



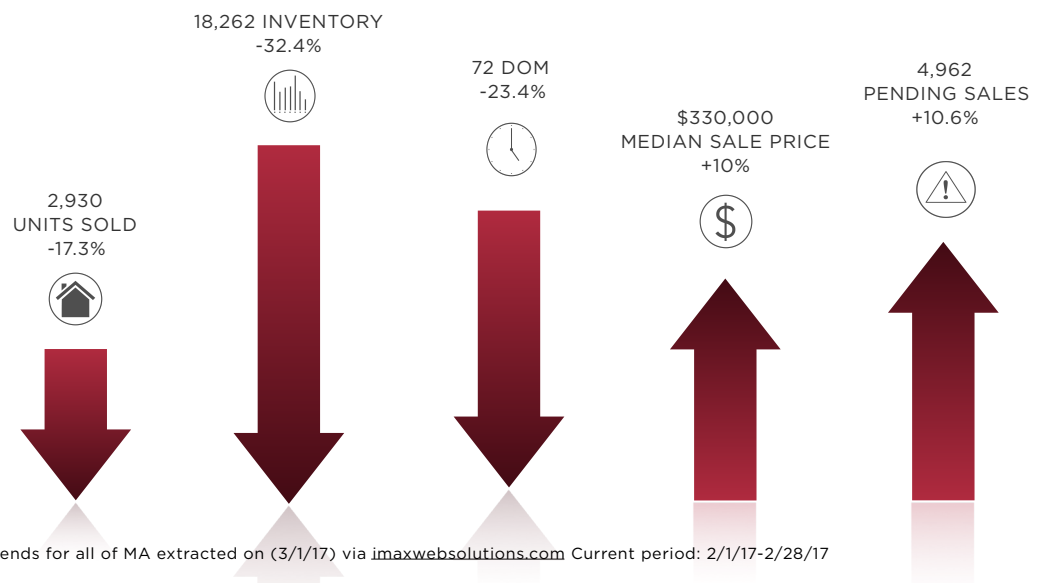
FEBRUARY MARKET OVERVIEW

“Hungry buyers fight to get into the market as interest rates threaten to go higher. Open houses are packed where buyers see value for the list price. As a result, pending sales are up this month,” reports Linda O’Koniewski, CEO of RE/MAX Leading Edge. “March will be a strong month for closed sales and sellers will continue to sit in the catbird seat into summer.”

February sales of combined condo and single-family homes in Massachusetts decreased -17.3% year-over-year. Inventory remains down -32.4% and the number of days on market is also down -23.4%. Median sale prices remain up +10% while pending sales are up +10.6%.

IN MASSACHUSETTS









MARCH 2017



Source: Single Family and Condo Sales, Active & Pending Trends for all of MA extracted on (3/1/17) via imaxwebsolutions.com Current period: 2/1/17-2/28/17



BOSTON HOUSING REPORT

NEIGHBORHOOD	UNITS SOLD	INVENTORY	DOM	MEDIAN \$	PENDING	UNITS	MEDIAN \$
BACK BAY	2017	10	106	45	\$812,500	29	 -58.3%  -7%
	2016	24	136	72	\$874,400	24	
BEACON HILL	2017	9	60	142	\$1,999,000	12	 0%  +217.3%
	2016	9	61	50	\$630,000	13	
CHARLESTOWN	2017	10	47	48	\$774,500	27	 -28.5%  +5%
	2016	14	44	54	\$737,000	21	
DORCHESTER	2017	25	49	48	\$417,500	22	 +257.1%  +28.4%
	2016	7	62	45	\$325,000	9	

Source: MLS PIN via imaxwebsolutions. & Terradatum Condo & Single Family Trends for period ending 2/28/17.

53 Hereford Street, Boston | 617.262.8200

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BOSTON HOUSING REPORT

	UNITS SOLD	INVENTORY	DOM	MEDIAN \$	PENDING	UNITS	MEDIAN \$
FENWAY							
2017	3	15	62	\$495,000	11	↓	↑
2016	5	9	20	\$399,000	3	-40%	+24%
NORTH END							
2017	1	14	7	\$1,727,000	3	↓	↑
2016	2	25	33	\$672,500	10	-50%	+156.8%
ROXBURY							
2017	2	16	109	\$546,500	1	↓	↑
2016	4	18	47	\$224,312	3	-50%	+143.6%
SEAPORT							
2017	0	20	0	\$718,750	4	↓	↓
2016	2	28	55	\$830,000	11	-100%	-100%

Source: MLS PIN via imaxwebsolutions. & Terradatum Condo & Single Family Trends for period ending 2/28/17.

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BOSTON HOUSING REPORT

NEIGHBORHOOD	UNITS SOLD	INVENTORY	DOM	MEDIAN \$	PENDING	UNITS	MEDIAN \$
SOUTH BOSTON	2017	18	124	39	\$699,500	60	UNITS -35.7% MEDIAN \$ +29.8%
	2016	28	117	36	\$538,750	33	
SOUTH END	2017	12	89	68	\$935,000	35	UNITS -29.4% MEDIAN \$ +36.1%
	2016	17	110	35	\$687,000	39	
WATERFRONT	2017	5	50	63	\$1,160,000	16	UNITS -16.6% MEDIAN \$ +69.6%
	2016	6	57	77	\$683,750	13	
WEST ROXBURY	2017	10	38	34	\$547,950	22	UNITS 0% MEDIAN \$ +20%
	2016	10	61	58	\$456,500	17	

Source: MLS PIN via imaxwebsolutions. & Terradatum Condo & Single Family Trends for period ending 2/28/17.

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ARLINGTON SINGLE FAMILY

NUMBER OF UNITS SOLD -30%



TOTAL INVENTORY -29.5%



MEDIAN SALE PRICE -10.4%



AVERAGE DAYS ON MARKET +54



PENDING SALES +116.7%



Source: MLSPIN via Terradatum. Single Family Trends for period ending 2/28/17.



ARLINGTON CONDOMINIUMS

NUMBER OF UNITS SOLD _____ -23.5%



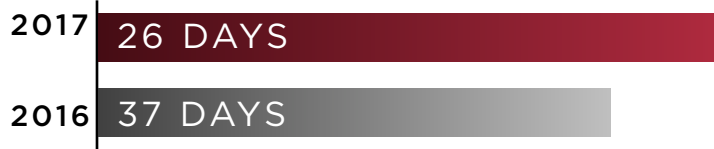
TOTAL INVENTORY _____ -58.7%



MEDIAN SALE PRICE _____ +39.6%



AVERAGE DAYS ON MARKET _____ -30



PENDING SALES _____ +54.2%



Source: MLSPIN via Terradatum. Condo trends for period ending 2/28/17.

319 Mass Ave, Arlington | 781.643.0430

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BELMONT SINGLE FAMILIES

NUMBER OF UNITS SOLD _____ +200%



TOTAL INVENTORY _____ -50%



MEDIAN SALE PRICE _____ +6.1%



AVERAGE DAYS ON MARKET _____ -38.7%



PENDING SALES _____ 0%



Source: MLSPIN via Terradatum. Single Family for period ending 2/28/17.



BELMONT CONDOMINIUMS

NUMBER OF UNITS SOLD _____ -80%



TOTAL INVENTORY _____ -82.1%



MEDIAN SALE PRICE _____ +77.8%



AVERAGE DAYS ON MARKET _____ -12.4%



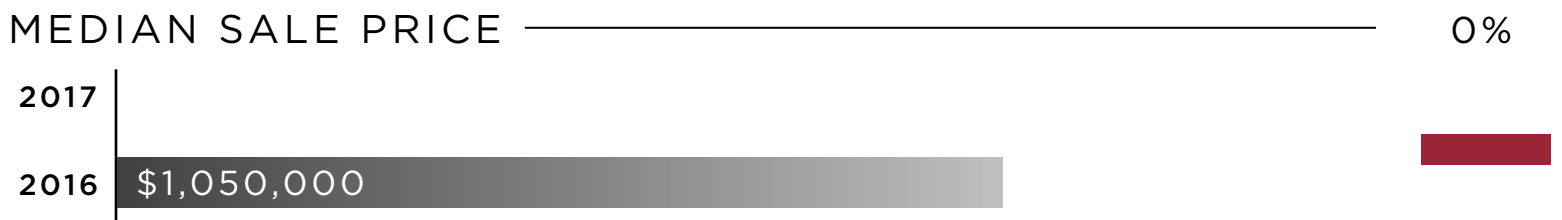
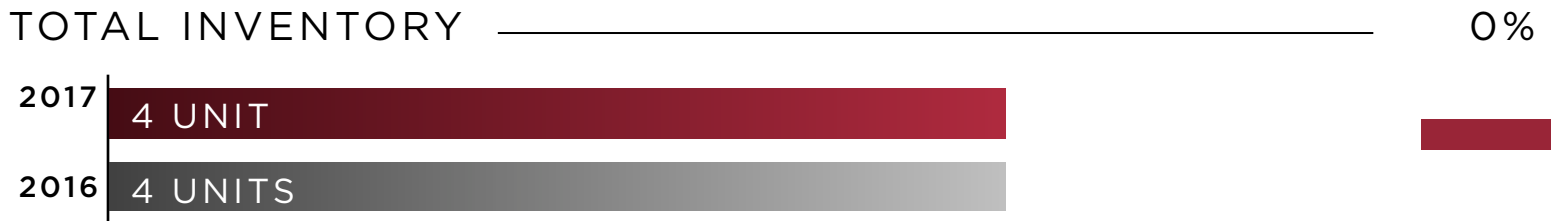
PENDING SALES _____ -72.7%



Source: MLS PIN via Terradatum. Condo for period ending 2/28/17.



BELMONT MULTI FAMILY



Source: MLS PIN via Terradatum. Multi Family for period ending 2/28/17.



CAMBRIDGE SINGLE FAMILIES

NUMBER OF UNITS SOLD _____ -75%



TOTAL INVENTORY _____ -20%



MEDIAN SALE PRICE _____ +100%



AVERAGE DAYS ON MARKET _____ -28%



PENDING SALES _____ +25%



Source: MLSPIN via Terradatum. Single Family for period ending 2/28/17.



CAMBRIDGE CONDOMINIUMS

NUMBER OF UNITS SOLD _____ -11.1%



TOTAL INVENTORY _____ -26.7%



MEDIAN SALE PRICE _____ -16.2%



AVERAGE DAYS ON MARKET _____ +30



PENDING SALES _____ -16.2%



Source: MLSPIN via Terradatum. Condo Trends for period ending 2/28/17.



CAMBRIDGE MULTI FAMILY

NUMBER OF UNITS SOLD _____ -66.7%



TOTAL INVENTORY _____ -10.5%



MEDIAN SALE PRICE _____ +105.5%



AVERAGE DAYS ON MARKET _____ -82%



PENDING SALES _____ +350%



Source: MLS PIN via Terradatum. Multi Family Trends for period ending 2/28/17.



LEXINGTON SINGLE FAMILIES

NUMBER OF UNITS SOLD ————— -41.2%



TOTAL INVENTORY ————— -17.3%



MEDIAN SALE PRICE ————— -3.1%



AVERAGE DAYS ON MARKET ————— -12



PENDING SALES ————— +64.3%



Source: MLSPIN via Terradatum. Single Family for period ending 2/28/17

1756 Massachusetts Avenue, Lexington | 781.325.7002

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LYNNFIELD SINGLE FAMILIES

NUMBER OF UNITS SOLD _____ +125%



TOTAL INVENTORY _____ 0%



MEDIAN SALE PRICE _____ +3%



AVERAGE DAYS ON MARKET _____ -46.



PENDING SALES _____ +44.4%



Source: MLSPIN via Terradatum. Single Family for period ending 2/28/17.

590 Main Street, Lynnfield | 781.325.7002

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MEDFORD SINGLE FAMILIES

NUMBER OF UNITS SOLD _____ -53.8%



TOTAL INVENTORY _____ -34.2%



MEDIAN SALE PRICE _____ +18%



AVERAGE DAYS ON MARKET _____ -26%



PENDING SALES _____ +33.3%



Source: MLSPIN via Terradatum. Single Family for period ending 2/28/17



MEDFORD CONDOMINIUMS

NUMBER OF UNITS SOLD _____ -54.5%



TOTAL INVENTORY _____ +30.4%



MEDIAN SALE PRICE _____ -8.9%



AVERAGE DAYS ON MARKET _____ -32%



PENDING SALES _____ +171.4%



Source: MLSPIN via Terradatum. Condo Trends for period ending 2/28/17.



MEDFORD MULTI FAMILY

NUMBER OF UNITS SOLD _____ -62.5%

2017 3 UNITS

2016 8 UNITS



TOTAL INVENTORY _____ -35.7%

2017 9 UNITS

2016 14 UNITS



MEDIAN SALE PRICE _____ +45.3%

2017 \$890,000

2016 \$612,500



AVERAGE DAYS ON MARKET _____ -77.8%

2017 13 DAYS

2016 60 DAYS



PENDING SALES _____ +25%

2017 5 UNITS

2016 4 UNITS



Source: MLSPIN via Terradatum. Multi Family Trends for period ending 2/28/17.



MELROSE SINGLE FAMILIES

NUMBER OF UNITS SOLD _____ -53.8%



TOTAL INVENTORY _____ -18.2%



MEDIAN SALE PRICE _____ +26.8%



AVERAGE DAYS ON MARKET _____ -63%



PENDING SALES _____ +23.1%



Source: MLSPIN via Terradatum. Single Family for period ending 2/28/17

536 Main Street, Melrose | 781.979.0100

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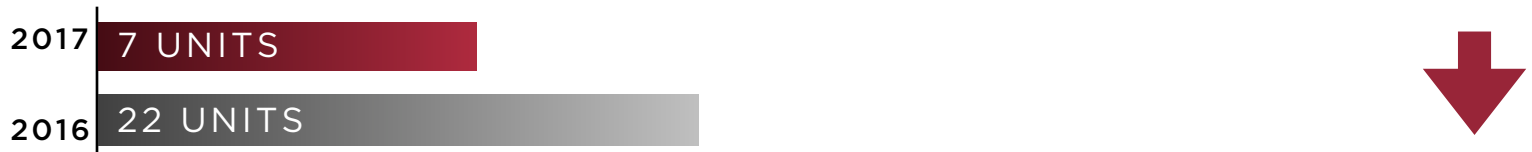
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NEWTON SINGLE FAMILIES

NUMBER OF UNITS SOLD _____ -68.2%



TOTAL INVENTORY _____ -24.1%



MEDIAN SALE PRICE _____ -24.6%



17.7 AVERAGE DAYS ON MARKET _____ -17.7%



PENDING SALES _____ +20.6%



Source: MLSPIN via Terradatum. Single Family for period ending 2/28/17

294 Walnut Street, Newton | 617.244.4499

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READING SINGLE FAMILIES

NUMBER OF UNITS SOLD _____ -14.3%



TOTAL INVENTORY _____ -14.3%



MEDIAN SALE PRICE _____ +14%



AVERAGE DAYS ON MARKET _____ -61.5%



PENDING SALES _____ +54.5%



Source: MLSPIN via Terradatum. Single Family for period ending 2/28/17.



SOMERVILLE SINGLE FAMILIES

NUMBER OF UNITS SOLD _____ -66.7%



TOTAL INVENTORY _____ -37.9%



MEDIAN SALE PRICE _____ -29.3%



AVERAGE DAYS ON MARKET _____ -47.4%



PENDING SALES _____ +16.7%



Source: MLSPIN via Terradatum. Single Family for period ending 2/28/17.



SOMERVILLE CONDOMINIUMS

NUMBER OF UNITS SOLD _____ -12.5%



TOTAL INVENTORY _____ +5.2%



MEDIAN SALE PRICE _____ +15.9%



AVERAGE DAYS ON MARKET _____ -36.3%



PENDING SALES _____ +57.7%



Source: MLSPIN via Terradatum. Condo Trends for period ending 2/28/17.

20 Holland Street, Somerville | 617.623.1140

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SOMERVILLE MULTI FAMILY

NUMBER OF UNITS SOLD _____ -66.7%



TOTAL INVENTORY _____ -10.5%



MEDIAN SALE PRICE _____ +22.2%



AVERAGE DAYS ON MARKET _____ -49



PENDING SALES _____ +150%



Source: MLSPIN via Terradatum. Multi Family Trends for period ending 2/28/17.

20 Holland Street, Somerville | 617.623.1140

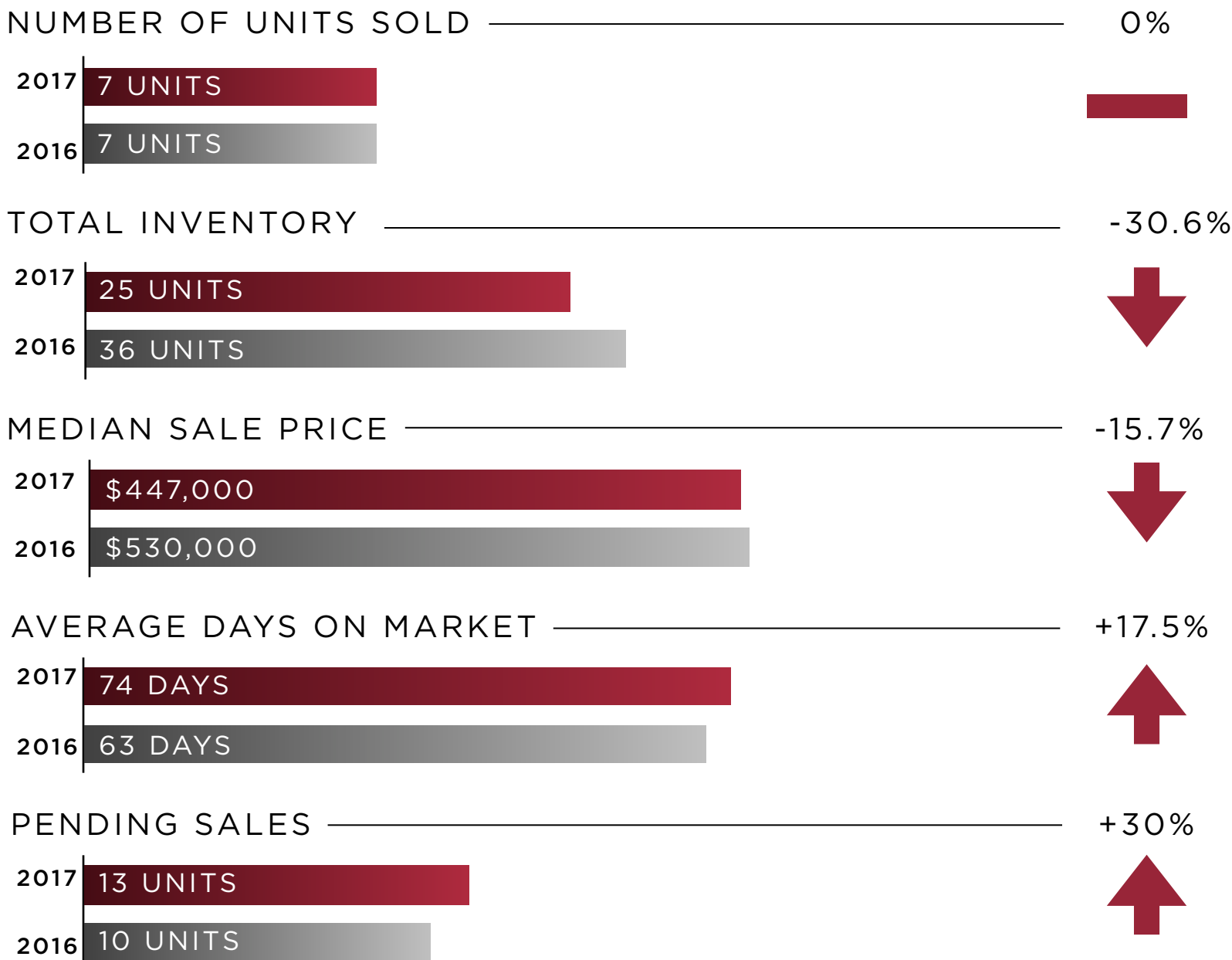
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STONEHAM SINGLE FAMILIES



Source: MLSPIN via Terradatum. Single Family for period ending 2/28/17.



WAKEFIELD SINGLE FAMILIES

NUMBER OF UNITS SOLD _____ -55.6%



TOTAL INVENTORY _____ +11.1%



MEDIAN SALE PRICE _____ +17%



AVERAGE DAYS ON MARKET _____ +95.2%



PENDING SALES _____ +175%



Source: MLSPIN via Terradatum. Single Family for period ending 2/28/17.

25 Tuttle Street, Wakefield | 781.245.8100

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WALTHAM SINGLE FAMILIES

NUMBER OF UNITS SOLD _____ -21.4%



TOTAL INVENTORY _____ -41.8%



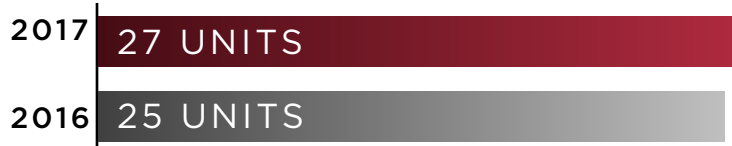
MEDIAN SALE PRICE _____ +6.2%



AVERAGE DAYS ON MARKET _____ -38.2%



PENDING SALES _____ +8%

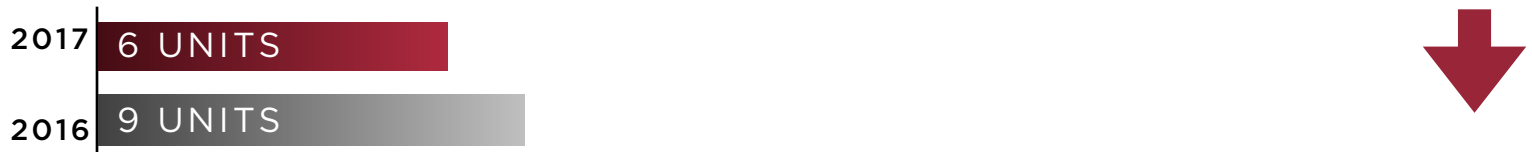


Source: MLSPIN via Terradatum. Single Family for period ending 2/28/17.



WALTHAM CONDOMINIUMS

NUMBER OF UNITS SOLD -33.3%



TOTAL INVENTORY -40.6%



MEDIAN SALE PRICE -13.4%



AVERAGE DAYS ON MARKET -70.9%



PENDING SALES -34.6%



Source: MLSPIN via Terradatum. Condo for period ending 2/28/17.



WALTHAM MULTI FAMILY

NUMBER OF UNITS SOLD _____ +50%



TOTAL INVENTORY _____ -30%



MEDIAN SALE PRICE _____ +52.2%



AVERAGE DAYS ON MARKET _____ -20%



PENDING SALES _____ 0%



Source: MLS PIN via Terradatum. Multi Family for period ending 2/28/17.



WATERTOWN SINGLE FAMILIES

NUMBER OF UNITS SOLD _____ -60%



TOTAL INVENTORY _____ -50%



MEDIAN SALE PRICE _____ -9.6%



AVERAGE DAYS ON MARKET _____ -56.8%



PENDING SALES _____ 0%



Source: MLS PIN via Terradatum. Single Family for period ending 2/28/17.

142 Galen Street, Watertown | 617.926.5400

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WATERTOWN CONDOMINIUMS

NUMBER OF UNITS SOLD _____ -25%



TOTAL INVENTORY _____ -6%



MEDIAN SALE PRICE _____ +53.4%



AVERAGE DAYS ON MARKET _____ -12.2%



PENDING SALES _____ +64.7%



Source: MLSPIN via Terradatum. Condo Trends for period ending 2/28/17.



WATERTOWN MULTI FAMILY

NUMBER OF UNITS SOLD _____ -57.1%



TOTAL INVENTORY _____ -58.8%



MEDIAN SALE PRICE _____ +13.4%



AVERAGE DAYS ON MARKET _____ 0%



PENDING SALES _____ -25%




Source: MLSPIN via Terradatum. Multi Family Trends for period ending 2/28/17.

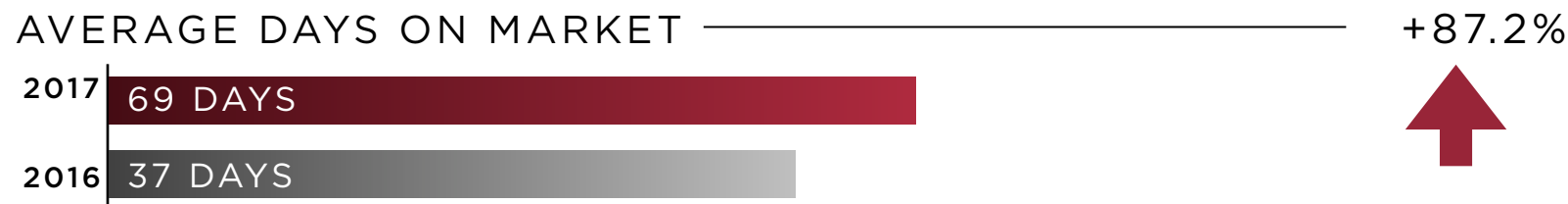
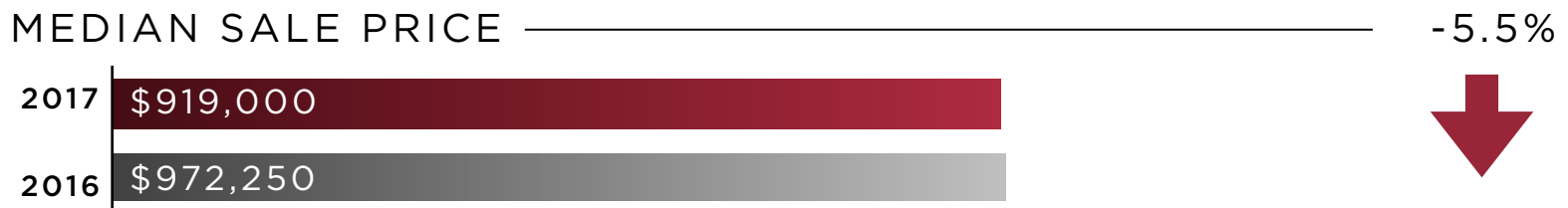
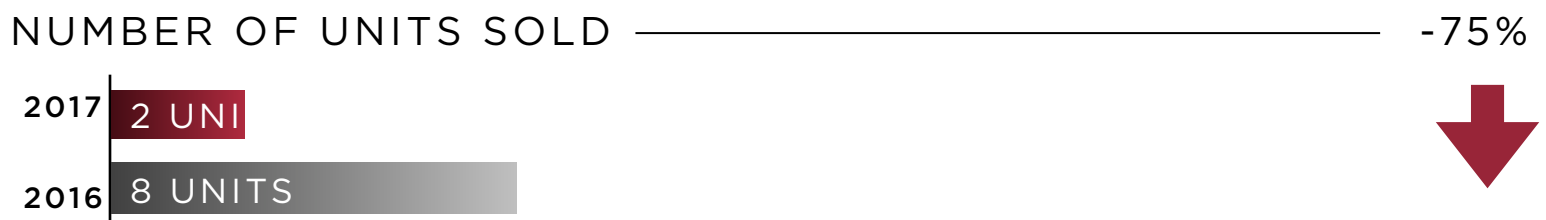
142 Galen Street, Watertown | 617.926.5400

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WINCHESTER SINGLE FAMILIES



Source: MLSPIN via Terradatum. Single Family for period ending 2/28/17.

2 Mount Vernon Street, Winchester | 781.729.5505

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