



Charles River Properties LLC

Lexington, MA

REPORT FOR 6/12/2021

Single-Family Homes



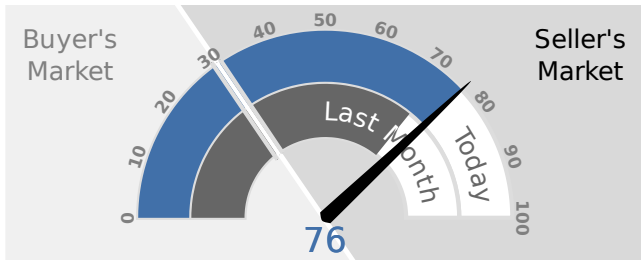
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Charles River Properties LLC, also doing business as Watch City Real Estate, is a licensed Massachusetts real estate broker, license #9043. Offices in Newton and Cambridge. Main office, 113 Adams Street, Suite 2, Newton MA 02458, 781.899.5300

This week the median list price for Lexington, MA is \$1,897,450 with the market action index hovering around 76. This is an increase over last month's market action index of 72. Inventory has decreased to 36.

MARKET ACTION INDEX

This answers "How's the Market?" by comparing rate of sales versus inventory.



Strong Seller's Market

Home sales have been exceeding new inventory for several weeks. However prices have not yet stopped falling. Since the market is already in the Seller's zone, expect prices to level off very soon. Should the sales trend continue expect that prices could climb from there.

REAL-TIME MARKET PROFILE

Median List Price		\$1,897,450
Median Price of New Listings		\$1,249,000
Per Square Foot		\$457
Average Days on Market		80
Median Days on Market		18
Price Decreased		8%
Price Increased		3%
Relisted		3%
Inventory		36
Median Rent		\$4,150
Market Action		76

Strong Seller's Market

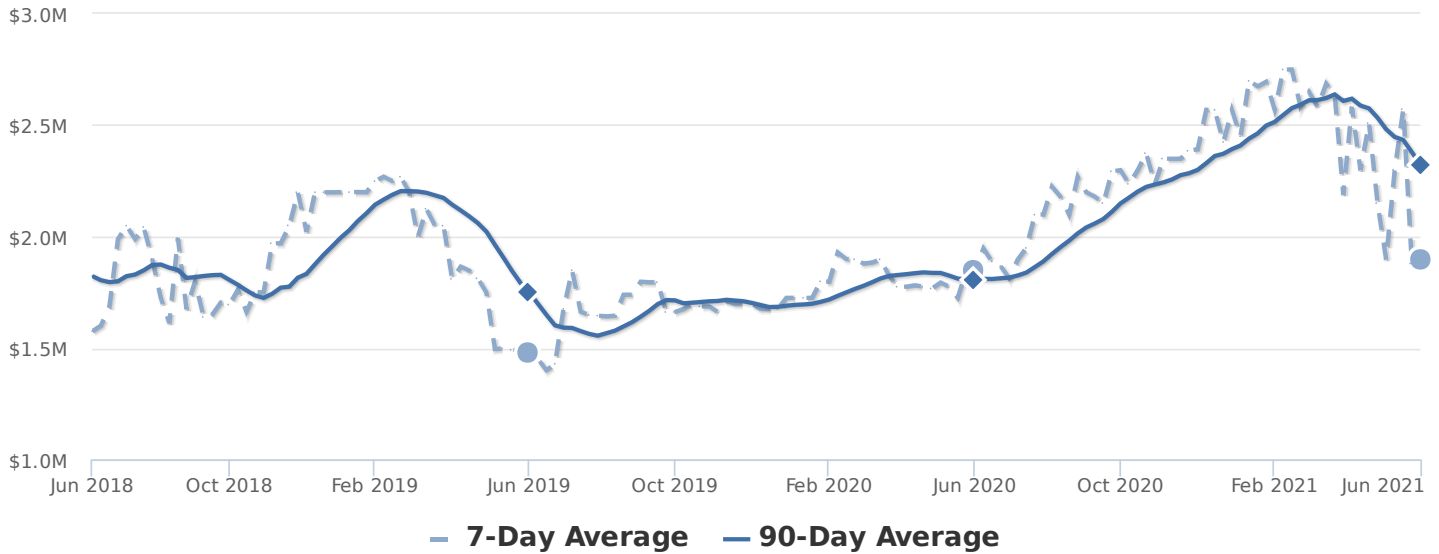
MARKET SEGMENTS

Each segment below represents approximately 25% of the market ordered by price.

Median Price	Sq. Ft.	Lot Size	Beds	Bath	Age	New	Absorbed	DOM
\$3,645,000	7,400	0.5 - 1 acre	6	6	1	0	0	189
\$2,595,000	5,600	0.25 - 0.5 acre	5	6	0	1	1	84
\$1,590,000	3,324	0.5 - 1 acre	4	2	48	5	5	0
\$1,075,000	2,355	0.25 - 0.5 acre	4	2	68	6	7	0

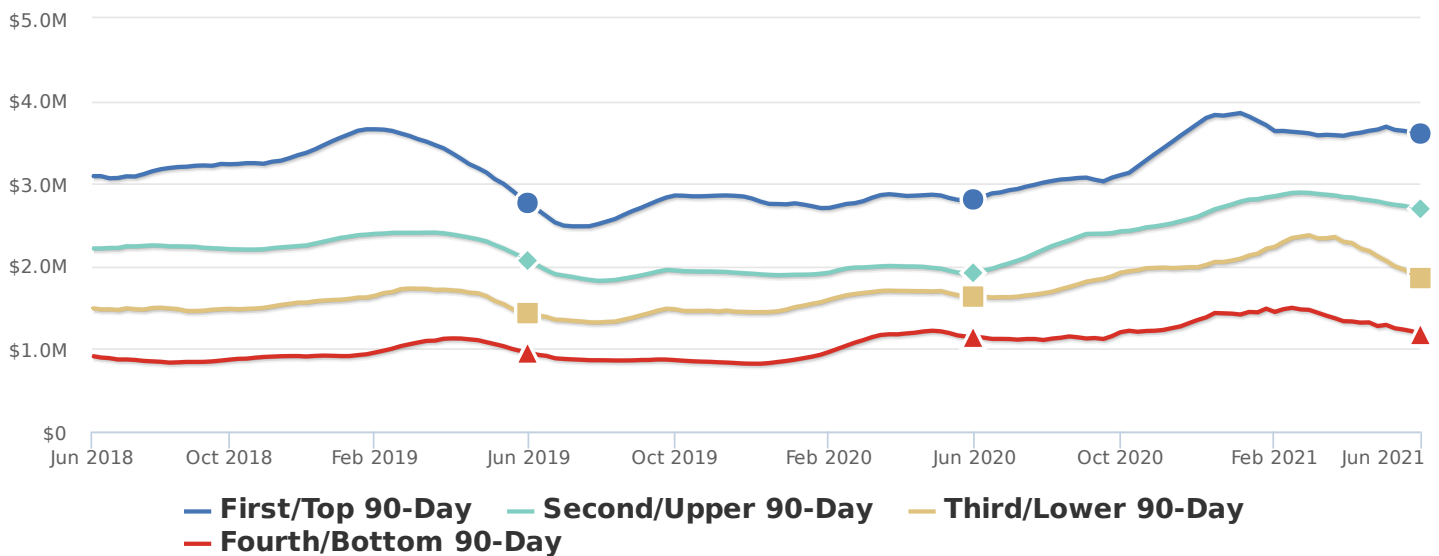
MEDIAN LIST PRICE

Again this week we see a downward notch for prices. Pricing has been weak in recent weeks and versus their absolute-high levels. The Market Action Index is a good leading indicator for the durability of this trend.



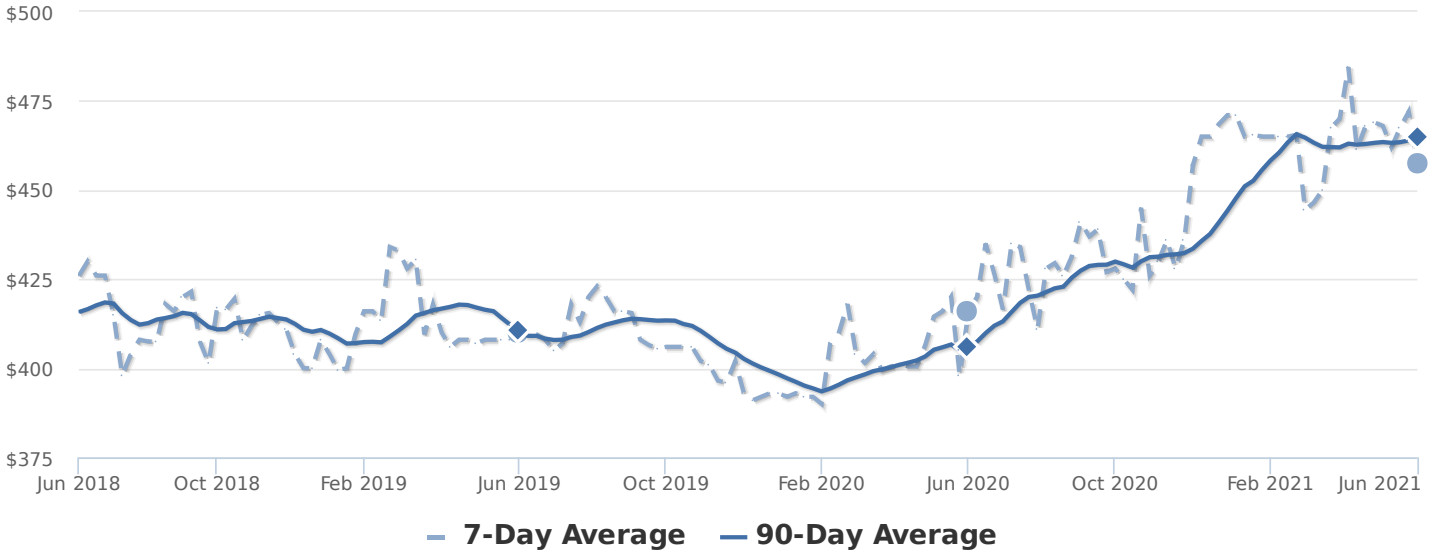
SEGMENTS

While prices in the upper half of the market has shown essentially mixed pricing lately, the lower half of the market is trending lower. Quartiles 3 and 4 have been in price decline in recent weeks, with Quartiles 1 and 2 remaining basically flat. Look to the Market Action Index as a leading indicator of the bottom of the market.



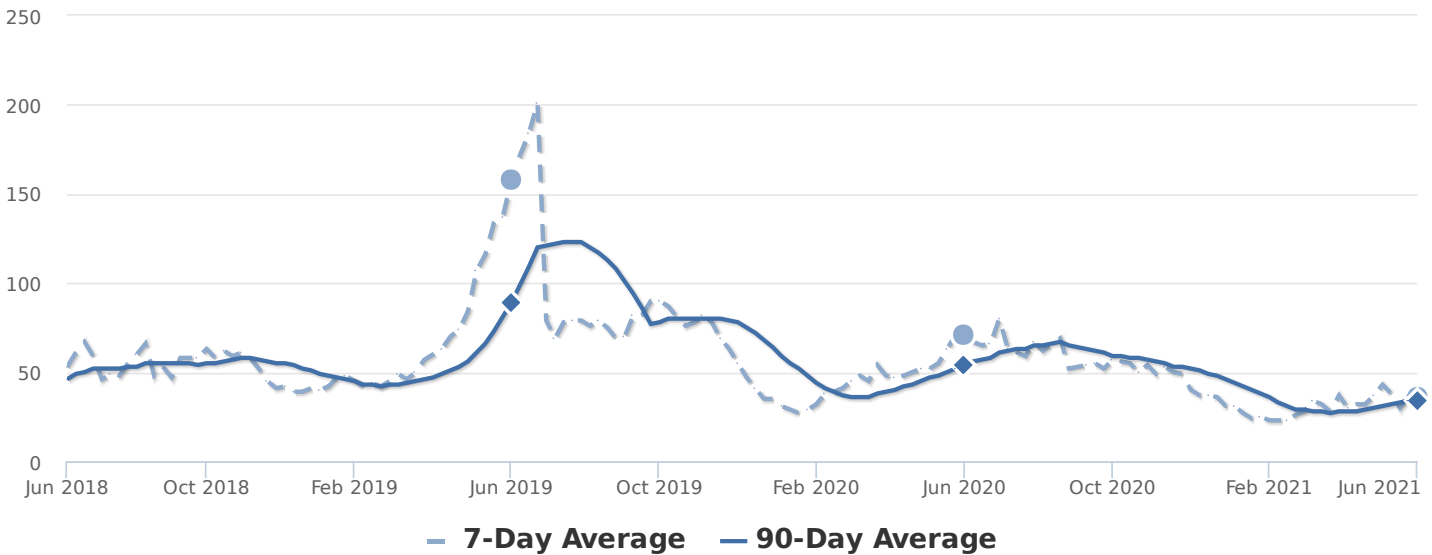
PRICE PER SQUARE FOOT

Despite recently falling prices, the price per square foot has stayed reasonably flat. This implies that there's a portion of the market being priced at a premium. You can investigate this condition in the quartile details.



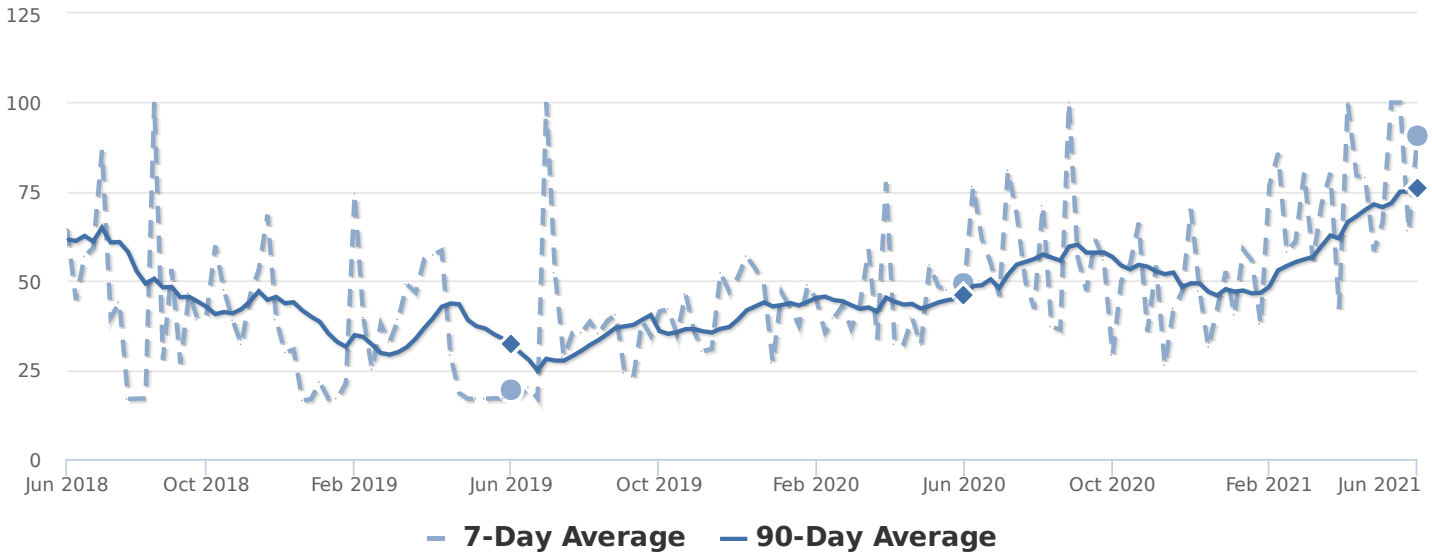
INVENTORY

Inventory has been climbing lately. Note that rising inventory alone does not signal a weakening market. Look to the Market Action Index and Days on Market trends to gauge whether buyer interest is keeping up with available supply.



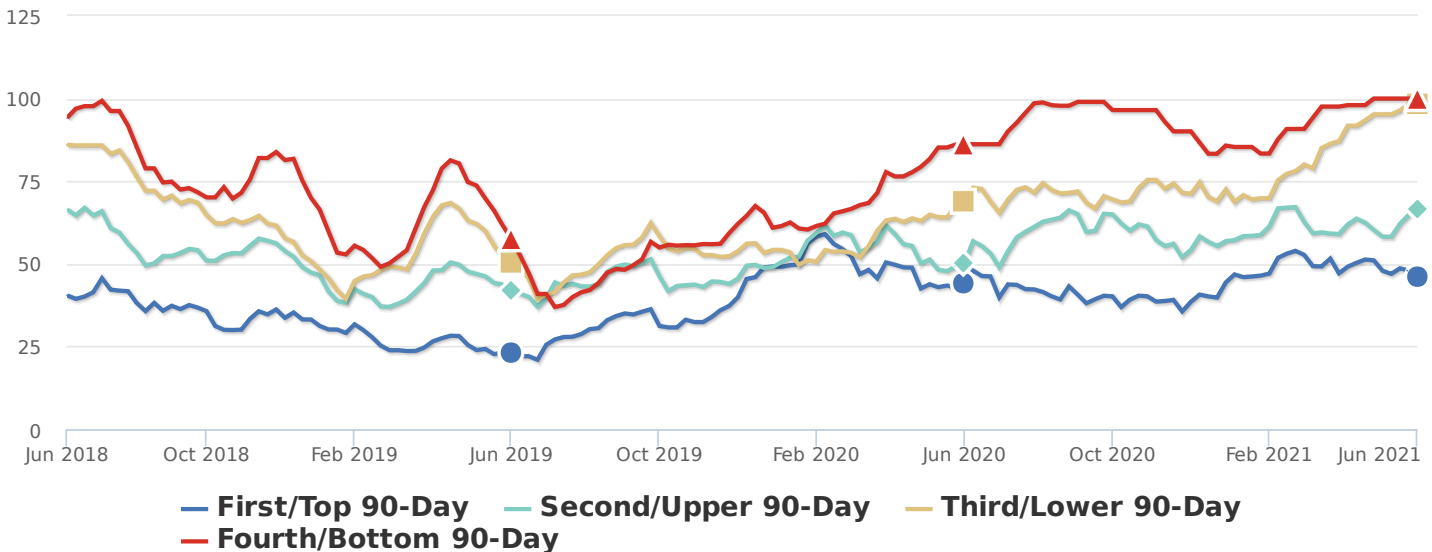
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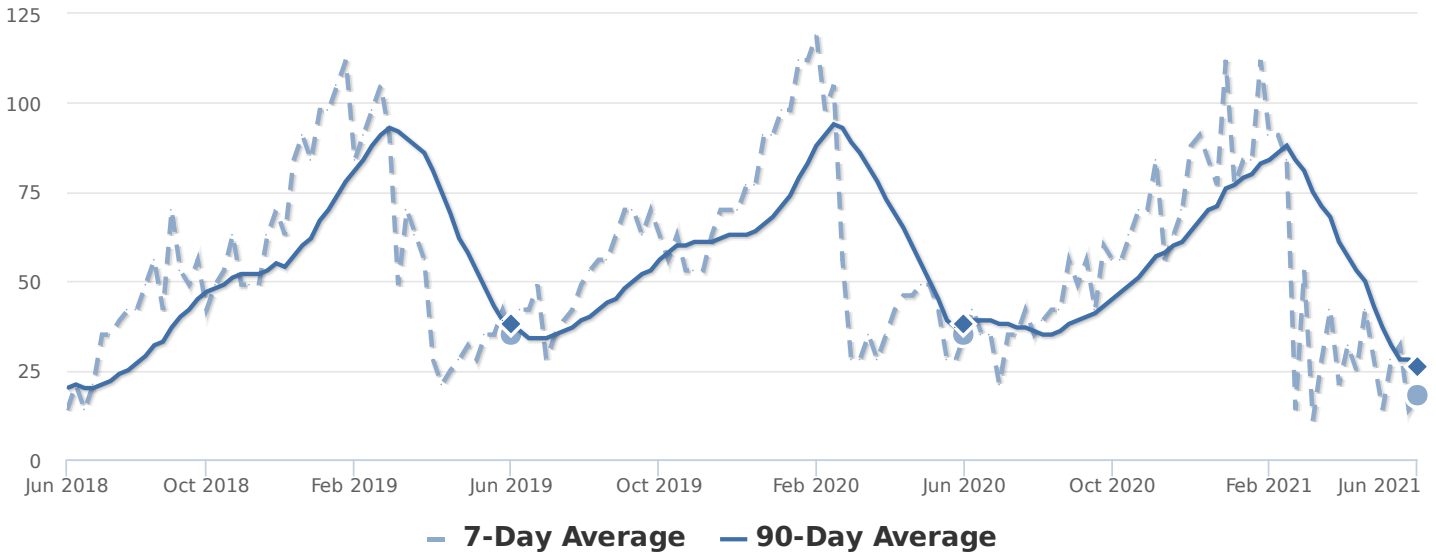
MARKET ACTION SEGMENTS

Not surprisingly, all segments in the market are showing high levels of demand. Watch the quartiles for changes before the whole market changes. Often one end of the market (e.g. the high-end) will weaken before the rest of the market and signal a slowdown for the whole group.



MEDIAN DAYS ON MARKET (DOM)

The properties have been on the market for an average of 80 days. Half of the listings have come newly on the market in the past 26 or so days. Watch the 90-day DOM trend for signals of a changing market.



SEGMENTS

It is not uncommon for the higher priced homes in an area to take longer to sell than those in the lower quartiles.

