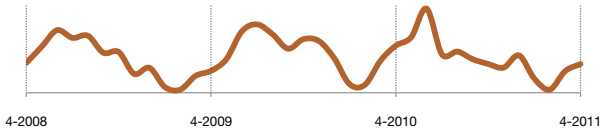
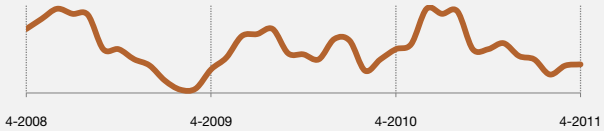
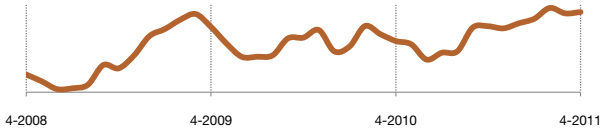
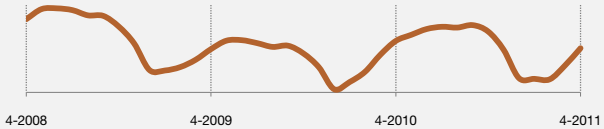
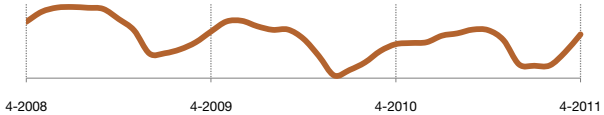
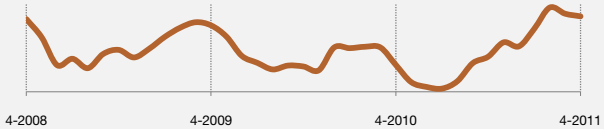
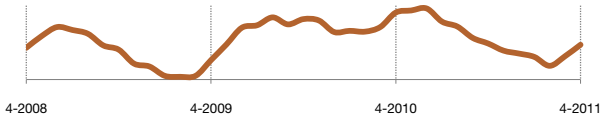
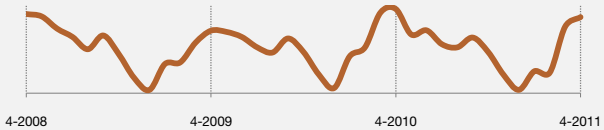
Single-Family Market Overview

Key market metrics for the current month and year-to-date figures for **Single-Family Homes Only**.

MASSACHUSETTS ASSOCIATION OF REALTORS®

Key Metrics	Historical Sparklines	Apr-2010	Apr-2011	+ / –	YTD 2010	YTD 2011	+ / –
Closed Sales		3,817	**2,975**	- 22.1%	10,996	**9,709**	- 11.7%
Median Sales Price		$290,000	**$275,000**	- 5.2%	$285,000	**$275,000**	- 3.5%
Housing Affordability Index		130	**148**	+ 13.5%	132	**148**	+ 11.9%
Inventory of Homes for Sale		32,608	**31,385**	- 3.8%	--	--	--
Months Supply of Inventory		9.1	**9.7**	+ 6.5%	--	--	--
Days on Market Until Sale		103	**126**	+ 22.3%	109	**126**	+ 15.9%
Percent of Original List Price Received		93.2%	**90.8%**	- 2.6%	92.4%	**90.1%**	- 2.5%
New Listings		9,753	**9,087**	- 6.8%	31,675	**26,574**	- 16.1%

Condominium Market Overview

Key market metrics for the current month and year-to-date figures for **Condominium Properties Only**.

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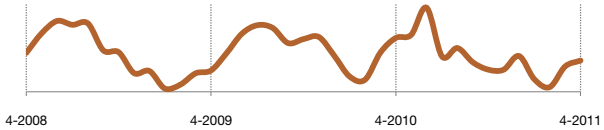
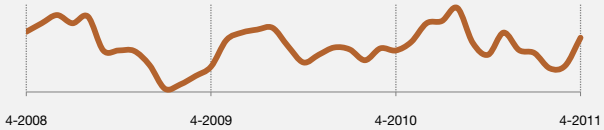
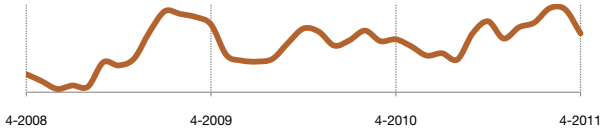
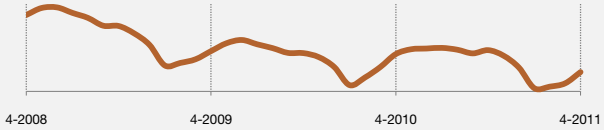
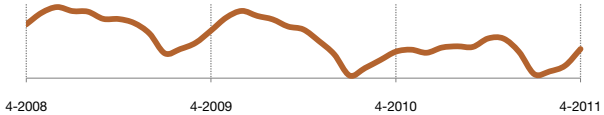
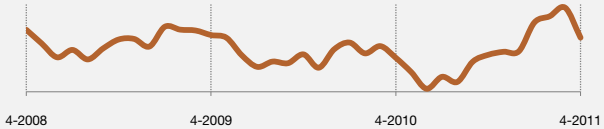
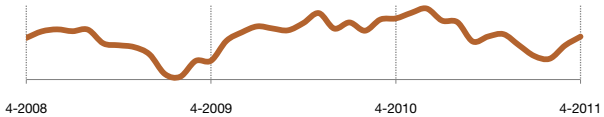
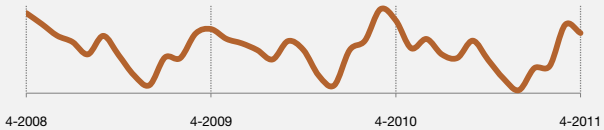
Key Metrics	Historical Sparklines	Apr-2010	Apr-2011	+ / –	YTD 2010	YTD 2011	+ / –
Closed Sales		1,648	**1,207**	- 26.8%	4,739	**3,830**	- 19.2%
Median Sales Price		$250,000	**$265,000**	+ 6.0%	$249,000	**$245,000**	- 1.6%
Housing Affordability Index		149	**153**	+ 2.9%	149	**163**	+ 9.4%
Inventory of Homes for Sale		13,171	**11,442**	- 13.1%	--	--	--
Months Supply of Inventory		8.9	**9.0**	+ 2.0%	--	--	--
Days on Market Until Sale		111	**120**	+ 8.5%	114	**128**	+ 11.8%
Percent of Original List Price Received		93.8%	**92.2%**	- 1.7%	93.5%	**91.3%**	- 2.3%
New Listings		3,858	**3,381**	- 12.4%	13,974	**11,276**	- 19.3%

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Explanation of Methodology for Housing Statistics

Closed Sales
A count of actual sales that have closed in a given month.

Median Sales Price
Median price point for all closed sales, not accounting for seller concessions, in a given month.

Housing Affordability Index
This index measures housing affordability for the region. An index of 120 means the median household income was 120% of what is necessary to qualify for the median-priced home under prevailing interest rates. **A higher number means greater affordability.**

Inventory of Homes for Sale
The number of properties available for sale in active status at the end of a given month.

Months Supply of Inventory
The inventory of homes for sale at the end of a given month, divided by the average monthly pending sales from the last 12 months.

Days on Market Until Sale
Average number of days between when a property is listed and when an offer is accepted in a given month.

Percent of Original List Price Received
Percentage found when dividing a property's sales price by its original list price, then taking the average for all properties sold in a given month, not accounting for seller concessions.

New Listings
A count of the properties that have been newly listed on the market in a given month.

Pending Sales
A count of the properties on which contracts have been written in a given month.