

WELCOME TO
Massachusetts

A BRIEF INTRODUCTION TO
THE CODFISH STATE

A REAL ESTATE EBOOK FROM



INTRODUCING ONE OF THE HOTTEST REAL ESTATE MARKETS IN THE U.S.:

Massachusetts

Massachusetts is a haven for outdoor enthusiasts who can explore the 2,000 miles of trails and pathways, and 1,500 miles of coastline. The state's economy is consistently strong and robust thanks to computer hardware manufacturing, a highly educated population, and staple exports in agriculture, trade, and fishing. In this ebook, we'll introduce you to some of the top markets for real estate, as well as share the unique activities offered by this outdoorsy state.

Top 5 Markets in Massachusetts



#5: CAMBRIDGE

Many have heard of MIT and Harvard, but not all know that both schools are located in Cambridge. There's a lot of intellectual power in this city, and it shows through their collection of museums, which are the best in the state. It's no wonder why it's one of the fastest growing cities in Massachusetts according to [Homesnacks](#). For active couples or busy singles looking for a town full of young people and fresh ideas, Cambridge is the perfect place.

Local Tip:

One of the best and most unique restaurants to try is Pagu in Central Square. A Japanese and Spanish infusion of recipes and ingredients yields an amazing combination of flavors. This culinary wizardry also translates to their bar. With so many creative cocktails to explore, it's best to just pop in, order a drink and a small plate, and keep coming back until you've tried the whole menu!

The median home value in Cambridge is \$845,116, which is a 2.3% increase from the previous year. Zillow predicts this figure will increase 7.2% within the next year.

Top 5 Markets in Massachusetts

#4: LEXINGTON


Located northwest of Boston on the outer edges of the metropolitan area rests Lexington. Known as the place where the first shots were fired in the Revolutionary War, this prominent historical town commemorates the early days of independence every year in April on Patriots' Day. With a small population of 33,000, Lexington is made up of residential homes and hosts a diverse hub of restaurants and shops on Massachusetts Ave. Surrounded by state parks and historical sites, this town is perfect for history and nature buffs alike.

Local tip:

For an authentic experience, head out of town to The Lexington Battle Green, where the first shots of the Revolutionary War were fired on April 19th, 1775. After getting your historical fix, head into town and stop by Neillio's Gourmet Deli for a turkey sandwich and drink.

The median home value price in Lexington is \$1,080,509, which is a 2.1% increase from the previous year. Zillow predicts this figure will increase 6.7% within the next year.





“There is about Boston **a certain reminiscent and classical tone**, suggesting an authenticity and piety which few other American cities possess.”

- E.B. White



Top 5 Markets in Massachusetts

#3: BOSTON

Still one of the fastest growing cities in the country, Boston continues to attract youth and brain power through the city's educational offerings, health care facilities, and tech manufacturing companies. Outside of being just a hub for students and businesses, this city also offers world-class dining, entertainment, and brewery experiences. A beautiful melting pot, Boston's history gives it character while its youth grants the city a modern edge for residents and tourists.

*Local
tip:*

The best way to take in Boston is to walk through the Boston Common and Public Garden, also known as America's first botanical garden. If you haven't had your fill of history, check out the Liberty Trail. Once you've worked up an appetite, head to Union Oyster House, America's oldest restaurant, which has been in operation since 1826. Grab a half-dozen oysters and enjoy!

The median home value in Boston is \$659,598, which is a 3.2% increase from last year. Zillow predicts this figure will increase 6.9% within the next year.



Top 5 Markets in Massachusetts

#2: CHELMSFORD

Chelmsford is a small town of 35,000 residents located just outside of Lowell. Consistently rated one of the best places to live in Massachusetts, Chelmsford is perfect for families and couples looking to plant roots. With a great public school system, low crime rate, and plenty of family activities, it's a peaceful place to live.

Local tip:

Looking to kill two birds with one stone? For the best cocktail and fish dish in town, head to Fishbones, a refreshing take on seafood with a fish market inside in case you'd rather cook at home. Sourcing all their seafood from the piers of Boston and Gloucester, fresh doesn't even come close to describing this experience.

The median home value in Chelmsford is \$462,676, which is a 5.8% increase from last year. Zillow predicts this figure will increase 7.5% within the next year.

Top 5 Markets in Massachusetts

#1: NEWTON

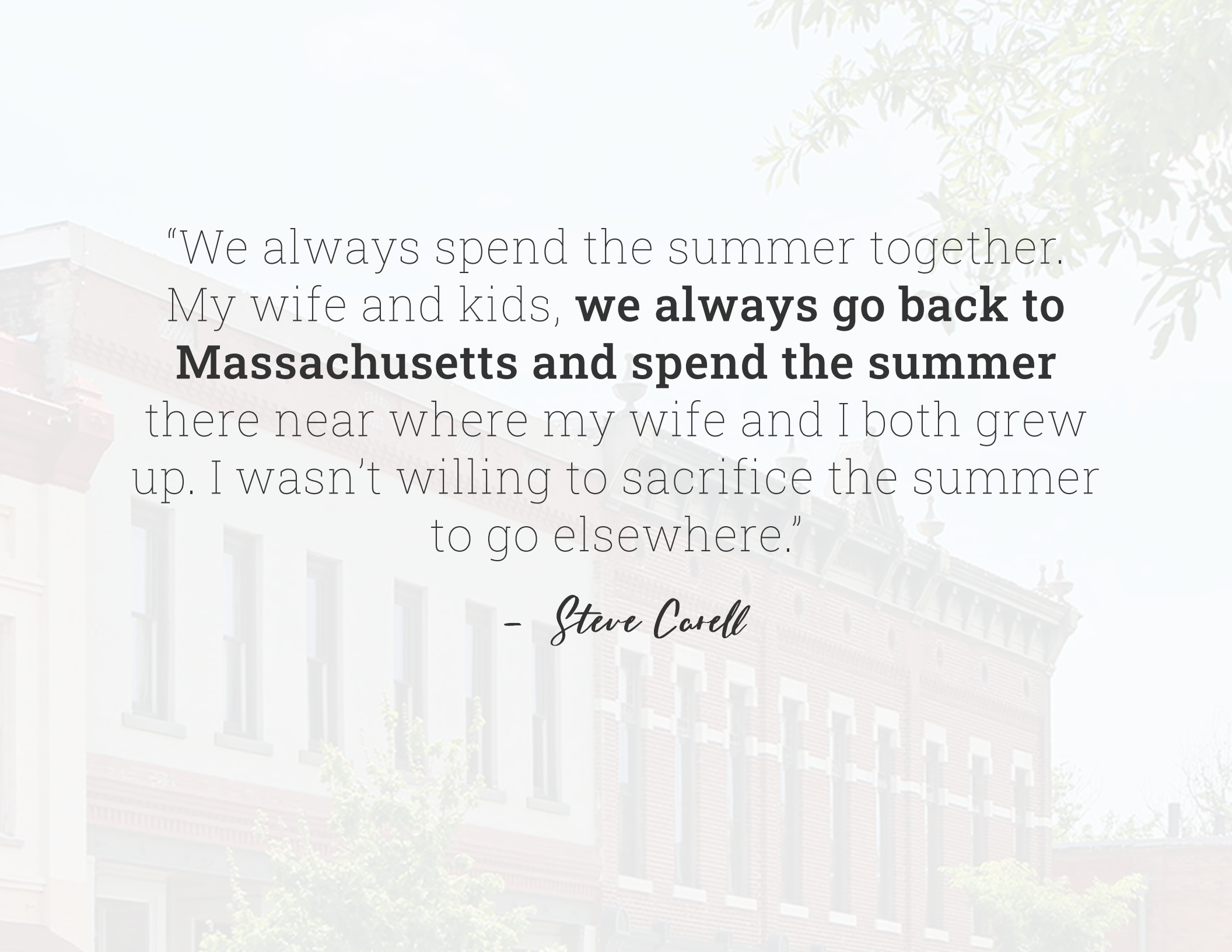
Newton is a larger community compared to the others on this list, with over 88,000 residents and 13 distinct villages. Located in Middlesex County, this thriving town is on the edge of the Boston Metro area. Known for its residents' quality of life, rich outdoor spaces, and strong community feel, Newton is a town perfect for older residents and families.

Local tip:

For the best bite to eat in town, check out The Local Newton, a town favorite that creates dishes using local ingredients. The kitchen has a relaxed gastropub feel, featuring a diverse range of plates for all tastes. After you've satisfied your stomach and taste buds, head over to Union Street Bar for some drinks with friends.

The median home value in Newton is \$1,118,532, which is a 3.4% increase from last year. Zillow predicts this will increase 7.1% within the next year, which is great news for prospective sellers!





“We always spend the summer together.
My wife and kids, **we always go back to
Massachusetts and spend the summer**
there near where my wife and I both grew
up. I wasn’t willing to sacrifice the summer
to go elsewhere.”

- *Steve Carell*



Why Massachusetts Real Estate?

Massachusetts has a strong economy largely based on three robust industries: Computer hardware manufacturing, chemical manufacturing, and food processing. These three verticals lend themselves well to the residents of Massachusetts who aren't afraid of a challenge and are willing to take on hard work. Coupled with a predicted increase in home prices, there are countless opportunities for sellers looking to maximize their ROI in Massachusetts.

Quick Stats - MASSACHUSETTS

YEAR/YEAR MEDIAN HOME PRICES (MAY 2018-MAY 2019):	6.2%
MEDIAN HOME VALUE:	\$457,192
MEDIAN RENT PRICE:	\$2,500
AVERAGE DAYS LISTED:	64
HOMES WITH NEGATIVE EQUITY:	5.4%
DELINQUENT MORTGAGES:	1.2%

MARKET OUTLOOK

Low home inventory and growing demand have put developers on the clock to produce enough homes at a comfortable rate. The median home price in the state is lower than the national average, which is fantastic for buyers in the market. Zillow sees Massachusetts as a seller's market and projects a 7.4% increase in home value over the next year.

THERE'S NEVER A BETTER TIME TO BECOME A *Massachusetts Real Estate Agent*

With a rich history, a variety of entertainment options, great communities for families, and boundless green spaces, Massachusetts has become one of the premier relocation destinations in the country. This new growth opens up a fantastic opportunity for real estate agents. For instance, did you know that **there were over 298,106 Massachusetts properties sold in October of 2020** with some selling for more than \$1,000,000? When you consider that Indeed.com reports **the average full-time real estate agent in Massachusetts makes around \$84,728**, it's pretty obvious there's never been a better time to become a Bay State real estate agent.

If you want to learn more about how you can get your license and join the ranks of Massachusetts real estate agents, visit us at TheCEShop.com/Massachusetts/MA-Real-Estate. There you'll be able to find the steps you need to take in order to become an agent, and discover how The CE Shop can help you achieve your goals through our award-winning real estate education.

About Us

Founded in 2005, The CE Shop has become the leading provider of online real estate education through an encyclopedic knowledge of the real estate industry.

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With courses available in all 50 states and D.C., we're driven by a desire to constantly improve, both for ourselves and our students.

