



MARCH

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MARKET REPORT

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LEADING EDGE

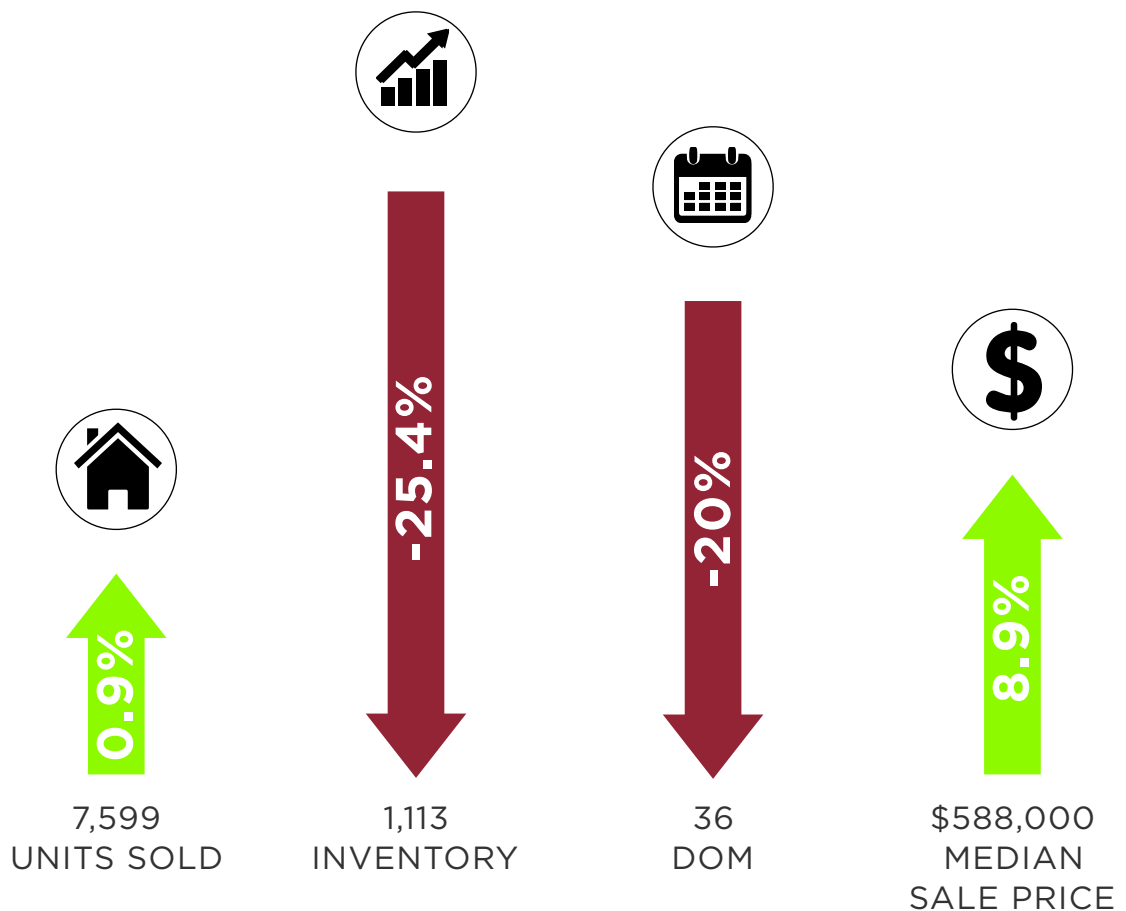
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MARKET OVERVIEW

MARCH

“Sellers take note! Open houses are swamped, buyers are paying cash, making offers with no home inspection, and still competing in multiple offer situations,” reports Linda O’Koniewski, CEO of RE/MAX Leading Edge. “There simply has never been a better time to sell but there are plenty of mistakes to be made without an agent who knows how to leverage this market.”





The latest 12 months sales of single-family homes in the RE/MAX Leading Edge service area increased +.9% year-over-year. Inventory remains down -25.4%. The number of days on market is also down -20% while median sale prices remain up +8.9% at \$588,000.







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BACK BAY

SINGLE FAMILY	UNITS SOLD	INVENTORY	DOM	MEDIAN \$	UNITS	MEDIAN \$
2018	8	3	161	\$4,958,750		
2017	6	6	132	\$4,285,000	33.3%	15.7%
CONDO	UNITS SOLD	INVENTORY	DOM	MEDIAN \$	UNITS	MEDIAN \$
2018	353	98	48	\$1,125,000		
2017	373	97	61	\$1,100,000	-5.4%	2.3%

BEACON HILL

SINGLE FAMILY	UNITS SOLD	INVENTORY	DOM	MEDIAN \$	UNITS	MEDIAN \$
2018	26	15	117	\$3,362,500		
2017	14	11	102	\$2,570,850	85.7%	30.8%
CONDO	UNITS SOLD	INVENTORY	DOM	MEDIAN \$	UNITS	MEDIAN \$
2018	128	34	47	\$924,500		
2017	135	44	50	\$742,500	-5.2%	24.5%



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CHARLESTOWN

SINGLE FAMILY	UNITS SOLD	INVENTORY	DOM	MEDIAN \$	UNITS	MEDIAN \$
2018	63	8	28	\$1,130,000		
2017	55	9	36	\$1,175,000	14.5%	-3.8%

CONDO	UNITS SOLD	INVENTORY	DOM	MEDIAN \$	UNITS	MEDIAN \$
2018	219	24	33	\$690,000		
2017	241	36	33	\$610,000	-9.1%	13.1%

DORCHESTER

SINGLE FAMILY	UNITS SOLD	INVENTORY	DOM	MEDIAN \$	UNITS	MEDIAN \$
2018	56	10	42	\$516,000		
2017	77	19	50	\$459,000	-27.3%	12.4%



CONDO	UNITS SOLD	INVENTORY	DOM	MEDIAN \$	UNITS	MEDIAN \$
2018	218	30	32	\$452,500		
2017	179	30	42	\$385,000	21.8%	17.5%

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FENWAY

SINGLE FAMILY	UNITS SOLD	INVENTORY	DOM	MEDIAN \$	UNITS	MEDIAN \$
2018	1	0	12	\$2,162,500	-	-
2017	0	0	0	\$0	0%	0%

CONDO	UNITS SOLD	INVENTORY	DOM	MEDIAN \$	UNITS	MEDIAN \$
2018	117	12	19	\$578,000		
2017	77	13	29	\$480,000	51.9%	20.4%

NORTH END



SINGLE FAMILY	UNITS SOLD	INVENTORY	DOM	MEDIAN \$	UNITS	MEDIAN \$
2018	2	0	46	\$962,500	-	-
2017	0	0	0	\$0	0%	0%



CONDO	UNITS SOLD	INVENTORY	DOM	MEDIAN \$	UNITS	MEDIAN \$
2018	67	14	40	\$600,000		
2017	76	14	37	\$595,000	-11.8%	0.8%

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ROXBURY

SINGLE FAMILY	UNITS SOLD	INVENTORY	DOM	MEDIAN \$	UNITS	MEDIAN \$
2018	8	2	33	\$526,250		
2017	10	7	49	\$402,500	-20%	30.7%

CONDO	UNITS SOLD	INVENTORY	DOM	MEDIAN \$	UNITS	MEDIAN \$
2018	34	11	71	\$332,500		
2017	36	14	60	\$372,500	-5.6%	-10.7%

SEAPORT



SINGLE FAMILY	UNITS SOLD	INVENTORY	DOM	MEDIAN \$	UNITS	MEDIAN \$
2018	0	0	0	\$0	-	-
2017	0	0	0	\$0	0%	0%



CONDO	UNITS SOLD	INVENTORY	DOM	MEDIAN \$	UNITS	MEDIAN \$
2018	49	18	47	\$997,500		
2017	68	16	55	\$834,500	-27.9%	19.5%

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SOUTH BOSTON

SINGLE FAMILY	UNITS SOLD	INVENTORY	DOM	MEDIAN \$	UNITS	MEDIAN \$
2018	46	9	39	\$799,000		
2017	56	16	37	\$710,000	-17.9%	12.5%

CONDO	UNITS SOLD	INVENTORY	DOM	MEDIAN \$	UNITS	MEDIAN \$
2018	535	106	36	\$685,000		
2017	544	95	44	\$649,000	-1.7%	5.5%

SOUTH END



SINGLE FAMILY	UNITS SOLD	INVENTORY	DOM	MEDIAN \$	UNITS	MEDIAN \$
2018	32	10	84	\$2,562,500		
2017	31	10	84	\$2,725,000	3.2%	-6%

CONDO	UNITS SOLD	INVENTORY	DOM	MEDIAN \$	UNITS	MEDIAN \$
2018	488	68	33	\$957,833		
2017	463	78	37	\$850,000	5.4%	12.7%





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WATERFRONT

SINGLE FAMILY	UNITS SOLD	INVENTORY	DOM	MEDIAN \$	UNITS	MEDIAN \$
2018	0	0	0	\$0	-	-
2017	0	0	0	\$0	0%	0%
CONDO	UNITS SOLD	INVENTORY	DOM	MEDIAN \$	UNITS	MEDIAN \$
2018	142	51	60	\$1,095,000		
2017	135	46	61	\$945,000	5.2%	15.9%

WEST ROXBURY

SINGLE FAMILY	UNITS SOLD	INVENTORY	DOM	MEDIAN \$	UNITS	MEDIAN \$
2018	219	27	35	\$575,000		
2017	203	35	46	\$530,000	7.9%	8.5%
CONDO	UNITS SOLD	INVENTORY	DOM	MEDIAN \$	UNITS	MEDIAN \$
2018	85	11	28	\$380,000		
2017	87	14	48	\$375,000	-2.3%	1.3%



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SINGLE FAMILIES	2017	2018	% CHANGE
Number of Units Sold	278	278	0%
Total Inventory	27	19	-29.6%
Median Sale Price	\$707,250	\$746,000	5.5%
Average Days on Market	24	21	-12.5%

CONDOS	2017	2018	% CHANGE
Number of Units Sold	267	236	-11.6%
Total Inventory	22	16	-27.2%
Median Sale Price	\$530,000	\$561,000	5.8%
Average Days on Market	23	18	-21.7%

319 Mass Ave, Arlington | 781.643.0430 | LeadingEdgeAgents.com

Source: MLS PIN via IMAX. *Single family and condo homes in Arlington for last 12 months ending 2/28/2018 vs prior time period*

ARLINGTON



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SINGLE FAMILIES	2017	2018	% CHANGE
Number of Units Sold	125	140	12%
Total Inventory	22	14	-36.3%
Median Sale Price	\$1,012,000	\$1,057,500	4.5%
Average Days on Market	42	35	-16.7%

CONDOS	2017	2018	% CHANGE
Number of Units Sold	98	73	-25.5%
Total Inventory	15	10	-33.3%
Median Sale Price	\$528,500	\$610,000	15.4%
Average Days on Market	36	28	-22.2%

MULTI FAMILIES	2017	2018	% CHANGE
Number of Units Sold	27	35	29.6%
Total Inventory	5	2	-60%
Median Sale Price	\$875,000	\$949,000	8.5%
Average Days on Market	42	21	-50%

84 Leonard Street, Belmont | 617.484.1900 | LeadingEdgeAgents.com

Source: MLS PIN via IMAX. Single family, condo and multi family homes in Belmont for last 12 months ending 2/28/2018 vs prior time period

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CAMBRIDGE

SINGLE FAMILIES	2017	2018	% CHANGE
Number of Units Sold	92	98	6.5%
Total Inventory	23	14	-39.1%
Median Sale Price	\$1,452,500	\$1,465,000	0.9%
Average Days on Market	30	26	-13.3%

CONDOS	2017	2018	% CHANGE
Number of Units Sold	676	610	-9.8%
Total Inventory	72	67	-6.9%
Median Sale Price	\$695,250	\$762,000	9.6%
Average Days on Market	26	25	-3.8%

MULTI FAMILIES	2017	2018	% CHANGE
Number of Units Sold	90	72	-20%
Total Inventory	18	13	-27.7%
Median Sale Price	\$1,387,500	\$1,455,000	4.9%
Average Days on Market	40	25	-37.5%

2 Brattle Square, Cambridge | 617.494.4400 | LeadingEdgeAgents.com

Source: MLSPIN via IMAX. *Single family, condo and multi family homes* in Cambridge for last 12 months ending 2/28/2018 vs prior time period



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LEXINGTON

SINGLE FAMILIES	2017	2018	% CHANGE
Number of Units Sold	362	336	-7.2%
Total Inventory	79	59	-25.3%
Median Sale Price	\$1,077,500	\$1,148,500	6.6%
Average Days on Market	57	47	-17.5%

CONDOS	2017	2018	% CHANGE
Number of Units Sold	47	63	34%
Total Inventory	7	8	14.2%
Median Sale Price	\$545,000	\$690,000	26.6%
Average Days on Market	25	27	8%

1756 Massachusetts Ave, Lexington | 781.778.7063 | LeadingEdgeAgents.com

Source: MLSPIN via IMAX. *Single family and condo homes* in Lexington for last 12 months ending 2/28/2018 vs prior time period



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SINGLE FAMILIES	2017	2018	% CHANGE
Number of Units Sold	130	163	25.4%
Total Inventory	36	37	2.7%
Median Sale Price	\$645,000	\$640,000	-0.8%
Average Days on Market	56	50	-10.7%

CONDOS	2017	2018	% CHANGE
Number of Units Sold	31	27	-12.9%
Total Inventory	10	6	-40%
Median Sale Price	\$505,000	\$507,500	0.5%
Average Days on Market	174	59	-66.1%

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Source: MLSPIN via IMAX. *Single family and condo homes in Lynnfield for last 12 months ending 2/28/2018 vs prior time period*

LYNNFIELD



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SINGLE FAMILIES	2017	2018	% CHANGE
Number of Units Sold	267	285	6.7%
Total Inventory	30	24	-20%
Median Sale Price	\$521,000	\$600,000	15.2%
Average Days on Market	33	24	-27.3%

CONDOS	2017	2018	% CHANGE
Number of Units Sold	225	220	-2.2%
Total Inventory	27	17	-37%
Median Sale Price	\$435,000	\$480,000	10.3%
Average Days on Market	35	24	-31.4%

MULTI FAMILIES	2017	2018	% CHANGE
Number of Units Sold	106	82	-22.6%
Total Inventory	14	8	-42.8%
Median Sale Price	\$665,776	\$755,000	13.4%
Average Days on Market	33	21	-36.4%

LeadingEdgeAgents.com

Source: MLSPIN via IMAX. Single family, condo and multi family homes in Medford for last 12 months ending 2/28/2018 vs prior time period

PREPARED FOR MEDFORD



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MELROSE
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SINGLE FAMILIES	2017	2018	% CHANGE
Number of Units Sold	259	207	-20.1%
Total Inventory	32	20	-37.5%
Median Sale Price	\$559,900	\$617,000	10.2%
Average Days on Market	33	24	-27.3%

CONDOS	2017	2018	% CHANGE
Number of Units Sold	114	99	-13.2%
Total Inventory	13	8	-38.6%
Median Sale Price	\$392,625	\$371,000	-5.5%
Average Days on Market	30	22	-26.7%

MULTI FAMILIES	2017	2018	% CHANGE
Number of Units Sold	35	24	-31.4%
Total Inventory	6	4	-33.3%
Median Sale Price	\$615,000	\$650,500	5.8%
Average Days on Market	39	22	-43.6%

536 Main Street, Melrose | 781.979.0100 | LeadingEdgeAgents.com

Source: MLS PIN via IMAX. Single family, condo and multi family homes in Melrose for last 12 months ending 2/28/2018 vs prior time period



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SINGLE FAMILIES	2017	2018	% CHANGE
Number of Units Sold	545	614	12.7%
Total Inventory	142	123	-13.3%
Median Sale Price	\$1,100,000	\$1,200,000	9.1%
Average Days on Market	45	39	-13.3%

CONDOS	2017	2018	% CHANGE
Number of Units Sold	377	328	-13%
Total Inventory	70	47	-32.8%
Median Sale Price	\$700,000	\$733,448	4.8%
Average Days on Market	43	34	-20.9%

MULTI FAMILIES	2017	2018	% CHANGE
Number of Units Sold	44	62	40.9%
Total Inventory	15	12	-20%
Median Sale Price	\$940,750	\$939,000	-0.2%
Average Days on Market	36	23	-36.1%

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Source: MLSPIN via IMAX. Single family and condo homes in Newton for last 12 months ending 2/28/2018 vs prior time period

NEWTON



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SINGLE FAMILIES	2017	2018	% CHANGE
Number of Units Sold	222	251	13.1%
Total Inventory	34	29	-14.7%
Median Sale Price	\$522,500	\$600,000	14.8%
Average Days on Market	37	28	-24.3%

CONDOS	2017	2018	% CHANGE
Number of Units Sold	153	133	-13.1%
Total Inventory	29	20	-31%
Median Sale Price	\$445,000	\$450,000	1.1%
Average Days on Market	109	40	-63.3%

248 Main Street, Reading | 781.944.6060 | LeadingEdgeAgents.com

Source: MLSPIN via IMAX. *Single family and condo homes in Reading for last 12 months ending 2/28/2018 vs prior time period*

READING



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SOMERVILLE

SINGLE FAMILIES	2017	2018	% CHANGE
Number of Units Sold	85	92	8.2%
Total Inventory	21	11	-47.6%
Median Sale Price	\$712,000	\$750,000	5.3%
Average Days on Market	43	29	-32.6%

CONDOS	2017	2018	% CHANGE
Number of Units Sold	507	462	-8.9%
Total Inventory	73	60	-17.8%
Median Sale Price	\$600,000	\$661,500	10.3%
Average Days on Market	36	31	-13.9%

MULTI FAMILIES	2017	2018	% CHANGE
Number of Units Sold	160	181	13.1%
Total Inventory	35	30	-14.2%
Median Sale Price	\$900,000	\$1,050,000	16.7%
Average Days on Market	45	25	-44.4%

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Source: MLSPIN via IMAX. Single family, condo and multi family homes in Somerville for last 12 months ending 2/28/2018 vs prior time period



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SINGLE FAMILIES	2017	2018	% CHANGE
Number of Units Sold	184	172	-6.5%
Total Inventory	32	22	-31.2%
Median Sale Price	\$502,500	\$535,650	6.6%
Average Days on Market	44	37	-15.9%

CONDOS	2017	2018	% CHANGE
Number of Units Sold	104	107	2.9%
Total Inventory	13	10	-23%
Median Sale Price	\$265,000	\$325,000	22.6%
Average Days on Market	36	21	-41.7%

MULTI FAMILIES	2017	2018	% CHANGE
Number of Units Sold	16	18	12.5%
Total Inventory	2	2	0%
Median Sale Price	\$559,000	\$559,000	0%
Average Days on Market	44	16	-63.6%

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Source: MLSPIN via IMAX. Single family, condo and multi family homes in Stoneham for last 12 months ending 2/28/2018 vs prior time period

STONEHAM



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WAKEFIELD

SINGLE FAMILIES	2017	2018	% CHANGE
Number of Units Sold	230	231	0.4%
Total Inventory	40	25	-37.5%
Median Sale Price	\$490,000	\$520,000	6.1%
Average Days on Market	46	31	-32.6%

CONDOS	2017	2018	% CHANGE
Number of Units Sold	90	87	-3.3%
Total Inventory	10	9	-10%
Median Sale Price	\$389,950	\$397,500	1.9%
Average Days on Market	40	23	-42.5%

MULTI FAMILIES	2017	2018	% CHANGE
Number of Units Sold	21	16	-23.8%
Total Inventory	5	4	-20%
Median Sale Price	\$550,000	\$534,500	-2.8%
Average Days on Market	38	37	-2.6%

25 Tuttle Street, Wakefield | 781.245.8100 | LeadingEdgeAgents.com

Source: MLSPIN via IMAX. Single family, condo and multi family homes in Wakefield for last 12 months ending 2/28/2018 vs prior time period



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SINGLE FAMILIES	2017	2018	% CHANGE
Number of Units Sold	371	327	-11.9%
Total Inventory	52	30	-42.3%
Median Sale Price	\$526,000	\$589,000	12%
Average Days on Market	39	31	-20.5%

CONDOS	2017	2018	% CHANGE
Number of Units Sold	280	259	-7.5%
Total Inventory	29	20	-31%
Median Sale Price	\$440,000	\$460,000	4.5%
Average Days on Market	29	25	-13.8%

MULTI FAMILIES	2017	2018	% CHANGE
Number of Units Sold	39	42	7.7%
Total Inventory	7	8	14.2%
Median Sale Price	\$655,000	\$672,500	2.7%
Average Days on Market	39	24	-38.5%

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Source: MLSPIN via IMAX. Single family, condo and multi family homes in Waltham for last 12 months ending 2/28/2018 vs prior time period

WALTHAM



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WATERTOWN

SINGLE FAMILIES	2017	2018	% CHANGE
Number of Units Sold	94	91	-3.2%
Total Inventory	11	10	-9%
Median Sale Price	\$620,000	\$650,000	4.8%
Average Days on Market	29	26	-10.3%

CONDOS	2017	2018	% CHANGE
Number of Units Sold	248	205	-17.3%
Total Inventory	31	18	-41.9%
Median Sale Price	\$463,000	\$548,000	18.4%
Average Days on Market	35	27	-22.9%

MULTI FAMILIES	2017	2018	% CHANGE
Number of Units Sold	54	58	7.4%
Total Inventory	9	7	-22.2%
Median Sale Price	\$722,000	\$809,000	12%
Average Days on Market	24	24	0%

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Source: MLSPIN via IMAX. Single family, condo and multi family homes in Watertown for last 12 months ending 2/28/2018 vs prior time period



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WINCHESTER

SINGLE FAMILIES	2017	2018	% CHANGE
Number of Units Sold	226	247	9.3%
Total Inventory	56	47	-16%
Median Sale Price	\$1,082,500	\$1,086,000	0.3%
Average Days on Market	48	40	-16.7%

CONDOS	2017	2018	% CHANGE
Number of Units Sold	87	82	-5.7%
Total Inventory	17	17	0%
Median Sale Price	\$535,000	\$572,443	7%
Average Days on Market	46	35	-23.9%

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

Source: MLS PIN via IMAX. Single family and condo homes in Winchester for last 12 months ending 2/28/2018 vs prior time period

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, Melrose, Reading, Wakefield, 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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Arlington, Back Bay, Belmont, Cambridge,
Lexington, Melrose, Reading, Wakefield, and
Winchester

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