



**OCTOBER 2018**

*Market Report*

**LEADING EDGE**  
REAL ESTATE

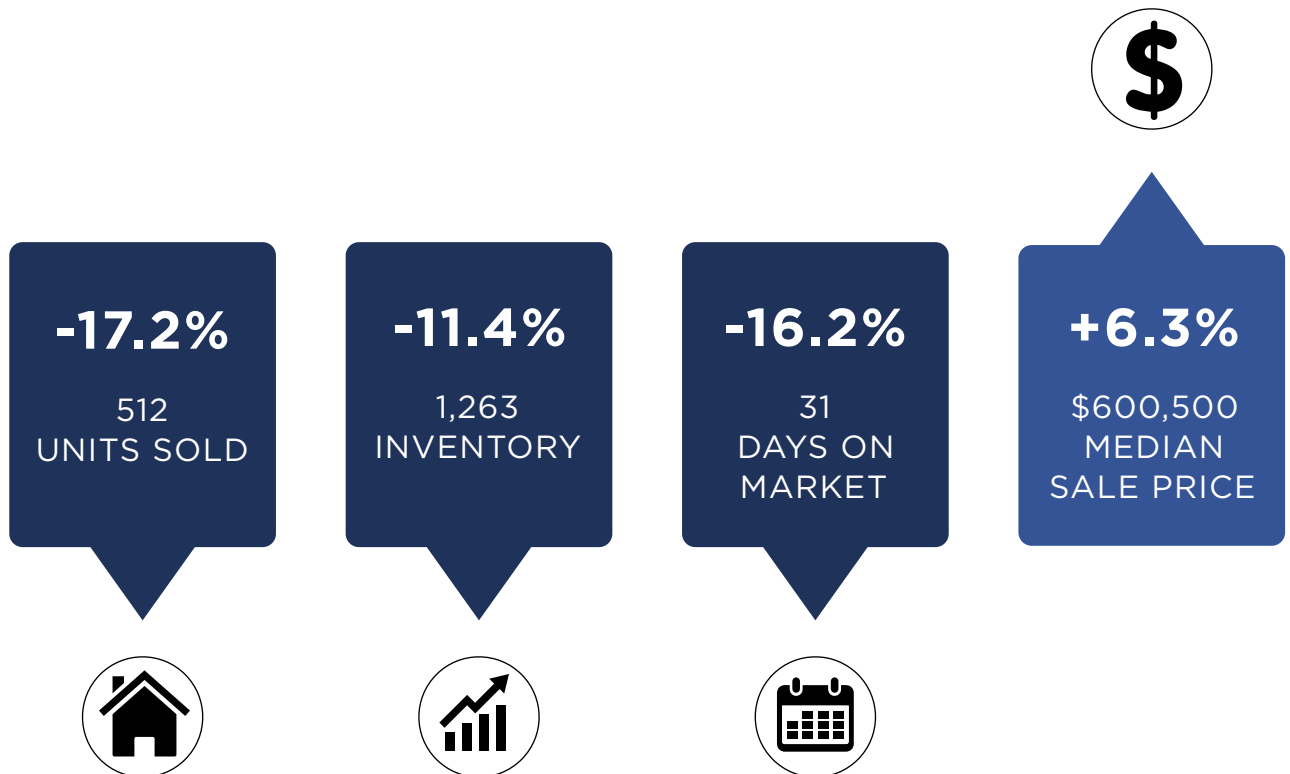


# OCTOBER 2018

## Market Overview

“The market is showing signs of softening. Sellers remain bullish about the market and the value of their homes while buyers are discovering they have more leverage with fewer competitive situations” reports Leading Edge CEO, Linda O’Koniewski. “It’s as if a light switch turned off after Labor Day. Properties are staying on the market longer. Sellers should listen to what the market is saying, but they don’t want to hear that they should price their homes more competitively. Buyers suffering from fatigue should jump back in before interest rates jump higher and put their dream home out of reach.”

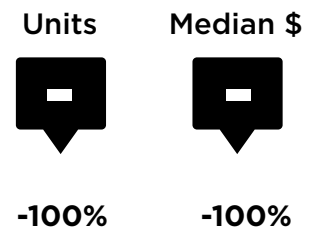
September sales of single-family homes in the Leading Edge service area decreased -17.2% year-over-year. Inventory remains down -11.4%. The number of days on market is also down -16.2% while median sale prices remain up +6.3% at \$600,500.



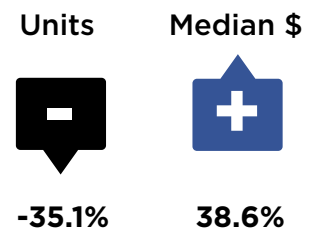
# Boston

## Back Bay

Single Families	Units Sold	Inventory	DOM	Median \$
September 2017	1	3	0	\$6,300,000
September 2018	0	2	-	-

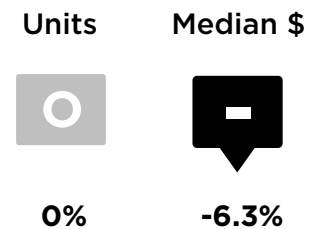


Condominiums	Units Sold	Inventory	DOM	Median \$
September 2017	37	125	51	\$902,000
September 2018	24	89	78	\$1,250,000

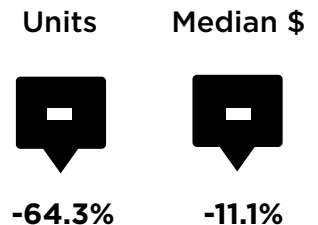


## Beacon Hill

Single Families	Units Sold	Inventory	DOM	Median \$
September 2017	1	16	394	\$8,000,000
September 2018	1	12	33	\$7,500,000



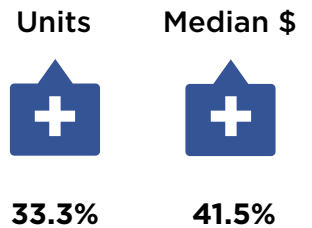
Condominiums	Units Sold	Inventory	DOM	Median \$
September 2017	14	41	27	\$883,500
September 2018	5	34	31	\$785,000



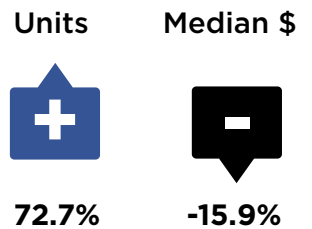
# Boston

## Charlestown

Single Families	Units Sold	Inventory	DOM	Median \$
September 2017	3	11	29	\$880,000
September 2018	4	15	30	\$1,245,423

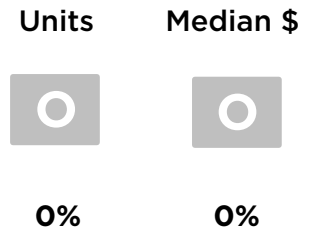


Condominiums	Units Sold	Inventory	DOM	Median \$
September 2017	11	27	33	\$695,000
September 2018	19	34	20	\$584,500

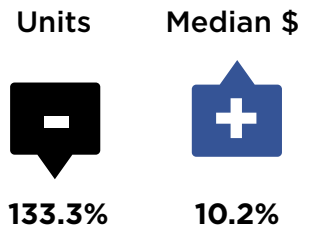


## Dorchester

Single Families	Units Sold	Inventory	DOM	Median \$
September 2017	0	15	-	-
September 2018	3	10	37	\$357,205



Condominiums	Units Sold	Inventory	DOM	Median \$
September 2017	9	38	44	\$480,000
September 2018	21	46	48	\$529,000



# Boston

## Fenway

Single Families	Units Sold	Inventory	DOM	Median \$	Units	Median \$
September 2017	0	0	-	-		
September 2018	0	0	-	-	0%	0%

Condominiums	Units Sold	Inventory	DOM	Median \$	Units	Median \$
September 2017	4	16	43	\$757,000		
September 2018	2	24	34	\$970,000	-50%	28.1%

## North End

Single Families	Units Sold	Inventory	DOM	Median \$	Units	Median \$
September 2017	0	0	-	-		
September 2018	0	0	-	-	0%	0%

Condominiums	Units Sold	Inventory	DOM	Median \$	Units	Median \$
September 2017	8	13	52	\$683,000		
September 2018	8	17	27	\$503,775	0%	-26.2%

# Boston

## Roxbury

Single Families	Units Sold	Inventory	DOM	Median \$	Units	Median \$
September 2017	0	3	-	-		
September 2018	4	6	44	\$391,250	0%	0%

Condominiums	Units Sold	Inventory	DOM	Median \$	Units	Median \$
September 2017	1	12	38	\$395,500		
September 2018	3	18	30	\$485,000	200%	22.8%

## Seaport

Single Families	Units Sold	Inventory	DOM	Median \$	Units	Median \$
September 2017	0	0	-	-		
September 2018	0	0	-	-	0%	0%

Condominiums	Units Sold	Inventory	DOM	Median \$	Units	Median \$
September 2017	1	19	116	\$885,000		
September 2018	12	37	32	\$622,000	1,100%	-29.7%

# Boston

## South Boston

Single Families	Units Sold	Inventory	DOM	Median \$	Units	Median \$
September 2017	2	9	22	\$688,500		
September 2018	1	14	24	\$675,000	<b>-50%</b>	<b>-2%</b>
Condominiums	Units Sold	Inventory	DOM	Median \$	Units	Median \$
September 2017	33	125	36	\$625,000		
September 2018	47	114	36	\$810,000	<b>42.4%</b>	<b>29.6%</b>

## South End

Single Families	Units Sold	Inventory	DOM	Median \$	Units	Median \$
September 2017	3	11	225	\$2,575,000		
September 2018	1	6	60	\$2,091,000	<b>-66.7%</b>	<b>-18.8%</b>
Condominiums	Units Sold	Inventory	DOM	Median \$	Units	Median \$
September 2017	30	88	37	\$872,500		
September 2018	27	73	39	\$865,000	<b>-10%</b>	<b>-0.9%</b>

# Boston

## Waterfront

Single Families	Units Sold	Inventory	DOM	Median \$	Units	Median \$
September 2017	0	0	-	-		
September 2018	0	1	-	-	0%	0%

Condominiums	Units Sold	Inventory	DOM	Median \$	Units	Median \$
September 2017	17	58	80	\$979,000		
September 2018	13	46	65	\$1,060,000	-23.5%	8.3%

## West Roxbury

Single Families	Units Sold	Inventory	DOM	Median \$	Units	Median \$
September 2017	16	33	49	\$545,000		
September 2018	7	20	34	\$680,000	-56.3%	24.8%

Condominiums	Units Sold	Inventory	DOM	Median \$	Units	Median \$
September 2017	9	13	17	\$329,000		
September 2018	8	14	18	\$426,500	-11.1%	29.6%



## Arlington, Massachusetts

Single Families	September 2017	September 2018	% Change
Number of Units Sold	14	16	<b>14.3%</b>
Total Inventory	37	31	<b>-16.2%</b>
Median Sale Price	\$767,500	\$742,500	<b>-3.3%</b>
Average Days on Market	11	18	<b>63.6%</b>

Condominiums	September 2017	September 2018	% Change
Number of Units Sold	16	9	<b>-43.8%</b>
Total Inventory	17	25	<b>47%</b>
Median Sale Price	\$516,250	\$547,000	<b>6%</b>
Average Days on Market	14	18	<b>28.6%</b>

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## Belmont, Massachusetts

Single Families	September 2017	September 2018	% Change
Number of Units Sold	12	6	<b>-50%</b>
Total Inventory	19	15	<b>-21%</b>
Median Sale Price	\$1,120,000	\$1,407,500	<b>25.7%</b>
Average Days on Market	31	40	<b>29%</b>

Condominiums	September 2017	September 2018	% Change
Number of Units Sold	4	4	<b>0%</b>
Total Inventory	10	12	<b>20%</b>
Median Sale Price	\$631,000	\$509,500	<b>-19.3%</b>
Average Days on Market	38	18	<b>-52.6%</b>

Multi Families	September 2017	September 2018	% Change
Number of Units Sold	2	0	<b>-100%</b>
Total Inventory	6	2	<b>-66.6%</b>
Median Sale Price	\$832,500	-	<b>-100%</b>
Average Days on Market	0	-	<b>0%</b>

## Cambridge, Massachusetts

Single Families	September 2017	September 2018	% Change
Number of Units Sold	7	1	<b>-85.7%</b>
Total Inventory	18	16	<b>-11.1%</b>
Median Sale Price	\$1,344,400	\$2,400,000	<b>78.5%</b>
Average Days on Market	15	29	<b>93.3%</b>

Condominiums	September 2017	September 2018	% Change
Number of Units Sold	40	34	<b>-15%</b>
Total Inventory	94	54	<b>-42.5%</b>
Median Sale Price	\$732,500	\$785,000	<b>7.2%</b>
Average Days on Market	31	29	<b>-6.5%</b>

Multi Families	September 2017	September 2018	% Change
Number of Units Sold	7	7	<b>0%</b>
Total Inventory	16	15	<b>-6.25%</b>
Median Sale Price	\$1,450,000	\$1,765,000	<b>21.7%</b>
Average Days on Market	24	34	<b>41.7%</b>

## Lexington, Massachusetts

Single Families	September 2017	September 2018	% Change
Number of Units Sold	20	19	<b>-5%</b>
Total Inventory	68	63	<b>-7.3%</b>
Median Sale Price	\$1,188,000	\$1,100,000	<b>-7.4%</b>
Average Days on Market	81	31	<b>-61.7%</b>

Condominiums	September 2017	September 2018	% Change
Number of Units Sold	4	7	<b>75%</b>
Total Inventory	9	6	<b>-33.3%</b>
Median Sale Price	\$765,000	\$590,000	<b>-22.9%</b>
Average Days on Market	26	20	<b>-23.1%</b>

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## Lynnfield, Massachusetts

Single Families	September 2017	September 2018	% Change
Number of Units Sold	11	9	<b>-18.2%</b>
Total Inventory	56	22	<b>-60.7%</b>
Median Sale Price	\$610,000	\$635,000	<b>4.1%</b>
Average Days on Market	54	16	<b>-70.4%</b>

Condominiums	September 2017	September 2018	% Change
Number of Units Sold	5	0	<b>-100%</b>
Total Inventory	9	6	<b>-33.3%</b>
Median Sale Price	\$635,000	-	<b>-100%</b>
Average Days on Market	0	-	<b>0%</b>

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## Medford, Massachusetts

Single Families	September 2017	September 2018	% Change
Number of Units Sold	31	17	<b>-45.2%</b>
Total Inventory	36	45	<b>25%</b>
Median Sale Price	\$565,000	\$610,000	<b>8%</b>
Average Days on Market	33	27	<b>-18.2%</b>

Condominiums	September 2017	September 2018	% Change
Number of Units Sold	12	13	<b>8.3%</b>
Total Inventory	22	33	<b>50%</b>
Median Sale Price	\$481,000	\$589,900	<b>22.6%</b>
Average Days on Market	29	28	<b>-3.4%</b>

Multi Families	September 2017	September 2018	% Change
Number of Units Sold	8	13	<b>62.5%</b>
Total Inventory	10	18	<b>80%</b>
Median Sale Price	\$745,000	\$780,000	<b>4.7%</b>
Average Days on Market	44	30	<b>-31.8%</b>

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Source: MLSPIN via IMAX. Single family, condo and multi family homes in Medford for September 2017 vs September 2018

## Melrose, Massachusetts

Single Families	September 2017	September 2018	% Change
Number of Units Sold	18	13	<b>-27.8%</b>
Total Inventory	22	23	<b>4.5%</b>
Median Sale Price	\$634,500	\$650,000	<b>2.4%</b>
Average Days on Market	34	34	<b>0%</b>

Condominiums	September 2017	September 2018	% Change
Number of Units Sold	5	4	<b>-20%</b>
Total Inventory	13	9	<b>-30.7%</b>
Median Sale Price	\$300,000	\$411,000	<b>37%</b>
Average Days on Market	36	28	<b>-22.2%</b>

Multi Families	September 2017	September 2018	% Change
Number of Units Sold	0	2	<b>0%</b>
Total Inventory	4	6	<b>50%</b>
Median Sale Price	-	\$910,000	<b>0%</b>
Average Days on Market	-	25	<b>0%</b>

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Source: MLSPIV via IMAX. Single family, condo and multi family homes in Melrose for September 2017 vs September 2018

## Newton, Massachusetts

Single Families	September 2017	September 2018	% Change
Number of Units Sold	49	37	<b>-24.5%</b>
Total Inventory	150	131	<b>-12.6%</b>
Median Sale Price	\$1,065,000	\$1,002,500	<b>-5.9%</b>
Average Days on Market	39	40	<b>2.6%</b>

Condominiums	September 2017	September 2018	% Change
Number of Units Sold	23	16	<b>-30.4%</b>
Total Inventory	57	61	<b>7%</b>
Median Sale Price	\$650,000	\$649,500	<b>-0.1%</b>
Average Days on Market	51	43	<b>-15.7%</b>

Multi Families	September 2017	September 2018	% Change
Number of Units Sold	7	5	<b>-28.6%</b>
Total Inventory	22	16	<b>-27.2%</b>
Median Sale Price	\$1,030,000	\$950,000	<b>-7.8%</b>
Average Days on Market	22	15	<b>-31.8%</b>

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Source: MLSPIN via IMAX. Single family, condo and multi family homes in Newton for September 2017 vs September 2018



## Reading, Massachusetts

Single Families	September 2017	September 2018	% Change
Number of Units Sold	23	20	<b>-13%</b>
Total Inventory	33	34	<b>3%</b>
Median Sale Price	\$558,000	\$547,000	<b>-2%</b>
Average Days on Market	35	20	<b>-42.9%</b>

Condominiums	September 2017	September 2018	% Change
Number of Units Sold	17	3	<b>-82.4%</b>
Total Inventory	16	13	<b>-18.7%</b>
Median Sale Price	\$469,015	\$480,000	<b>2.3%</b>
Average Days on Market	67	39	<b>-41.8%</b>

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## Somerville, Massachusetts

Single Families	September 2017	September 2018	% Change
Number of Units Sold	7	4	<b>-42.9%</b>
Total Inventory	11	21	<b>90.9%</b>
Median Sale Price	\$686,000	\$725,125	<b>5.7%</b>
Average Days on Market	25	25	<b>0%</b>

Condominiums	September 2017	September 2018	% Change
Number of Units Sold	45	23	<b>-48.9%</b>
Total Inventory	85	74	<b>-12.9%</b>
Median Sale Price	\$630,000	\$724,000	<b>14.9%</b>
Average Days on Market	27	32	<b>18.5%</b>

Multi Families	September 2017	September 2018	% Change
Number of Units Sold	14	16	<b>14.3%</b>
Total Inventory	43	32	<b>-25.5%</b>
Median Sale Price	\$987,000	\$1,152,000	<b>16.7%</b>
Average Days on Market	19	32	<b>68.4%</b>

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Source: MLSPIN via IMAX. *Single family, condo and multi family homes* in Somerville for September 2017 vs September 2018

## Stoneham, Massachusetts

Single Families	September 2017	September 2018	% Change
Number of Units Sold	19	15	<b>-21.1%</b>
Total Inventory	31	28	<b>-9.6%</b>
Median Sale Price	\$525,000	\$635,000	<b>21%</b>
Average Days on Market	38	45	<b>18.4%</b>

Condominiums	September 2017	September 2018	% Change
Number of Units Sold	9	7	<b>-22.2%</b>
Total Inventory	15	10	<b>-33.3%</b>
Median Sale Price	\$283,000	\$386,000	<b>36.4%</b>
Average Days on Market	17	40	<b>135.3%</b>

Multi Families	September 2017	September 2018	% Change
Number of Units Sold	1	2	<b>100%</b>
Total Inventory	3	2	<b>-33.3%</b>
Median Sale Price	\$425,000	\$644,500	<b>51.6%</b>
Average Days on Market	18	22	<b>22.2%</b>

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## Wakefield, Massachusetts

Single Families	September 2017	September 2018	% Change
Number of Units Sold	21	15	<b>-28.6%</b>
Total Inventory	25	23	<b>-8%</b>
Median Sale Price	\$523,500	\$509,000	<b>-2.8%</b>
Average Days on Market	31	32	<b>3.2%</b>

Condominiums	September 2017	September 2018	% Change
Number of Units Sold	6	6	<b>0%</b>
Total Inventory	7	21	<b>-200%</b>
Median Sale Price	\$279,250	\$457,500	<b>63.8%</b>
Average Days on Market	15	13	<b>-13.3%</b>

Multi Families	September 2017	September 2018	% Change
Number of Units Sold	1	5	<b>400%</b>
Total Inventory	7	4	<b>-42.8%</b>
Median Sale Price	\$985,000	\$615,000	<b>-37.6%</b>
Average Days on Market	19	31	<b>63.2%</b>

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Source: MLSPIN via IMAX. Single family, condo and multi family homes in Wakefield for September 2017 vs September 2018

## Waltham, Massachusetts

Single Families	September 2017	September 2018	% Change
Number of Units Sold	25	19	<b>-24%</b>
Total Inventory	43	47	<b>9.3%</b>
Median Sale Price	\$617,818	\$628,000	<b>1.6%</b>
Average Days on Market	28	30	<b>7.1%</b>

Condominiums	September 2017	September 2018	% Change
Number of Units Sold	17	17	<b>0%</b>
Total Inventory	25	23	<b>-8%</b>
Median Sale Price	\$365,500	\$595,000	<b>62.8%</b>
Average Days on Market	18	23	<b>27.8%</b>

Multi Families	September 2017	September 2018	% Change
Number of Units Sold	8	2	<b>-75%</b>
Total Inventory	11	8	<b>-27.2%</b>
Median Sale Price	\$695,000	\$1,006,500	<b>44.8%</b>
Average Days on Market	22	52	<b>136.4%</b>

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## Watertown, Massachusetts

Single Families	September 2017	September 2018	% Change
Number of Units Sold	3	6	<b>100%</b>
Total Inventory	15	8	<b>-46.6%</b>
Median Sale Price	\$680,000	\$645,000	<b>-5.1%</b>
Average Days on Market	6	23	<b>283.3%</b>

Condominiums	September 2017	September 2018	% Change
Number of Units Sold	9	12	<b>33.3%</b>
Total Inventory	28	40	<b>42.8%</b>
Median Sale Price	\$443,500	\$634,500	<b>43.1%</b>
Average Days on Market	19	22	<b>15.8%</b>

Multi Families	September 2017	September 2018	% Change
Number of Units Sold	1	6	<b>500%</b>
Total Inventory	11	11	<b>0%</b>
Median Sale Price	\$950,000	\$827,500	<b>-12.9%</b>
Average Days on Market	73	14	<b>-80.8%</b>

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Source: MLSPIN via IMAX. *Single family, condo and multi family homes* in Watertown for September 2017 vs September 2018

## Winchester, Massachusetts

Single Families	September 2017	September 2018	% Change
Number of Units Sold	14	21	<b>50%</b>
Total Inventory	54	41	<b>-24%</b>
Median Sale Price	\$1,142,500	\$1,199,000	<b>4.9%</b>
Average Days on Market	51	41	<b>-24.1%</b>

Condominiums	September 2017	September 2018	% Change
Number of Units Sold	8	9	<b>12.5%</b>
Total Inventory	19	8	<b>-57.8%</b>
Median Sale Price	\$579,500	\$495,000	<b>-14.6%</b>
Average Days on Market	27	42	<b>55.6%</b>

Multi Families	September 2017	September 2018	% Change
Number of Units Sold	1	0	<b>-100%</b>
Total Inventory	2	1	<b>-50%</b>
Median Sale Price	\$1,157,500	-	<b>-100%</b>
Average Days on Market	0	-	<b>0%</b>

# LEADING EDGE

## REAL ESTATE

### Bringing Soul to

# Real Estate

At Leading Edge Real Estate, we believe in inclusion and building relationships. We believe in creating positive, memorable experiences. We believe in collaboration, transparency, integrity and the highest level of professionalism. These values are threaded in the fabric of our company and are a part of everything we do.

Founded in 2001, 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, Boston's South End, Belmont, Cambridge, Lexington, Melrose, Reading, Wakefield and Winchester.

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