



WINTER 2023 ISSUE

NORTH LEXINGTON

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JAN-FEB SCHEDULE OF EVENTS!

Chinese New Year Celebration/Lunch

- Thursday Jan 19 12-2pm
- \$5 registration fee.

Art for Mental Health Series

- Tuesdays: Jan 24, 31 & Feb 7
- 1-2pm

Health and Wellness Series

- Thursdays: Feb 2-Apr 6
- 1-2pm

February Italian Lunch

- Tuesday Feb 14th 12-1pm.
- \$5 registration fee.

Cooking with Anastasia

- Friday Feb 24th 11am-noon
- virtual event - "Mydopilafo"

Sign Up for these events and so much MORE thru the Community Center at 781-698-4840 or online at LexRecMa.com

WHAT'S HAPPENING IN OUR NEIGHBORHOOD THIS SEASON

What is your word of the year? Mine is schedule!

I wonder if other people do this exercise. Rather than New Year's resolutions, which can end on Jan 5th, we find a word that we want to breathe into for the year.

Schedules at work when you don't have one boss but 20 bosses (i.e. clients) needing lots of different things, become much more meaningful in getting stuff done. Think about it, it's fun to find a word and anyone can do it. It also lasts longer than 5 days usually.

However, if you are thinking New Years Resolutions and you haven't forgotten what yours was, we are aligned. Our resolution is to help 200 clients this year make a move! We definitely need help with that. We are offering an opportunity to win 6 months free at the gym of your choice (within reason of course) for any referral that you can provide to us. Just imagine, your New Years Resolution can be paid for by me!

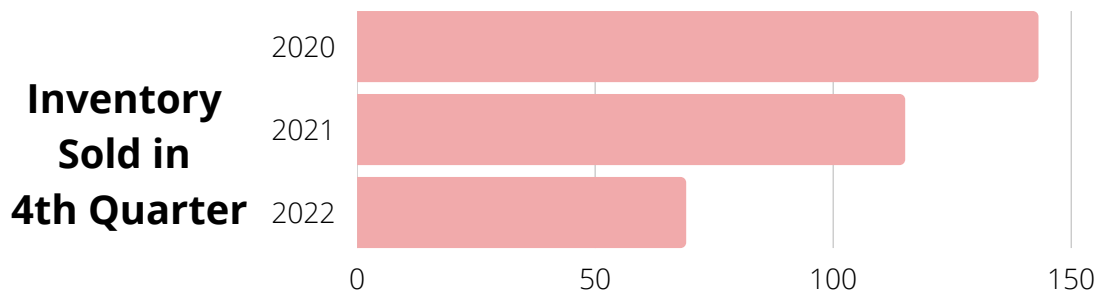
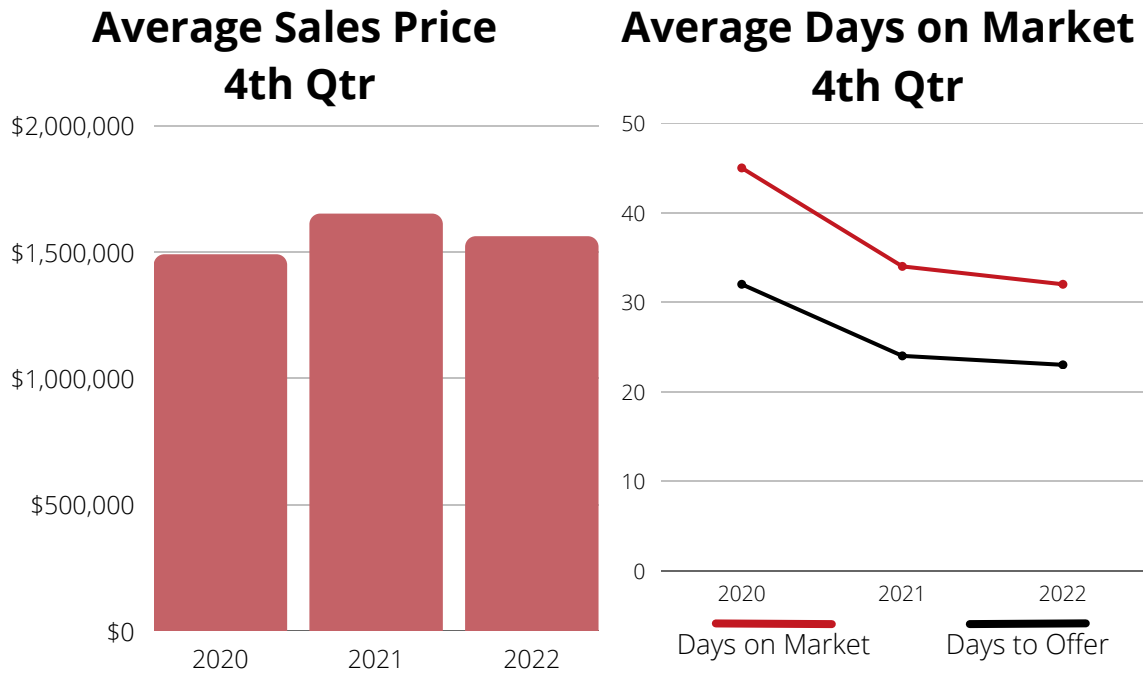
As mentioned in the last newsletter, the Einstein's did move. Unfortunately Tom passed away shortly thereafter. Reach out if you need their forwarding address.

As we hunker down and wait for spring to arrive, I hope you all have a Happy, Healthy and Prosperous 2023.

PET OF THE QUARTER

Pumpkin is an Irish Doodle that lives on Whittier Road. Born on Halloween she is the pride and joy of Toni's. You can see her out on her front porch waiting to greet any of the other dogs in the neighborhood as they walk by. She is always happy to walk with the bigger dogs, play rough and one of her favorite tricks is grabbing Toni's glove right off her hand for a game of keep-away!





JANUARY 2023 LEXINGTON MARKET UPDATE

Interest rates are still all the talk in the real estate market. National news would lead you to believe that housing is taking a beating. Locally, it's just not true. When you look at the graphs above, what is driving all of them is INVENTORY. With our inventory down considerably in the fourth quarter compared to the prior two years, it is the leading indicator of what will happen this year, and it provides some explanation for days on market, which is steady, days to offer which is steady and average sales prices, which reflect a smaller number of higher priced homes sold in this quarter vs the past two years but generally a very solid, stable average. Our average list price today of homes on the market is \$2.9M, all of the homes under \$2M sell quickly and as our prices have increased, we have an overabundance of expensive homes awaiting the small number of buyers in that market segment. The over \$2M market was 23% the 4th qtr '21 vs 17% in '22. Inventory will continue to stay low, which will keep our prices stable at a minimum with a potential 5% increase in 2023 according to most economist. More to come in April!



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