

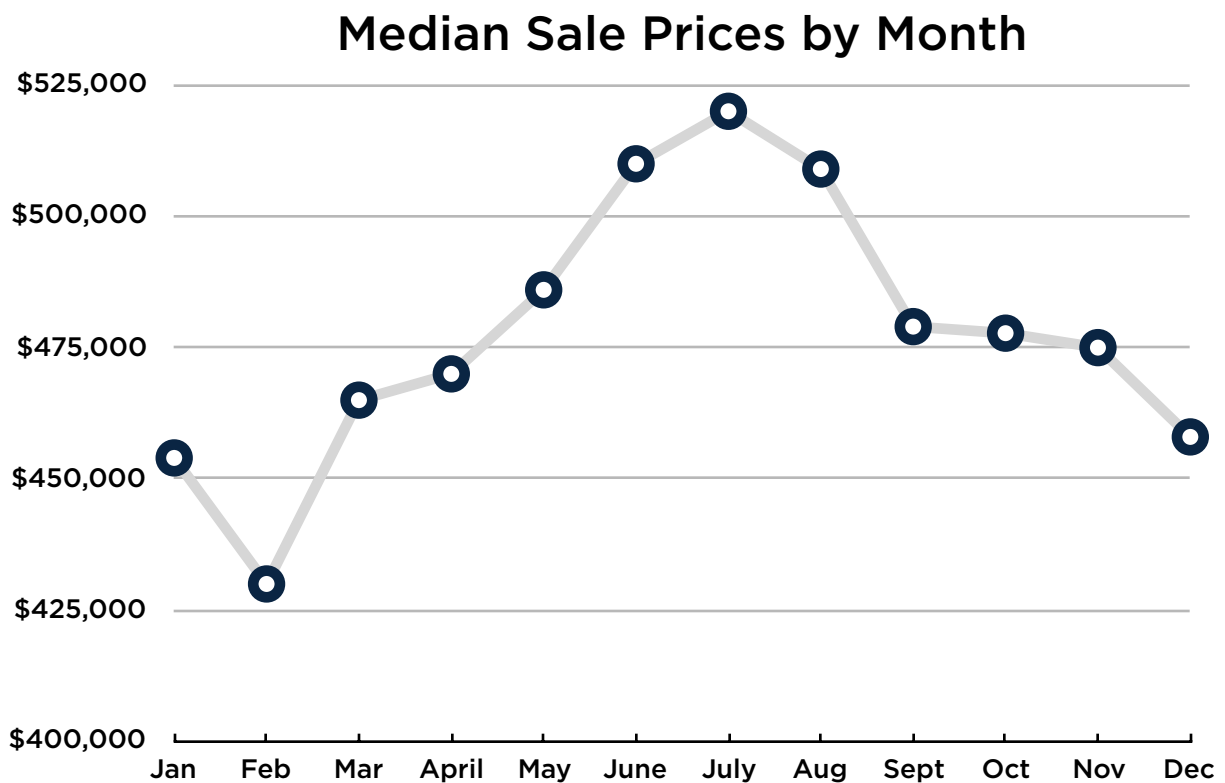
THE TERNULLO TEAM

ANNUAL REPORT

2018 NORTH OF BOSTON REAL ESTATE MARKET OVERVIEW

“We had a strong start to 2018, however towards the 4th quarter we have noticed a change in the market and sellers began losing leverage. While this slowdown would be typical during the fall season, many experts are reporting a shift in national markets. There is conflicting information on how much of a slowdown we should expect in 2019. We noticed an increase in buyer activity immediately after the new year, and we do expect strong buyer demand as we approach the spring market.”

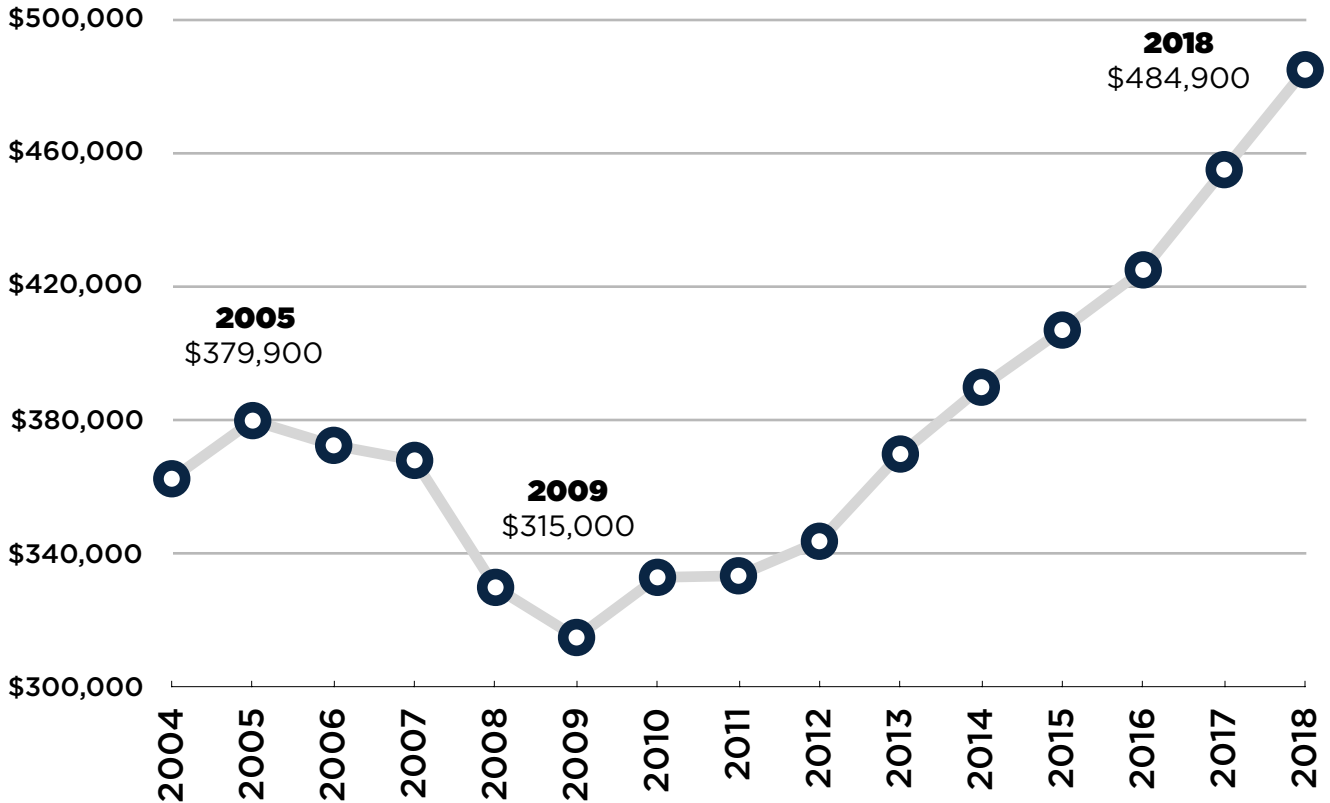
- **John Ternullo**
The Ternullo Team



MLS Single, Condo, Multi-Families, Jan 1, 2018 - Dec 31, 2018
Essex and Middlesex Counties, MA

Sales prices tend to fluctuate both monthly and seasonally. Home sales of any given month are the result of an accepted offer approximately 40-60 days beforehand.

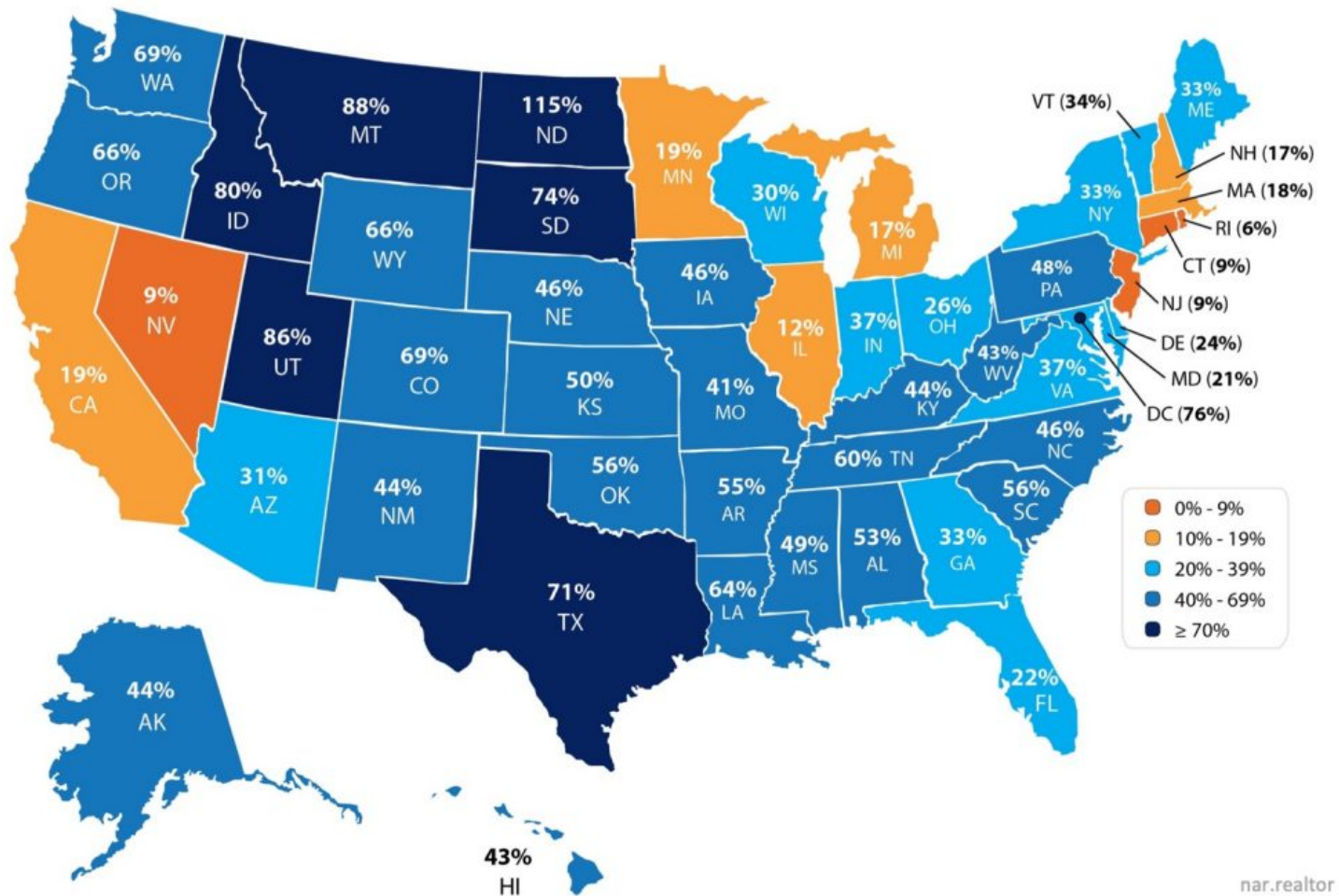
Median Sale Prices Since 2004



MLS Single, Condo, Multi-Families, Jan 1, 2018 - Dec 31, 2018
Essex and Middlesex Counties, MA

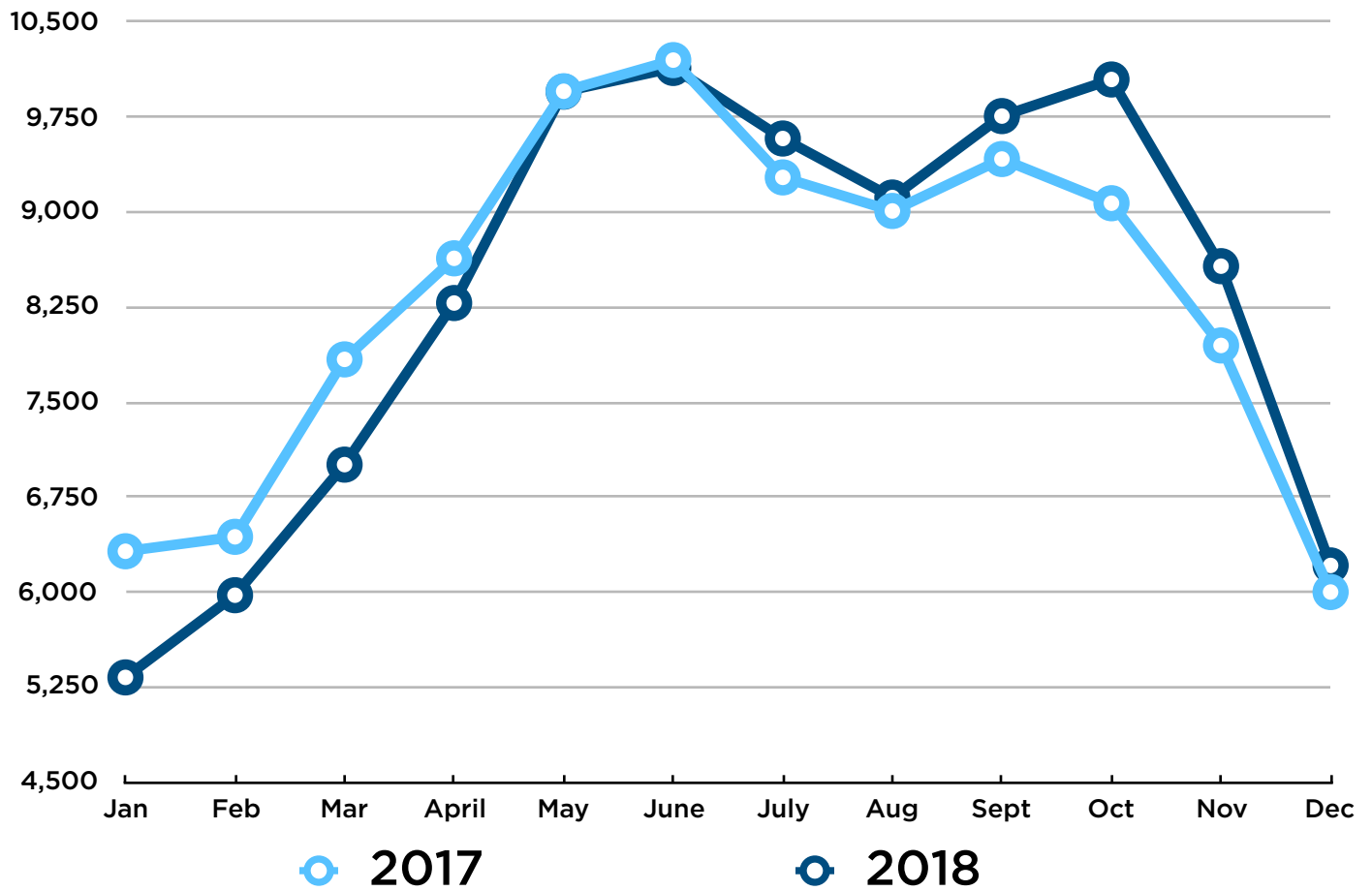
As the graph zooms out to include data from 2004, the graph above shows an increase of almost 28% since the last peak of the market in 2005. The communities North of Boston, specifically Middlesex and Essex Counties, outperformed Massachusetts as the state increased 18% overall since 2005. That increase in the suburbs North of Boston equates to over \$100,000 in equity on a purchase made for \$400,000 back in 2005 or over \$200,000 in equity on a purchase made back in 2009. For home sellers the increase in equity could be a great opportunity to open a credit line or a cash out and refinance for expenses like tuition or home renovations.

INCREASE IN HOME VALUES 2005 - 2018



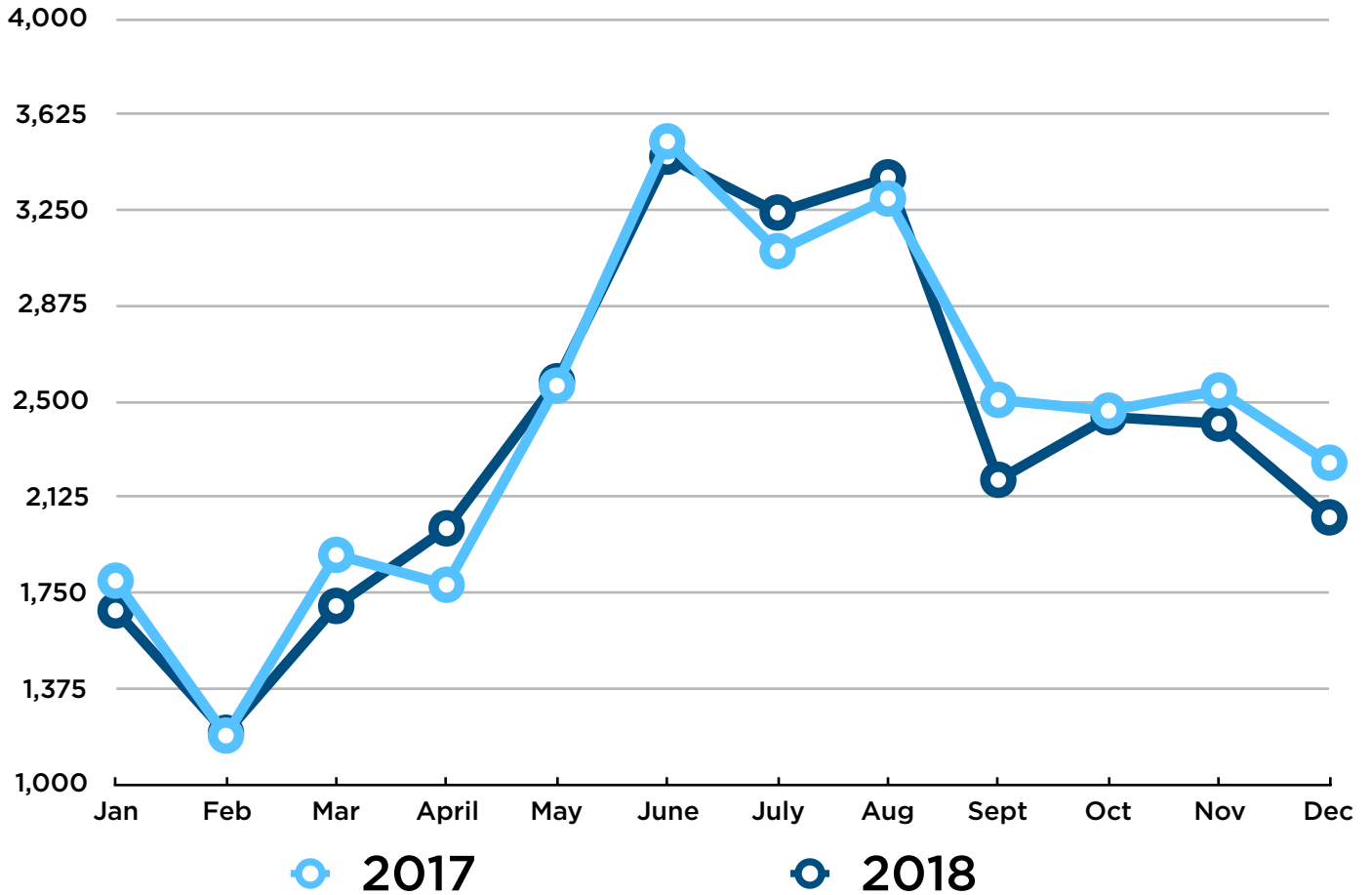
While many other states experienced soaring home prices much greater than ours, many states had home prices plunge during the last recession. Fueled by world renowned hospitals, prestigious universities, and innovative business, the City of Boston has seen tremendous growth over the past decade in jobs, population and real estate. The suburbs North of Boston have provided some insulation from the fluctuations of the housing market. Home buyers can feel comfort knowing their purchase will be well protected by Boston's strong economy.

Units Active by Month



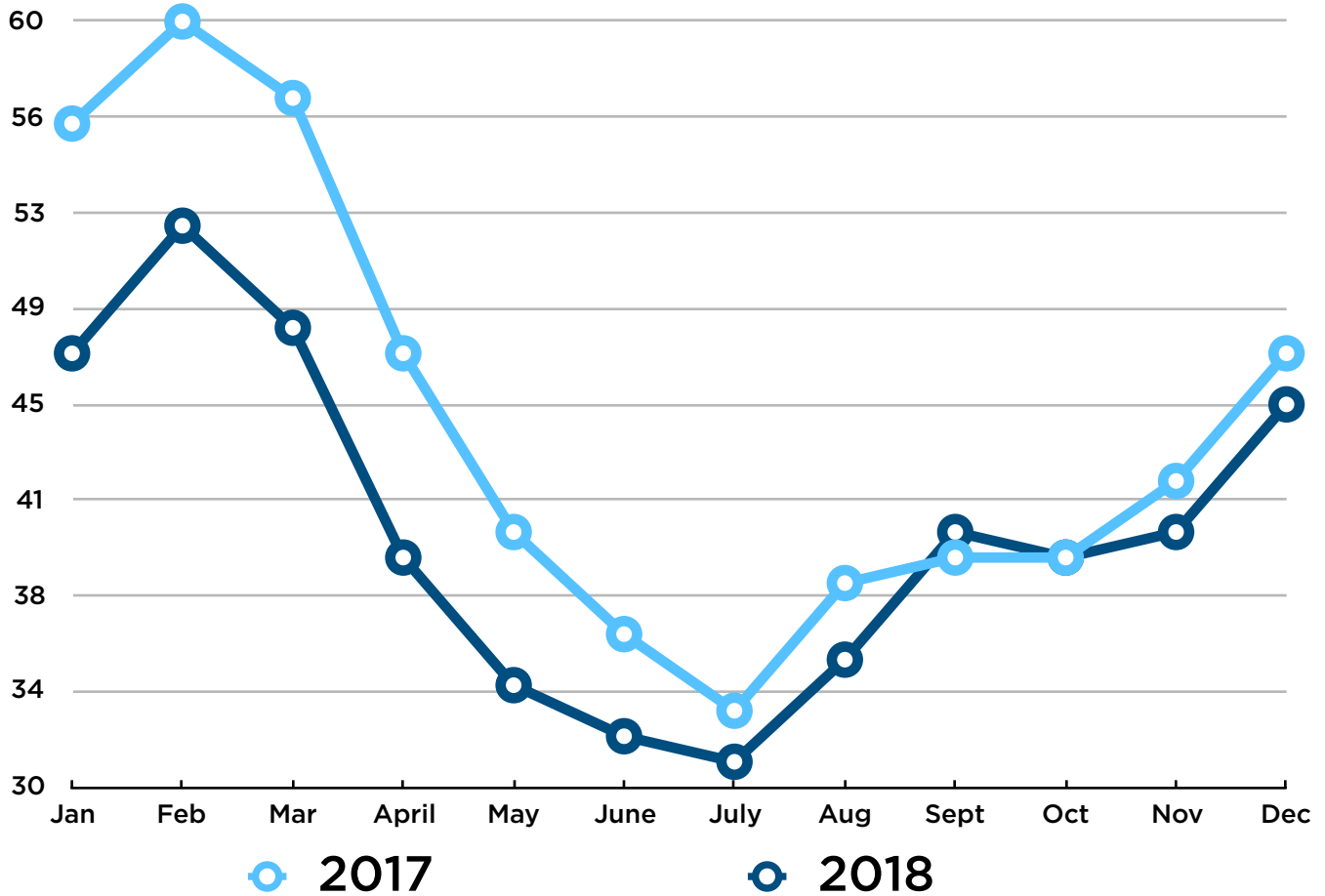
MLS Single, Condo, Multi-Families, Jan 1, 2018 - Dec 31, 2018
Essex and Middlesex Counties, MA

Units Sold by Month



MLS Single, Condo, Multi-Families, Jan 1, 2018 - Dec 31, 2018
Essex and Middlesex Counties, MA

Days on Market Sold by Month



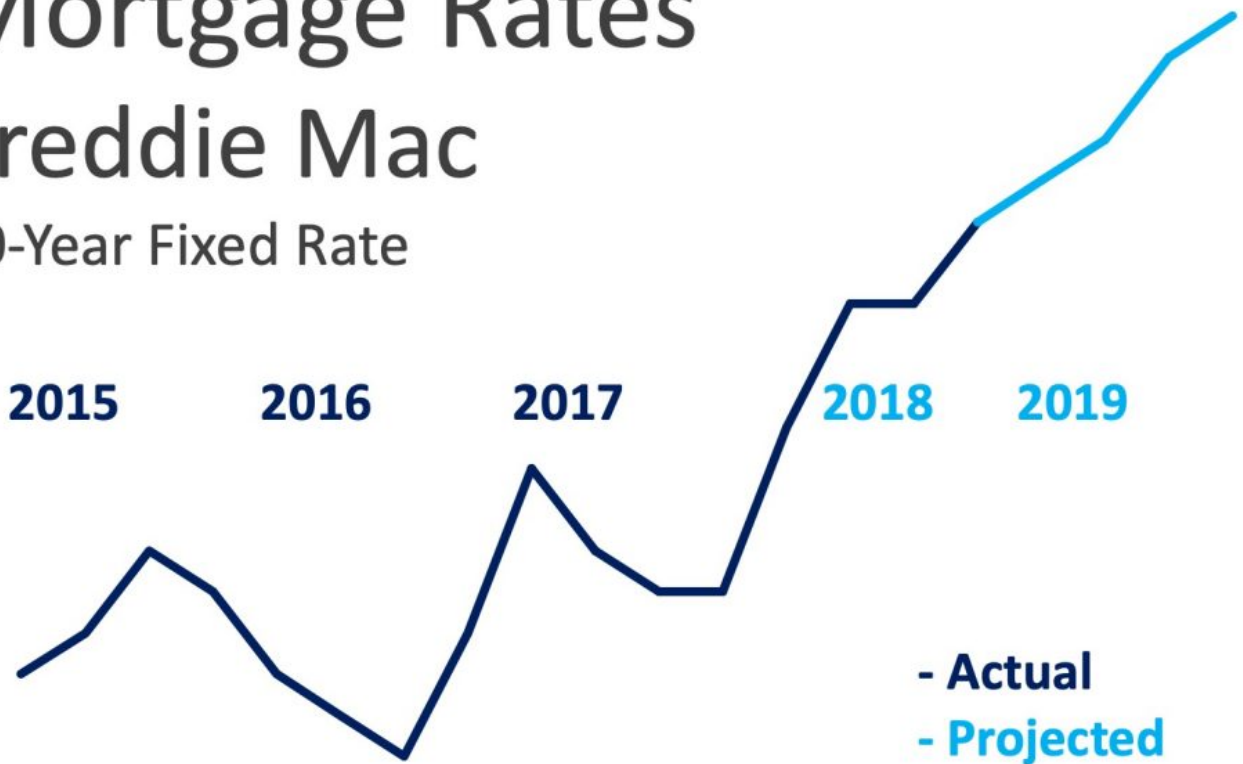
MLS Single, Condo, Multi-Families, Jan 1, 2018 - Dec 31, 2018
Essex and Middlesex Counties, MA

With slightly less competition from other homebuyers and a few more homes to choose from, the 2nd half of 2018 provided some relief for homebuyers. Home prices and interest rates are both projected to rise, so a home purchased now means a smaller monthly payment compared to a home purchased later in the year. For those considering downsizing, take note! With home prices appreciating, the variable amount on the smaller home purchased is less than the percentage of equity gained on the sale of the larger home. The seller's market has favored down-sizers and if you are considering a move, there is still time to capitalize on the market.

Mortgage Rates

Freddie Mac

30-Year Fixed Rate



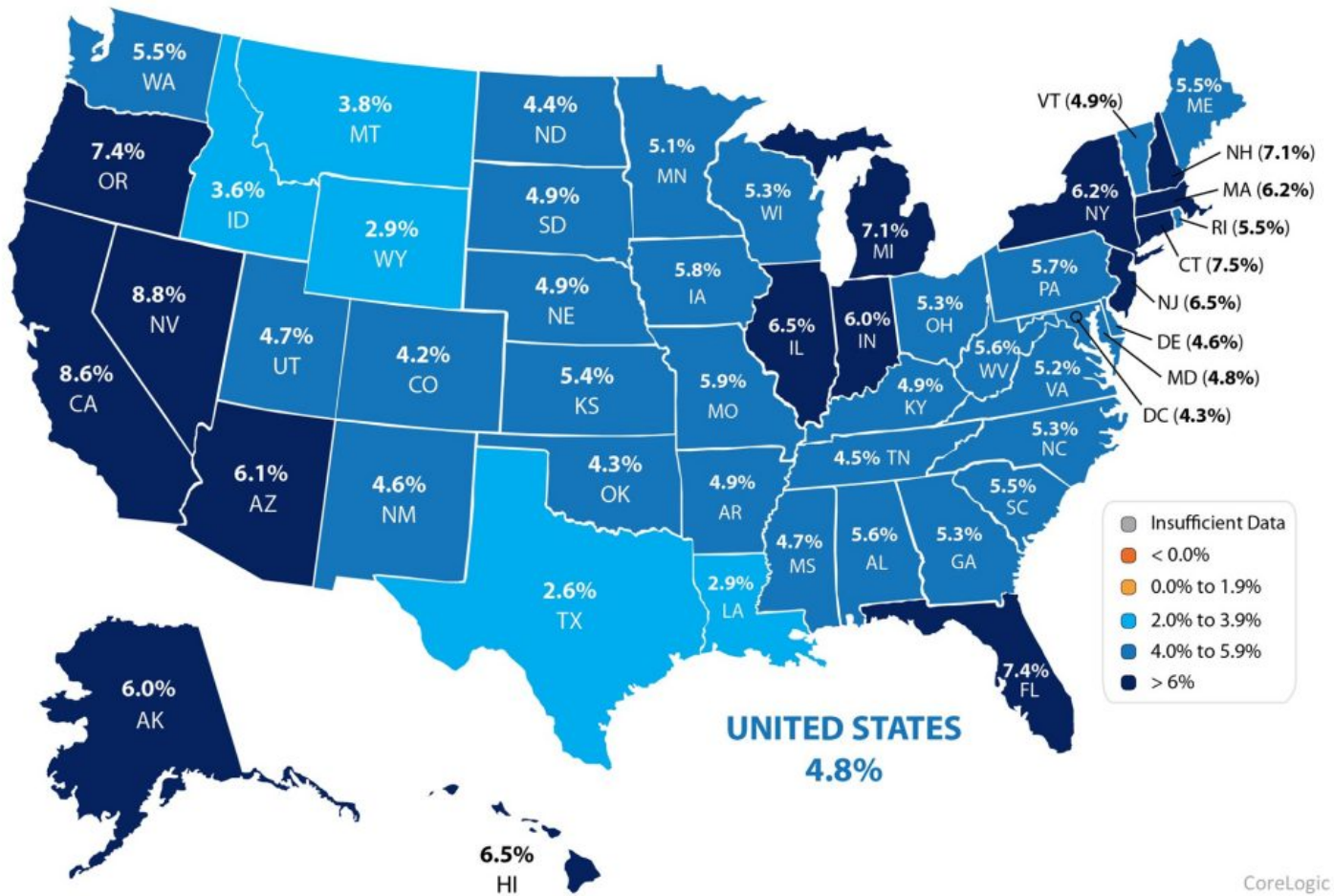
	2015 Q1	2015 Q2	2015 Q3	2015 Q4	2016 Q1	2016 Q2	2016 Q3	2016 Q4	2017 Q1	2017 Q2	2017 Q3	2017 Q4	2018 Q1	2018 Q2	2018 Q3	2018 Q4	2019 Q1	2019 Q2	2019 Q3	2019 Q4
Rate	3.7	3.8	4.0	3.9	3.7	3.6	3.5	3.8	4.2	4.0	3.9	3.9	4.3	4.6	4.6	4.8	4.9	5	5.2	5.3

Freddie Mac

“We’re seeing the first indications that price appreciation may be slowing, but the underlying fundamental housing market conditions support a natural moderation of house prices rather than a sharp decline.”

- Mark Fleming
Chief Economist at First American

Forecasted Year-Over-Year % Change in Price

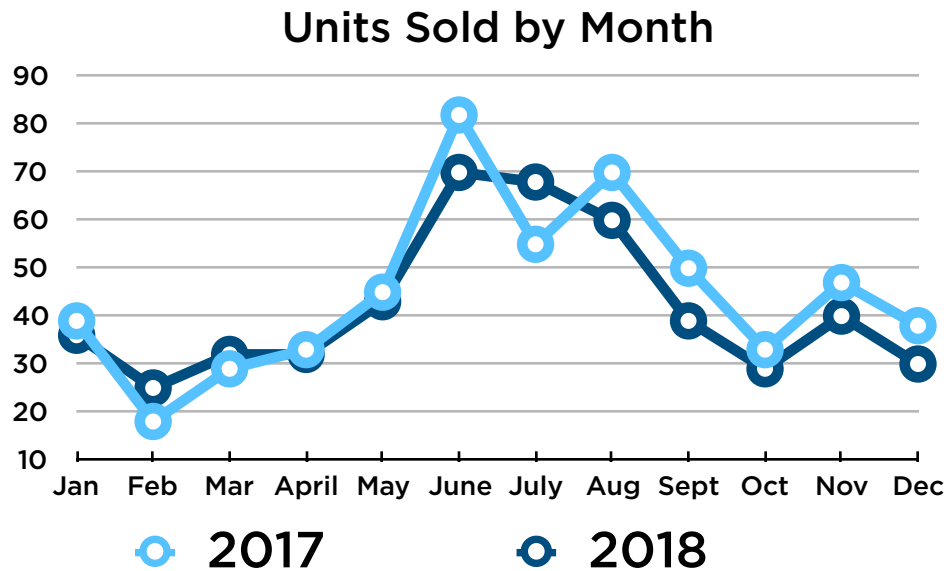
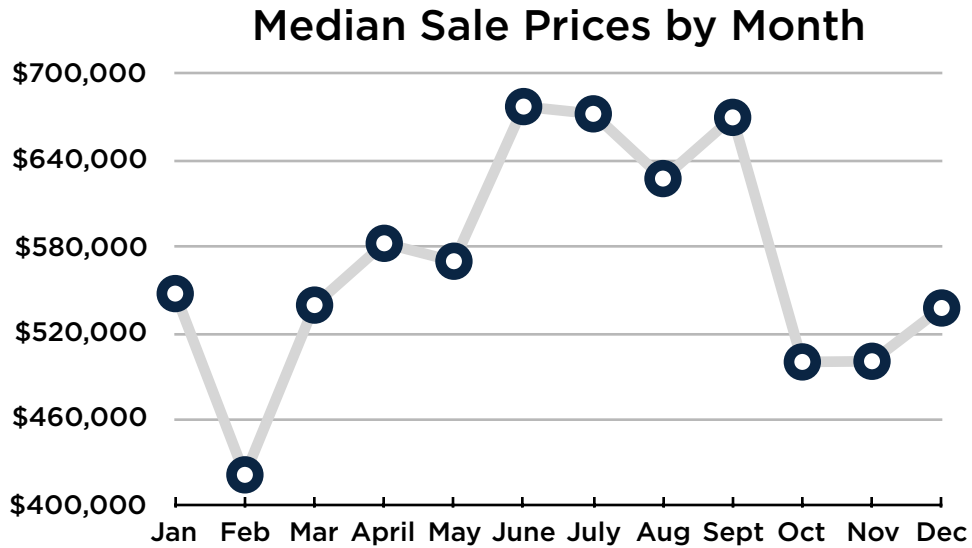


CoreLogic

“Despite the headwinds facing the housing market going into 2019, we expect U.S. house prices to generally achieve a soft landing. While we are likely to see more than a few metros experience negative house price growth in the coming years, we expect national average price appreciation to remain positive.”

-Goldman Sacs

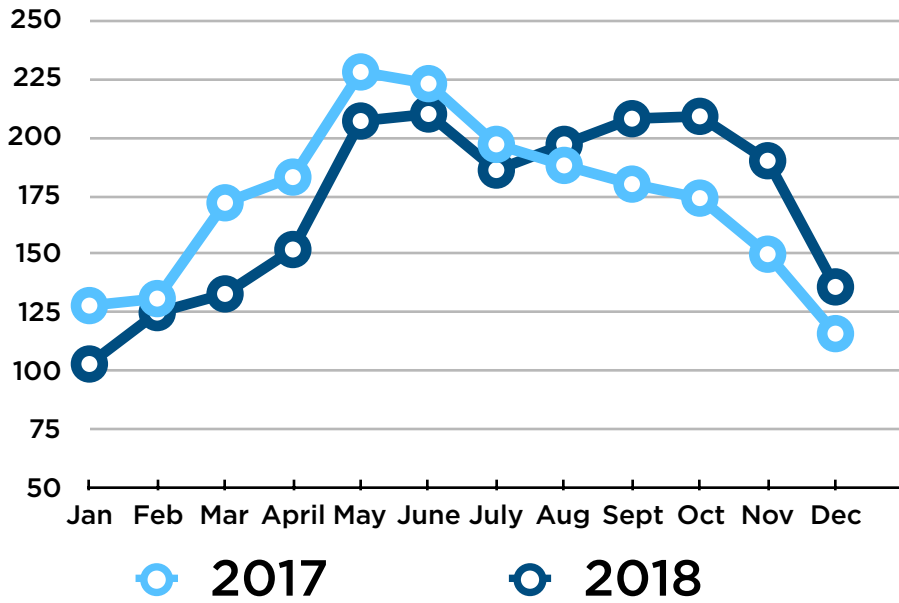
2018 ANDOVER REAL ESTATE MARKET OVERVIEW



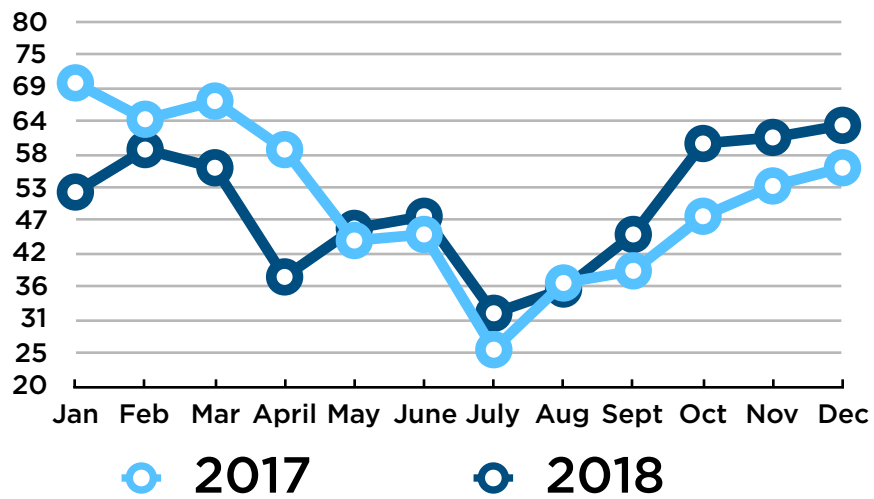
MLS Single, Condo, Multi-Families, Jan 1, 2018 - Dec 31, 2018
Andover, MA

2018 ANDOVER REAL ESTATE MARKET OVERVIEW

Units Active by Month



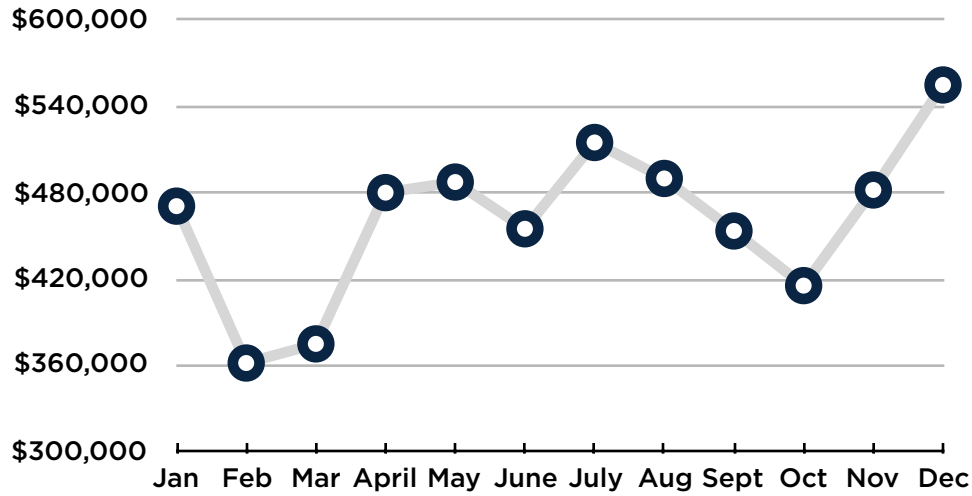
Days on Market Sold by Month



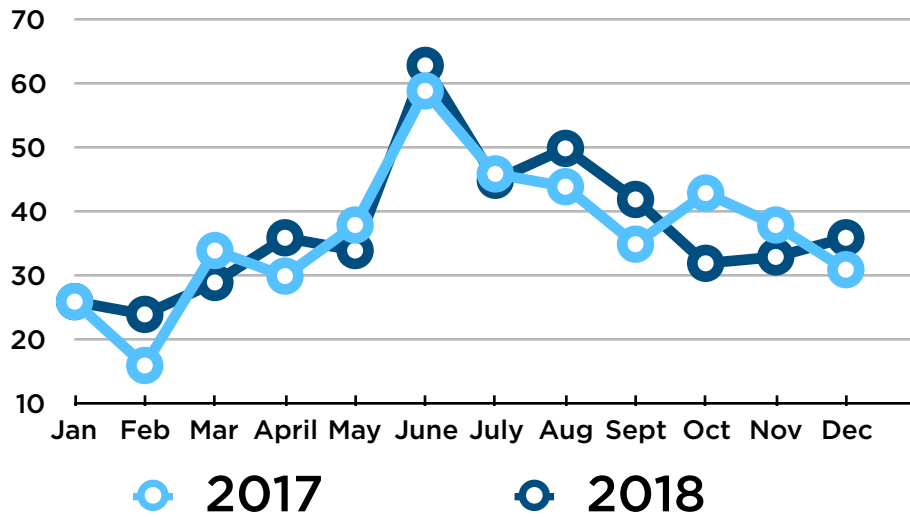
MLS Single, Condo, Multi-Families, Jan 1, 2018 - Dec 31, 2018
Andover, MA

2018 NORTH ANDOVER REAL ESTATE MARKET OVERVIEW

Median Sale Prices by Month



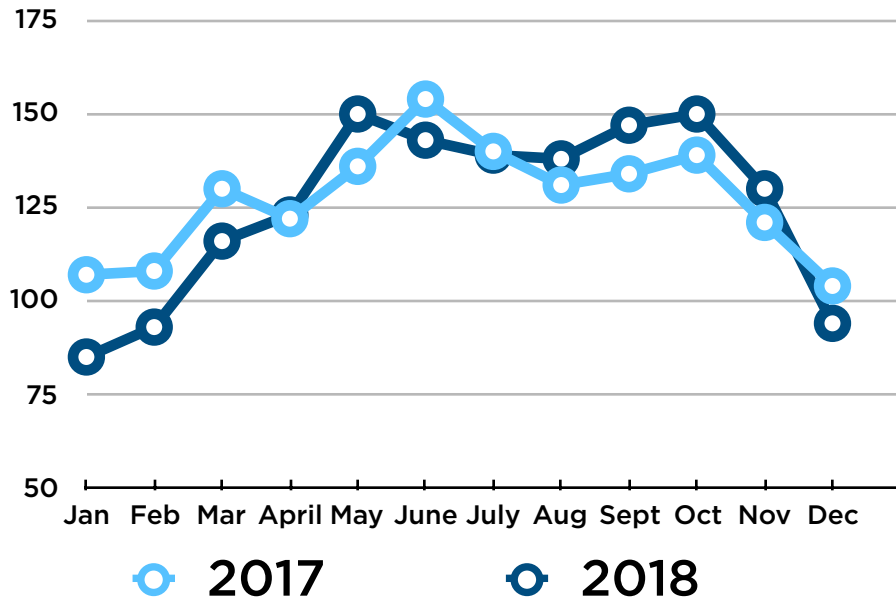
Units Sold by Month



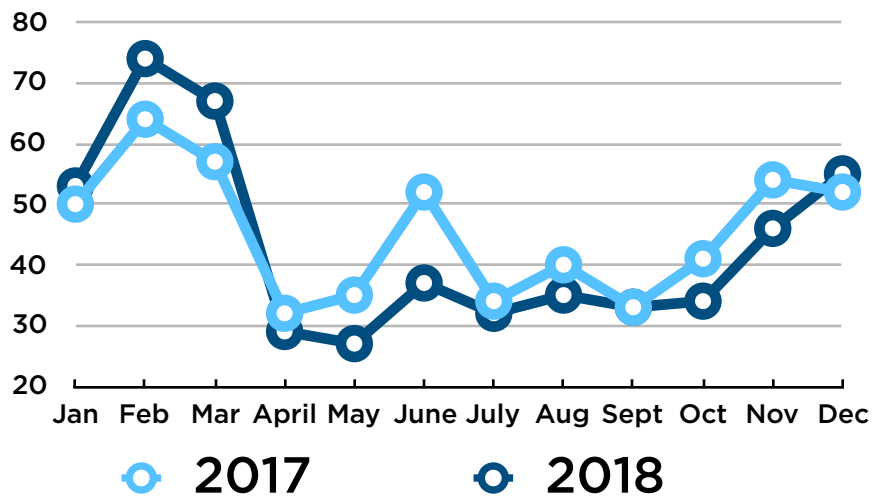
MLS Single, Condo, Multi-Families, Jan 1, 2018 - Dec 31, 2018
North Andover, MA

2018 NORTH ANDOVER REAL ESTATE MARKET OVERVIEW

Units Active by Month



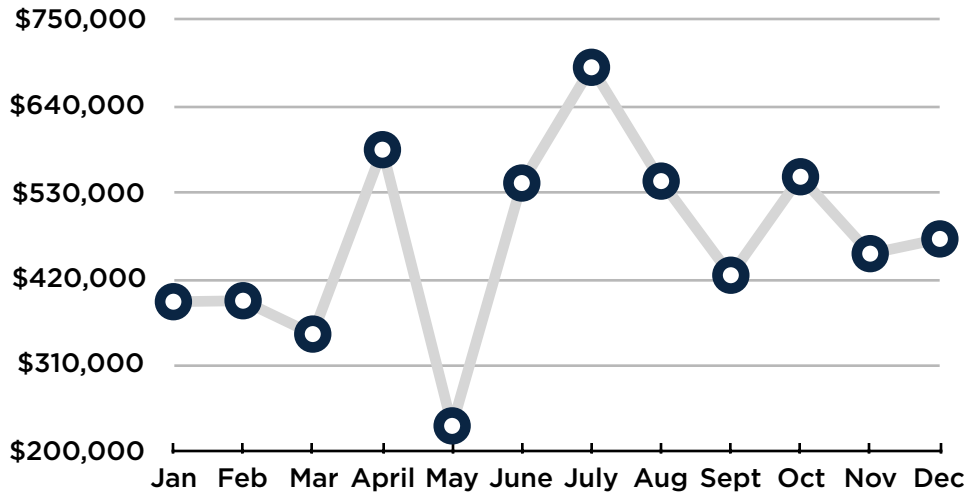
Days on Market Sold by Month



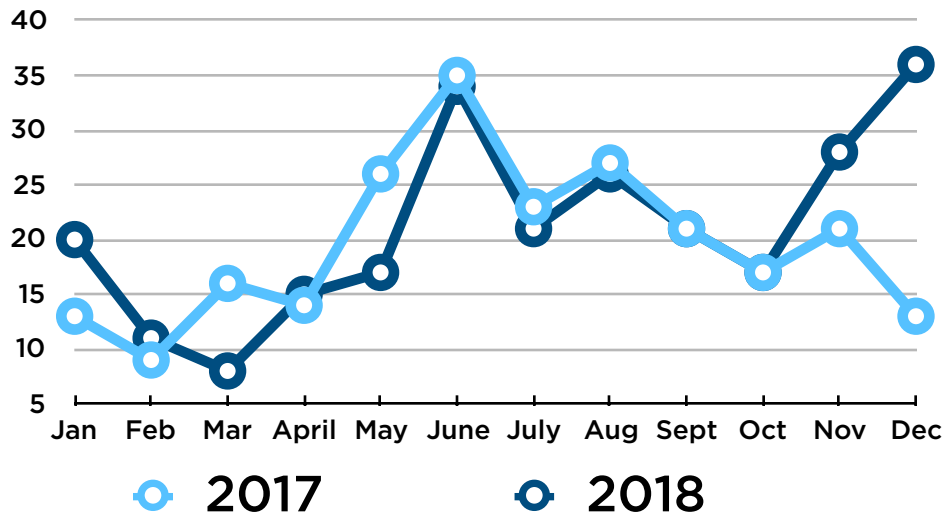
MLS Single, Condo, Multi-Families, Jan 1, 2018 - Dec 31, 2018
North Andover, MA

2018 NORTH READING REAL ESTATE MARKET OVERVIEW

Median Sale Prices by Month



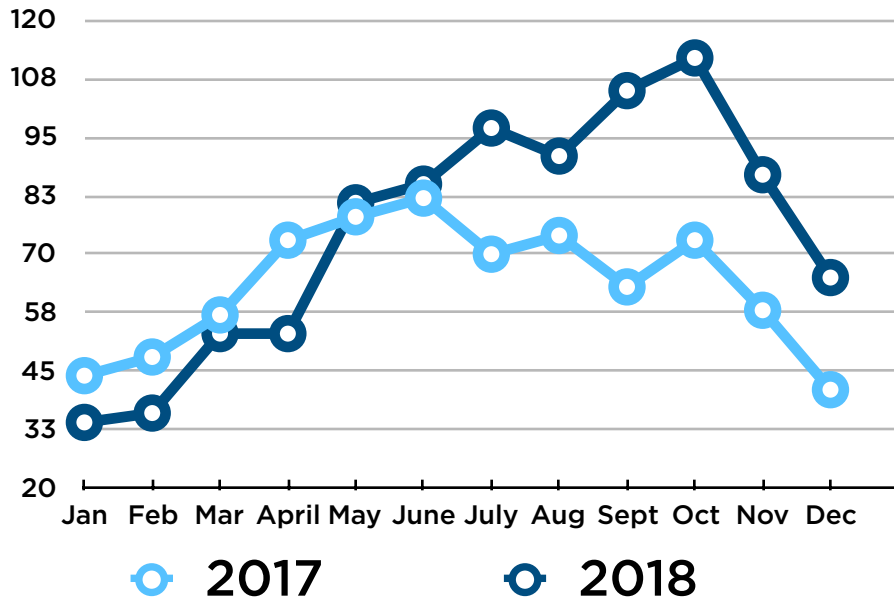
Units Sold by Month



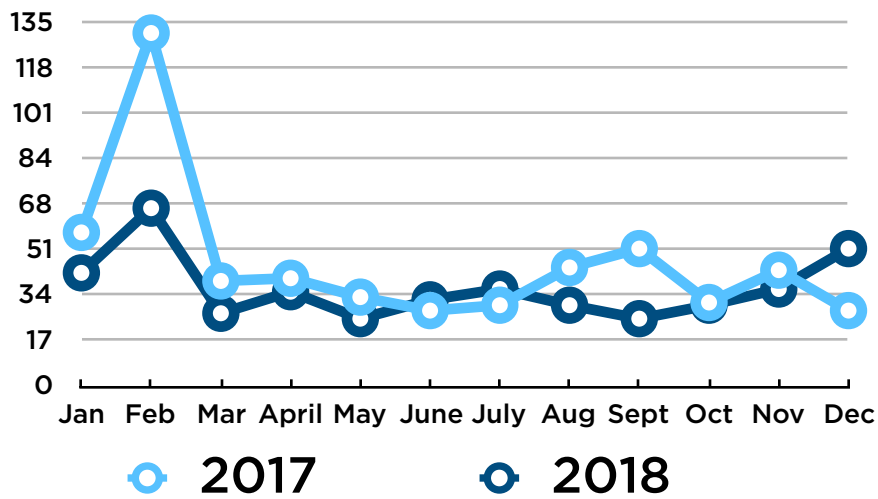
MLS Single, Condo, Multi-Families, Jan 1, 2018 - Dec 31, 2018
North Reading, MA

2018 NORTH READING REAL ESTATE MARKET OVERVIEW

Units Active by Month



Days on Market Sold by Month

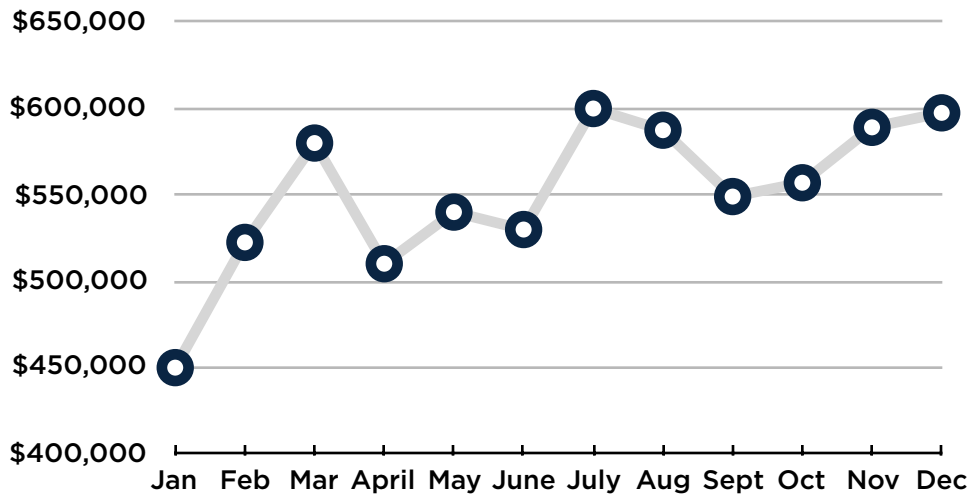


MLS Single, Condo, Multi-Families, Jan 1, 2018 - Dec 31, 2018
North Reading, MA

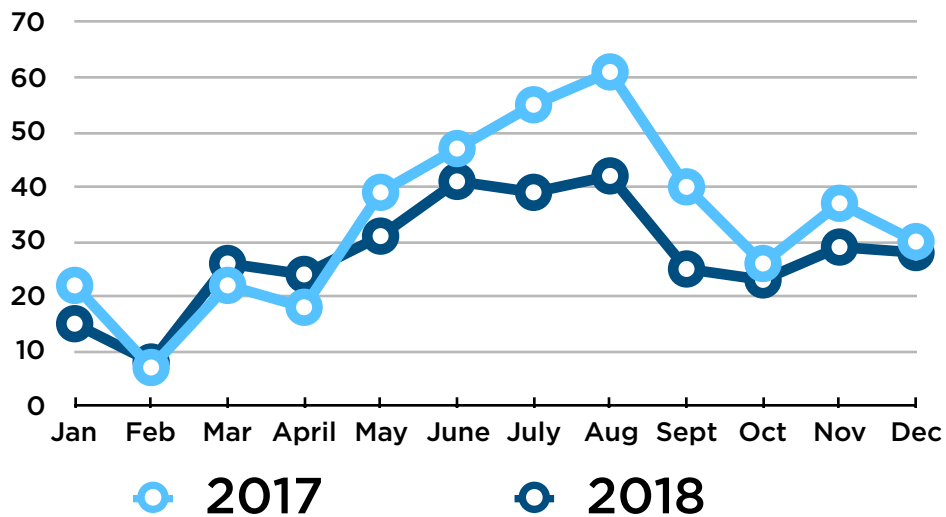
2018 READING

REAL ESTATE MARKET OVERVIEW

Median Sale Prices by Month



Units Sold by Month

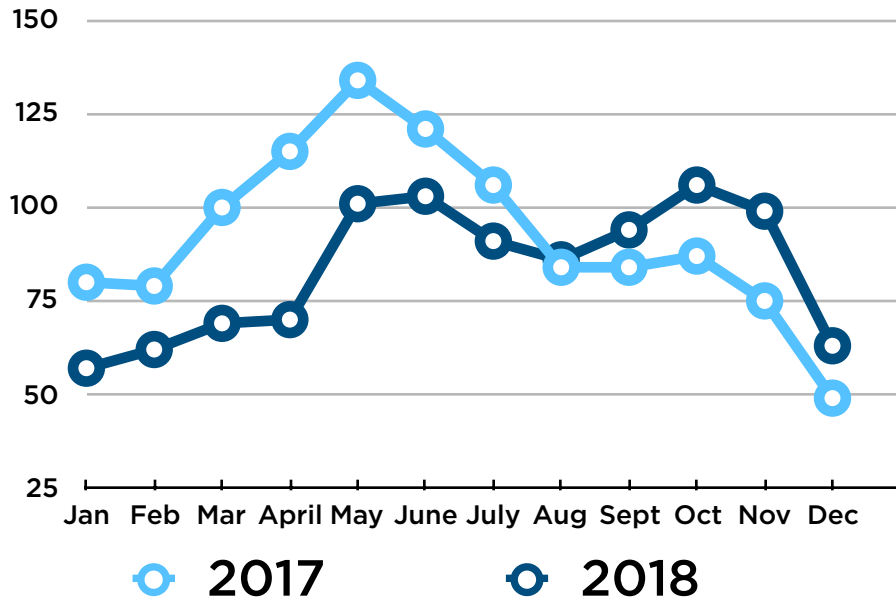


MLS Single, Condo, Multi-Families, Jan 1, 2018 - Dec 31, 2018
Reading, MA

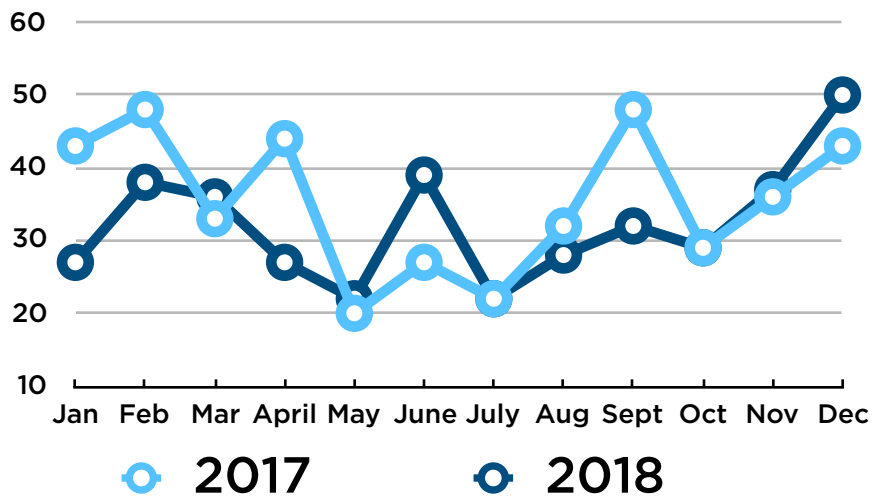
2018 READING

REAL ESTATE MARKET OVERVIEW

Units Active by Month



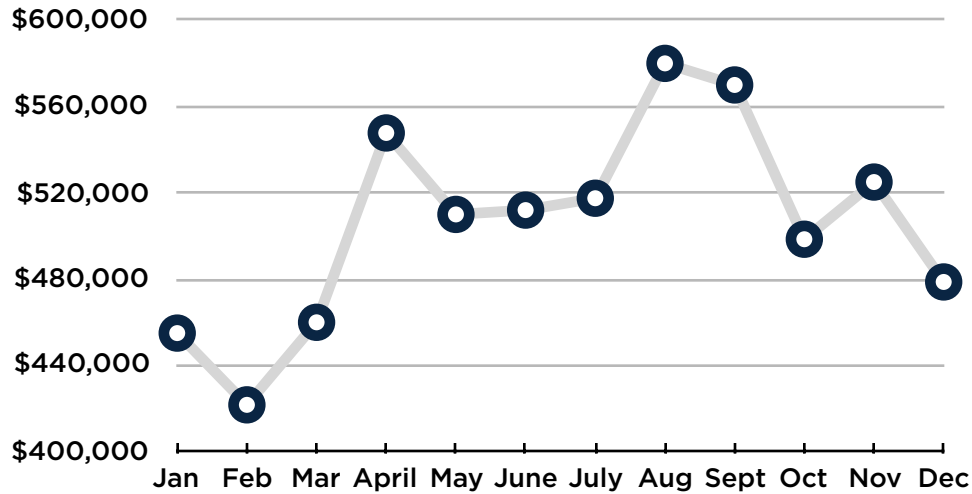
Days on Market Sold by Month



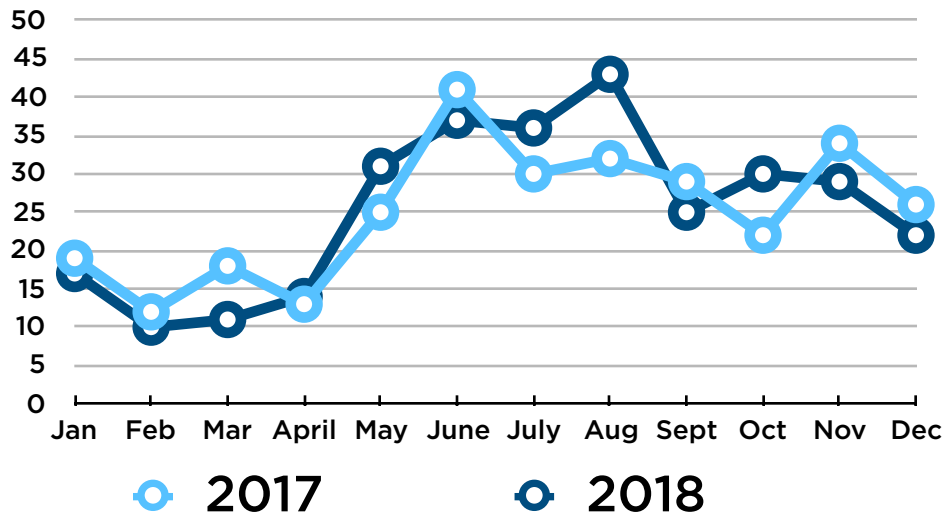
MLS Single, Condo, Multi-Families, Jan 1, 2018 - Dec 31, 2018
Reading, MA

2018 STONEHAM REAL ESTATE MARKET OVERVIEW

Median Sale Prices by Month



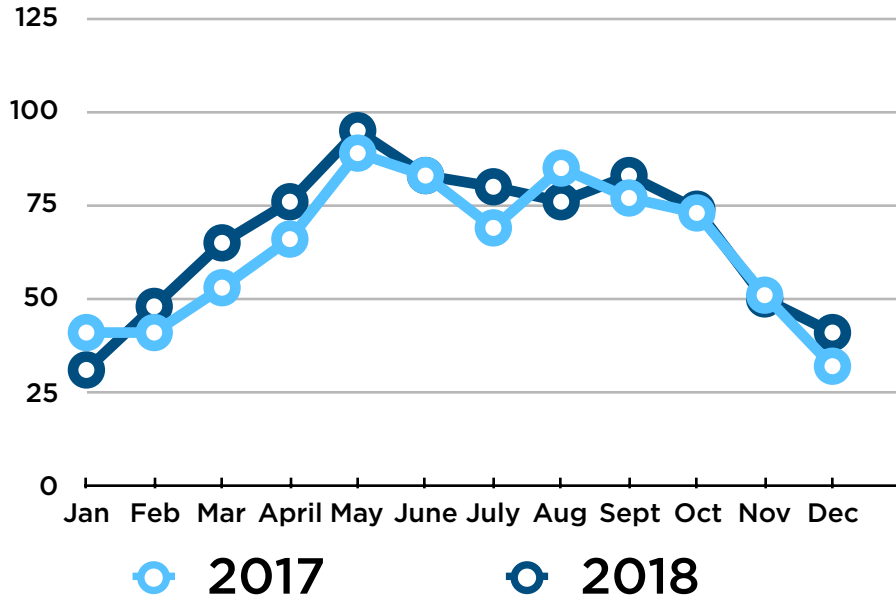
Units Sold by Month



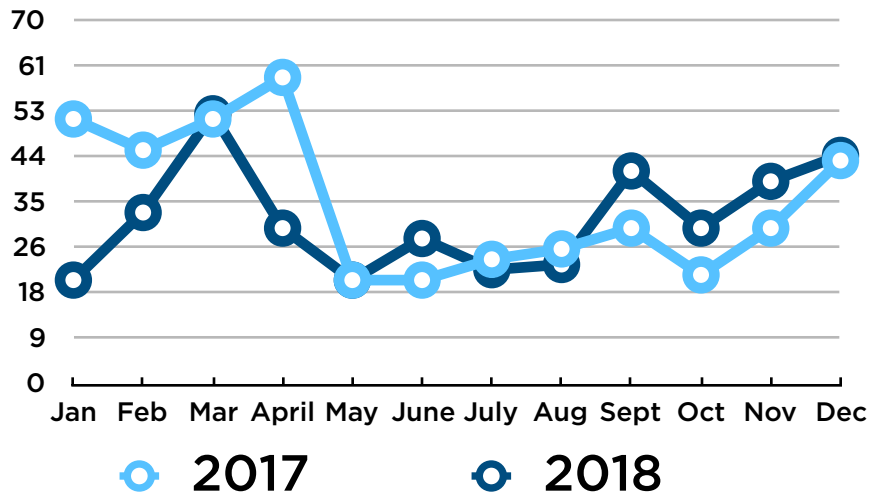
MLS Single, Condo, Multi-Families, Jan 1, 2018 - Dec 31, 2018
Stoneham, MA

2018 STONEHAM REAL ESTATE MARKET OVERVIEW

Units Active by Month

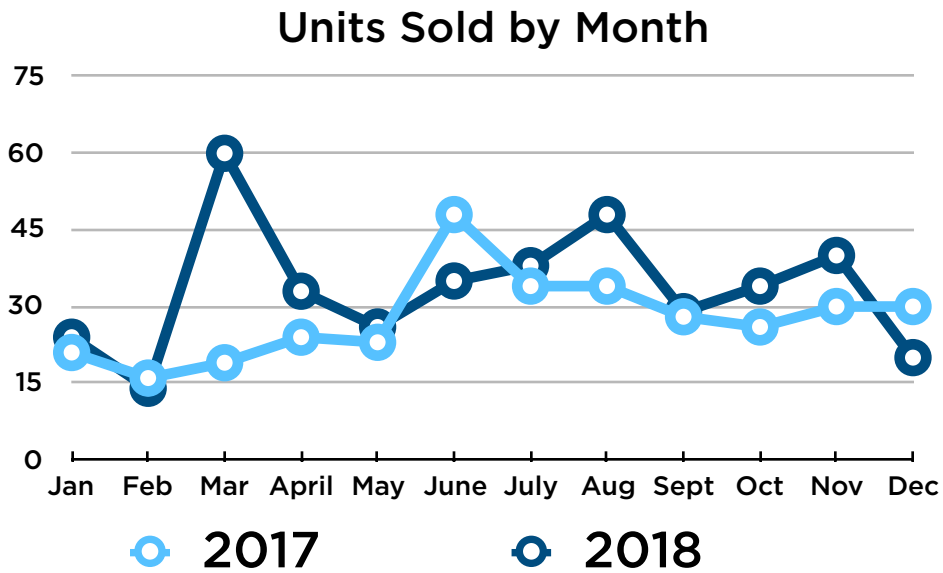
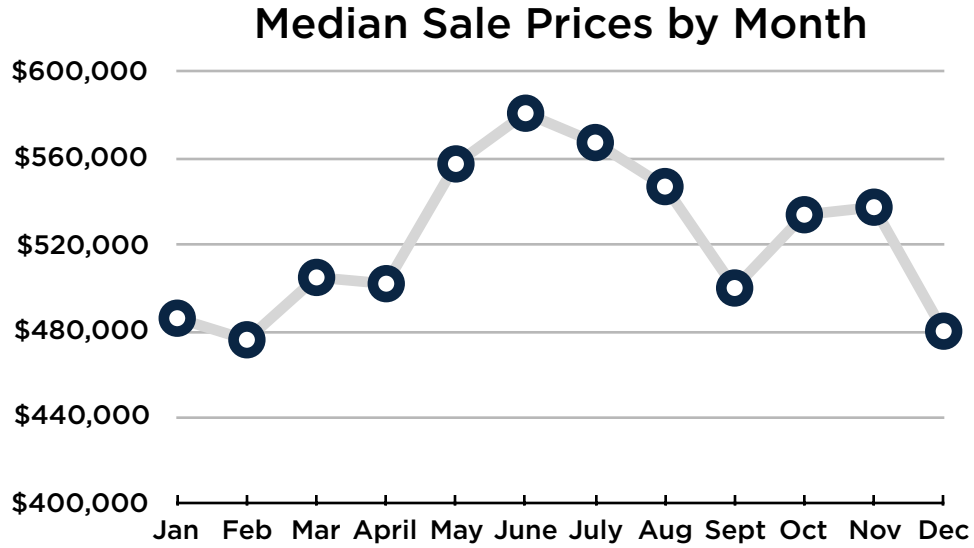


Days on Market Sold by Month



MLS Single, Condo, Multi-Families, Jan 1, 2018 - Dec 31, 2018
Stoneham, MA

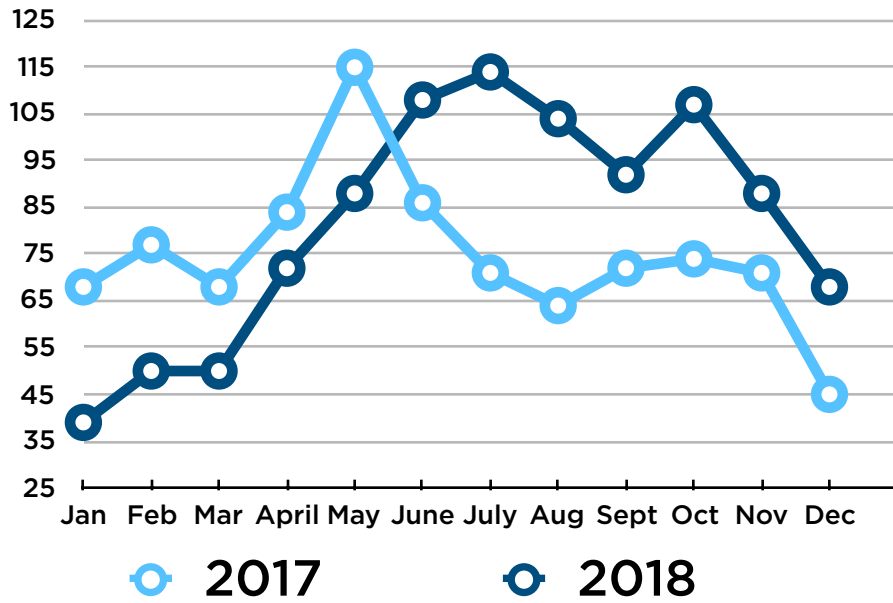
2018 WAKEFIELD REAL ESTATE MARKET OVERVIEW



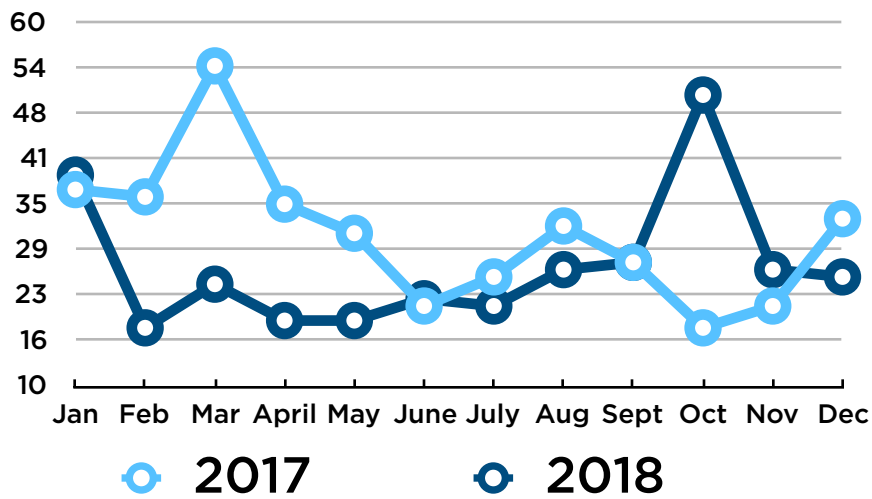
MLS Single, Condo, Multi-Families, Jan 1, 2018 - Dec 31, 2018
Wakefield, MA

2018 WAKEFIELD REAL ESTATE MARKET OVERVIEW

Units Active by Month



Days on Market Sold by Month



MLS Single, Condo, Multi-Families, Jan 1, 2018 - Dec 31, 2018
Wakefield, MA

If you are considering a move in the suburbs North of Boston and would like to learn how this information may impact your purchase, please contact us. If you currently own a home and would like more information on the value of your home, please let us know and we can provide a detailed estimated report. If you would like to know how much you could sell your home for in the 2019 spring market, we are happy to schedule an in-person visit and provide a detailed report.



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