



Tamela Roche, Realtor®
Representing You. Always.

Market Pulse **October 2010**

How's The Market?

By Tamela Roche, Realtor®

Comparing year-to-date results with 2009, the Total Volume increased 16% in Cambridge and 18% in Somerville. Cambridge homes are selling 1 day faster; Somerville homes are selling 8 days faster. Sale prices increased by 1% - 3% in Somerville and increased 7% - 11% in Cambridge.

Cambridge 2010 Year-To-Date:

- Average Sale Price increased 11 %
- Median Sale Price increased 7 %
- Total Volume increased 16 %

CAMBRIDGE	Jan 1-Sep 30	Jan 1-Sep 30
	2010	2009
Condo, Single & Multi-Family:		
Total # On Market	1288	1121
Total # Sold	677 (53%)	646 (58%)
Ave. Days on Market	78 days	79 days
Ave. Sale Price	\$ 600,996	\$ 541,426
Median Sale Price	\$ 463,500	\$ 432,950
Total Volume	\$406,874,158	\$349,761,212

CAMBRIDGE	Condominium Only:	
	Jan 1-Sep 30	Jan 1-Sep 30
	2010	2009
Total # On Market	1000	881
Total # Sold	533 (53%)	528 (60%)
Ave. Days on Market	80 days	79 days
Ave. Sale Price	\$ 495,565	\$ 452,085
Median Sale Price	\$ 430,000	\$ 409,750
Total Volume	\$264,135,980	\$238,700,990

Source: MLS Pin 10/21/2010

Somerville 2010 Year-To-Date:

- Average Sale Price increased 3 %
- Median Sale Price increased 1 %
- Total Volume increased 18 %

SOMERVILLE	Jan 1-Sep 30	Jan 1-Sep 30
	2010	2009
Condo, Single & Multi-Family:		
Total # On Market	891	761
Total # Sold	496 (56%)	434 (57%)
Ave. Days on Market	78 days	86 days
Ave. Sale Price	\$ 419,588	\$ 405,662
Median Sale Price	\$ 386,000	\$ 381,000
Total Volume	\$208,115,765	\$176,057,267

SOMERVILLE	Condominium Only:	
	Jan 1-Sep 30	Jan 1-Sep 30
	2010	2009
Total # On Market	568	490
Total # Sold	314 (55%)	268 (55%)
Ave. Days on Market	80 days	88 days
Ave. Sale Price	\$ 375,312	\$ 376,157
Median Sale Price	\$ 355,000	\$ 365,000
Total Volume	\$117,847,968	\$100,810,067

Source: MLS Pin 10/21/2010

Welcome Home!

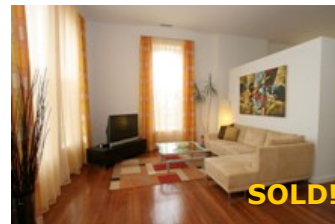
Exclusive Listings
 by Tamela Roche, Realtor®



102
Monument Street #1
West Medford
Offered for \$279,000
 1,070 SF, 2 BR, 1 BA
 Yard, Garage Parking, Walk to T
 Ease of Condo Living...benefits of a
 Single Family!



16
Saint James Avenue
Somerville
List \$ 949,000 - SOLD \$1,001,000!
 2,343 SF, 3 BR, 2.5 BA
 Plus Study, Den & Music Studio
 Roof Deck, Fenced Yard, 3 Parking
 One Block to Davis Square



50
Bow Street #9
Somerville
List \$349,000 - SOLD \$348,000
 954 SF Loft-Style, 1 BR, 1 BA
 Parking, C/Air, Elevator Access
 Oversized Windows-Great Light
 In the heart of Union Square



50
Bow Street PH C
Somerville
List \$549,900 - SOLD \$536,000
 1,448 SF, 2 BR, 2 BA. 2 Levels
 Parking, C/Air, Elevator Access
 Amazing Private Roof Deck
 In the heart of Union Square

For More Details: www.CambridgeAgents.com



Join Us!
Thursday, Nov. 18th
Golden Ticket Gala!
 7 - 10 pm at Prudential Tower
 Top of the Hub Skywalk!

As a reading mentor since 2006, it truly is
 rewarding and fun to volunteer time to read!

For Details & Tickets: www.EWMB.org
Everybody Wins! Metro Boston

Thanks to the generous support from family, friends, colleagues and clients, Team **Pie It Forward** raised **\$15,895.00** in 2009 to help Community Servings "Pie In The Sky" Thanksgiving bake sale!

Since 1990, **Community Servings** is Greater Boston's free, home-delivered meals program for the acutely ill, their families and their caregivers throughout 200 square miles of eastern Massachusetts battling 35 types of illnesses including HIV/AIDS, Cancer, Lupus, MS, Diabetes. Community Servings founding goals are to help clients maintain their health and dignity, provide nutritionally and culturally appropriate meals, preserve the integrity of their family, **and send the message that someone cares.**

Pie The Numbers

35 nutritious & culturally appropriate meals

3,340 meals delivered weekly

377,000 meals delivered yearly

→ **92¢**

92 cents of every \$1 raised goes directly to the program

We've teamed up to ... Pie It Forward!



Tamela Roche

Mike Bavuso

Brooke Kavoogian

Karen Coleman

Brian Jurgens

Joseph Aceto

Patrick Dwyer

Janet Picinich

Kathy Wentworth

Andrew Sheehan

\$25 One delicious pie...

DELIVERS:

5 Five days of healthy meals for a Community Servings Client



This Thanksgiving, it all starts with pie.



www.**PieItForward**.COM

HOME FACTS

\$172k Median Sale Price Home Sold 2009
For Sale by Owner (FSBO)

\$215k Median Sale Price Home Sold 2009
By Real Estate Agent

Source: NAR® 2009 Profile Home Buyers & Sellers

Less Agent Fee, \$32-\$36k FSBO proceeds LOSS.

Raise The Roof!

Thank You to the service providers who continue to provide exceptional services for my Clients!

Big Foot Moving & Storage delivered another very happy Client move; **W.T. Kenney Co.** painted interior rooms with colors that POP; **FISH Window Cleaning** transformed dirty windows into crystal clear views; **SurfaceWorks** brought back the polish and shine; **Janet Koenig Picinich Photography** captured a beautiful family portrait gift; **Advance Auto Center** the crew who keep me and my business driving...safely!

WHAT IS Residential Exemption?

Massachusetts residents benefit from several types of tax exemptions. "Residential Exemption" refers to a real estate tax discount, a dollar amount of property value exempt from tax, which is then applied to the average assessed value of residential properties. The exemption amount varies by town just as assessed property values vary. This significant tax savings is offered to promote owner occupancy in Boston, Brookline, Cambridge and Somerville. Check your city or town for eligibility requirements and more details.

Cambridge Residential Exemption
FY 2010 Residential Exemption = \$ 198,423
Tax savings of \$1,531.83
Collected Bi-Annually Nov & May

Somerville Residential Exemption
FY 2010 Residential Exemption = \$ 138,011
Tax savings of \$1,697.54
Collected Quarterly Aug, Nov, Feb, May



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"If people like you they'll listen to you, but if they trust you they'll do business with you." Zig Ziglar