

As Prepared by 02038.com

The Franklin Real Estate Reporter



MARKET TRENDS IN
FRANKLIN, MA

AND ACROSS THE BAY STATE IN 2012

Warren Reynolds, Esq., GRI, e-Pro
Century 21 Commonwealth
Warren@02038.com
508-613-2889



02038.com



2012 Franklin Antique Home Market Update

Your guide to the
antique home market in Franklin, MA

Warren Reynolds, Esq., GRI, e-Pro ♦ Century 21 Commonwealth, Franklin, MA ♦ 508-613-2889

The Franklin Real Estate Reporter



MARKET TRENDS IN
FRANKLIN, MA

AND ACROSS THE BAY STATE IN 2012

Warren Reynolds, Esq., GRI, e-Pro
Century 21 Commonwealth
Warren@02038.com
508-613-2889



2012 market summary and 2013 outlook

Massachusetts single-family home sales rose 22% in 2012 as tracked by MLS-PIN, the dominant MLS in MA. This was the largest year-over-year percentage increase in home sales volume in the Bay State for decades. In 2012, Massachusetts experienced 12 consecutive monthly gains in home sales activity, demonstrating a durable market recovery.

Home prices up marginally

The median price of MA single-family homes sold in 2012 on MLS-PIN rose fractionally to \$295,000, up from \$293,500 a year earlier. Near the end of the year, Greater Boston home prices as gauged by the seasonally adjusted Case-Shiller Index were up 3.4% over their 2009 lows. The rise in MA home values in 2012 was modest but encouraging.

Franklin, MA market active

Single family home sales activity in the local Franklin, MA market increased during 2012. Franklin home sales volume rose 7% over year-ago levels. The median sale price in Franklin rose 4.1% for the year.

Antique home sales in Franklin

Sometimes statistics can be misleading. The lower price range of the antique home market in Franklin in 2012 was dominated by distress sales of small, neglected properties. These short sales and foreclosures caused the median sale price for Franklin antiques to slip 5.3% for the year. This dreary statistic does not accurately represent the current market value of most antique homes in town. Annual sales volume of antiques in Franklin has held fairly steady for several years, indicating durable demand for antique homes in this prime I-495 community.

If you are thinking of moving in 2013

With 2012 having seen such an overwhelming surge in home sales activity across MA, is 2013 a smart year to make a move? If you are thinking of buying or selling a home this year, take into consideration the following:

Mortgage rates are currently so low as to be the fundamental driver of your decision making. Today's historically low cost of borrowing presents a once in a lifetime opportunity to dramatically improve your housing situation in ways that may not be affordable once rates rise - and rates will rise at some point in the future, perhaps without warning!

Pent up buyer demand continues to buoy the market as evidenced by a surge in sales in the final months of 2012. The inventory of available homes in December 2012 was the lowest in the last 3 years. This makes selling a home much easier (and may increase your target selling price).

Home prices are stable to trending higher. MA home values were up only marginally in 2012. But MA prices did not fall during the 2007-2009 financial crises nearly as much as the 40% - 60% declines experienced in other US regions. That's why we may see continued modest price appreciation in 2013; a dramatic upswing in MA home values in the near term seems an unwarranted expectation.

Contact me to get expert advice on your best housing options and to discuss what winning home marketing strategies are best suited for you and your home. Here's to a happy, healthy and prosperous 2013!

Warren

The Franklin Real Estate Reporter



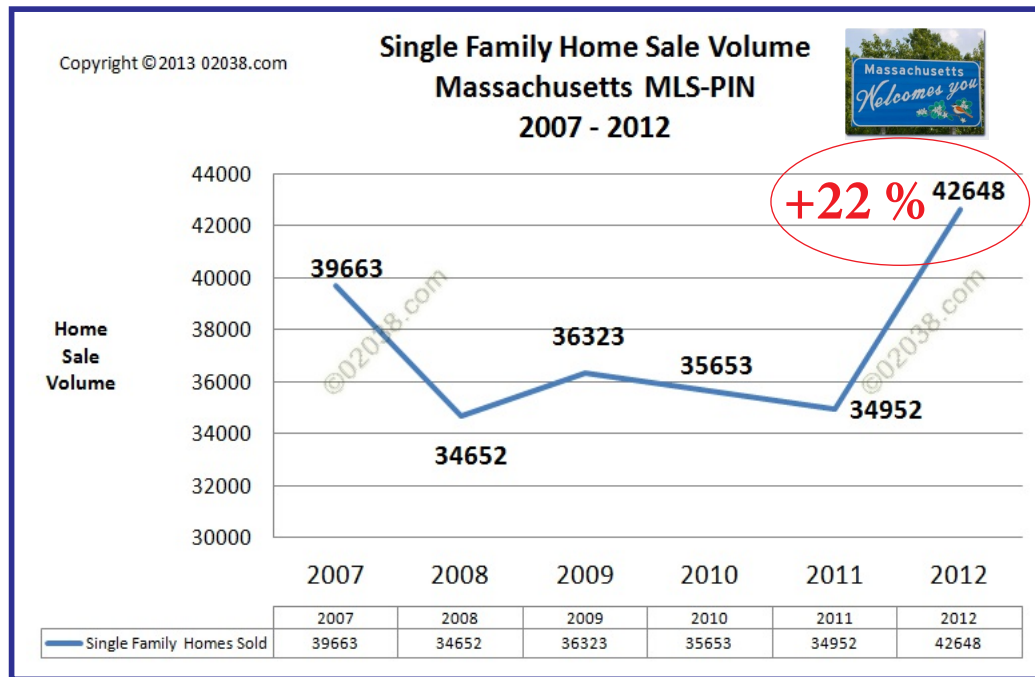
MARKET TRENDS IN
FRANKLIN, MA

AND ACROSS THE BAY STATE IN 2012

Warren Reynolds, Esq., GRI, e-Pro
Century 21 Commonwealth
Warren@02038.com
508-613-2889



Home sales surge across MA in 2012



MA home sales have best year since before 2007

Massachusetts home sales rocketed 22% in 2012 over 2011 levels. This gain marked the best year for home sales in MA since the 2007 - 2009 world financial crises began. A total of 42,648 single family home sold in 2012 on MLS-PIN, the dominant MLS serving the Bay State.

The Franklin Real Estate Reporter



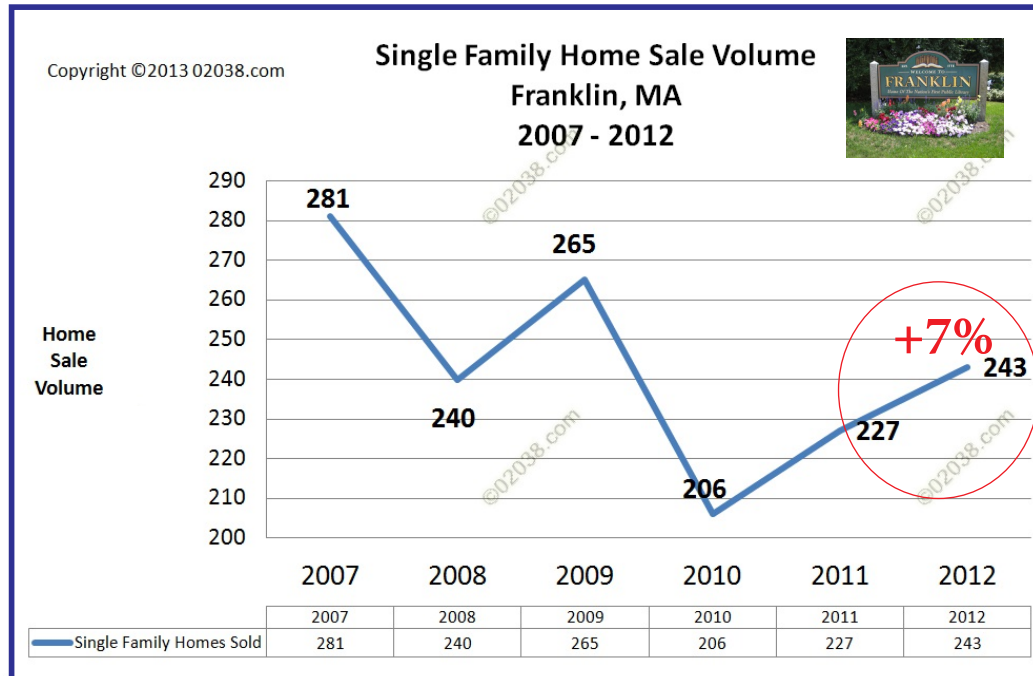
MARKET TRENDS IN
FRANKLIN, MA

AND ACROSS THE BAY STATE IN 2012

Warren Reynolds, Esq., GRI, e-Pro
Century 21 Commonwealth
Warren@02038.com
508-613-2889



Franklin home sales up in 2012



Franklin home sales have best year since 2009

Sales of single family homes in Franklin MA rose 7% in 2012. 243 homes sold in Franklin on MLS-PIN, compared to 227 homes in 2011. It was the best year for home sales in Franklin since 2009.

The Franklin Real Estate Reporter



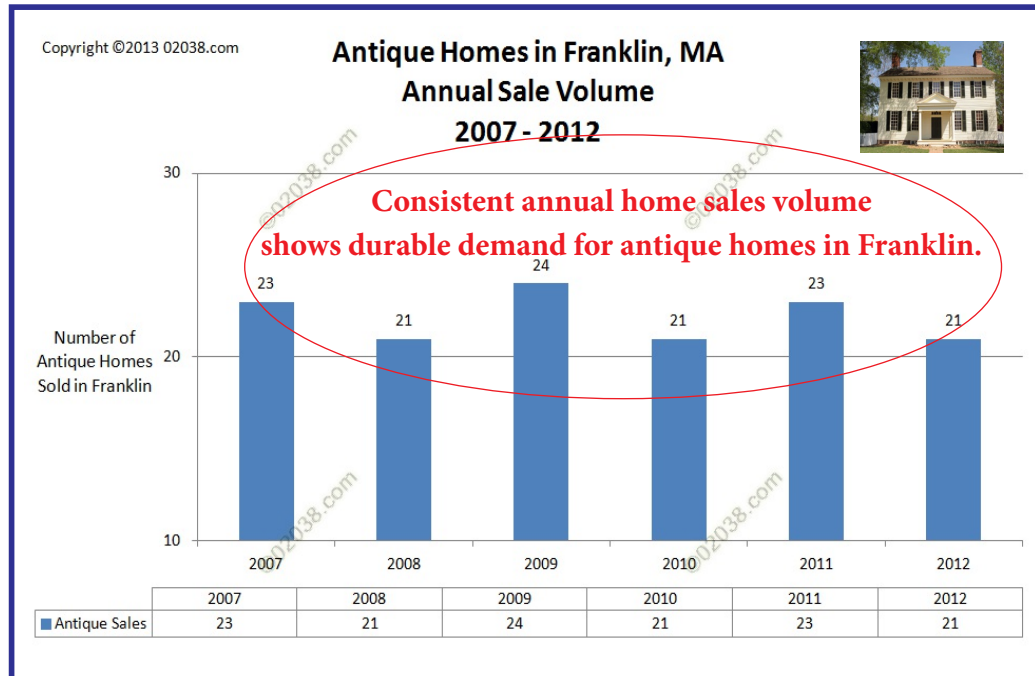
MARKET TRENDS IN
FRANKLIN, MA

AND ACROSS THE BAY STATE IN 2012

Warren Reynolds, Esq., GRI, e-Pro
Century 21 Commonwealth
Warren@02038.com
508-613-2889



Franklin antique home sales volume



Antique home sales volume in Franklin stable for last 5 years

For the last five years, the annual number sales of antique homes in Franklin, MA has been very consistent. Each year, annual sales volume has fluctuated in a narrow range between a low of 21 sales (2012, 2010 and 2008) and a high of 24 sales (2009). The dependability of sale production each year shows there is a ready market for antique homes in Franklin.

The Franklin Real Estate Reporter



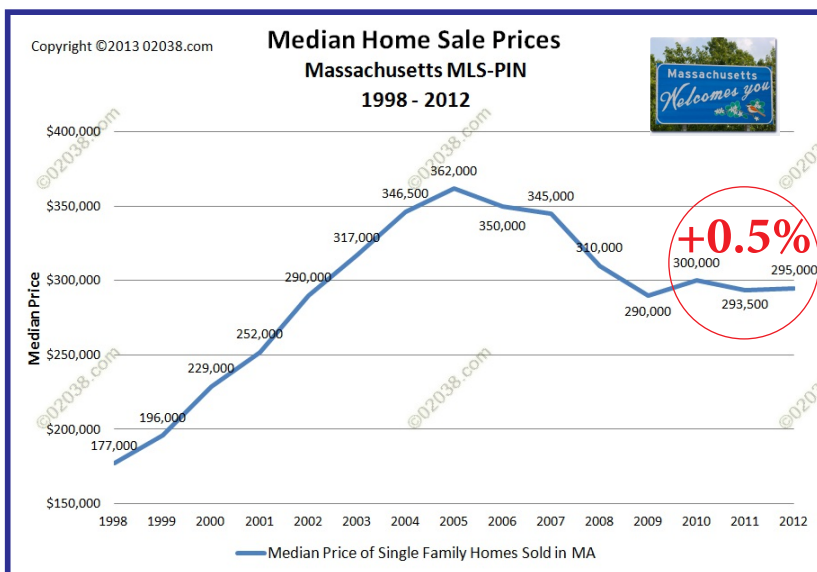
MARKET TRENDS IN
FRANKLIN, MA

AND ACROSS THE BAY STATE IN 2012

Warren Reynolds, Esq., GRI, e-Pro
Century 21 Commonwealth
Warren@02038.com
508-613-2889

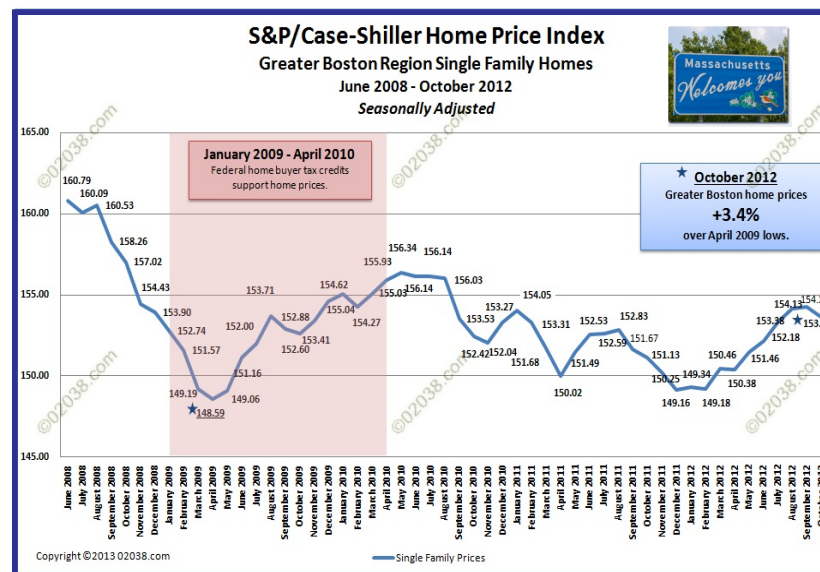


Two measures of home sale prices in MA show gains in 2012



MA median home sale prices up 0.5%

Median single family home sale prices rose fractionally in 2012 according to data maintained by MLS-PIN. The median price for 2012 is 1.7% above the recent low of \$290,000 in 2009.



Greater Boston home sale prices 3.4% over 2009 lows

Greater Boston home prices as tracked by the seasonally-adjusted Case-Shiller Home Price Index are 3.4% higher than the low set on the Index back in April 2009. At the publication of this report, Case-Shiller Index was current to October 2012.

The Franklin Real Estate Reporter



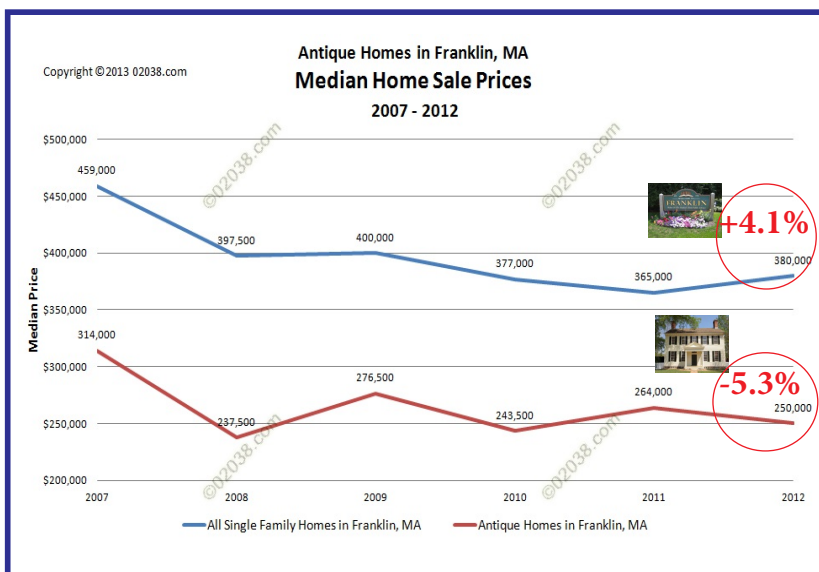
MARKET TRENDS IN
FRANKLIN, MA

AND ACROSS THE BAY STATE IN 2012

Warren Reynolds, Esq., GRI, e-Pro
Century 21 Commonwealth
Warren@02038.com
508-613-2889

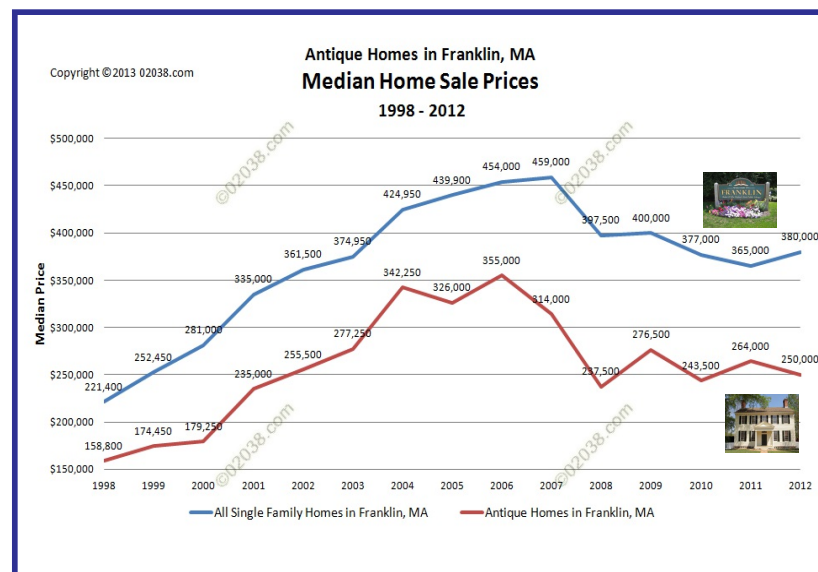


Franklin median price rises, antique median slips



Median sale price of antiques down 5.3% in 2012

The median sale price of antique homes in Franklin declined 5.3% in 2012 to \$250,000 (from \$264,000 in 2011). However, the 2012 median price for Franklin antiques was skewed downward by a large number of short sales and foreclosures of small, neglected antique properties. This makes the 2012 median price for antiques in Franklin a misleading indicator of current market values. The median sale price for all single family homes (including antiques) in Franklin rose 4.1% in 2012 to \$380,000.



Antique home median prices can be misleading

The median sale price for antique homes in Franklin rose substantially during the market run-up of the last decade. Many marginal, under-capitalized buyers flocked to small antiques as an affordable way to participate in the real estate boom. Unfortunately, once the economy soured many of these homes were lost to foreclosure or short sale. These distress sales adversely affected median sale price stats in 2012. Owners of antique homes in Franklin may be able to sell for more in 2103 than what the current median price statistics may indicate.

The Franklin Real Estate Reporter



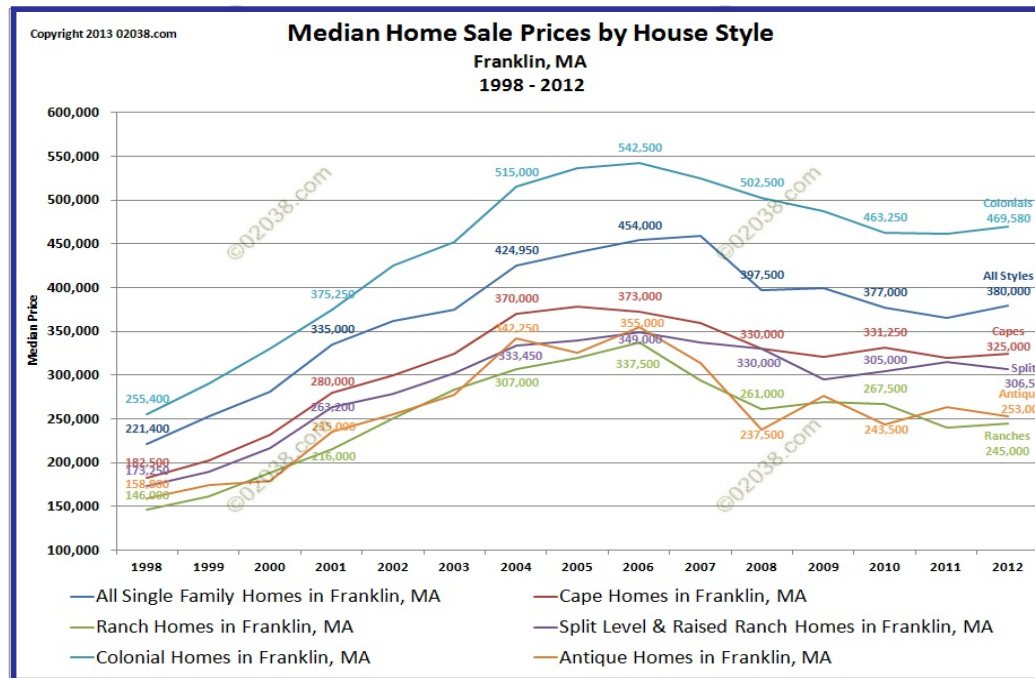
MARKET TRENDS IN
FRANKLIN, MA

AND ACROSS THE BAY STATE IN 2012

Warren Reynolds, Esq., GRI, e-Pro
Century 21 Commonwealth
Warren@02038.com
508-613-2889



Franklin, MA home prices by house style



Antique home price performance compared with other Franklin home styles

The graph above shows how the annual median sale price of antique homes in Franklin was affected by the real estate market boom-bust cycle of the last 12 years. From 2000 through 2006, the antique home market was buoyed by purchases of modest antiques by marginal buyers eager to cash in on rising home values. All that demand caused antique home median price to soar during those years. These same marginal buyers disproportionately lost their antique homes to foreclosure and short sale during the financial crises that began in 2007. The median sale price of antiques cratered by the end of 2008. Distress sales of smaller antiques have continued to distort the median sale prices of Franklin antiques for the past several years.

The Franklin Real Estate Reporter



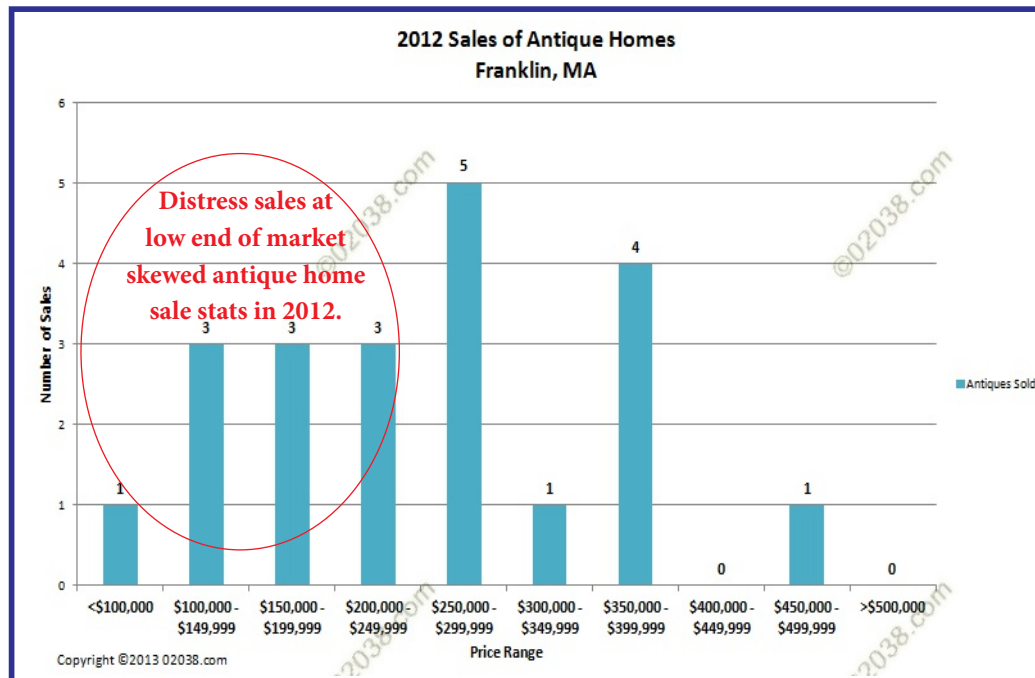
MARKET TRENDS IN
FRANKLIN, MA

AND ACROSS THE BAY STATE IN 2012

Warren Reynolds, Esq., GRI, e-Pro
Century 21 Commonwealth
Warren@02038.com
508-613-2889



2012 sales of antique homes in Franklin by price bracket



Low end of market dominates antique sales in 2012

There was a disproportionate number of low-priced sales of antique homes in Franklin during 2012. Many of these were short sales and foreclosures of small, neglected homes. These low-end transfers caused the median sale price of antique homes in Franklin to decline in 2012 and lessen the accuracy of the median price figure as an indicator of the current market values of antiques in Franklin. If you are a prospective home seller of an antique home in Franklin, seek the advice of a local real estate broker who knows the Franklin market for antiques very well. You and your agent will want to make sure your home is priced appropriately so that it sells for the most it can command on the market! Warren Reynolds would be happy to assist you with this; please contact him at 508-613-2889 or email him at Warren@02038.com!

The Franklin Real Estate Reporter



MARKET TRENDS IN
FRANKLIN, MA

AND ACROSS THE BAY STATE IN 2012

Warren Reynolds, Esq., GRI, e-Pro
Century 21 Commonwealth
Warren@02038.com
508-613-2889

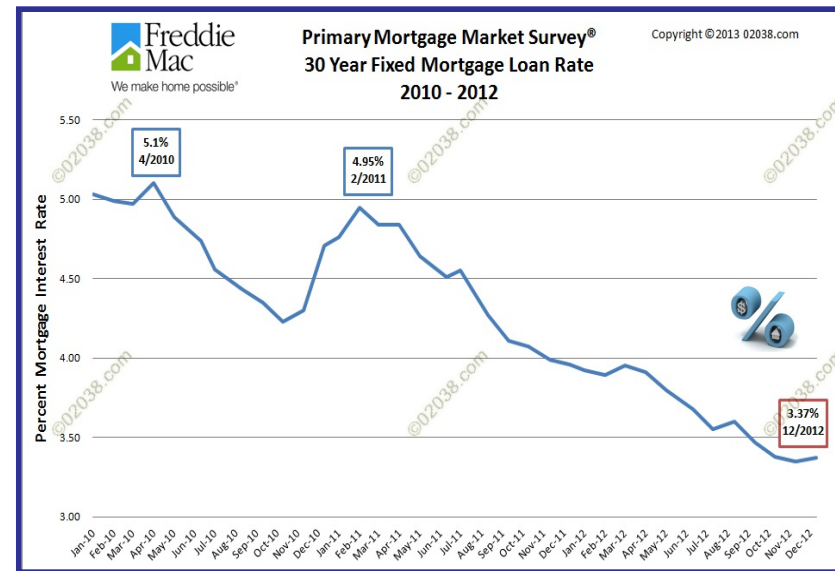


Market factors that will help shape 2013



Inventory of homes low

As 2013 begins, the inventory of homes for sale is lower than at any time in last 3 years. This makes it easier for properly priced homes to sell more quickly. Low home inventories are a big incentive for home sellers to test the waters in 2013. Home buyers will want to look at lots of residences for sale so they know local values and are ready to pounce on new listings as soon as the homes hit the market.



Mortgage rates extremely stimulative

Mortgage interest rates remain at historic lows. This should help spur market activity in 2013. For a home seller, low mortgage rates increase the pool of buyers who can qualify for your home and help support your home's value. Both buyers and sellers should view the current rate environment as a golden - and perhaps once in a lifetime - opportunity to make a move with borrowing costs so accommodative. Today's low mortgage rates will not last. Rate increases seem likely by 2015.

The Franklin Real Estate Reporter



MARKET TRENDS IN
FRANKLIN, MA

AND ACROSS THE BAY STATE IN 2012

Warren Reynolds, Esq., GRI, e-Pro
Century 21 Commonwealth
Warren@02038.com
508-613-2889



About Warren and 02038.com

Warren Reynolds, Esq., GRI, e-PRO is an attorney-at-law who has specialized in real estate brokerage in the greater 1-495 region of MA for over a decade. As a broker with Century 21 Commonwealth in Franklin, MA Warren is part of a superbly efficient machine that helps him produce fast, smooth transactions through cutting-edge technology, exceptional performance and superior skills. Warren contributes to his clients his unique blend of strong advocacy skills derived from his legal background coupled with his extensive knowledge of the Franklin regional market and insights into local housing trends. Warren's 02038.com is a richly deep and diverse resource for selling and buying homes in Franklin, MA. Warren's core beliefs of constancy, reliability and fidelity are the foundation of his business and earn him the trust and appreciation of many home owners in MA. Many of Warren's clients have written **letters of appreciation and recommendation** for Warren. Warren has lived in several different parts of the US and has traveled extensively abroad. Warren graduated Magna Cum Laude from Tufts University and received his law degree from the Tulane University School of Law. He resides in Franklin, MA with his wife, Debbie and sons, Tommy and Jonny.

Did you know?



You can use Warren's 02038.com to search for homes currently for sale in Franklin displayed in 3 convenient formats. Use the hotlinks to see homes for sale by **house style**, by **Franklin neighborhood** and by **Franklin school district**. Contact Warren to arrange an in-person viewing of any home for sale and for help in achieving all your real estate goals!