



**Tamela Roche, Realtor®**  
**Representing You. Always.**

**Market Pulse**  
**April 2011**  
*One Year Anniversary Edition*

**Hope Springs Eternal**

With all that transpired the past month, I'm sending the world HOPEFULNESS and optimism and strength and fortitude. Even our record snowfall pales in comparison to natural disasters endured by thousands to survive. "Hope springs eternal" are the first three words in a poem by Alexander Pope published 1733; his optimistic philosophy sparked centuries of debate.

Spring is full of hope as flowers begin to bloom and nature's green returns. **Breakthrough Cambridge** is all about hope: for equal access to a college education for students without a hope in the world to access higher education. Imagine our world if every child had access to learn more, to achieve more? Join us April 14th to give hope to students in our corner of the world.

Looking for a new pet? **Ebenezer** is hoping you are! Foster Mom Julia Elmer is hopeful you or someone you know would like to give this loving kitty a new home.

Do you run for miles in snow, rain, sleet or sweltering heat? Would you run if it meant saving your Mother, Father, Sister, Brother, Daughter, Son, Wife, Husband, Cousin or Friend? Tipping my hat to many who will be running or walking for great causes this Spring especially to **Dan Lionetta, Running for Rehab** in Boston Marathon raising funds for Spaulding Hospital and my Cousins Heather & Dee who are ready to run the Flying Pig Marathon as "**Susan's Girls**" in Cincinnati, Ohio to help our cousin Susan beat Breast Cancer.

*I hope Spring blossoms many blessings for you!*  
**Tamela**

**SAVE THE DATE!** APRIL 14, 2011

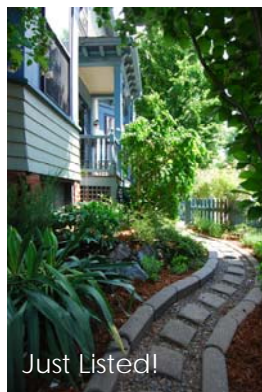


**Breakthrough Cambridge**  
**The Atrium**  
 100 Tech Square  
 Cambridge, MA  
 6 - 8 pm

[www.BreakthroughCambridge.org](http://www.BreakthroughCambridge.org)



**A Home For Ebenezer**  
 Hi! I'm Ebenezer, a 15-month Male ready to love you! My Foster Mom Julia hopes you have room in your heart to give me a forever home...  
**Contact: JuliaElmer@hotmail.com**



**Welcome Home!**

*Exclusive Listings by Tamela Roche, Realtor®*

**15** Park Avenue, Somerville  
**Davis Square Oasis**  
**Complete with Koi Pond, enjoy the gentle breeze of bamboo trees in the amazing Secret Garden!**  
 Italianate Victorian c.1880  
 Period Details, Modern Updates  
 1,785 Sq Ft, 4 BR, 2 BA, Study  
**Open House** April 16<sup>th</sup> & 17<sup>th</sup>

**Details: [www.CambridgeAgents.com](http://www.CambridgeAgents.com)**

**The Market: All About Inventory**

*By Tamela Roche, Realtor®*

**Inventory:** Cambridge Condo & Single inventory (Listed) is catching up, Multi-Family inventory down 44%. The inventory in Somerville is down overall 20 - 30%.

**Sale Prices:** Cambridge Condo & Multi-Family median sale price increased 102% - 134%, Singles down 24%. Somerville Condo and Multi-Family median sale prices are down 4% - 10%. Somerville Single Family median sale price huge increase 163%.

**Days On Market:** Fluctuations across the board I am watching the timing to determine meaningful trends.

**CAMBRIDGE Q1 2010 - 2011**

	Total #		Average	Median	Days On
<u>Condominium</u>	Listed	Sold	Sale Price	Sale Price	Market
1.1.10 - 3.31.10	331	100	\$ 512,054	\$ 420,500	107 days
1.1.11 - 3.31.11	333	90	\$ 535,563	\$ 430,000	114 days
<b><u>Single Family</u></b>					
1.1.10 - 3.31.10	57	20	\$1,338,370	\$ 932,500	93 days
1.1.11 - 3.31.11	56	19	\$1,097,395	\$ 707,500	136 days
<b><u>Multi-Family</u></b>					
1.1.10 - 3.31.10	41	11	\$ 609,091	\$ 665,000	92 days
1.1.11 - 3.31.11	23	7	\$1,025,857	\$ 891,000	76 days

**SOMERVILLE Q1 2010 - 2011**

	Total #		Average	Median	Days On
<u>Condominium</u>	Listed	Sold	Sale Price	Sale Price	Market
1.1.10 - 3.31.10	203	67	\$ 370,824	\$ 345,000	109 days
1.1.11 - 3.31.11	139	46	\$ 359,195	\$ 313,000	120 days
<b><u>Single Family</u></b>					
1.1.10 - 3.31.10	32	14	\$ 322,064	\$ 332,750	98 days
1.1.11 - 3.31.11	24	8	\$ 521,938	\$ 543,750	57 days
<b><u>Multi-Family</u></b>					
1.1.10 - 3.31.10	74	26	\$ 478,062	\$ 484,750	72 days
1.1.11 - 3.31.11	59	31	\$ 461,669	\$ 465,000	79 days

*Source: MLS Property Information Network 4/3/2011*



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**DUE your DILIGENCE**

by Tamela Roche, Realtor®

**ARE YOU ASKING THE RIGHT QUESTIONS?**

Shopping for a new car, new phone or new home; the best deal is not always the best choice in the long run. With so much information available at lightning speed, now is especially prudent to complete due diligence and ignore sales gimmicks. Knowing what to ask can be more important than getting quick answers. Verify all information sources and ask for references or poll your contacts to share their input. **Consumer Reports** is a great source for product ratings; there are consumer testing and feedback services for just about anything!

**IS YOUR CONDO READY FOR SALE?**

Before you market your Condo for sale, do you know what Lenders will require from potential Buyers in order to underwrite a home mortgage loan? If you or your Condo Association is not aware of **Lender Guidelines for Condominiums** contact me to ensure your Association has what Lenders need for a sale to close.

**REAL ESTATE TAX ACCURACY**

Real estate taxes provided in MLS property listings by the Listing Agent may not be accurate. Verify taxes with the City Assessor before making an Offer. **Be sure you and your Lender factor current real estate taxes and your budget allows for tax rate changes which could occur mid-year** as many cities are raising taxes. Your agent should know to verify taxes before making an Offer. If taxes are higher than stated it could increase your debt to income ratio, resulting in a denied home mortgage loan and money wasted in inspections & legal fees, etc.



**Race For Rehab**  
**Boston Marathon Run To Support Spaulding Hospital**  
**Monday, April 18<sup>th</sup>**

Dan Lionetta, Leader Bank  
 Vice-President Mortgage Lending  
[dan.lionetta@leaderbank.com](mailto:dan.lionetta@leaderbank.com)

**Visit Dan's Website:**

[www.firstgiving.com/fundraiser/dan-lionetta/boston-marathon-race-for-rehab](http://www.firstgiving.com/fundraiser/dan-lionetta/boston-marathon-race-for-rehab)

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

Zig Ziglar

**AGENCY 3.0 designs and develops websites and online marketing programs for small and mid-size businesses, whether your business address is Main Street or Wall Street.**

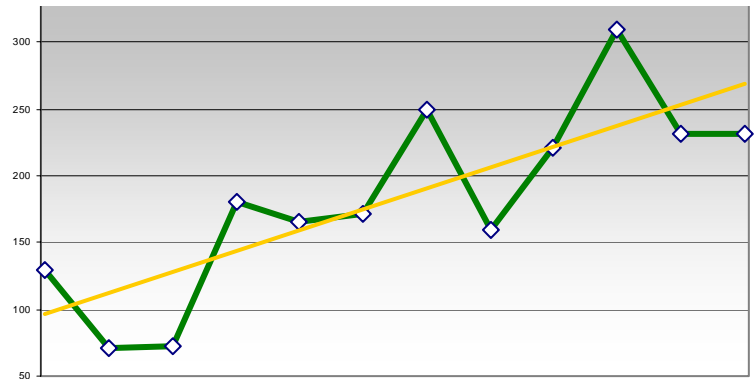
We offer custom and creative solutions for companies that are looking to create a website, need web hosting, or want to start using email to market their business on the web. Contact us for more information.



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**Open House Attendance 2011 Q1**

Source: Coldwell Banker R.B. 1730 Mass Ave, Cambridge



**2011 Attendance Q1 (above):**

Date: 1.9 1.16 1.23 1.30 2.6 2.13 2.20 2.27 3.6 3.13 3.20 3.27  
 #: 130 71 73 181 166 172 250 160 221 310 232 231

**2010 Attendance Q1:**

Date: 1.10 1.17 1.24 1.31 2.7 2.14 2.21 2.28 3.7 3.14 3.21 3.28  
 #: 121 177 229 202 216 201 246 254 373 252 284 371

Note: Home Buyer Tax Credit helped early 2010 activity

**Home Facts**

**Condominium Median Sale Prices**

**\$ 370,000** Boston: Median Sale Price 2010  
 2009: \$ 348,000

**\$ 425,000** Cambridge: Median Sale Price 2010  
 2009: \$ 415,000

**\$ 359,000** Somerville: Median Sale Price 2010  
 2009: \$ 363,000

Source: Greater Boston Real Estate Board



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