



Charles River Properties LLC

Watertown, MA

REPORT FOR 6/12/2021

Condos/Townhomes



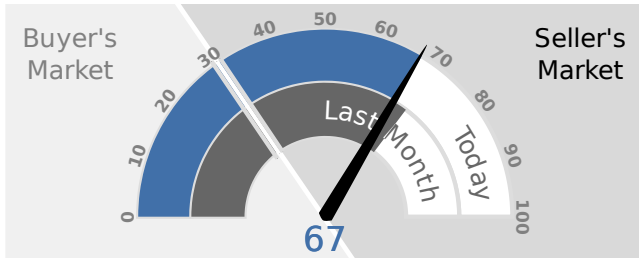
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Charles River Properties LLC, also doing business as Watch City Real Estate, is a licensed Massachusetts real estate broker, license #9043. Offices in Newton and Cambridge. Main office, 113 Adams Street, Suite 2, Newton MA 02458, 781.899.5300

This week the median list price for Watertown, MA is \$624,500 with the market action index hovering around 67. This is less than last month's market action index of 71. Inventory has increased to 28.

MARKET ACTION INDEX

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



Strong Seller's Market

The market has started cooling and prices have been flat for several weeks. Since we're in the Seller's zone, watch for changes in MAI. If the MAI resumes its climb, prices will likely follow suit. If the MAI drops consistently or falls into the Buyer's zone, watch for downward pressure on prices.

REAL-TIME MARKET PROFILE

Median List Price		\$624,500
Median Price of New Listings		\$695,000
Per Square Foot		\$483
Average Days on Market		71
Median Days on Market		28
Price Decreased		32%
Price Increased		0%
Relisted		4%
Inventory		28
Median Rent		\$2,423
Market Action		67

Strong Seller's Market

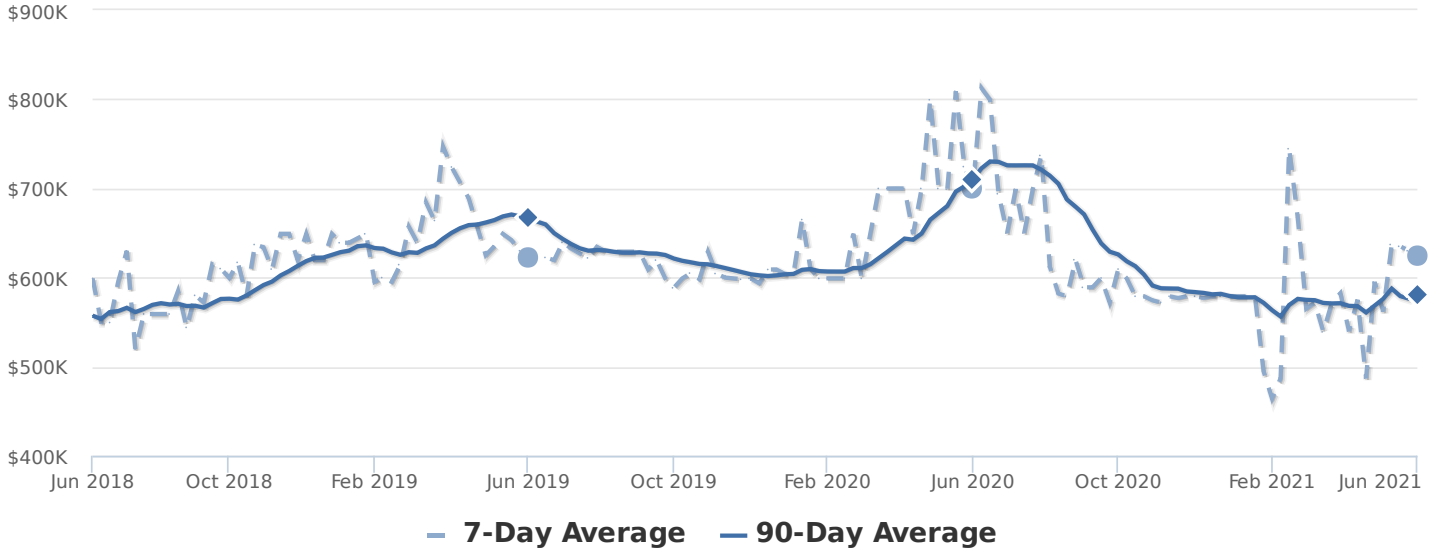
MARKET SEGMENTS

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

Median Price	Sq. Ft.	Lot Size	Beds	Bath	Age	New	Absorbed	DOM
\$899,900	1,883	4,500 - 6,500 sqft	3	2	71	1	1	28
\$695,000	1,438	6,500 - 8,000 sqft	2	2	40	2	2	14
\$579,000	1,100	10 - 20 acres	2	2	40	2	0	21
\$419,000	765	-	1	1	48	0	1	105

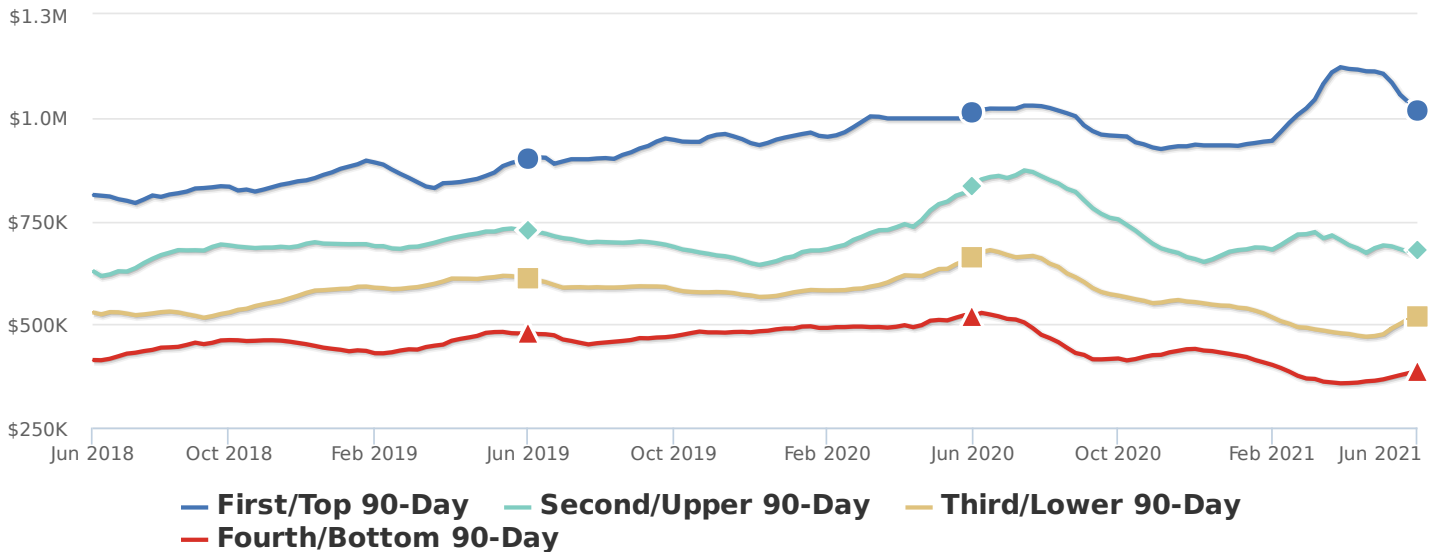
MEDIAN LIST PRICE

The market seems to have paused around this plateau. The Market Action Index is a good leading indicator for the durability of this trend.



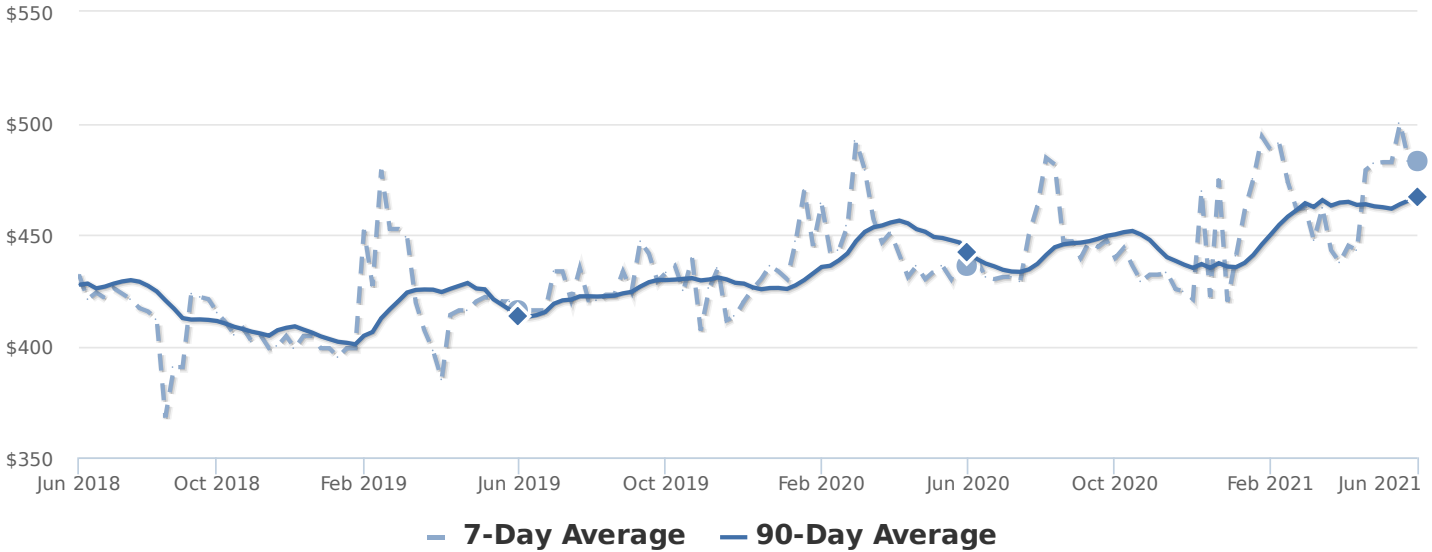
SEGMENTS

Pricing in the upper-half of the market (Quartiles 1 and 2) has been showing weakness recently while prices in the lower-half have remained strong. Quartiles 3 and 4 have been increasing in the last few weeks. These convergent trends cannot continue indefinitely, so look to the Market Action Index Quartile breakdown to see which group will change direction.



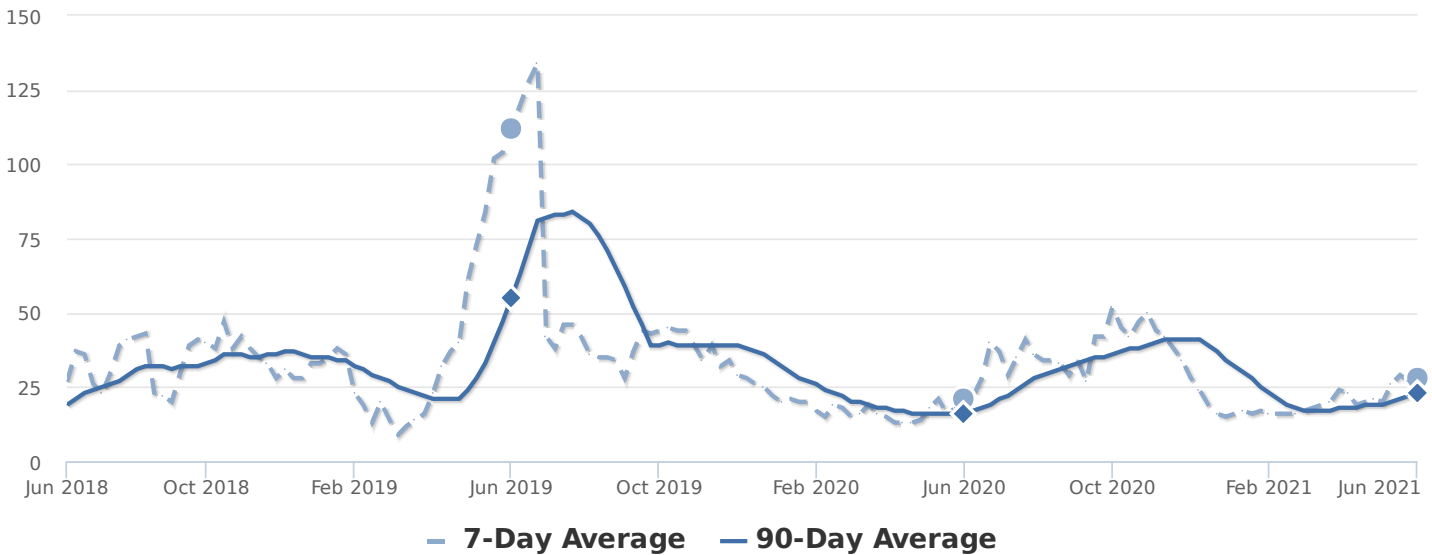
PRICE PER SQUARE FOOT

The market plateau is seen across the price and value. The price per square foot and median list price have both been reasonably stagnant. Watch the Market Action Index for persistent changes as a leading indicator before the market moves from these levels.



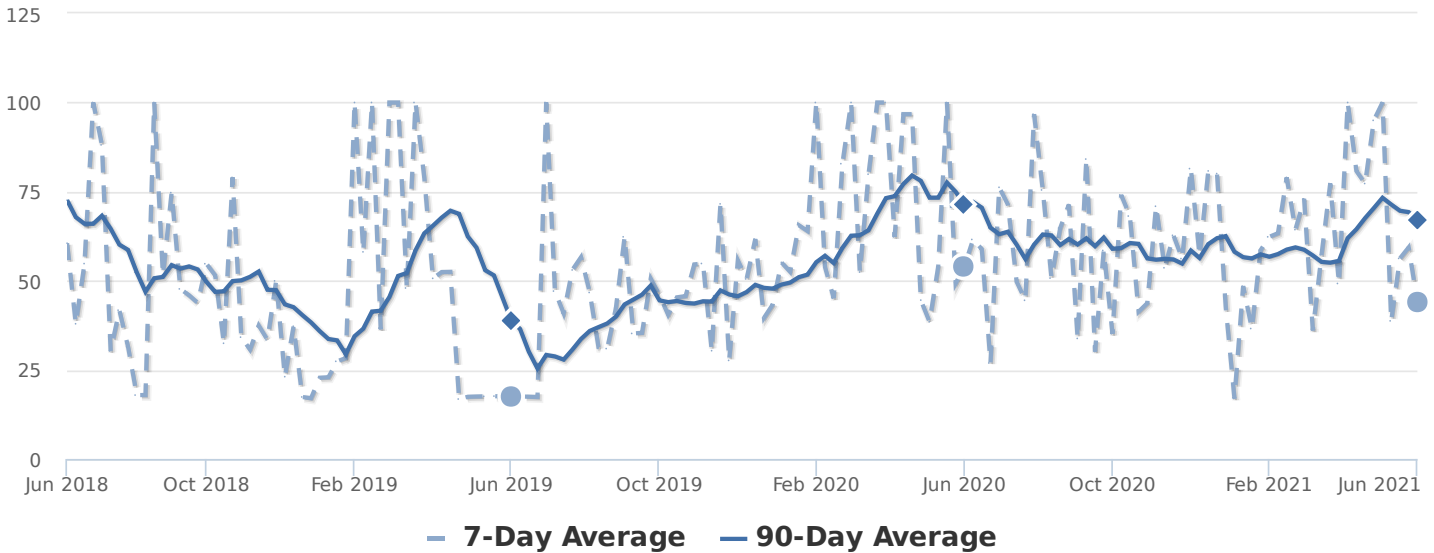
INVENTORY

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.



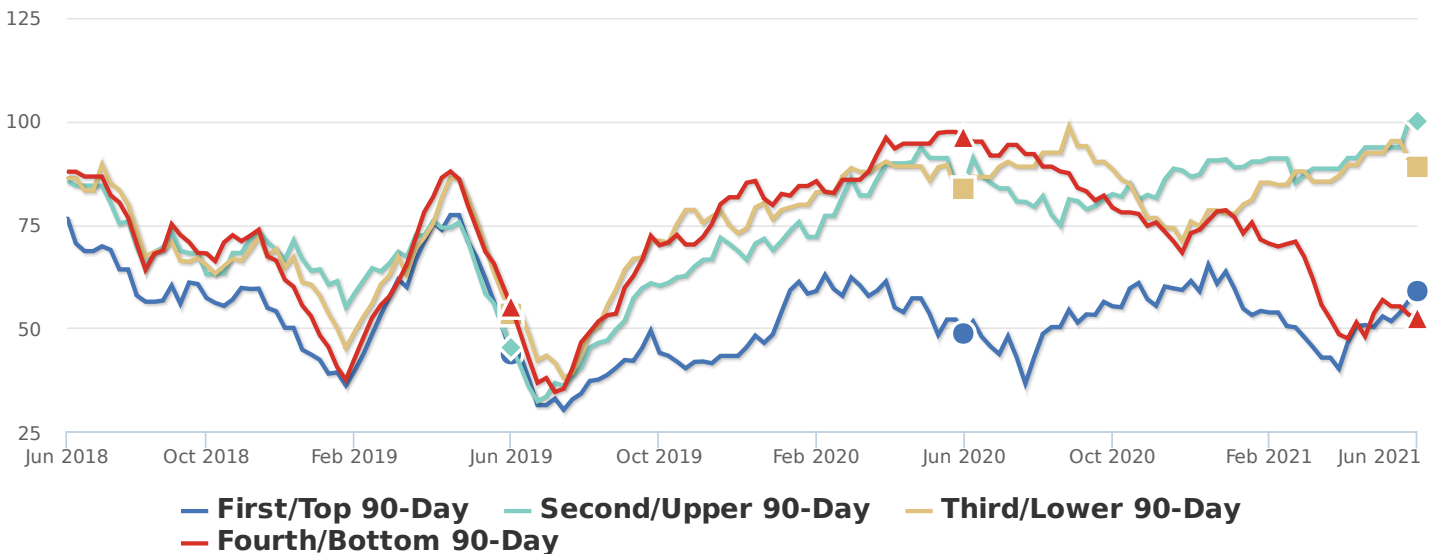
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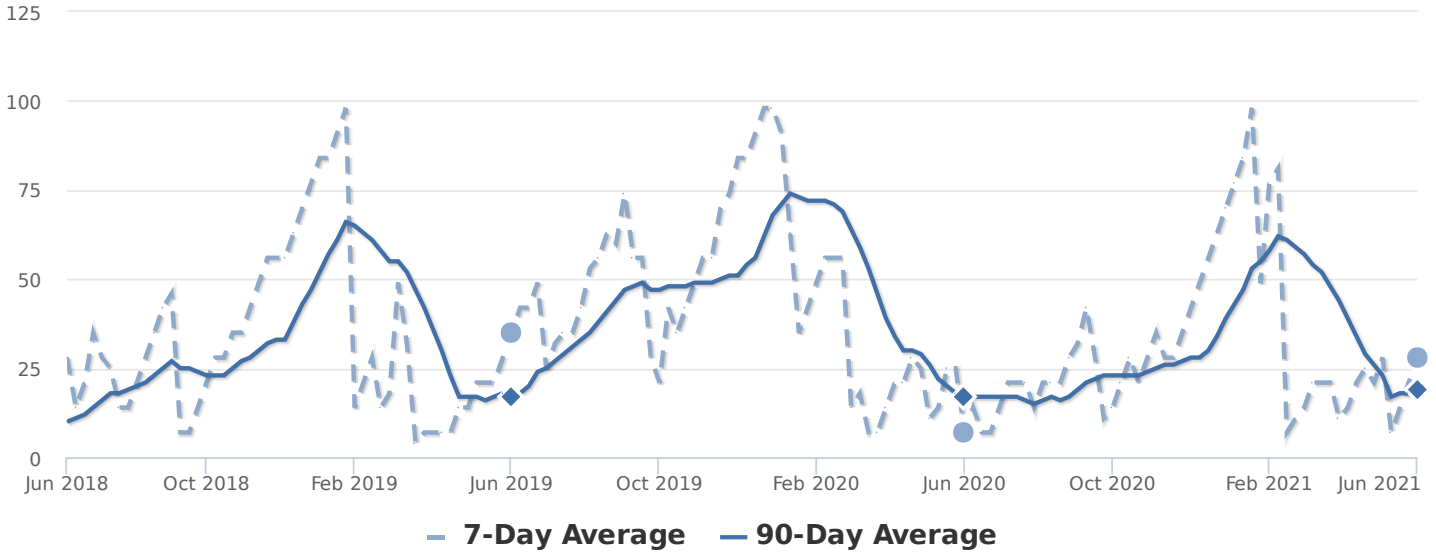
MARKET ACTION SEGMENTS

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 68 days. Half of the listings have come newly on the market in the past 19 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.

