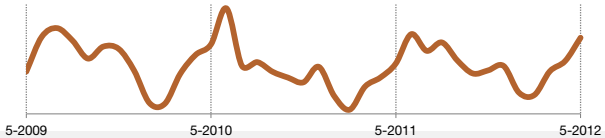
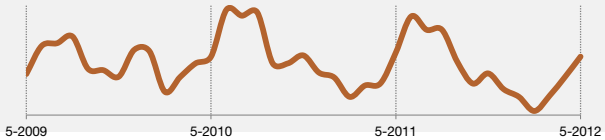
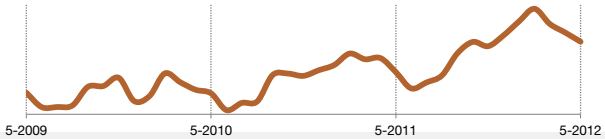
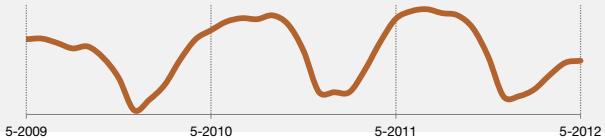
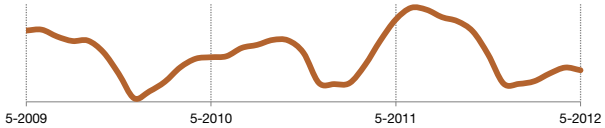
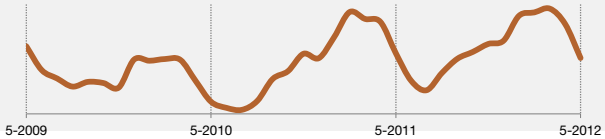
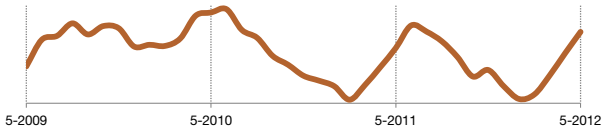
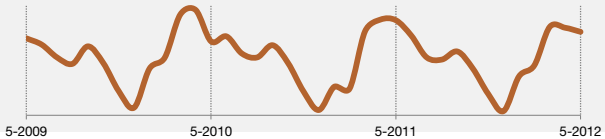
Single-Family Market Overview

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	May-2011	May-2012	+ / –	YTD 2011	YTD 2012	+ / –
Closed Sales		3,496	**4,445**	+ 27.1%	13,219	**16,003**	+ 21.1%
Median Sales Price		$298,000	**$295,000**	- 1.0%	$280,000	**$275,000**	- 1.8%
Housing Affordability Index		140	**157**	+ 12.0%	148	**166**	+ 12.6%
Inventory of Homes for Sale		35,018	**30,204**	- 13.7%	--	--	--
Months Supply of Inventory		11.0	**8.6**	- 22.2%	--	--	--
Days on Market Until Sale		114	**112**	- 1.6%	123	**124**	+ 1.1%
Percent of Original List Price Received		91.7%	**92.5%**	+ 0.8%	90.5%	**90.9%**	+ 0.5%
New Listings		9,078	**8,307**	- 8.5%	35,747	**36,956**	+ 3.4%

Condominium Market Overview

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

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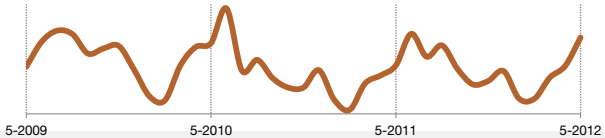
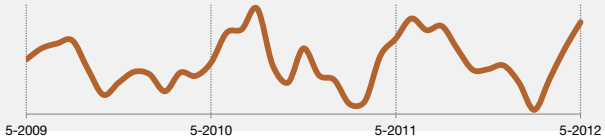
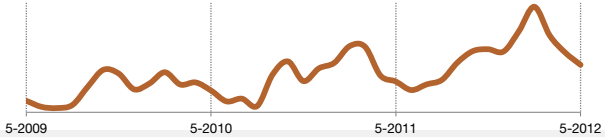
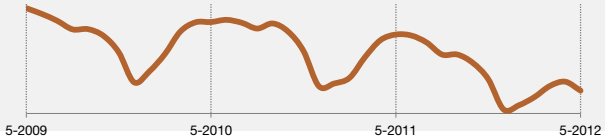
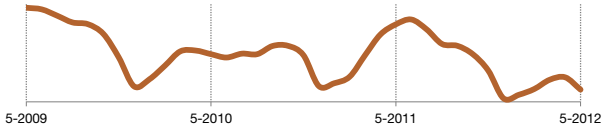
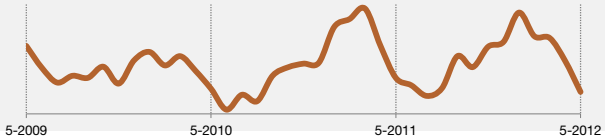
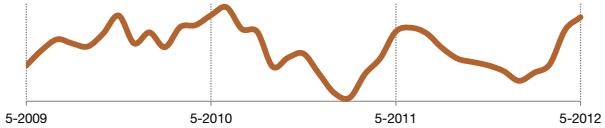
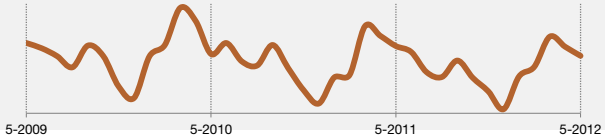
Key Metrics	Historical Sparklines	May-2011	May-2012	+ / –	YTD 2011	YTD 2012	+ / –
Closed Sales		1,367	**1,794**	+ 31.2%	5,202	**6,054**	+ 16.4%
Median Sales Price		$277,750	**$290,000**	+ 4.4%	$254,000	**$265,000**	+ 4.3%
Housing Affordability Index		149	**159**	+ 6.8%	161	**172**	+ 6.8%
Inventory of Homes for Sale		13,008	**9,775**	- 24.9%	--	--	--
Months Supply of Inventory		10.5	**7.3**	- 30.4%	--	--	--
Days on Market Until Sale		108	**103**	- 4.8%	123	**117**	- 4.7%
Percent of Original List Price Received		93.5%	**94.1%**	+ 0.7%	91.9%	**92.8%**	+ 1.0%
New Listings		3,065	**2,752**	- 10.2%	14,361	**13,656**	- 4.9%

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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.