



Tamela Roche, Realtor®
Representing You. Always.

Market Pulse September 2011

Fall in New England

Oh the joy of seasons changing! There really is no better place on Earth to be than in New England for the Fall Foliage. Outside of Salt Lake City, Utah is the only other place I have witnessed as many brilliant colors as we do here. What's your favorite Fall activity? Where's your favorite leaf-peeping spot? First 4 readers to share favorites will receive a delicious Apple, Pecan, Sweet Potato or Pumpkin Pie for Thanksgiving as a gift from Team Pie It Forward!

Leaves are not the only things changing; be sure to have your mortgage pre-approval updated as new (lower) mortgage loan limits kick in the first of October and Sept. 30th is the deadline for MA home Oil heating systems to meet the new safety guidelines (see reverse).

Something that never changes? Bad news sells! If you are ready to buy or sell, remember that numbers don't lie. In some cases it is a "buyer's market" and others a "seller's market". Don't fall for market generalizations. Let's research and review all the facts to determine the best game plan for you and your future!

GO PATS!
 Tamela

How's The Market?

Year-To-Date Analysis: August 31, 2011

By Tamela Roche, Realtor®

Inventory: Remains a significant factor in our local markets. The reduced number of homes available for sale ("List") reflects lower supply than demand. Inventory is down across the board from 7%-20%.

Sale Prices: With the exception of Condo and Single Family homes in Cambridge; average and median sales prices increased 1% - 22% for all other properties year-to-date 2010 - 2011.

Average Days On Market: Despite national trends; Cambridge Single, Cambridge Multi-Family and Somerville Multi-Family properties sold slightly faster than last year; with slightly longer number of days on market (1-10 more days) for all others.

Home Facts

Historical Mortgage Interest Rates

1971	Interest Rate = 7 - 8 %
1981	Interest Rate = 14 - 15 %
1991	Interest Rate = 9 - 10 %
2001	Interest Rate = 6 - 7 %
2011	Interest Rate = 2 - 4 %

Various Sources: National Average Conventional Loans

Cambridge YTD 2010 - 2011

	Total #	Average	Median	Days	
Condominium	List	Sold	Sale Price	Sale Price	Mkt
1.1 - 8.31.2010	879	491	\$ 500,720	\$ 430,000	80
1.1 - 8.31.2011	812	499	\$ 499,005	\$ 424,900	81
	-8%	+2%	- <1%	- 1%	+1
Single Family					
1.1 - 8.31.2010	151	81	\$1,185,741	\$ 926,000	75
1.1 - 8.31.2011	141	84	\$1,099,341	\$ 837,500	72
	-7%	+4%	-7%	-10 %	-3
Multi-Family					
1.1 - 8.31.2010	88	49	\$ 708,892	\$ 698,030	66
1.1 - 8.31.2011	77	38	\$ 863,198	\$ 752,500	64
	-12%	-22%	+22 %	+8%	-2

*Provided by Tamela Roche, Realtor®
 Data Source: MLSPin® 9.28.2011*

Somerville YTD 2010 - 2011

	Total #	Average	Median	Days	
Condominium	List	Sold	Sale Price	Sale Price	Mkt
1.1 - 8.31.2010	510	287	\$ 371,810	\$ 352,500	76
1.1 - 8.31.2011	447	259	\$ 396,988	\$ 366,000	85
	-12%	-10%	+7%	+4 %	+9
Single Family					
1.1 - 8.31.2010	97	52	\$ 452,896	\$ 381,500	65
1.1 - 8.31.2011	78	44	\$ 457,565	\$ 460,000	75
	-20%	-15%	+1%	+21%	+10
Multi-Family					
1.1 - 8.31.2010	189	107	\$ 510,703	\$ 506,000	80
1.1 - 8.31.2011	172	100	\$ 542,066	\$ 532,200	78
	-9%	-7%	+6%	+5 %	-2

*Provided by Tamela Roche, Realtor®
 Data Source: MLSPin® 9.28.2011*

Ask me about Arlington, Belmont & Medford Market Stats too!



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MA Homeowner Oil Heating System Update and Insurance Law

Deadline: September 30, 2011

By September 30, 2011, you must upgrade your home oil heating system equipment to prevent leaks from tanks and pipes that connect to your furnace. By making a relatively small expenditure now, you can help prevent much greater expense in the future. Beware: Insurance coverage for oil leaks is optional, are you covered?

Visit: www.Mass.gov/dep/cleanup/laws/hhsl.htm

Make changes now? Ave. cost \$150 - \$350
 Clean-up oil leak later? Ave. cost \$15,000 - \$250,000

Need Help? Call me for help finding a reputable home heating contractor or homeowner insurance company.
 Source: MA Dept. of Environmental Protection

Team PIE IT FORWARD sold 604 Pies & raised \$17,350 in 2010!



The PIES are coming! The PIES are coming!
 In mid-October we'll be launching
 Team **PIE IT FORWARD** to help
 Community Servings Thanksgiving Pie sale!
www.PieItForward.com

NEW Home Mortgage Loan Limits
Effective October 1, 2011

Condo/Single:	\$ 465,750
2 Family:	\$ 596,250
3 Family:	\$ 720,700
4 Family:	\$ 895,700

Limits above for Cambridge and Somerville Zip Codes 02138, 02139, 02140, 02141, 02143, 02144 & 02145. Loan limits will vary by city/town check with Lender for details.

Questions? Jono Sexton, VP, NE Moves Mortgage, LLC
 Email: Jono.Sexton@nemoves.com Office: 617.864.4430

Welcome Home!

Exclusive Listings by Tamela Roche, Realtor®

Boston Globe Home of the Week!



12 Cudworth Street Medford
Commuter's Dream! Now \$489k
 Renovated Single Victorian ('07)
 1,806 +/- SqFt, 3 Living Levels
 3 Bedrooms, 1.5 Full Bath
 Plus Additional Study & Playroom
 Gleaming HW Floors, Recessed Light
 Central A/C, High Ceilings
 Delightful Back Deck, Yard & Garage

7 Gibbens Street Somerville
Queen Anne Victorian
 Offered for \$599k

2,475 +/- SqFt, 3 Living Levels
 4 Beds, 2 Full Bath, 2 Study
 High Ceilings, Newer Windows
 Refinished Hardwood Floors
 Black Granite Wood Fireplace
 Delightful Porch & Sun Room
 2 Car Garage w/ 2nd Level



1 Aberdeen Way #113 Cambridge
Designer 2-Level Loft \$419k
 Reconstructed 2005
 993 +/- SqFt, 2 Living Levels
 Soaring Ceiling Height Approx. 15'
 Private Master Bed & Bath 2nd Level
 Large Study & Guest Bath 1st Level
 In-Unit Washer/Dryer, Central Air
 Custom Cabinetry, Blinds & Storage
 1 Deeded Off-Street Parking
 Pet-Friendly Condo Association

1 Aberdeen Way #127
 Cambridge \$599k
Rare Corner Loft

Reconstructed 2005
 1,426 +/- SqFt, 2 Living Levels
 Soaring Ceiling Approx. 15'
 Private Master Bed & Bath
 Large Study & Guest Bath
 Central A/C, In-Unit Laundry
 2 Deeded Off-Street Parking
 Pet-Friendly Condo Assoc.



JUST SOLD!

For Open Houses & More Details: CambridgeAgents.com