

GBAR

REAL ESTATE REWIND



| Region I Metro | Total CC Properties Sold (1st Q '11) | Difference from 1st Q '10 | Median Price (1st Q '11) | Difference from 1st Q '10 | Average Days on Market (1st Q '11) | Total Under Agreements (1st Q '11) | Total SF on Market (1st Q '11) | Difference from 1st Q '10 | Total CC Properties Sold (1st Q '10) | Median Price (1st Q '10) | Average Days on Market (1st Q '10) | Total Under Agreements (1st Q '10) | Total SF on Market (1st Q '10) |
|---------------------|--------------------------------------|---------------------------|--------------------------|---------------------------|------------------------------------|------------------------------------|--------------------------------|---------------------------|--------------------------------------|--------------------------|------------------------------------|------------------------------------|--------------------------------|
| Boston | 570 | -20.7% | \$370,000 | 7.2% | 130 | 849 | 1,958 | -14.3% | 719 | \$345,000 | 119 | 1,098 | 2,285 |
| Brookline | 59 | -28.9% | \$490,000 | 11.6% | 99 | 114 | 192 | -13.5% | 83 | \$439,000 | 84 | 152 | 222 |
| Cambridge | 92 | -8.0% | \$430,000 | 2.3% | 117 | 143 | 305 | 9.3% | 100 | \$420,500 | 107 | 148 | 279 |
| Chelsea | 16 | -11.1% | \$148,000 | -12.7% | 199 | 20 | 67 | -20.2% | 18 | \$169,500 | 82 | 36 | 84 |
| Everett | 19 | 26.7% | \$112,000 | -41.0% | 151 | 17 | 35 | -12.5% | 15 | \$189,900 | 115 | 22 | 40 |
| Malden | 16 | -38.5% | \$161,000 | -18.7% | 172 | 17 | 58 | -7.9% | 26 | \$198,000 | 138 | 37 | 63 |
| Medford | 30 | -3.2% | \$257,000 | -7.6% | 93 | 41 | 57 | -24.0% | 31 | \$278,000 | 73 | 49 | 75 |
| Milton | 2 | -33.3% | \$216,000 | -44.6% | 75 | 4 | 21 | -4.5% | 3 | \$390,000 | 196 | 2 | 22 |
| Newton | 31 | -24.4% | \$414,000 | 12.8% | 128 | 63 | 131 | -17.1% | 41 | \$367,000 | 148 | 83 | 158 |
| Revere | 15 | -40.0% | \$140,000 | -12.5% | 113 | 18 | 46 | -27.0% | 25 | \$160,000 | 90 | 36 | 63 |
| Somerville | 49 | -26.9% | \$330,000 | -4.3% | 120 | 77 | 137 | -16.5% | 67 | \$345,000 | 109 | 107 | 164 |
| Winthrop | 7 | -63.2% | \$223,000 | -3.0% | 180 | 7 | 46 | 35.3% | 19 | \$230,000 | 172 | 22 | 34 |
| Region Total | 906 | -21.0% | | | 131 | 1,370 | 3,053 | -12.5% | 1,147 | | 119 | 1,792 | 3,489 |
| GBREB Total | 1,283 | -17.2% | \$338,300 | 2.4% | 131 | 1,962 | 3,694 | -11.4% | 1,549 | \$330,500 | 122 | 2,399 | 4,168 |
| State Total | 2,252 | -23.3% | \$240,000 | -5.0% | 152 | 3,825 | 9,562 | -8.8% | 2,937 | \$252,500 | 141 | 4,426 | 10,486 |

| Region II North | Total CC Properties Sold (1st Q '11) | Difference from 1st Q '10 | Median Price (1st Q '11) | Difference from 1st Q '10 | Average Days on Market (1st Q '11) | Total Under Agreements (1st Q '11) | Total SF on Market (1st Q '11) | Difference from 1st Q '10 | Total CC Properties Sold (1st Q '10) | Median Price (1st Q '10) | Average Days on Market (1st Q '10) | Total Under Agreements (1st Q '10) | Total SF on Market (1st Q '10) |
|---------------------|---|---------------------------|--------------------------|---------------------------|---------------------------------------|---------------------------------------|-----------------------------------|---------------------------|---|--------------------------|---------------------------------------|---------------------------------------|-----------------------------------|
| Acton | 19 | 46.2% | \$265,000 | -8.6% | 165 | 28 | 66 | -18.5% | 13 | \$290,000 | 164 | 15 | 81 |
| Arlington | 33 | 0.0% | \$350,000 | -1.4% | 70 | 37 | 71 | -10.1% | 33 | \$355,000 | 63 | 51 | 79 |
| Bedford | 6 | 50.0% | \$522,000 | 7.6% | 199 | 77 | 2 | -85.7% | 4 | \$485,000 | 127 | 5 | 14 |
| Belmont | 15 | 7.1% | \$430,000 | 5.3% | 115 | 15 | 40 | 11.1% | 14 | \$408,300 | 158 | 18 | 36 |
| Boxboro | 4 | -33.3% | \$175,000 | 89.2% | 286 | 7 | 16 | -30.4% | 6 | \$92,500 | 521 | 5 | 23 |
| Burlington | 3 | -62.5% | \$425,000 | -2.3% | 262 | 8 | 15 | -11.8% | 8 | \$435,000 | 136 | 12 | 17 |
| Concord | 4 | -20.0% | \$503,000 | 41.2% | 79 | 4 | 32 | 60.0% | 5 | \$356,250 | 104 | 12 | 20 |
| Hudson | 7 | -36.4% | \$150,000 | -47.4% | 171 | 8 | 57 | -8.1% | 11 | \$285,000 | 163 | 17 | 62 |
| Lexington | 17 | 21.4% | \$720,000 | 51.3% | 209 | 16 | 28 | -9.7% | 14 | \$475,750 | 82 | 18 | 31 |
| Lincoln | 4 | 0.0% | \$279,000 | -24.6% | 162 | 5 | 9 | -25.0% | 4 | \$370,000 | 281 | 4 | 12 |
| Maynard | 6 | 20.0% | \$252,000 | -6.0% | 150 | 6 | 17 | -32.0% | 5 | \$268,000 | 155 | 7 | 25 |
| Stow | 2 | -71.4% | \$413,000 | 21.5% | 124 | 6 | 12 | -14.3% | 7 | \$340,000 | 181 | 10 | 14 |
| Sudbury | 5 | 25.0% | \$615,000 | 14.4% | 209 | 8 | 24 | -22.6% | 4 | \$537,468 | 322 | 8 | 31 |
| Waltham | 34 | -29.2% | \$287,000 | -8.7% | 121 | 55 | 90 | -4.3% | 48 | \$314,500 | 87 | 70 | 94 |
| Watertown | 34 | 36.0% | \$323,000 | -0.6% | 127 | 43 | 94 | -10.5% | 25 | \$325,000 | 105 | 45 | 105 |
| Wayland | 10 | 233.3% | \$540,000 | 33.3% | 181 | 13 | 23 | -17.9% | 3 | \$405,000 | 312 | 3 | 28 |
| Weston | 2 | 0.0% | \$1,031,000 | 69.0% | 633 | 1 | 14 | 27.3% | 2 | \$610,000 | 354 | 1 | 11 |
| Winchester | 9 | -10.0% | \$470,000 | 23.0% | 93 | 12 | 27 | 3.8% | 10 | \$382,000 | 181 | 12 | 26 |
| Region Total | 214 | -0.9% | | | 186 | 349 | 637 | -10.2% | 216 | | 194 | 313 | 709 |
| GBREB Total | 1,283 | -17.2% | \$338,300 | 2.4% | 131 | 1,962 | 3,694 | -11.4% | 1,549 | \$330,500 | 122 | 2,399 | 4,168 |
| State Total | 2,252 | -23.3% | \$240,000 | -5.0% | 152 | 3,825 | 9,562 | -8.8% | 2,937 | \$252,500 | 141 | 4,426 | 10,486 |

| Region III West | Total CC Properties Sold (1st Q '11) | Difference from 1st Q '10 | Median Price (1st Q '11) | Difference from 1st Q '10 | Average Days on Market (1st Q '11) | Total Under Agreements (1st Q '11) | Total SF on Market (1st Q '11) | Difference from 1st Q '10 | Total CC Properties Sold (1st Q '10) | Median Price (1st Q '10) | Average Days on Market (1st Q '10) | Total Under Agreements (1st Q '10) | Total SF on Market (1st Q '10) |
|---------------------|---|---------------------------|--------------------------|---------------------------|---------------------------------------|---------------------------------------|-----------------------------------|---------------------------|---|--------------------------|---------------------------------------|---------------------------------------|-----------------------------------|
| Ashland | 13 | 18.2% | \$235,000 | -9.6% | 122 | 16 | 40 | 29.0% | 11 | \$260,000 | 66 | 25 | 31 |
| Dover | 0 | -100.0% | N/A | N/A | 0 | 1 | 2 | 100.0% | 1 | \$380,000 | 319 | 2 | 1 |
| Framingham | 21 | -27.6% | \$58,000 | -29.3% | 69 | 32 | 60 | -26.8% | 29 | \$82,000 | 65 | 43 | 82 |
| Holliston | 5 | 25.0% | \$410,000 | 385.2% | 183 | 6 | 16 | -15.8% | 4 | \$84,500 | 450 | 7 | 19 |
| Hopkinton | 2 | -81.8% | \$261,000 | -2.8% | 346 | 7 | 25 | 0.0% | 11 | \$268,500 | 129 | 14 | 25 |
| Natick | 26 | -7.1% | \$371,000 | -2.2% | 203 | 45 | 65 | -40.4% | 28 | \$379,500 | 86 | 43 | 109 |
| Needham | 4 | 0.0% | \$535,000 | 72.6% | 27 | 9 | 21 | 10.5% | 4 | \$310,000 | 139 | 10 | 19 |
| Sherborn | 0 | -100.0% | \$0 | N/A | 0 | 0 | 4 | 33.3% | 1 | \$235,000 | 1611 | 1 | 3 |
| Wellesley | 1 | -80.0% | \$535,000 | -5.3% | 1 | 7 | 27 | 58.8% | 5 | \$565,000 | 122 | 6 | 17 |
| Region Total | 72 | -23.4% | | | 106 | 123 | 260 | -15.0% | 94 | | 332 | 151 | 306 |
| GBREB Total | 1,283 | -17.2% | \$338,300 | 2.4% | 131 | 1,962 | 3,694 | -11.4% | 1,549 | \$330,500 | 122 | 2,399 | 4,168 |
| State Total | 2,252 | -23.3% | \$240,000 | -5.0% | 152 | 3,825 | 9,562 | -8.8% | 2,937 | \$252,500 | 141 | 4,426 | 10,486 |

| Region IV South | Total CC Properties Sold (1st Q '11) | Difference from 1st Q '10 | Median Price (1st Q '11) | Difference from 1st Q '10 | Average Days on Market (1st Q '11) | Total Under Agreements (1st Q '11) | Total SF on Market (1st Q '11) | Difference from 1st Q '10 | Total CC Properties Sold (1st Q '10) | Median Price (1st Q '10) | Average Days on Market (1st Q '10) | Total Under Agreements (1st Q '10) | Total SF on Market (1st Q '10) |
|---------------------|---|---------------------------|--------------------------|---------------------------|---------------------------------------|---------------------------------------|-----------------------------------|---------------------------|---|--------------------------|---------------------------------------|---------------------------------------|-----------------------------------|
| Bellingham | 5 | -54.5% | \$220,000 | 4.8% | 97 | 9 | 28 | -6.7% | 11 | \$210,000 | 99 | 12 | 30 |
| Canton | 15 | -6.3% | \$265,000 | 19.4% | 111 | 20 | 46 | -8.0% | 16 | \$222,000 | 203 | 31 | 50 |
| Dedham | 4 | 100.0% | \$194,000 | 2.4% | 70 | 5 | 27 | 35.0% | 2 | \$189,500 | 185 | 6 | 20 |
| Foxboro | 4 | 33.3% | \$175,000 | 29.6% | 92 | 5 | 13 | -27.8% | 3 | \$135,000 | 106 | 2 | 18 |
| Franklin | 9 | -66.7% | \$233,000 | -17.1% | 244 | 21 | 89 | -11.9% | 27 | \$280,900 | 228 | 29 | 101 |
| Mansfield | 5 | 0.0% | \$147,000 | -45.3% | 176 | 10 | 42 | 61.5% | 5 | \$268,500 | 291 | 12 | 26 |
| Medfield | 2 | 100.0% | \$110,000 | -85.3% | 26 | 1 | 14 | 16.7% | 1 | \$750,000 | 173 | 3 | 12 |
| Medway | 2 | N/A | \$353,000 | N/A | 209 | 5 | 17 | 54.5% | 0 | \$0 | 0 | 5 | 11 |
| Millis | 12 | 1100.0% | \$182,000 | -11.9% | 176 | 9 | 20 | -9.1% | 1 | \$206,625 | 12 | 7 | 22 |
| Norfolk | 5 | -16.7% | \$405,000 | 8.1% | 133 | 4 | 15 | 36.4% | 6 | \$374,825 | 334 | 10 | 11 |
| Norwood | 7 | 16.7% | \$245,000 | -22.8% | 96 | 10 | 29 | 38.1% | 6 | \$317,500 | 57 | 9 | 21 |
| Sharon | 6 | 50.0% | \$263,000 | 16.0% | 241 | 6 | 8 | -50.0% | 4 | \$226,750 | 26 | 3 | 16 |
| Walpole | 12 | 50.0% | \$255,000 | 7.9% | 129 | 12 | 26 | -31.6% | 8 | \$236,250 | 114 | 10 | 38 |
| Westwood | 0 | 0.0% | \$0 | N/A | 0 | 0 | 0 | 0.0% | 0 | \$0 | 0 | 0 | 0 |
| Wrentham | 3 | 50.0% | \$115,000 | -32.2% | 260 | 3 | 12 | -14.3% | 2 | \$169,500 | 124 | 4 | 14 |
| Region Total | 91 | -1.1% | | | 137 | 120 | 386 | -1.0% | 92 | | 130 | 143 | 390 |
| GBREB Total | 1,283 | -17.2% | \$338,300 | 2.4% | 131 | 1,962 | 3,694 | -11.4% | 1,549 | \$330,500 | 122 | 2,399 | 4,168 |
| State Total | 2,252 | -23.3% | \$240,000 | -5.0% | 152 | 3,825 | 9,562 | -8.8% | 2,937 | \$252,500 | 141 | 4,426 | 10,486 |