

Watts News in Real Estate



RESIDENTIAL BROKERAGE



Real Estate in Review 2011

I've reviewed our local statistics of average selling prices of single family homes for all of 2011 vs. the comparable period for 2010 with the following results:

Average Selling Prices - 2011

Cohasset increased by	7.6%
Hingham decreased by	9.2%
Hull increased by	11.8%
Scituate increased by	0.3%

This past December Lawrence Yun, NAR Chief Economist reflected on the year 2011 saying: "After six years of a demoralizing and protracted housing market recession, a light is finally appearing at the end of the tunnel – and it is not a headlight from a freight train. It is a genuine warm sunny glow. The latest pending home sales index – which reflects contract signings to purchase a home – rose more than 10 % in October from the previous month and more than 9 % from one year ago. Because the wide swings in sales related to the homebuyer tax credit are largely over, that year over year increase is a clean jump and not just a rise due to some artificially low comps of the past year. Clearly the data implies something is brewing out there. Yes, there are still cancellation issues related to appraisals, tight underwriting and other issues. But buyers are evidently recognizing the great opportunity to own real estate and acting accordingly. The worst could be over."

Cohasset Residential Sales

(1/1/2011-12/31/2011)

69 Single Family Homes Sold

20 homes sold over One Million

Lowest Price:	\$ 209,000
Highest Price:	\$4,200,000
Average Price:	\$ 931,159

Top Five Sales

\$4,200,000	332 South Main St
\$2,500,000	21 Mohawk Way
\$2,500,000	85 Atlantic Ave
\$2,450,000	73 Whitehead Rd
\$2,361,000	449 Jerusalem Rd

Cohasset Condominium sales

(1/1/2011-12/31/2011)

15 Condominiums Sold

Lowest Price:	\$ 162,650
Highest Price:	\$1,131,346
Average Price:	\$ 482,997

Hingham Residential Sales

(1/1/2011-12/31/2011)

210 Single Family Homes Sold

33 Homes sold over One Million

Lowest Price:	\$ 105,000
Highest Price:	\$1,724,500
Average Price:	\$ 707,824

Top Five Sales

\$1,750,000	37 G. Washington Blvd
\$1,724,500	2 Sayles
\$1,635,000	25 Irving St
\$1,585,000	48 Whiton
\$1,537,500	69 Fearing Rd

Hingham Condominium Sales

(1/1/2011-12/31/2011)

47 Condominiums Sold

Lowest Price:	\$ 200,000
Highest Price:	\$1,325,000
Average Price:	\$ 576,204

Hull Residential Sales

(1/1/2011-12/31/2011)

95 Single Family Homes Sold
4 Homes Sold over One Million
Lowest Price: \$ 94,000
Highest Price: \$1,350,000
Average Price: \$ 370,940

Top Five Sales

\$1,350,000 940 Nantasket Ave
\$1,225,000 17 Point Allerton Ave
\$1,125,000 9 Point Allerton Ave
\$1,000,000 87 Beach Ave
\$925,000 282 Nantasket Ave

Hull Condominium Sales

(1/1/2011-12/31/2011)

27 Condominiums Sold
Lowest Price: \$ 95,000
Highest Price: \$840,000
Average Price: \$261,867

Scituate Residential Sales

(1/1/2011-12/31/2011)

177 Single Family Homes Sold
12 Homes Sold over One Million
Lowest Price: \$ 154,000
Highest Price: \$1,505,000
Average Price: \$ 530,420

Top Five Sales

\$1,505,000 91 Gilson Rd
\$1,502,500 63 Border St
\$1,300,000 25 Surfside Rd
\$1,250,000 37 Ocean Ave
\$1,240,000 28 Collier Rd

Scituate Condominium Sales

(1/1/2011-12/31/2011)

32 Condominiums Sold
Lowest Price: \$ 165,000
Highest Price: \$1,190,000
Average Price: \$ 470,175

As you prepare for the months ahead, keep in mind that Coldwell Banker Residential Brokerage has the tools and services available to distinguish you from the competition. Just one example is NewEnglandMoves.com the largest and most interactive website in New England with an average of one million visitors a month.

Additionally, our listings can be seen at:

TheBostonChannel.com, www.frontdoor.com,
WallStreetJournal.com, realestate.yahoo.com,
Zillow.com, cyberhomes.com, Google Base,
Homefinder.com & www.trulia.com.

If you will be considering selling in the next few months, let me know and I will send you a copy of our recently published 'Pre-Listing Portfolio - Discover the Difference' packed with valuable information about how the fundamental real estate market has changed and what you can do to prepare for success in selling your home.

I'd like to offer a special thank you to my clients for helping make 2011 a successful real estate year for me. I'm always impressed with the knowledge you have of the current real estate market and the patience you offer during challenging home searches, negotiations and marketing.

Wishing you all a Happy, Healthy & Successful 2012.

Sincerely,

Claire

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