via Terradatum. Multi Family Trends for period ending 12/31/16.



MELROSE SINGLE FAMILIES

NUMBER OF UNITS SOLD _____ +11.8%



TOTAL INVENTORY _____ -41.3%



MEDIAN SALE PRICE _____ +4.8%



AVERAGE DAYS ON MARKET _____ +21.2%



PENDING SALES _____ -22.2%



Source: MLSPIN via Terradatum. Single Family for period ending 12/31/16

536 Main Street, Melrose | 781.979.0100

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NEWTON SINGLE FAMILIES

NUMBER OF UNITS SOLD _____ -37.5%



TOTAL INVENTORY _____ -36.7%



MEDIAN SALE PRICE _____ -11.7%



AVERAGE DAYS ON MARKET _____ +20.6%



PENDING SALES _____ -39.4%



Source: MLS PIN via Terradatum. Single Family for period ending 12/31/16

294 Walnut Street, Newton | 617.244.4499

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READING SINGLE FAMILIES

NUMBER OF UNITS SOLD _____ -69.2%



TOTAL INVENTORY _____ -19%



MEDIAN SALE PRICE _____ -7.5%



AVERAGE DAYS ON MARKET _____ -11.9%



PENDING SALES _____ +8.3%



Source: MLSPIN via Terradatum. Single Family for period ending 12/31/16.

248 Main Street, Reading | 781.944.6060

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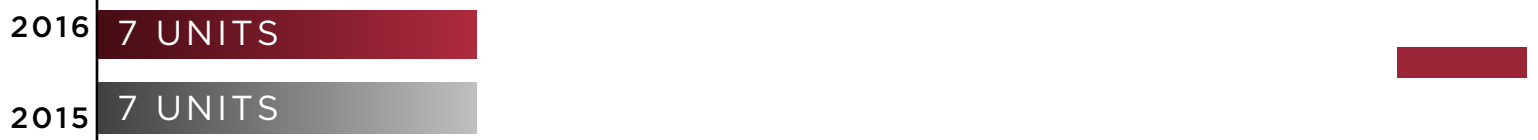
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SOMERVILLE SINGLE FAMILIES

NUMBER OF UNITS SOLD _____ 0%



TOTAL INVENTORY _____ -55.2%



MEDIAN SALE PRICE _____ -7%



AVERAGE DAYS ON MARKET _____ +52.1%



PENDING SALES _____ -33.3%



Source: MLSPIN via Terradatum. Single Family for period ending 12/31/16.

20 Holland Street, Somerville | 617.623.1140

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SOMERVILLE CONDOMINIUMS

NUMBER OF UNITS SOLD _____ -24.4%



TOTAL INVENTORY _____ -5.6%



MEDIAN SALE PRICE _____ -19.9%



AVERAGE DAYS ON MARKET _____ -18.2%



PENDING SALES _____ +13.3%



Source: MLSPIN via Terradatum. Condo Trends for period ending 12/31/16.

20 Holland Street, Somerville | 617.623.1140

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SOMERVILLE MULTI FAMILY

NUMBER OF UNITS SOLD -13.3%



TOTAL INVENTORY -62.7%



MEDIAN SALE PRICE +5.8%



AVERAGE DAYS ON MARKET -38%



PENDING SALES -20%



Source: MLSPIN via Terradatum. Multi Family Trends for period ending 12/31/16.



STONEHAM SINGLE FAMILIES

NUMBER OF UNITS SOLD _____ +5.3%



TOTAL INVENTORY _____ -38%



MEDIAN SALE PRICE _____ +5%



AVERAGE DAYS ON MARKET _____ -32.1%



PENDING SALES _____ -33.3%

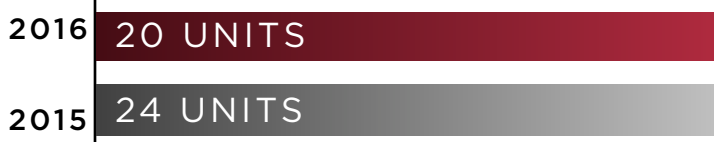


Source: MLSPIN via Terradatum. Single Family for period ending 12/31/16.



WAKEFIELD SINGLE FAMILIES

NUMBER OF UNITS SOLD _____ -16.7%



TOTAL INVENTORY _____ -20.8%



MEDIAN SALE PRICE _____ -13%



AVERAGE DAYS ON MARKET _____ -37.2%



PENDING SALES _____ +13.3%



Source: MLSPIN via Terradatum. Single Family for period ending 12/31/16.



WALTHAM SINGLE FAMILIES

NUMBER OF UNITS SOLD _____ -43.2%



TOTAL INVENTORY _____ -39%



MEDIAN SALE PRICE _____ +15.7%



AVERAGE DAYS ON MARKET _____ -9.5%



PENDING SALES _____ -4.2%



Source: MLSPIN via Terradatum. Single Family for period ending 12/31/16.



WALTHAM CONDOMINIUMS

NUMBER OF UNITS SOLD -43.2%



TOTAL INVENTORY -45.8%



MEDIAN SALE PRICE +3.7%



AVERAGE DAYS ON MARKET -67.4%



PENDING SALES -30%



Source: MLS PIN via Terradatum. Condo for period ending 12/31/16.



WALTHAM MULTI FAMILY

NUMBER OF UNITS SOLD _____ 0%



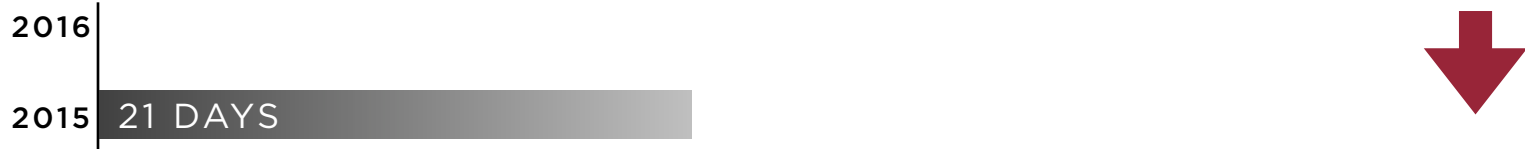
TOTAL INVENTORY _____ -33.3%



MEDIAN SALE PRICE _____ +4.6%



AVERAGE DAYS ON MARKET _____ -100%



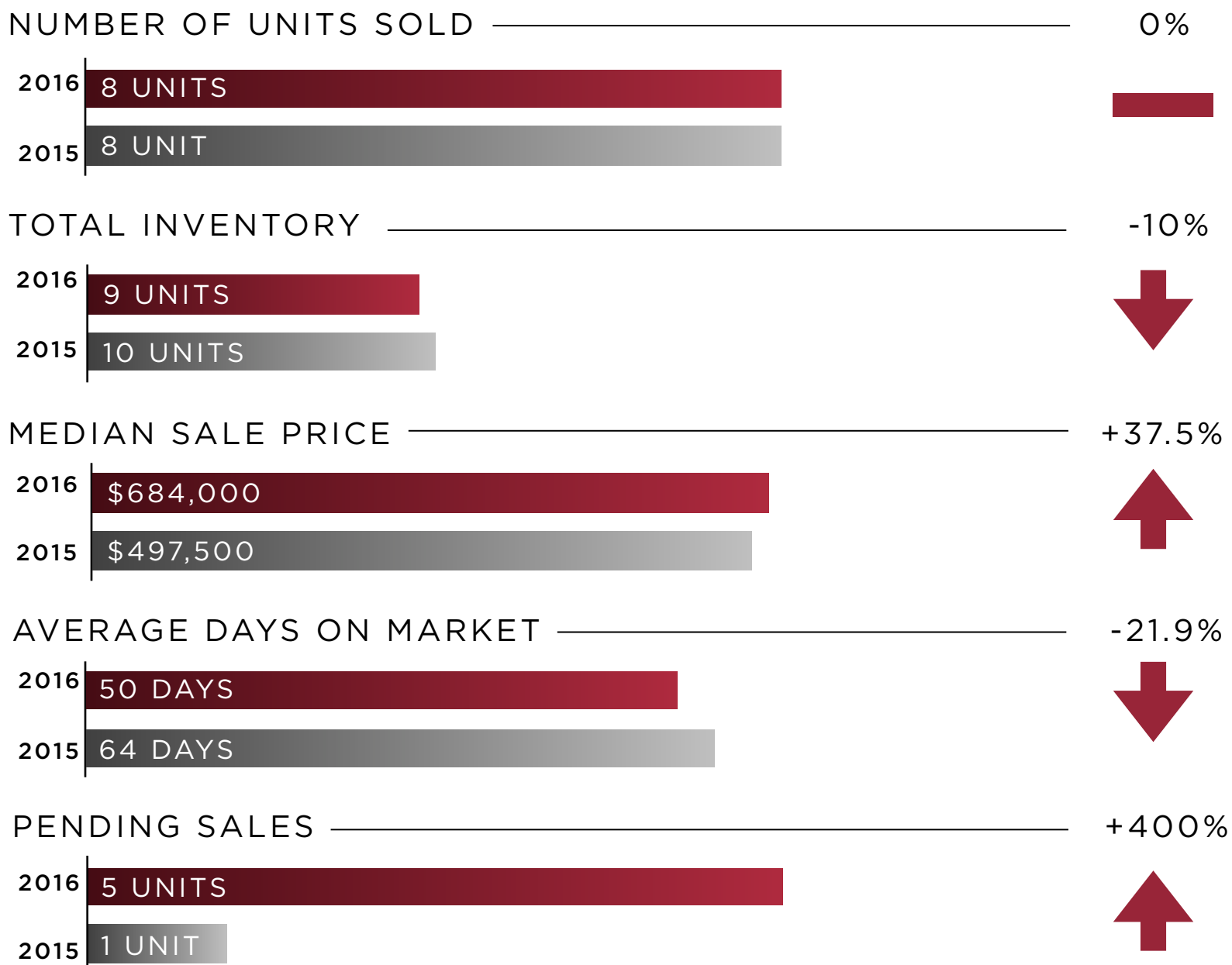
PENDING SALES _____ -100%



Source: MLS PIN via Terradatum. Multi Family for period ending 12/31/16.



WATERTOWN SINGLE FAMILIES



Source: MLSPIN via Terradatum. Single Family for period ending 12/31/16.

142 Galen Street, Watertown | 617.926.5400

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WATERTOWN CONDOMINIUMS

NUMBER OF UNITS SOLD _____ +4.5%



TOTAL INVENTORY _____ -11.4%



MEDIAN SALE PRICE _____ +2.3%



AVERAGE DAYS ON MARKET _____ +12.4%



PENDING SALES _____ +54.5%



Source: MLSPIN via Terradatum. Condo Trends for period ending 12/31/16.



WATERTOWN MULTI FAMILY

NUMBER OF UNITS SOLD _____ +233.3%



TOTAL INVENTORY _____ -71.4%



MEDIAN SALE PRICE _____ +22.1%




AVERAGE DAYS ON MARKET _____ +440.6%



PENDING SALES _____ -57.1%

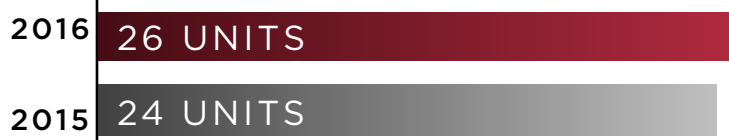


Source: MLSPIN via Terradatum. Multi Family Trends for period ending 12/31/16.



WINCHESTER SINGLE FAMILIES

NUMBER OF UNITS SOLD +8.3%



TOTAL INVENTORY -22%



MEDIAN SALE PRICE +14.5%



AVERAGE DAYS ON MARKET -29.2%



PENDING SALES +30%



Source: MLSPIN via Terradatum. Single Family for period ending 12/31/16.

2 Mount Vernon Street, Winchester | 781.729.5505

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