

# GBAR

REAL ESTATE REWIND



Region I Metro	Total CC Properties Sold (2nd Q '11)	Difference from 2nd Q '10	Median Price (2ndQ)	Difference from 2nd Q '10	Average Days on Market (2nd Q '11)	Total Under Agreements (2nd Q '11)	Total CC on Market (2nd Q '11)	Difference from 2nd Q '10	Total CC Properties Sold (2nd Q '10)	Median Price (2nd Q)	Average Days on Market (2nd Q '10)	Total Under Agreements (2nd Q '10)	Total CC on Market (2nd Q '10)
Boston	1,098	-14.6%	\$386,750	7.7%	99	1,323	1,986	-12.4%	1,286	\$359,000	91	1,413	2,267
Brookline	172	-14.0%	\$485,000	2.2%	73	207	184	-10.2%	200	\$474,375	71	188	205
Cambridge	222	-1.3%	\$443,000	3.5%	70	283	284	-16.7%	225	\$428,000	74	259	341
Chelsea	22	-50.0%	\$140,000	-22.2%	199	34	64	-5.9%	44	\$180,000	139	39	68
Everett	9	-60.9%	\$170,000	-19.0%	80	14	27	-40.0%	23	\$210,000	86	18	45
Malden	25	-13.8%	\$202,000	10.4%	82	39	68	-11.7%	29	\$183,000	81	31	77
Medford	38	-33.3%	\$298,000	-8.2%	107	48	82	3.8%	57	\$324,700	71	56	79
Milton	2	-33.3%	\$409,300	19.0%	118	11	22	-12.0%	3	\$344,000	242	5	25
Newton	68	-29.2%	\$422,500	0.6%	103	93	154	-6.1%	96	\$420,000	128	90	164
Revere	23	-43.9%	\$153,000	-19.5%	97	30	51	-35.4%	41	\$190,000	121	45	79
Somerville	107	-25.2%	\$370,000	5.7%	73	133	173	-2.3%	143	\$350,000	64	121	177
Winthrop	10	-56.5%	\$247,000	5.1%	113	17	56	40.0%	23	\$235,000	133	16	40
<b>Region Total</b>	<b>1,796</b>	<b>-17.2%</b>			<b>101</b>	<b>2,232</b>	<b>3,151</b>	<b>-11.7%</b>	<b>2,170</b>		<b>108</b>	<b>2,281</b>	<b>3,567</b>
<b>GBREB Total</b>	<b>2,431</b>	<b>-17.1%</b>	<b>\$369,950</b>	<b>7.5%</b>	<b>103</b>	<b>2,960</b>	<b>4,648</b>	<b>-8.5%</b>	<b>2,933</b>	<b>\$344,000</b>	<b>98</b>	<b>3,104</b>	<b>5,079</b>
<b>State Total</b>	<b>4,202</b>	<b>-21.2%</b>	<b>\$285,000</b>	<b>5.9%</b>	<b>127</b>	<b>5,407</b>	<b>11,364</b>	<b>-7.5%</b>	<b>5,333</b>	<b>\$269,000</b>	<b>124</b>	<b>5,875</b>	<b>12,280</b>

<b>Region II North</b>	<b>Total CC Properties Sold (2nd Q '11)</b>	<b>Difference from 2nd Q '10</b>	<b>Median Price (2ndQ)</b>	<b>Difference from 2nd Q '10</b>	<b>Average Days on Market (2nd Q '11)</b>	<b>Total Under Agreements (2nd Q '11)</b>	<b>Total CC on Market (2nd Q '11)</b>	<b>Difference from 2nd Q '10</b>	<b>Total CC Properties Sold (2nd Q '10)</b>	<b>Median Price (2nd Q)</b>	<b>Average Days on Market (2nd Q '10)</b>	<b>Total Under Agreements (2nd Q '10)</b>	<b>Total CC on Market (2nd Q '10)</b>
Acton	21	-22.2%	\$264,000	28.8%	212	21	73	-12.0%	27	\$205,000	130	37	83
Arlington	63	-11.3%	\$370,000	-1.3%	73	87	76	-12.6%	71	\$375,000	46	70	87
Bedford	4	-55.6%	\$509,000	-6.1%	45	8	7	-36.4%	9	\$542,000	91	8	11
Belmont	26	-13.3%	\$455,000	27.6%	95	35	42	-6.7%	30	\$356,500	204	33	45
Boxboro	14	180.0%	\$92,000	13.8%	82	14	17	-19.0%	5	\$80,830	150	7	21
Burlington	9	-25.0%	\$353,000	-10.9%	76	12	18	50.0%	12	\$396,250	100	14	12
Concord	13	-13.3%	\$413,000	21.1%	107	22	31	24.0%	15	\$341,000	82	9	25
Hudson	13	-40.9%	\$154,000	-27.5%	238	18	51	-13.6%	22	\$212,500	249	19	59
Lexington	16	14.3%	\$631,000	21.5%	177	18	32	3.2%	14	\$519,500	124	21	31
Lincoln	4	33.3%	\$400,000	0.0%	289	3	11	-15.4%	3	\$400,000	55	1	13
Maynard	7	-41.7%	\$235,000	-0.1%	140	7	20	11.1%	12	\$235,200	209	9	18
Stow	6	-33.3%	\$381,000	0.0%	464	3	12	9.1%	9	\$381,000	196	9	11
Sudbury	8	-27.3%	\$534,000	-1.1%	150	9	29	20.8%	11	\$540,000	154	13	24
Waltham	57	-24.0%	\$298,000	-6.9%	97	56	99	-1.0%	75	\$320,000	74	72	100
Watertown	56	-34.9%	\$336,000	6.7%	112	60	80	-28.6%	86	\$315,000	94	83	112
Wayland	9	0.0%	\$559,000	17.7%	141	12	27	0.0%	9	\$475,000	461	11	27
Weston	3	50.0%	\$403,000	-58.2%	198	5	18	28.6%	2	\$964,000	148	5	14
Winchester	14	-30.0%	\$515,000	38.7%	104	17		39.0%	20	\$371,250	121	21	28
<b>Region Total</b>	<b>343</b>	<b>-20.6%</b>			<b>156</b>	<b>407</b>	<b>643</b>	<b>-10.8%</b>	<b>432</b>		<b>149</b>	<b>442</b>	<b>721</b>
<b>GBREB Total</b>	<b>2,431</b>	<b>-17.1%</b>	<b>\$369,950</b>	<b>7.5%</b>	<b>103</b>	<b>2,960</b>	<b>4,648</b>	<b>-8.5%</b>	<b>2,933</b>	<b>\$344,000</b>	<b>98</b>	<b>3,104</b>	<b>5,079</b>
<b>State Total</b>	<b>4,202</b>	<b>-21.2%</b>	<b>\$285,000</b>	<b>5.9%</b>	<b>127</b>	<b>5,407</b>	<b>11,364</b>	<b>-7.5%</b>	<b>5,333</b>	<b>\$269,000</b>	<b>124</b>	<b>5,875</b>	<b>12,280</b>

<b>Region III West</b>	<b>Total CC Properties Sold (2nd Q '11)</b>	<b>Difference from 2nd Q '10</b>	<b>Median Price (2ndQ)</b>	<b>Difference from 2nd Q '10</b>	<b>Average Days on Market (2nd Q '11)</b>	<b>Total Under Agreements (2nd Q '11)</b>	<b>Total CC on Market (2nd Q '11)</b>	<b>Difference from 2nd Q '10</b>	<b>Total CC Properties Sold (2nd Q '10)</b>	<b>Median Price (2nd Q)</b>	<b>Average Days on Market (2nd Q '10)</b>	<b>Total Under Agreements (2nd Q '10)</b>	<b>Total CC on Market (2nd Q '10)</b>
Ashland	24	-11.1%	\$238,000	-14.1%	110	30	51	6.3%	27	\$277,000	117	23	48
Dover	1	0.0%	\$800,000	162.3%	171	0	2	-60.0%	1	\$305,000	249	1	5
Framingham	23	-50.0%	\$102,000	-23.6%	110	21	70	-16.7%	46	\$133,500	143	39	84
Holliston	11	22.2%	\$385,000	600.0%	68	9	20	-16.7%	9	\$55,000	253	13	24
Hopkinton	12	20.0%	\$264,000	-18.1%	168	13	28	16.7%	10	\$322,500	234	18	24
Natick	53	-18.5%	\$410,000	9.6%	127	55	72	-30.8%	65	\$374,000	93	76	104
Needham	18	125.0%	\$481,000	-13.1%	108	17	20	-20.0%	8	\$553,500	53	18	25
Sherborn	1	N/A	\$200,000	N/A	224	1	4	33.3%	0	\$0	0	0	3
Wellesley	14	100.0%	\$663,000	3.6%	154	11	17	-26.1%	7	\$640,000	361	9	23
<b>Region Total</b>	<b>157</b>	<b>-9.2%</b>			<b>138</b>	<b>157</b>	<b>284</b>	<b>-16.5%</b>	<b>173</b>		<b>167</b>	<b>197</b>	<b>340</b>
<b>GBREB Total</b>	<b>2,431</b>	<b>-17.1%</b>	<b>\$369,950</b>	<b>7.5%</b>	<b>103</b>	<b>2,960</b>	<b>4,648</b>	<b>-8.5%</b>	<b>2,933</b>	<b>\$344,000</b>	<b>98</b>	<b>3,104</b>	<b>5,079</b>
<b>State Total</b>	<b>4,202</b>	<b>-21.2%</b>	<b>\$285,000</b>	<b>5.9%</b>	<b>127</b>	<b>5,407</b>	<b>11,364</b>	<b>-7.5%</b>	<b>5,333</b>	<b>\$269,000</b>	<b>124</b>	<b>5,875</b>	<b>12,280</b>

<b>Region IV South</b>	<b>Total CC Properties Sold (2nd Q '11)</b>	<b>Difference from 2nd Q '10</b>	<b>Median Price (2ndQ)</b>	<b>Difference from 2nd Q '10</b>	<b>Average Days on Market (2nd Q '11)</b>	<b>Total Under Agreements (2nd Q '11)</b>	<b>Total CC on Market (2nd Q '11)</b>	<b>Difference from 2nd Q '10</b>	<b>Total CC Properties Sold (2nd Q '10)</b>	<b>Median Price (2nd Q)</b>	<b>Average Days on Market (2nd Q '10)</b>	<b>Total Under Agreements (2nd Q '10)</b>	<b>Total CC on Market (2nd Q '10)</b>
Bellingham	12	-20.0%	\$204,000	-10.1%	134	16	35	25.0%	15	\$227,000	125	17	28
Canton	17	-5.6%	\$300,000	13.6%	142	23	48	-17.2%	18	\$264,000	97	23	58
Dedham	8	0.0%	\$247,000	34.2%	159	9	29	7.4%	8	\$184,000	100	7	27
Foxboro	10	25.0%	\$249,000	14.5%	74	11	12	-7.7%	8	\$217,500	175	10	13
Franklin	30	11.1%	\$220,000	-30.8%	266	34	86	-12.2%	27	\$318,000	178	34	98
Mansfield	17	41.7%	\$222,000	61.5%	143	15	32	-22.0%	12	\$137,500	58	13	41
Medfield	4	-42.9%	\$390,000	-29.1%	222	5	14	7.7%	7	\$550,000	135	6	13
Medway	6	-14.3%	\$220,000	-47.0%	110	5	16	45.5%	7	\$415,000	93	7	11
Millis	6	0.0%	\$194,000	-29.3%	197	6	17	-29.2%	6	\$274,250	101	7	24
Norfolk	3	-62.5%	\$360,000	-5.0%	87	4	13	0.0%	8	\$378,750	210	13	13
Norwood	8	-38.5%	\$194,000	-26.5%	172	12	44	120.0%	13	\$264,000	158	14	20
Sharon	3	-40.0%	\$390,000	169.0%	49	4	13	-23.5%	5	\$145,000	62	7	17
Walpole	8	-55.6%	\$303,000	30.3%	120	11	38	18.8%	18	\$232,500	152	21	32
Westwood	0	N/A	\$0	N/A	0	0	0	N/A	0	\$0	0	0	1
Wrentham	3	-50.0%	\$200,000	-7.4%	234	9	6	-40.0%	6	\$216,000	124	5	10
<b>Region Total</b>	<b>135</b>	<b>-14.6%</b>			<b>141</b>	<b>164</b>	<b>403</b>	<b>-0.7%</b>	<b>158</b>		<b>118</b>	<b>184</b>	<b>406</b>
<b>GBREB Total</b>	<b>2,431</b>	<b>-17.1%</b>	<b>\$369,950</b>	<b>7.5%</b>	<b>103</b>	<b>2,960</b>	<b>4,648</b>	<b>-8.5%</b>	<b>2,933</b>	<b>\$344,000</b>	<b>98</b>	<b>3,104</b>	<b>5,079</b>
<b>State Total</b>	<b>4,202</b>	<b>-21.2%</b>	<b>\$285,000</b>	<b>5.9%</b>	<b>127</b>	<b>5,407</b>	<b>11,364</b>	<b>-7.5%</b>	<b>5,333</b>	<b>\$269,000</b>	<b>124</b>	<b>5,875</b>	<b>12,280</b>