



FEBRUARY

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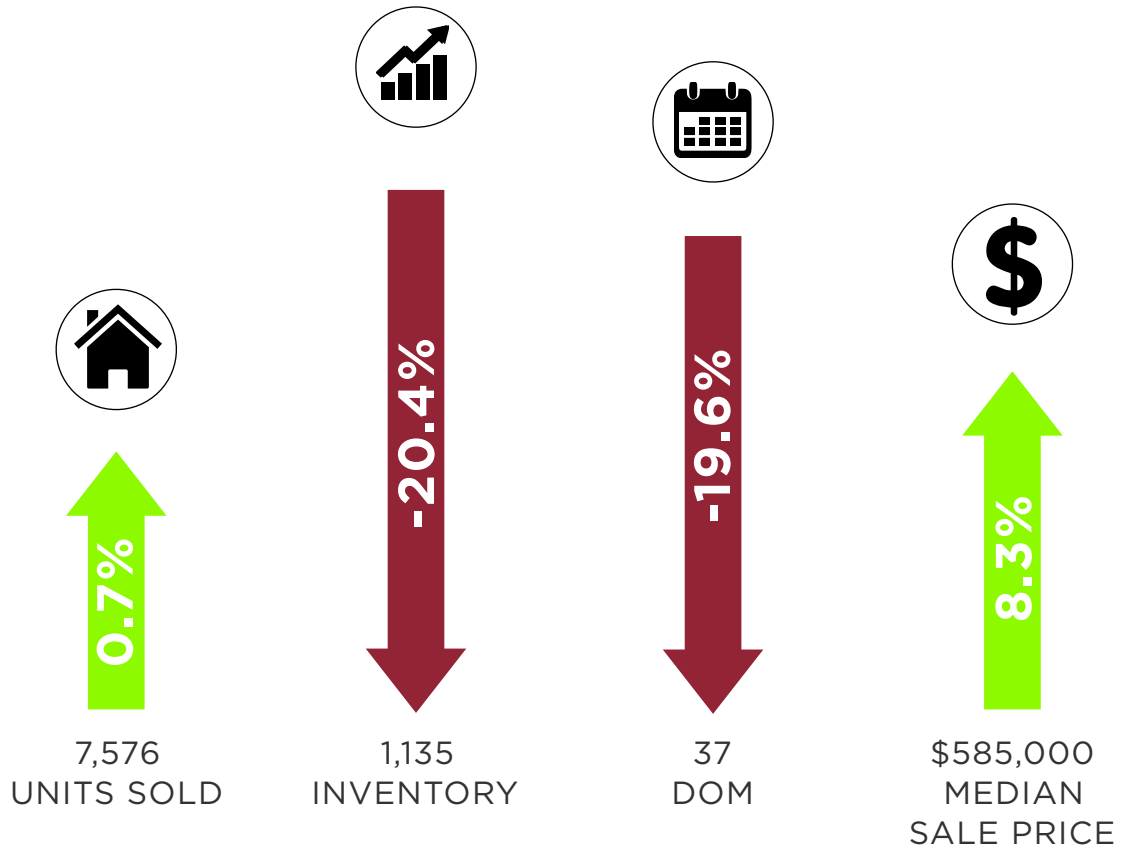
MARKET REPORT

RE/MAX[®]
LEADING EDGE

RE/MAX[®] LEADING EDGE

“Buyers are eager to hit the market and find their home-sweet-home. They are more informed and better prepared to act quickly in this competitive market,” reports Linda O’Koniewski, CEO of RE/MAX Leading Edge. “Sellers who are on the fence continue to be in the driver’s seat and should consider cashing in on their equity while interest rates are low.”

The latest 12 months sales of single-family homes in the RE/MAX Leading Edge service area increased +.7% year-over-year. Inventory remains down -20.4%. The number of days on market is also down -19.6% while median sale prices remain up +8.3% at \$585,000.





Source: MLS PIN 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 1/31/2018 vs prior time period


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BOSTON

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	348	99	47	\$1,140,000		
2017	383	90	63	\$1,099,000	-9.1%	3.7%

BEACON HILL

SINGLE FAMILY	UNITS SOLD	INVENTORY	DOM	MEDIAN \$	UNITS	MEDIAN \$
2018	25	14	130	\$3,325,000		
2017	13	13	75	\$2,800,000	92.3%	18.8%
CONDO	UNITS SOLD	INVENTORY	DOM	MEDIAN \$	UNITS	MEDIAN \$
2018	135	35	50	\$940,000		
2017	132	41	47	\$727,000	2.3%	29.3%



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CHARLESTOWN

SINGLE FAMILY	UNITS SOLD	INVENTORY	DOM	MEDIAN \$	UNITS	MEDIAN \$
2018	64	9	28	\$1,081,250		
2017	57	9	40	\$1,190,000	12.3%	-9.1%

CONDO	UNITS SOLD	INVENTORY	DOM	MEDIAN \$	UNITS	MEDIAN \$
2018	220	28	34	\$691,000		
2017	242	33	33	\$611,000	-9.1%	13.1%

DORCHESTER



SINGLE FAMILY	UNITS SOLD	INVENTORY	DOM	MEDIAN \$	UNITS	MEDIAN \$
2018	58	10	44	\$509,250		
2017	72	17	48	\$457,000	-19.4%	11.4%

CONDO	UNITS SOLD	INVENTORY	DOM	MEDIAN \$	UNITS	MEDIAN \$
2018	223	30	32	\$439,000		
2017	164	31	43	\$380,000	36%	15.5%



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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	13	20	\$578,000		
2017	78	11	27	\$478,000	50%	20.9%





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	61	14	42	\$623,000		
2017	76	14	37	\$595,000	-19.7%	4.7%



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ROXBURY

SINGLE FAMILY	UNITS SOLD	INVENTORY	DOM	MEDIAN \$	UNITS	MEDIAN \$
2018	9	3	34	\$515,000		
2017	10	6	49	\$402,500	-10%	28%
CONDO	UNITS SOLD	INVENTORY	DOM	MEDIAN \$	UNITS	MEDIAN \$
2018	31	12	66	\$338,000		
2017	36	16	60	\$365,000	-13.9%	-7.4%



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	44	17	44	\$993,750		
2017	69	16	55	\$830,000	-36.2%	19.7%

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SOUTH BOSTON

SINGLE FAMILY	UNITS SOLD	INVENTORY	DOM	MEDIAN \$	UNITS	MEDIAN \$
2018	47	9	40	\$770,000		
2017	55	14	38	\$710,000	-14.5%	8.5%

CONDO	UNITS SOLD	INVENTORY	DOM	MEDIAN \$	UNITS	MEDIAN \$
2018	537	104	36	\$680,000		
2017	543	80	44	\$645,000	-1.1%	5.4%

SOUTH END



SINGLE FAMILY	UNITS SOLD	INVENTORY	DOM	MEDIAN \$	UNITS	MEDIAN \$
2018	32	12	83	\$2,562,500		
2017	30	10	84	\$2,737,500	6.7%	-6.4%

CONDO	UNITS SOLD	INVENTORY	DOM	MEDIAN \$	UNITS	MEDIAN \$
2018	487	73	34	\$950,000		
2017	467	78	36	\$850,000	4.3%	11.8%





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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	140	49	57	\$1,107,500		
2017	135	42	62	\$915,000	3.7%	21%

WEST ROXBURY

SINGLE FAMILY	UNITS SOLD	INVENTORY	DOM	MEDIAN \$	UNITS	MEDIAN \$
2018	215	25	35	\$585,000		
2017	202	30	45	\$529,500	6.4%	10.5%
CONDO	UNITS SOLD	INVENTORY	DOM	MEDIAN \$	UNITS	MEDIAN \$
2018	80	13	27	\$375,000		
2017	84	17	49	\$362,000	-4.8%	3.6%



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SINGLE FAMILIES	2017	2018	% CHANGE
Number of Units Sold	278	280	0.7%
Total Inventory	21	20	-4.7%
Median Sale Price	\$707,250	\$746,000	5.5%
Average Days on Market	23	21	-8.7%

CONDOS	2017	2018	% CHANGE
Number of Units Sold	267	237	-11.2%
Total Inventory	22	14	-36.3%
Median Sale Price	\$515,000	\$569,000	10.5%
Average Days on Market	24	18	-25%

319 Mass Ave, Arlington | 781.643.0430 | LeadingEdgeAgents.com

Source: MLSPIN via IMAX. *Single family and condo homes* in Arlington for last 12 months ending 1/31/2018 vs prior time period

ARLINGTON



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SINGLE FAMILIES	2017	2018	% CHANGE
Number of Units Sold	121	142	17.4%
Total Inventory	21	14	-33.3%
Median Sale Price	\$1,012,000	\$1,039,000	2.7%
Average Days on Market	40	38	-5%

CONDOS	2017	2018	% CHANGE
Number of Units Sold	101	72	-28.7%
Total Inventory	15	9	-40%
Median Sale Price	\$525,000	\$617,500	17.6%
Average Days on Market	38	30	-21.1%

MULTI FAMILIES	2017	2018	% CHANGE
Number of Units Sold	26	34	30.8%
Total Inventory	4	2	-50%
Median Sale Price	\$867,000	\$939,500	8.4%
Average Days on Market	40	21	-47.5%

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 1/31/2018 vs prior time period*

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CAMBRIDGE

SINGLE FAMILIES	2017	2018	% CHANGE
Number of Units Sold	93	98	5.4%
Total Inventory	20	16	-20%
Median Sale Price	\$1,430,000	\$1,465,000	2.4%
Average Days on Market	30	28	-6.7%

CONDOS	2017	2018	% CHANGE
Number of Units Sold	674	608	-9.8%
Total Inventory	64	71	10.9%
Median Sale Price	\$697,750	\$758,500	8.7%
Average Days on Market	26	26	0%

MULTI FAMILIES	2017	2018	% CHANGE
Number of Units Sold	93	71	-23.7%
Total Inventory	17	11	-35.2%
Median Sale Price	\$1,350,000	\$1,460,000	8.1%
Average Days on Market	41	26	-36.6%

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 1/31/2018 vs prior time period



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LEXINGTON

SINGLE FAMILIES	2017	2018	% CHANGE
Number of Units Sold	360	334	-7.2%
Total Inventory	77	56	-27.2%
Median Sale Price	\$1,092,000	\$1,150,004	5.3%
Average Days on Market	58	47	-19%

CONDOS	2017	2018	% CHANGE
Number of Units Sold	48	66	37.5%
Total Inventory	7	8	14.2%
Median Sale Price	\$542,500	\$701,750	29.4%
Average Days on Market	25	28	12%

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 1/31/2018 vs prior time period



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SINGLE FAMILIES

	2017	2018	% CHANGE
Number of Units Sold	123	163	32.5%
Total Inventory	34	36	5.8%
Median Sale Price	\$650,000	\$640,000	-1.5%
Average Days on Market	52	53	1.9%

CONDOS

	2017	2018	% CHANGE
Number of Units Sold	31	29	-6.5%
Total Inventory	9	5	-44.5%
Median Sale Price	\$445,000	\$523,500	17.6%
Average Days on Market	176	65	-63.1%

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Source: MLSPIN via IMAX. Single family and condo homes in Lynnfield for last 12 months ending 1/31/2018 vs prior time period

LYNNFIELD



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SINGLE FAMILIES	2017	2018	% CHANGE
Number of Units Sold	268	282	5.2%
Total Inventory	28	24	-14.2%
Median Sale Price	\$520,000	\$600,000	15.4%
Average Days on Market	34	24	-29.4%

CONDOS	2017	2018	% CHANGE
Number of Units Sold	226	218	-3.5%
Total Inventory	24	17	-29.1%
Median Sale Price	\$435,000	\$480,000	10.3%
Average Days on Market	35	23	-34.3%

MULTI FAMILIES	2017	2018	% CHANGE
Number of Units Sold	109	81	-25.7%
Total Inventory	11	8	-27.2%
Median Sale Price	\$660,000	\$757,000	14.7%
Average Days on Market	34	21	-38.2%

LeadingEdgeAgents.com

Source: MLSPIN via IMAX. *Single family, condo and multi family homes in Medford for last 12 months ending 1/31/2018 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	261	203	-22.2%
Total Inventory	28	21	-25%
Median Sale Price	\$555,000	\$612,500	10.4%
Average Days on Market	35	26	-25.7%

CONDOS	2017	2018	% CHANGE
Number of Units Sold	113	99	-12.4%
Total Inventory	15	9	-40%
Median Sale Price	\$395,000	\$371,000	-6.1%
Average Days on Market	31	23	-25.8%

MULTI FAMILIES	2017	2018	% CHANGE
Number of Units Sold	33	24	-27.3%
Total Inventory	5	3	-40%
Median Sale Price	\$615,000	\$650,500	5.8%
Average Days on Market	40	22	-45%

536 Main Street, Melrose | 781.979.0100 | LeadingEdgeAgents.com

Source: MLSPIN via IMAX. Single family, condo and multi family homes in Melrose for last 12 months ending 1/31/2018 vs prior time period



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SINGLE FAMILIES	2017	2018	% CHANGE
Number of Units Sold	558	599	7.3%
Total Inventory	137	125	-8.7%
Median Sale Price	\$1,100,000	\$1,200,000	9.1%
Average Days on Market	47	38	-19.1%

CONDOS	2017	2018	% CHANGE
Number of Units Sold	357	344	-3.6%
Total Inventory	71	50	-29.5%
Median Sale Price	\$699,000	\$737,448	5.5%
Average Days on Market	43	34	-20.9%

MULTI FAMILIES	2017	2018	% CHANGE
Number of Units Sold	45	60	33.3%
Total Inventory	14	14	0%
Median Sale Price	\$936,500	\$967,500	3.3%
Average Days on Market	34	23	-32.4%

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Source: MLSPIN via IMAX. Single family and condo homes in Newton for last 12 months ending 1/31/2018 vs prior time period

NEWTON



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SINGLE FAMILIES	2017	2018	% CHANGE
Number of Units Sold	223	252	13%
Total Inventory	35	30	-14.2%
Median Sale Price	\$520,000	\$600,000	15.4%
Average Days on Market	38	29	-23.7%

CONDOS	2017	2018	% CHANGE
Number of Units Sold	154	133	-13.6%
Total Inventory	29	22	-24.1%
Median Sale Price	\$438,445	\$450,000	2.6%
Average Days on Market	108	39	-63.9%

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 1/31/2018 vs prior time period*

READING



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SOMERVILLE

SINGLE FAMILIES	2017	2018	% CHANGE
Number of Units Sold	85	88	3.5%
Total Inventory	18	13	-27.7%
Median Sale Price	\$735,000	\$749,500	2%
Average Days on Market	42	30	-28.6%

CONDOS	2017	2018	% CHANGE
Number of Units Sold	497	461	-7.2%
Total Inventory	70	65	-7.1%
Median Sale Price	\$597,000	\$659,900	10.5%
Average Days on Market	36	30	-16.7%

MULTI FAMILIES	2017	2018	% CHANGE
Number of Units Sold	166	174	4.8%
Total Inventory	32	26	-18.7%
Median Sale Price	\$900,500	\$1,050,000	16.6%
Average Days on Market	46	25	-45.7%

LeadingEdgeAgents.com

Source: MLS PIN via IMAX. Single family, condo and multi family homes in Somerville for last 12 months ending 1/31/2018 vs prior time period



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STONEHAM

SINGLE FAMILIES	2017	2018	% CHANGE
Number of Units Sold	183	174	-4.9%
Total Inventory	29	20	-31%
Median Sale Price	\$505,000	\$536,900	6.3%
Average Days on Market	45	37	-17.8%

CONDOS	2017	2018	% CHANGE
Number of Units Sold	102	107	4.9%
Total Inventory	10	10	0%
Median Sale Price	\$260,000	\$322,000	23.8%
Average Days on Market	35	22	-37.1%

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%

LeadingEdgeAgents.com

Source: MLSPIN via IMAX. Single family, condo and multi family homes in Stoneham for last 12 months ending 1/31/2018 vs prior time period



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WAKEFIELD

SINGLE FAMILIES	2017	2018	% CHANGE
Number of Units Sold	233	225	-3.4%
Total Inventory	32	23	-28.1%
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	84	93	10.7%
Total Inventory	11	9	-18.1%
Median Sale Price	\$389,950	\$390,000	0%
Average Days on Market	41	24	-41.5%

MULTI FAMILIES	2017	2018	% CHANGE
Number of Units Sold	19	18	-5.3%
Total Inventory	4	5	25%
Median Sale Price	\$536,000	\$534,500	-0.3%
Average Days on Market	41	34	-17.1%

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 1/31/2018 vs prior time period



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SINGLE FAMILIES	2017	2018	% CHANGE
Number of Units Sold	371	328	-11.6%
Total Inventory	56	35	-37.5%
Median Sale Price	\$525,000	\$581,000	10.7%
Average Days on Market	39	31	-20.5%

CONDOS	2017	2018	% CHANGE
Number of Units Sold	282	258	-8.5%
Total Inventory	23	19	-17.3%
Median Sale Price	\$440,000	\$460,000	4.5%
Average Days on Market	31	25	-19.4%

MULTI FAMILIES	2017	2018	% CHANGE
Number of Units Sold	38	43	13.2%
Total Inventory	6	7	16.6%
Median Sale Price	\$632,500	\$675,000	6.7%
Average Days on Market	38	26	-31.6%

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Source: MLS PIN via IMAX. Single family, condo and multi family homes in Waltham for last 12 months ending 1/31/2018 vs prior time period

WALTHAM



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WATER TOWN

SINGLE FAMILIES	2017	2018	% CHANGE
Number of Units Sold	96	92	-4.2%
Total Inventory	10	10	0%
Median Sale Price	\$620,500	\$649,500	4.7%
Average Days on Market	34	26	-23.5%

CONDOS	2017	2018	% CHANGE
Number of Units Sold	245	208	-15.1%
Total Inventory	31	17	-45.1%
Median Sale Price	\$460,000	\$547,000	18.9%
Average Days on Market	36	26	-27.8%

MULTI FAMILIES	2017	2018	% CHANGE
Number of Units Sold	55	56	-1.8%
Total Inventory	7	8	14.2%
Median Sale Price	\$712,250	\$783,750	10%
Average Days on Market	23	23	0%

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Source: MLSPIN via IMAX. Single family, condo and multi family homes in Watertown for last 12 months ending 1/31/2018 vs prior time period



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WINCHESTER

SINGLE FAMILIES	2017	2018	% CHANGE
Number of Units Sold	230	241	4.8%
Total Inventory	51	51	0%
Median Sale Price	\$1,082,500	\$1,100,000	1.6%
Average Days on Market	48	40	-16.7%

CONDOS	2017	2018	% CHANGE
Number of Units Sold	85	85	0%
Total Inventory	18	17	-5.5%
Median Sale Price	\$525,000	\$573,885	9.3%
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 1/31/2018 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,
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Winchester

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