

# The Franklin Real Estate Report

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FRANKLIN, MA  
MARKET TRENDS

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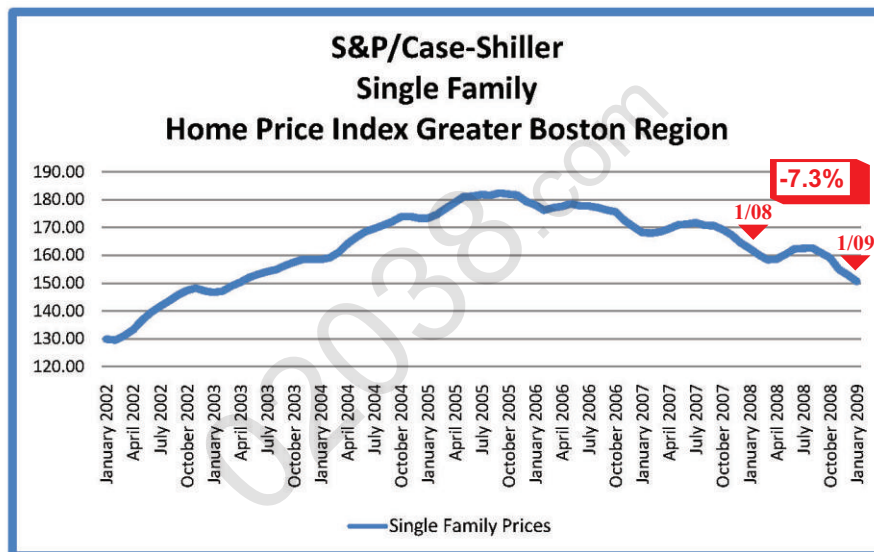
1ST QUARTER 2009 RECAP

## 1st Quarter 2009 Real Estate Market Report

Median sale prices for both single family and condominium homes in Franklin, MA rose during the first three months of 2009 compared to year-ago levels. This price uptick was the one bright spot in otherwise down-trending 1st quarter market stats for Franklin and the select regions of Massachusetts tracked by this report.

Except for the jump in Franklin median sale prices, all statistical categories were down for the 1st quarter.

To help put the 1st quarter 2009 real estate sale results into context, we'll first look at some important data from the good folks at Standard and Poor's:



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*Standard and Poor's publishes a series of indices tracking home values for a total of 20 large US metropolitan regions, including Greater Boston. Collectively known as the S&P/Case-Schiller Home Price Indices, each Index is issued on a monthly basis with a 2 month lag. At the issuance date of this report, the most recent Greater Boston Metropolitan Index reflects the performance of Greater Boston home prices as of January 2009.*



**-7.3%**  
Jan 08 - Jan 09  
Greater Boston Region

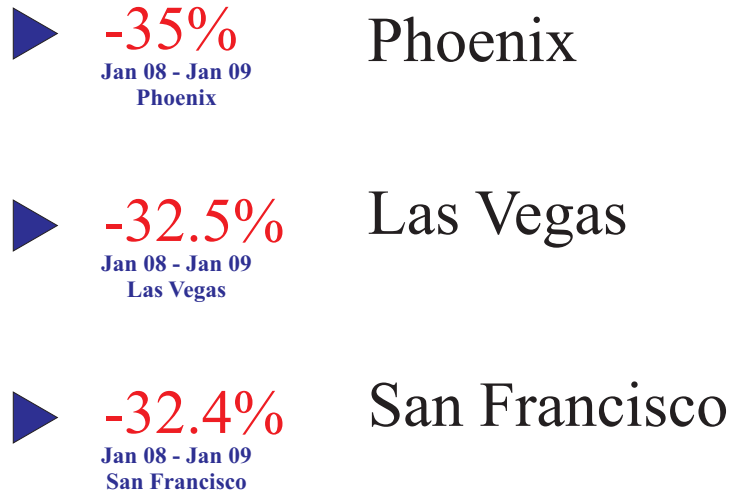
Down 7.3% - that's how far single family home prices in the Greater Boston market have fallen over the past 12 months (to an Index reading of 150.73 in January 2009 from 162.59 back in January 2008) according to the Standard and Poor's Case-Shiller Home Price Index for the Greater Boston region.

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Greater Boston's 7.3% decline in home price over the last 12 months looks positively bullish compared to conditions in the worst of the other regional US real estate markets covered by Standard & Poor's.

For the last 12 months, the three worst performing metropolitan regions were:



So compared with what's happening in the heavily damaged real estate market across America, the Greater Boston real estate market (and by extension all of Massachusetts) is an oasis of relative stability.



Now we'll look at the 1st quarter 2009 home sale results . . .

## Single Family Home Market - 1st Quarter 2009

### Median Prices & Sales Volume

Single Family Homes – 1<sup>st</sup> Quarter 2009

	Franklin, MA		
	1st Quarter 2009	Same Qtr Prior Year	Percent Change
Homes Sold	<b>28</b>	<b>38</b>	<b>-26.3%</b>
Median Price	<b>\$397,500</b>	<b>\$358,500</b>	<b>+10.9%</b>
Pending Sales	<b>43</b>	<b>57</b>	<b>-24.6%</b>
	Franklin Market Area		
	1st Quarter 2009	Same Qtr Prior Year	Percent Change
Homes Sold	<b>118</b>	<b>160</b>	<b>-26.3%</b>
Median Price	<b>\$300,000</b>	<b>\$350,000</b>	<b>-14.3%</b>
Pending Sales	<b>216</b>	<b>232</b>	<b>-6.9%</b>
	Eastern MA		
	1st Quarter 2009	Same Qtr Prior Year	Percent Change
Homes Sold	<b>3580</b>	<b>4056</b>	<b>-11.7%</b>
Median Price	<b>\$289,607</b>	<b>\$350,000</b>	<b>-17.3%</b>
Pending Sales	<b>5,635</b>	<b>6,030</b>	<b>-6.6%</b>

Source: MLSPIN. Copyright 2009 02038.com

The above chart looks at 1st quarter 2009 sale volume, median prices and pending sales in three markets in Massachusetts: the Town of Franklin, the regional market surrounding Franklin and the entire Eastern MA region.

Except for Franklin's median sale price, all stats in all three regions were down, most showing double digit losses for the quarter compared to year-ago levels.

The number of single family homes sold, pending sales and median prices were down in eastern Massachusetts and the regional Franklin market. Sale volume and pending sales were also down in Franklin.

However, median home sale prices in Franklin, MA showed strength in the 1st quarter of 2009, rising 10.9% compared to the 1st quarter of 2008.

This wasn't a case of a small sample being skewed by a few high sales. At \$890,000, \$750,000 and \$735,000, respectively, 18 Cotton Tail Ln., 7 Addison Ave. and 9 Cranberry Dr. were the 3 highest single family home sales in Franklin, MA during the 1st quarter of 2009.

Even if you take those three sales out of the calculation of median price for Franklin, the revised results still show Franklin (-5.7%) soundly outperforming Eastern MA (-17.3%) and the regional market surrounding Franklin (-14.3%)

A look at 1st quarter median prices over the last several years provides a creditable explanation why Franklin's median single family prices rose in the most recent quarter:

## Franklin Median Prices

Single Family Homes – 1<sup>st</sup> Quarter Each Year

Franklin Median Home Prices Single Family		
Year	1st Quarter Median	Percent Change
2009	<b>\$397,500</b>	<b>+10.9%</b>
2008	<b>\$358,500</b>	<b>-15.0%</b>
2007	<b>\$421,500</b>	<b>-11.2%</b>
2006	<b>\$474,532</b>	<b>+30.0%</b>
2005	<b>\$366,000</b>	<b>-6.3%</b>
2004	<b>\$390,450</b>	<b>+ 7.3%</b>
2003	<b>\$364,000</b>	<b>-</b>

Source: MLSPIN. Copyright 2009 02038.com

As shown in the chart above, median prices in Franklin had fallen sharply for 2 years in a row in 2007 and 2008 after a 30% rise in 2006.

After 2 down years in 2007 and 2008, it might make sense that median prices would bounce back in a community such as Franklin that enjoys so many inherent strengths. Excellent schools, relatively low

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property taxes and a high quality of life make Franklin a very popular choice among buyers. Such firmly rooted demand would tend to support Franklin home values over the long run.

The 1st quarter 2009 statistics for the condominium market present a picture very consistent with the single family market we've just examined:

## Condo and Townhome Market - 1st Quarter 2009

### Median Prices & Sales Volume

Condos/Townhomes – 1<sup>st</sup> Quarter 2009

	Franklin, MA		
	1st Quarter 2009	Same Qtr Prior Year	Percent Change
Condos Sold	10	17	-41.2%
Median Price	\$291,888	\$250,000	+16.8%
Pending Sales	19	24	-20.8%
	Franklin Market Area		
	1st Quarter 2009	Same Qtr Prior Year	Percent Change
Condos Sold	38	57	-33.3%
Median Price	\$201,500	\$245,000	-17.8%
Pending Sales	55	77	-28.6%
	Eastern MA		
	1st Quarter 2009	Same Qtr Prior Year	Percent Change
Condos Sold	1855	2401	-22.7%
Median Price	\$235,000	\$285,000	-17.5%
Pending Sales	3,023	3,791	-20.3%

Source: MLSPIN. Copyright 2009 02038.com

The Massachusetts condominium market showed great weakness in the 1st quarter of 2009 compared to year-ago levels. Except for an increase in the median sale price of condos in Franklin, all categories tracked experienced steep declines.

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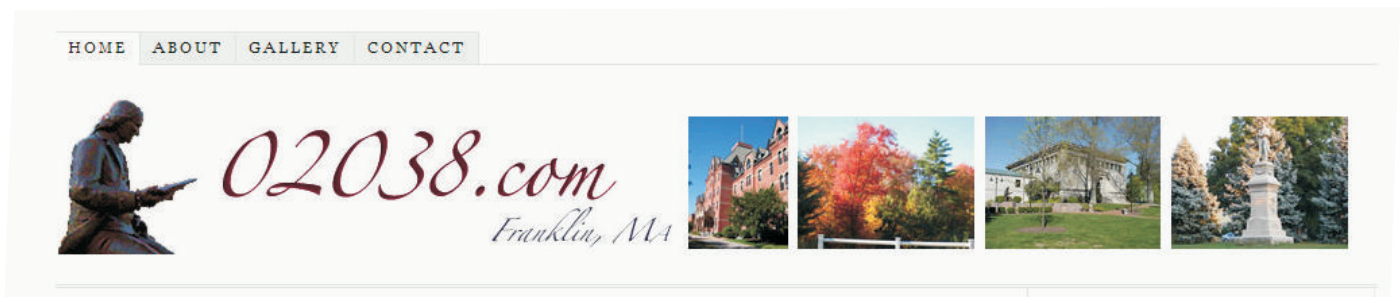
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The 1st quarter 2009 rise in the median sale price of Franklin condominiums can be directly laid at the door of all the new construction condo projects currently underway in town.

Of the 10 condo sales in Franklin in the 1st quarter, fully half were new construction units at high-end pricing. This did artificially raise the median price figure for that segment of the Franklin real estate market.

Click here if you'd like to find out what your home or investment property is worth in today's market, or call Warren Reynolds at 508-613-2889.

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For additional information about the quality of life and real estate investment opportunities afforded by the greater Franklin region of Massachusetts, please visit

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