



Market Trends: Run Searches from Nov. 1, 2008 to Today To See Impact Of Sep. 2008 Credit Crunch

County Active Trends

11/1/08 - Today (Post Credit Crunch)



Property Type: Single Family

Price Range: \$0 - \$100,000,000

Prior Period: 11/1/07 - 5/21/08 Current Period: 11/1/08 - 5/21/09

Number of Active Properties					Median Asking Price				Days on Market		
County	Prior Period	Current Period	Unit Change	% Change	Prior Period	Current Period	Price Change	% Change	Prior Period	Current Period	% Change
Essex County, Ma	8486	7077	-1409	-16.6%	\$385,000	\$379,900	\$-5,100	-1.3%	194	149	-23.2%

Property Type: Condo

Price Range: \$0 - \$100,000,000

Prior Period: 11/1/07 - 5/21/08 Current Period: 11/1/08 - 5/21/09

Number of Active Properties					Median Asking Price				Days on Market		
County	Prior Period	Current Period	Unit Change	% Change	Prior Period	Current Period	Price Change	% Change	Prior Period	Current Period	% Change
Essex County, Ma	4980	3680	-1300	-26.1%	\$249,000	\$235,900	\$-13,100	-5.3%	235	179	-23.8%

Property Type: Multi-Family

Price Range: \$0 - \$100,000,000

Prior Period: 11/1/07 - 5/21/08 Current Period: 11/1/08 - 5/21/09

Number of Active Properties					Median Asking Price				Days on Market		
County	Prior Period	Current Period	Unit Change	% Change	Prior Period	Current Period	Price Change	% Change	Prior Period	Current Period	% Change
Essex County, Ma	3088	2176	-912	-29.5%	\$280,000	\$199,900	\$-80,100	-28.6%	186	141	-24.2%

County UAG Trends

11/1/08 - Today (Post Credit Crunch)



Property Type: Single Family

Prior Period: 11/1/07 - 5/21/08 Current Period: 11/1/08 - 5/21/09

Number of Properties U/A					Median Asking Price				Days on Market		
County	Prior Period	Current Period	Unit Change	% Change	Prior Period	Current Period	Price Change	% Change	Prior Period	Current Period	% Change
Essex County, Ma	2200	2066	-134	-6.1%	\$360,000	\$299,900	\$-60,100	-16.7%	109	106	-2.8%

Property Type: Condo

Prior Period: 11/1/07 - 5/21/08 Current Period: 11/1/08 - 5/21/09

Number of Properties U/A					Median Asking Price				Days on Market		
County	Prior Period	Current Period	Unit Change	% Change	Prior Period	Current Period	Price Change	% Change	Prior Period	Current Period	% Change
Essex County, Ma	1024	888	-136	-13.3%	\$239,900	\$199,900	\$-40,000	-16.7%	143	146	2.1%

Property Type: Multi-Family

Prior Period: 11/1/07 - 5/21/08 Current Period: 11/1/08 - 5/21/09

Number of Properties U/A					Median Asking Price				Days on Market		
County	Prior Period	Current Period	Unit Change	% Change	Prior Period	Current Period	Price Change	% Change	Prior Period	Current Period	% Change
Essex County, Ma	526	936	410	77.9%	\$229,900	\$169,900	\$-60,000	-26.1%	101	96	-5.0%

County Sales Trends

11/1/08 - Today (Post Credit Crunch)



Property Type: Single Family

Prior Period: 11/1/07 - 5/20/08 Current Period: 11/1/08 - 5/20/09

Number of Properties Sold					Median Sale Price				Days on Market		
County	Prior Period	Current Period	Unit Change	% Change	Prior Period	Current Period	Price Change	% Change	Prior Period	Current Period	% Change
Essex County, Ma	1894	1664	-230	-12.1%	\$350,000	\$290,000	\$-60,000	-17.1%	111	108	-2.7%

Property Type: Condo

Prior Period: 11/1/07 - 5/20/08 Current Period: 11/1/08 - 5/20/09

Number of Properties Sold					Median Sale Price				Days on Market		
County	Prior Period	Current Period	Unit Change	% Change	Prior Period	Current Period	Price Change	% Change	Prior Period	Current Period	% Change
Essex County, Ma	908	675	-233	-25.7%	\$230,000	\$186,500	\$-43,500	-18.9%	146	137	-6.2%

Property Type: Multi-Family

Prior Period: 11/1/07 - 5/20/08 Current Period: 11/1/08 - 5/20/09

Number of Properties Sold					Median Sale Price				Days on Market		
County	Prior Period	Current Period	Unit Change	% Change	Prior Period	Current Period	Price Change	% Change	Prior Period	Current Period	% Change
Essex County, Ma	399	691	292	73.2%	\$225,000	\$165,000	\$-60,000	-26.7%	106	95	-10.4%
	399	691	292	73.2%	\$225,000	\$165,000	\$-60,000	-26.7%	106	95	-10.4%

County SF Inventory - 11.7 Month



Months of Inventory by Price Band

Property Type: Single Family
Counties: Essex County, MA

Price Band	Active Listings			Sold Listings 11/1/2008 - 5/21/2009			Sales Per Month	Months of Inventory
	# Listings	% Total	DOM	# Listings	% Total	DOM		
\$1,100 - \$49,999	10	0.36%	1066	21	1.26%	91	3.0	3.3
\$50,000 - \$99,999	37	1.33%	578	58	3.49%	87	8.3	4.5
\$100,000 - \$149,999	55	1.97%	173	114	6.85%	101	16.3	3.4
\$150,000 - \$199,999	123	4.41%	139	178	10.70%	92	25.4	4.8
\$200,000 - \$249,999	208	7.46%	117	236	14.18%	101	33.7	6.2
\$250,000 - \$299,999	296	10.61%	111	264	15.87%	97	37.7	7.8
\$300,000 - \$349,999	257	9.21%	105	180	10.82%	110	25.7	10.0
\$350,000 - \$399,999	258	9.25%	121	148	8.89%	105	21.1	12.2
\$400,000 - \$449,999	188	6.74%	106	100	6.01%	110	14.3	13.2
\$450,000 - \$499,999	206	7.39%	126	72	4.33%	111	10.3	20.0
\$500,000 - \$599,999	297	10.65%	157	99	5.95%	121	14.1	21.0
\$600,000 - \$699,999	192	6.88%	162	75	4.51%	152	10.7	17.9
\$700,000 - \$799,999	147	5.27%	137	34	2.04%	137	4.9	30.3
\$800,000 - \$899,999	107	3.84%	167	32	1.92%	121	4.6	23.4
\$900,000 - \$999,999	68	2.44%	146	16	0.96%	142	2.3	29.8
\$1,000,000 - \$1,499,999	152	5.45%	159	20	1.20%	117	2.9	53.2
\$1,500,000 - \$1,999,999	84	3.01%	199	9	0.54%	141	1.3	65.3
\$2,000,000 - \$2,499,999	29	1.04%	217	2	0.12%	18	0.3	101.5
\$2,500,000 - \$2,999,999	29	1.04%	285	1	0.06%	74	0.1	203.0
\$3,000,000 - \$3,499,999	16	0.57%	179	1	0.06%	714	0.1	112.0
\$3,500,000 - \$3,999,999	12	0.43%	224	0	0.00%	0	0.0	no sales
\$4,000,000 - \$4,499,999	3	0.11%	490	1	0.06%	210	0.1	21.0
\$4,500,000 - \$4,999,999	4	0.14%	352	0	0.00%	0	0.0	no sales

County CC Inventory - 15.6 Months



Months of Inventory by Price Band

Property Type: Condo
Counties: Essex County, MA

Price Band	Active Listings			Sold Listings 11/1/2008 - 5/21/2009			Sales Per Month	Months of Inventory
	# Listings	% Total	DOM	# Listings	% Total	DOM		
\$1,100 - \$49,999	10	0.66%	422	45	6.67%	94	6.4	1.6
\$50,000 - \$99,999	88	5.84%	143	84	12.44%	96	12.0	7.3
\$100,000 - \$149,999	118	7.83%	137	103	15.26%	116	14.7	8.0
\$150,000 - \$199,999	290	19.24%	148	136	20.15%	127	19.4	14.9
\$200,000 - \$249,999	223	14.80%	131	124	18.37%	169	17.7	12.6
\$250,000 - \$299,999	246	16.32%	136	75	11.11%	176	10.7	23.0
\$300,000 - \$349,999	177	11.75%	178	44	6.52%	180	6.3	28.2
\$350,000 - \$399,999	100	6.64%	255	14	2.07%	81	2.0	50.0
\$400,000 - \$449,999	53	3.52%	176	17	2.52%	148	2.4	21.8
\$450,000 - \$499,999	47	3.12%	163	8	1.19%	117	1.1	41.1
\$500,000 - \$599,999	70	4.64%	215	11	1.63%	92	1.6	44.5
\$600,000 - \$699,999	37	2.46%	170	4	0.59%	19	0.6	64.8
\$700,000 - \$799,999	26	1.73%	254	7	1.04%	356	1.0	26.0
\$800,000 - \$899,999	8	0.53%	150	1	0.15%	91	0.1	56.0
\$900,000 - \$999,999	3	0.20%	71	1	0.15%	66	0.1	21.0
\$1,000,000 - \$1,499,999	9	0.60%	181	1	0.15%	123	0.1	63.0
\$1,500,000 - \$1,999,999	2	0.13%	111	0	0.00%	0	0.0	no sales
	1507	100%	162	675	100%	136	96.4	15.6

If there is no data in a price band, the price band is not displayed.

County MF Inventory - 5.2 Months



Months of Inventory by Price Band

Property Type: Multi-Family

Counties: Essex County, MA

Price Band	Active Listings			Sold Listings 11/1/2008 - 5/21/2009			Sales Per Month	Months of Inventory
	# Listings	% Total	DOM	# Listings	% Total	DOM		
\$25,000 - \$49,999	1	0.20%	151	9	1.30%	115	1.3	0.8
\$50,000 - \$99,999	16	3.14%	182	94	13.60%	92	13.4	1.2
\$100,000 - \$149,999	67	13.14%	133	171	24.75%	83	24.4	2.7
\$150,000 - \$199,999	89	17.45%	154	198	28.65%	87	28.3	3.1
\$200,000 - \$249,999	64	12.55%	143	111	16.06%	96	15.9	4.0
\$250,000 - \$299,999	60	11.76%	152	56	8.10%	134	8.0	7.5
\$300,000 - \$349,999	55	10.78%	157	24	3.47%	85	3.4	16.0
\$350,000 - \$399,999	47	9.22%	144	8	1.16%	121	1.1	41.1
\$400,000 - \$449,999	20	3.92%	143	5	0.72%	104	0.7	28.0
\$450,000 - \$499,999	19	3.73%	149	2	0.29%	199	0.3	66.5
\$500,000 - \$599,999	20	3.92%	162	6	0.87%	139	0.9	23.3
\$600,000 - \$699,999	16	3.14%	194	2	0.29%	299	0.3	56.0
\$700,000 - \$799,999	9	1.76%	178	1	0.14%	175	0.1	63.0
\$800,000 - \$899,999	8	1.57%	125	3	0.43%	172	0.4	18.7
\$900,000 - \$999,999	5	0.98%	165	0	0.00%	0	0.0	no sales
\$1,000,000 - \$1,499,999	8	1.57%	181	1	0.14%	64	0.1	56.0
\$1,500,000 - \$1,999,999	1	0.20%	38	0	0.00%	0	0.0	no sales
\$2,000,000 - \$2,499,999	3	0.59%	52	0	0.00%	0	0.0	no sales
\$2,500,000 - \$2,999,999	2	0.39%	637	0	0.00%	0	0.0	no sales
	510	100%	152	691	100%	95	98.7	5.2

If there is no data in a price band, the price band is not displayed.



County Property Type As % Of Total YTD Sales

Property Type	Units	% Units	\$ Volume Millions	% Volume
Single Family	2192	52.6%	\$787	66.5%
Multi Family	922	22.2%	\$164	13.9%
Condo	894	21.5%	\$178	15.0%
Commercial	96	2.3%	\$40	3.4%
Land	58	1.4%	\$15	1.2%
Total YTD 4/8/2009	4,162	100.0%	\$1,184	100.0%

Today's Strategy For Buyers



- ✓ Market is hot at lower price point
- ✓ Good Trade-up opportunities - slow inventory
- ✓ Interest rate at record lows
- ✓ Very favorable time to sell and trade up

Today's Strategy For Sellers

- ✓ List at most competitive price possible

Today's Strategy For Agents

- ✓ Education - Excel as a professional