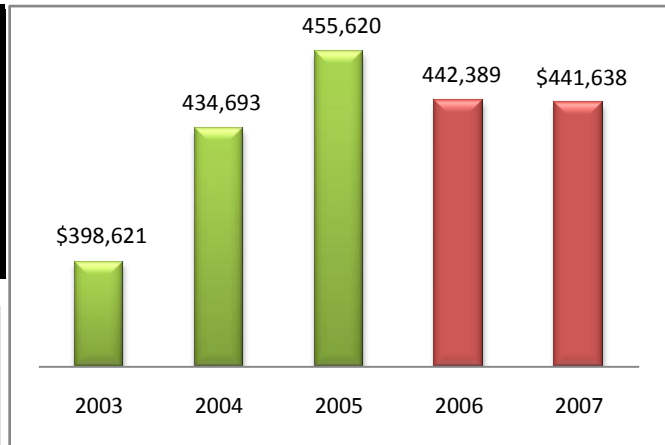


Johnston | Lynch Group's Waltham Market Report

Historical Home Sale Statistics | 2003 - 2007

Single Family - Waltham, MA

Year	Number of Listing Sold	Avg. Days on Market	Average Sale Price	Sales Price % Change
2003	347	62	\$ 398,621	
2004	312	45	434,693	9.05%
2005	337	54	455,620	4.81%
2006	272	89	442,389	-2.90%
2007	301	88	\$ 441,638	-0.17%

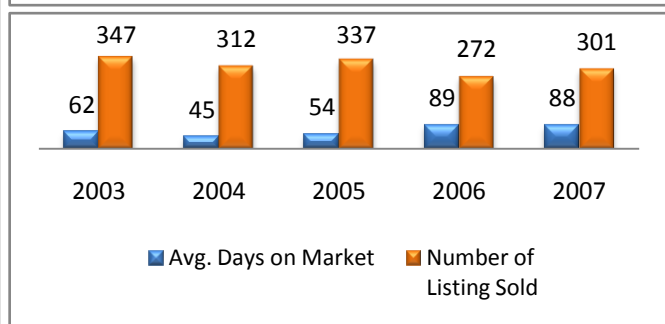


Waltham Stable in 2007!

Number of Homes Sold are up!

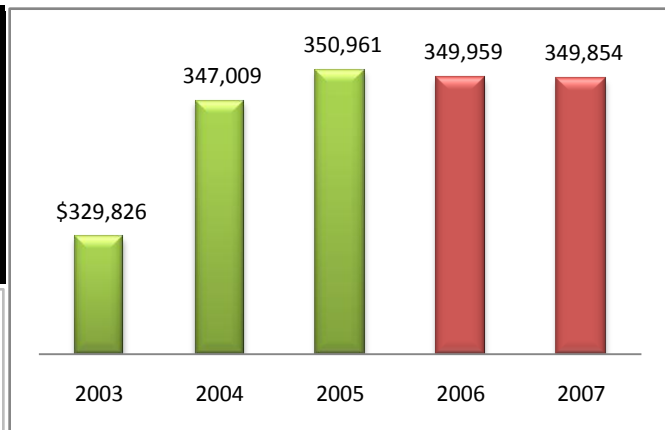
The single family home market was fairly stable in Waltham for 2007. Sales increased and the dramatic decline of 2006 did not continue in 2007. Inventory levels have adjusted downward and the number of sales is up. In addition, the days on the market have also remained fairly reasonable when compared to nearby towns.

We believe that Waltham will see a conservative upswing in their real estate market for 2008. Towns near Waltham will provide strong competition for buyers. But, the lower average home sale price will entice individuals to seek out affordable opportunities in Waltham. Homes in good condition well positioned in the market will successfully sell.



Condominiums - Waltham, MA

Year	Number of Listing Sold	Avg. Days on Market	Average Sale Price	Sales Price % Change
2003	188	52	\$ 329,826	
2004	241	52	347,009	5.21%
2005	316	47	350,961	1.14%
2006	280	87	349,959	-0.29%
2007	283	92	349,854	-0.03%



Nothing Dramatic!

Similar to the single family home market, condominiums remained fairly stable in Waltham for 2007. Sales remained flat and the declines in average sale price were less than 0.30% for 2006 and 2007. Inventory levels have adjusted but remain a bit high. The days on the market have also remained fairly reasonable.

A conservative year is ahead for the condominium market in Waltham. Sale numbers should remain stable and could increase slightly, as days on the market decline slightly. New construction projects will not dominate the inventory and subsequently provide re-sales more of an opportunity to gain traction in the condo real estate market.

