



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

# Market Pulse December 2011

## Happy Holidays!

Thank you all for your generous support throughout the year to so many great organizations; especially those dear to my heart! With your support we helped provide a safe haven for homeless children at "Our Place" in Cambridge; less fortunate students in Cambridge strengthened their opportunities for higher education thanks to Breakthrough Cambridge and I shared the true joy of reading with children thanks to Everybody Wins! With your support Team Pie It Forward sold 921 Pies and raised \$25,645 - which means together we helped almost nineteen Community Servings Clients, their families and caregivers eat healthy meals for an entire year!

Thank You to all my Clients for your business and cheers to many celebrating a first holiday in their new home! Thank You to my business partners for excellent service and your teamwork helping Clients all year long.

Besides helping dreams of home come true, for me there is no greater joy than helping those who need it most. Thank You for helping brighten the world for others!

*Wishing you and your loved ones a very  
 Happy Hanukkah, Merry Christmas, a joyful  
 holiday season and a prosperous New Year!*

Tamela

## Welcome Home!

Exclusive Listings by Tamela Roche, Realtor®

### 7 Gibbens Street Somerville Queen Anne Victorian

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



**SOLD!**



**SOLD!**

### 12 Cudworth Street Medford Commuter's Dream!

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

## How's The Market?

Year-To-Date Analysis: November 30, 2011

By Tamela Roche, Realtor®

**Inventory:** The number of Cambridge Condo's sold increased 6% and number of Somerville Multi-Family sold increased 8% as compared to 2010. The overall number of homes listed for sale was down 6%-19% in 2011.

**Sale Prices:** In Cambridge, the average sale price for Condo's increased 1% and sale prices for Multi-Family increased 9%-10% while Single Family prices dropped 8%-9%. Average and median sale prices for all property types in Somerville increased 1%-19%.

**Average Days On Market:** Slight change in Cambridge of 1-3 days while Somerville properties remained on the market 1-3 weeks longer.

### Cambridge YTD 2010 - 2011

|                    | Total # | Average | Median     | Days       |     |
|--------------------|---------|---------|------------|------------|-----|
| <b>Condominium</b> | List    | Sold    | Sale Price | Sale Price | Mkt |
| 1.1-11.30.2010     | 1120    | 614     | \$ 491,546 | \$ 425,000 | 82  |
| 1.1-11.30.2011     | 1006    | 650     | \$ 497,920 | \$ 421,750 | 81  |
|                    | -10%    | +6%     | +1%        | -1%        | -1  |

### Single Family

|                |      |     |             |            |    |
|----------------|------|-----|-------------|------------|----|
| 1.1-11.30.2010 | 206  | 109 | \$1,158,660 | \$ 858,000 | 70 |
| 1.1-11.30.2011 | 179  | 107 | \$1,057,600 | \$ 789,000 | 73 |
|                | -13% | -2% | -9%         | -8%        | +3 |

### Multi-Family

|                |     |      |            |            |    |
|----------------|-----|------|------------|------------|----|
| 1.1-11.30.2010 | 108 | 61   | \$ 813,650 | \$ 710,000 | 71 |
| 1.1-11.30.2011 | 102 | 53   | \$ 892,734 | \$ 775,000 | 68 |
|                | -6% | -13% | +10%       | +9%        | -3 |

Provided by Tamela Roche, Realtor® Source: MLSPin® 12.16.2011

### Somerville YTD 2010 - 2011

|                    | Total # | Average | Median     | Days       |     |
|--------------------|---------|---------|------------|------------|-----|
| <b>Condominium</b> | List    | Sold    | Sale Price | Sale Price | Mkt |
| 1.1-11.30.2010     | 619     | 352     | \$ 377,007 | \$ 359,000 | 81  |
| 1.1-11.30.2011     | 565     | 332     | \$ 394,591 | \$ 367,500 | 87  |
|                    | -9%     | -6%     | +5%        | +2%        | +6  |

### Single Family

|                |      |      |            |            |     |
|----------------|------|------|------------|------------|-----|
| 1.1-11.30.2010 | 129  | 75   | \$ 460,935 | \$ 400,000 | 67  |
| 1.1-11.30.2011 | 104  | 57   | \$ 476,085 | \$ 475,000 | 89  |
|                | -19% | -24% | +3%        | +19%       | +22 |

### Multi-Family

|                |      |     |            |            |    |
|----------------|------|-----|------------|------------|----|
| 1.1-11.30.2010 | 253  | 132 | \$ 515,998 | \$ 506,500 | 74 |
| 1.1-11.30.2011 | 221  | 143 | \$ 528,168 | \$ 508,000 | 80 |
|                | -13% | +8% | +2%        | +1%        | +6 |

Provided by Tamela Roche, Realtor® Source: MLSPin® 12.16.2011



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**Tamela Roche, Realtor®**  
 Coldwell Banker Residential Brokerage  
 1730 Massachusetts Avenue, Cambridge MA 02138

**CambridgeAgents.com**

617.245.4072



Special Pie Delivery for ARIAD Pharmaceuticals, Inc.



Timothy P. Clackson, Ph.D, Chief Scientific Officer and President of Research & Development at ARIAD with Mike Bavuso, Our Official Pie Mover (on the right).



Thank You Leader Bank!



Sinful Pies for Patrick Dwyer & Associates!



Team Pie It Forward 2011

Special Thanks To Our Official Pie Mover!

[bigfootmoving.com](http://bigfootmoving.com)



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Team Advertising  
Support!



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December 7, 2011

[www.PieItForward.com](http://www.PieItForward.com)

## Team Pie It Forward Raises \$25,645 for Community Servings "Pie In The Sky" Cambridge, Massachusetts

Thanks to the generous support of family, friends, colleagues and clients, Team Pie It Forward sold 921 pies and raised \$25,645 for "Pie in the Sky" annual bake sale held by Community Servings. Beginning in late October to several days before Thanksgiving, "Pie In The Sky" raised a record-breaking total over \$538,000 with 15,000 pies sold by hundreds of volunteers.

Proud to be the #1 Pie-Selling Team for 2011, Pie It Forward members include: Tamela Roche, Mike Bavuso, Karen Coleman, Patrick Dwyer, Kathy Wentworth, Brian Jurgens, Margaret Kelley, Brooke Kavoojian, Joseph Aceto, Janet Picinich and Walker Christie.

Team Pie It Forward joined hundreds of volunteers to box pies at Pie Central and delivered pies to ARIAD Pharmaceuticals Inc., Cambridge Offset Printing, Meadhall, Leader Bank, The Appraisers Group, Advance Auto Center in Newton and Rockland, Sirois Electric Inc., Patriot Financial Group, Barkan Management at One First Condominiums and Porcini's thanks to the generosity of our "Official Pie Mover" Mike Bavuso, President of Big Foot Moving & Storage, Inc. who donated his crew and moving services delivering thousands of pies to our clients and pie pick-up locations in greater Boston.

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

For team details contact [tamela.roche@comcast.net](mailto:tamela.roche@comcast.net) or [www.PieItForward.com](http://www.PieItForward.com)  
For more details about Community Servings [www.Servings.org](http://www.Servings.org)

## Thank you for helping us Pie It Forward!



### Team Pie It Forward at "Pie Central" boxing thousands of pies!

Team Pie It Forward 2011:

Tamela Roche, Realtor®, Team Captain Mike Bavuso, Big Foot Moving & Storage, Inc.  
Karen Coleman, Advance Restaurant Finance Patrick F. Dwyer & Associates, LLC  
Kathy Wentworth, Leader Bank Brian Jurgens, W.T. Kenney Co.  
Margaret Kelley, Kelley Auctions Brooke Kavoojian, GB Kerkorian Partners, LLC  
Joseph Aceto, Janet Picinich Photography and Walker Christie

#### Special Thanks to our Pie Central Volunteers!

Rich McKee, Mary Dean, Diane Savarese, Gabriella Innella, Gia Rudolph-Savarese,  
Jenn Dwyer, Adam Goncalves, Caitlin Healey, Melissa Gravlin, Brendan Hall,  
Danielle McLaughlin, Nicole Kimborowicz and Greg Chick