

MAY

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MARKET REPORT

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LEADING EDGE

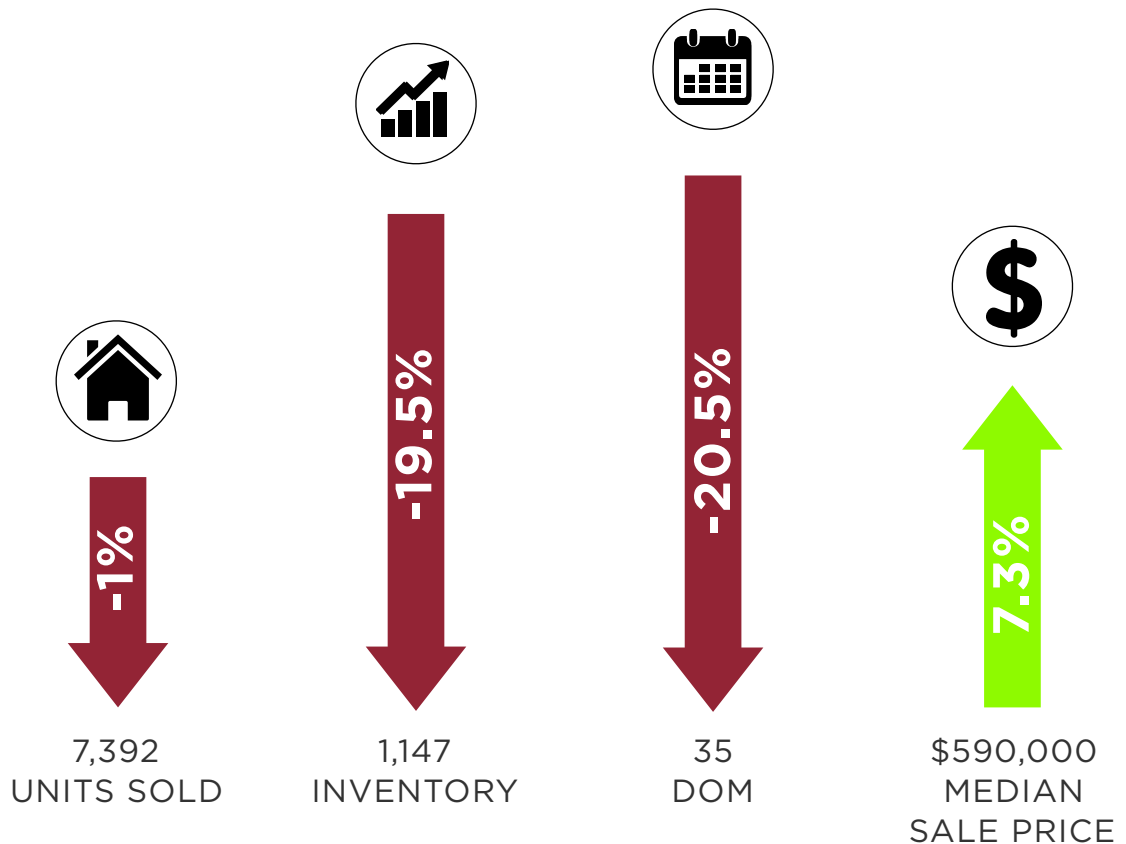
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MARKET OVERVIEW

MAY

“Spring is sizzling and buyers are on the hunt! If you’re looking to sell your home, make sure you give EVERY buyer an opportunity to see your home and have a chance to make an offer. In this hot market, we often see homes come off the market before the offer deadline. A good agent will advise you to follow through on the deadline. After all, if it is really the best offer, it will still be the best offer at the deadline,” reports Linda O’Koniewski, CEO of RE/MAX Leading Edge. “Taking the advice of an experienced real estate professional can ensure sellers get top dollar for their home.”

The latest 12 months sales of single-family homes in the RE/MAX Leading Edge service area decreased -1% year-over-year. Inventory remains down -19.5%. The number of days on market is also down -20.5% while median sale prices remain up +7.3% at \$590,000.





Source: MLSPIV via IMAX. Single family homes in the RLE service areas of Andover, Arlington, Belmont, Boston, Burlington, Cambridge, Lexington, Lynn, Lynnfield, Malden, Melrose, Medford, Newton, North Andover, North Reading, Peabody, Reading, Saugus, Somerville, Stoneham, Wakefield, Waltham, Watertown, Wilmington, Winchester and Woburn for last 12 months ending 4/30/2018 vs prior time period

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BOSTON

BACK BAY

SINGLE FAMILY	UNITS SOLD	INVENTORY	DOM	MEDIAN \$	UNITS	MEDIAN \$
2018	5	3	125	\$5,325,000		
2017	9	6	161	\$4,300,000	-44.4%	23.8%
CONDO	UNITS SOLD	INVENTORY	DOM	MEDIAN \$	UNITS	MEDIAN \$
2018	335	199	53	\$1,175,000		
2017	391	91	57	\$1,149,000	-14.3%	2.3%

BEACON HILL



SINGLE FAMILY	UNITS SOLD	INVENTORY	DOM	MEDIAN \$	UNITS	MEDIAN \$
2018	23	15	117	\$3,400,000		
2017	13	11	115	\$3,000,000	76.9%	13.3%
CONDO	UNITS SOLD	INVENTORY	DOM	MEDIAN \$	UNITS	MEDIAN \$
2018	134	33	49	\$926,100		
2017	133	44	52	\$760,000	0.8%	21.9%





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CHARLESTOWN

SINGLE FAMILY	UNITS SOLD	INVENTORY	DOM	MEDIAN \$	UNITS	MEDIAN \$
2018	62	8	27	\$1,162,000		
2017	51	8	32	\$1,167,500	21.6%	-0.5%

CONDO	UNITS SOLD	INVENTORY	DOM	MEDIAN \$	UNITS	MEDIAN \$
2018	212	27	29	\$694,000		
2017	250	34	35	\$614,500	-15.2%	12.9%

DORCHESTER



SINGLE FAMILY	UNITS SOLD	INVENTORY	DOM	MEDIAN \$	UNITS	MEDIAN \$
2018	51	8	39	\$553,000		
2017	73	18	49	\$465,000	-30.1%	18.9%

CONDO	UNITS SOLD	INVENTORY	DOM	MEDIAN \$	UNITS	MEDIAN \$
2018	221	32	32	\$459,000		
2017	185	32	42	\$399,000	19.5%	15%



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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	85	15	22	\$585,000		
2017	108	15	23	\$515,250	-21.3%	13.5%





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	74	15	39	\$597,000		
2017	70	14	39	\$623,500	5.7%	-4.3%



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ROXBURY

SINGLE FAMILY	UNITS SOLD	INVENTORY	DOM	MEDIAN \$	UNITS	MEDIAN \$
2018	5	3	34	\$539,000		
2017	12	6	47	\$402,500	-58.3%	33.9%
CONDO	UNITS SOLD	INVENTORY	DOM	MEDIAN \$	UNITS	MEDIAN \$
2018	35	11	61	\$422,000		
2017	37	14	59	\$365,000	-5.4%	15.6%



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	51	20	52	\$1,110,000		
2017	65	16	58	\$804,000	-21.5%	38.1%

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SOUTH BOSTON

SINGLE FAMILY	UNITS SOLD	INVENTORY	DOM	MEDIAN \$	UNITS	MEDIAN \$
2018	41	10	41	\$770,000		
2017	60	14	41	\$778,500	-31.7%	-1.1%

CONDO	UNITS SOLD	INVENTORY	DOM	MEDIAN \$	UNITS	MEDIAN \$
2018	536	112	35	\$700,500		
2017	518	94	42	\$649,500	3.5%	7.9%

SOUTH END

SINGLE FAMILY	UNITS SOLD	INVENTORY	DOM	MEDIAN \$	UNITS	MEDIAN \$
2018	33	10	95	\$2,600,000		
2017	25	10	64	\$2,840,000	32%	-8.5%



CONDO	UNITS SOLD	INVENTORY	DOM	MEDIAN \$	UNITS	MEDIAN \$
2018	490	74	34	\$975,000		
2017	462	80	36	\$867,875	6.1%	12.3%

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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	134	52	63	\$1,040,000		
2017	139	44	62	\$1,000,000	-3.6%	4%

WEST ROXBURY

SINGLE FAMILY	UNITS SOLD	INVENTORY	DOM	MEDIAN \$	UNITS	MEDIAN \$
2018	210	28	36	\$578,300		
2017	206	34	42	\$543,000	1.9%	6.5%

CONDO	UNITS SOLD	INVENTORY	DOM	MEDIAN \$	UNITS	MEDIAN \$
2018	84	12	28	\$375,500		
2017	76	13	40	\$370,000	10.5%	1.5%



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SINGLE FAMILIES	2017	2018	% CHANGE
Number of Units Sold	286	271	-5.2%
Total Inventory	23	19	-17.3%
Median Sale Price	\$720,000	\$756,751	5.1%
Average Days on Market	23	18	-21.7%

CONDOS	2017	2018	% CHANGE
Number of Units Sold	244	247	1.2%
Total Inventory	21	16	-23.8%
Median Sale Price	\$530,000	\$575,000	8.5%
Average Days on Market	23	18	-21.7%

319 Massachusetts Ave, Arlington | 781.643.0430 | LeadingEdgeAgents.com

Source: MLSPIN via IMAX. *Single family and condo homes* in Arlington for last 12 months ending 4/30/2018 vs prior time period

ARLINGTON



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SINGLE FAMILIES	2017	2018	% CHANGE
Number of Units Sold	127	138	8.7%
Total Inventory	21	14	-33.3%
Median Sale Price	\$1,020,000	\$1,045,000	2.5%
Average Days on Market	44	29	-34.1%

CONDOS	2017	2018	% CHANGE
Number of Units Sold	91	77	-15.4%
Total Inventory	12	10	-16.6%
Median Sale Price	\$545,000	\$610,000	11.9%
Average Days on Market	35	29	-17.1%

MULTI FAMILIES	2017	2018	% CHANGE
Number of Units Sold	30	32	6.7%
Total Inventory	5	2	-60%
Median Sale Price	\$875,000	\$939,500	7.4%
Average Days on Market	37	17	-54.1%

84 Leonard Street, Belmont | 617.484.1900 | LeadingEdgeAgents.com

Source: MLSPIN via IMAX. Single family, condo and multi family homes in Belmont for last 12 months ending 4/30/2018 vs prior time period

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CAMBRIDGE

SINGLE FAMILIES	2017	2018	% CHANGE
Number of Units Sold	95	92	-3.2%
Total Inventory	20	14	-30%
Median Sale Price	\$1,430,000	\$1,452,500	1.6%
Average Days on Market	33	22	-33.3%

CONDOS	2017	2018	% CHANGE
Number of Units Sold	664	595	-10.4%
Total Inventory	71	73	2.8%
Median Sale Price	\$700,000	\$775,000	10.7%
Average Days on Market	27	24	-11.1%

MULTI FAMILIES	2017	2018	% CHANGE
Number of Units Sold	87	71	-18.4%
Total Inventory	19	14	-26.3%
Median Sale Price	\$1,400,000	\$1,450,000	3.6%
Average Days on Market	38	27	-28.9%

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 4/30/2018 vs prior time period



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LEXINGTON

SINGLE FAMILIES	2017	2018	% CHANGE
Number of Units Sold	366	314	-14.2%
Total Inventory	79	60	-24%
Median Sale Price	\$1,100,000	\$1,130,000	2.7%
Average Days on Market	55	46	-16.4%

CONDOS	2017	2018	% CHANGE
Number of Units Sold	43	66	53.5%
Total Inventory	8	9	12.5%
Median Sale Price	\$540,000	\$721,750	33.7%
Average Days on Market	25	31	24%

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 4/30/2018 vs prior time period



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SINGLE FAMILIES	2017	2018	% CHANGE
Number of Units Sold	138	156	13%
Total Inventory	37	38	2.7%
Median Sale Price	\$653,500	\$640,750	-2%
Average Days on Market	56	49	-12.5%

CONDOS	2017	2018	% CHANGE
Number of Units Sold	27	28	3.7%
Total Inventory	8	6	-25%
Median Sale Price	\$522,000	\$456,250	-12.6%
Average Days on Market	184	60	-67.4%

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Source: MLS PIN via IMAX. Single family and condo homes in Lynnfield for last 12 months ending 4/30/2018 vs prior time period

LYNNFIELD



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SINGLE FAMILIES	2017	2018	% CHANGE
Number of Units Sold	270	273	1.1%
Total Inventory	29	25	-13.7%
Median Sale Price	\$525,000	\$595,000	13.3%
Average Days on Market	29	24	-17.2%

CONDOS	2017	2018	% CHANGE
Number of Units Sold	241	204	-15.4%
Total Inventory	26	17	-34.6%
Median Sale Price	\$440,000	\$482,500	9.7%
Average Days on Market	33	23	-30.3%

MULTI FAMILIES	2017	2018	% CHANGE
Number of Units Sold	101	87	-13.9%
Total Inventory	13	9	-30.7%
Median Sale Price	\$680,000	\$770,000	13.2%
Average Days on Market	27	24	-11.1%

LeadingEdgeAgents.com

Source: MLSPIN via IMAX. Single family, condo and multi family homes in Medford for last 12 months ending 4/30/2018 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	247	204	-17.4%
Total Inventory	30	21	-30%
Median Sale Price	\$565,000	\$634,000	12.2%
Average Days on Market	30	26	-13.3%

CONDOS	2017	2018	% CHANGE
Number of Units Sold	114	91	-20.2%
Total Inventory	13	7	-46.1%
Median Sale Price	\$365,500	\$400,000	9.4%
Average Days on Market	29	24	-17.2%

MULTI FAMILIES	2017	2018	% CHANGE
Number of Units Sold	32	25	-21.9%
Total Inventory	5	4	-20%
Median Sale Price	\$616,000	\$665,000	8%
Average Days on Market	36	20	-44.4%

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 4/30/2018 vs prior time period



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SINGLE FAMILIES	2017	2018	% CHANGE
Number of Units Sold	556	579	4.1%
Total Inventory	140	132	-5.7%
Median Sale Price	\$1,112,500	\$1,199,000	7.8%
Average Days on Market	44	40	-9.1%

CONDOS	2017	2018	% CHANGE
Number of Units Sold	379	311	-17.9%
Total Inventory	70	49	-30%
Median Sale Price	\$710,000	\$738,000	3.9%
Average Days on Market	41	33	-19.5%

MULTI FAMILIES	2017	2018	% CHANGE
Number of Units Sold	43	64	48.8%
Total Inventory	16	13	-18.7%
Median Sale Price	\$936,500	\$956,500	2.1%
Average Days on Market	31	24	-22.6%

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Source: MLSPIN via IMAX. *Single family and condo homes in Newton for last 12 months ending 4/30/2018 vs prior time period*

NEWTON



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SINGLE FAMILIES	2017	2018	% CHANGE
Number of Units Sold	214	256	19.6%
Total Inventory	35	29	-17.1%
Median Sale Price	\$527,750	\$610,500	15.7%
Average Days on Market	32	27	-15.6%

CONDOS	2017	2018	% CHANGE
Number of Units Sold	160	138	-13.8%
Total Inventory	29	18	-37.9%
Median Sale Price	\$436,445	\$451,875	3.5%
Average Days on Market	106	40	-62.3%

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 4/30/2018 vs prior time period

READING



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SOMERVILLE

SINGLE FAMILIES	2017	2018	% CHANGE
Number of Units Sold	82	91	11%
Total Inventory	18	11	-38.8%
Median Sale Price	\$718,500	\$749,000	4.2%
Average Days on Market	39	30	-23.1%

CONDOS	2017	2018	% CHANGE
Number of Units Sold	487	500	2.7%
Total Inventory	74	61	-17.5%
Median Sale Price	\$600,000	\$680,000	13.3%
Average Days on Market	35	30	-14.3%

MULTI FAMILIES	2017	2018	% CHANGE
Number of Units Sold	165	185	12.1%
Total Inventory	33	31	-6%
Median Sale Price	\$915,000	\$1,050,000	14.8%
Average Days on Market	41	24	-41.5%

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Source: MLSPIN via IMAX. Single family, condo and multi family homes in Somerville for last 12 months ending 4/30/2018 vs prior time period



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SINGLE FAMILIES	2017	2018	% CHANGE
Number of Units Sold	175	164	-6.3%
Total Inventory	31	23	-25.8%
Median Sale Price	\$510,000	\$538,150	5.5%
Average Days on Market	44	33	-25%

CONDOS	2017	2018	% CHANGE
Number of Units Sold	101	104	3%
Total Inventory	13	10	-23%
Median Sale Price	\$265,000	\$326,500	23.2%
Average Days on Market	31	21	-32.3%

MULTI FAMILIES	2017	2018	% CHANGE
Number of Units Sold	11	21	90.9%
Total Inventory	2	2	0%
Median Sale Price	\$600,000	\$560,000	-6.7%
Average Days on Market	38	22	-42.1%

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Source: MLSPIN via IMAX. Single family, condo and multi family homes in Stoneham for last 12 months ending 4/30/2018 vs prior time period

STONEHAM



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WAKEFIELD

SINGLE FAMILIES	2017	2018	% CHANGE
Number of Units Sold	232	231	-0.4%
Total Inventory	39	24	-38.4%
Median Sale Price	\$505,750	\$516,000	2.0%
Average Days on Market	47	29	-38.3%

CONDOS	2017	2018	% CHANGE
Number of Units Sold	95	136	43.2%
Total Inventory	10	9	-10%
Median Sale Price	\$372,500	\$460,000	23.5%
Average Days on Market	37	19	-48.6%

MULTI FAMILIES	2017	2018	% CHANGE
Number of Units Sold	18	16	-11.1%
Total Inventory	4	5	25%
Median Sale Price	\$555,500	\$559,125	0.7%
Average Days on Market	31	36	16.1%

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 4/30/2018 vs prior time period



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SINGLE FAMILIES	2017	2018	% CHANGE
Number of Units Sold	364	390	-15.1%
Total Inventory	51	31	-39.2%
Median Sale Price	\$533,000	\$594,000	11.4%
Average Days on Market	38	30	-21.1%

CONDOS	2017	2018	% CHANGE
Number of Units Sold	258	266	3.1%
Total Inventory	22	19	-13.6%
Median Sale Price	\$445,000	\$455,000	2.2%
Average Days on Market	27	23	-14.8%

MULTI FAMILIES	2017	2018	% CHANGE
Number of Units Sold	38	43	13.2%
Total Inventory	7	8	14.2%
Median Sale Price	\$668,000	\$675,000	1%
Average Days on Market	29	25	-13.8%

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Source: MLSPIN via IMAX. Single family, condo and multi family homes in Waltham for last 12 months ending 4/30/2018 vs prior time period

WALTHAM



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WATERTOWN

SINGLE FAMILIES	2017	2018	% CHANGE
Number of Units Sold	91	99	8.8%
Total Inventory	10	10	0%
Median Sale Price	\$630,000	\$650,000	3.2%
Average Days on Market	31	26	-16.1%

CONDOS	2017	2018	% CHANGE
Number of Units Sold	239	193	-19.2%
Total Inventory	29	19	-34.3%
Median Sale Price	\$496,000	\$530,000	6.9%
Average Days on Market	34	27	-20.6%

MULTI FAMILIES	2017	2018	% CHANGE
Number of Units Sold	53	60	13.2%
Total Inventory	7	8	14.2%
Median Sale Price	\$737,000	\$827,500	12.3%
Average Days on Market	25	22	-12%

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Source: MLSPIN via IMAX. Single family, condo and multi family homes in Watertown for last 12 months ending 4/30/2018 vs prior time period



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WINCHESTER

SINGLE FAMILIES	2017	2018	% CHANGE
Number of Units Sold	222	246	10.8%
Total Inventory	57	47	-17.5%
Median Sale Price	\$1,100,000	\$1,100,000	0%
Average Days on Market	51	37	-27.5%

CONDOS	2017	2018	% CHANGE
Number of Units Sold	93	84	-9.7%
Total Inventory	20	18	-10%
Median Sale Price	\$528,000	\$607,500	15.1%
Average Days on Market	44	37	-15.9%

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

Source: MLSPIN via IMAX. Single family and condo homes in Winchester for last 12 months ending 4/30/2018 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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