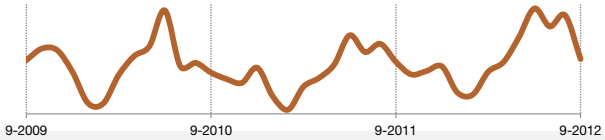
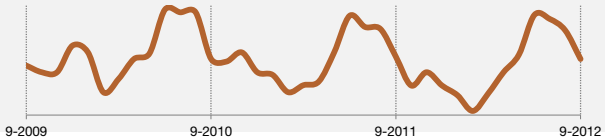
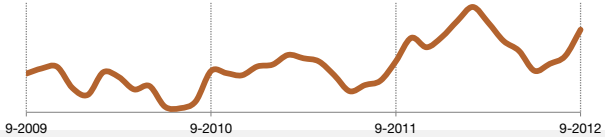
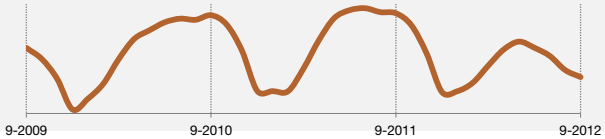
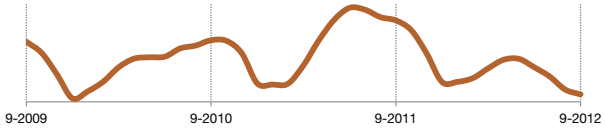
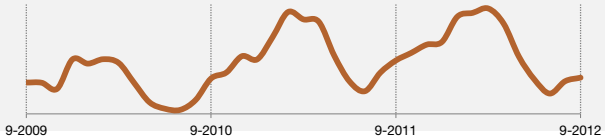
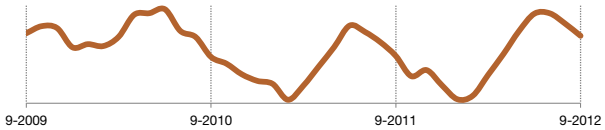
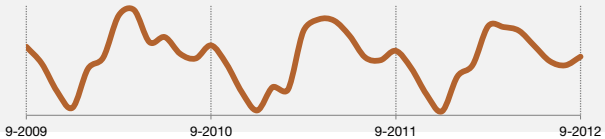
Single-Family Market Overview

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	Sep-2011	Sep-2012	+ / –	YTD 2011	YTD 2012	+ / –
Closed Sales		3,482	**3,580**	+ 2.8%	28,678	**34,560**	+ 20.5%
Median Sales Price		$296,750	**$294,900**	- 0.6%	$300,000	**$299,900**	- 0.0%
Housing Affordability Index		146	**162**	+ 10.9%	145	**160**	+ 10.4%
Inventory of Homes for Sale		33,789	**26,677**	- 21.0%	--	--	--
Months Supply of Inventory		10.8	**7.3**	- 32.8%	--	--	--
Days on Market Until Sale		111	**104**	- 6.0%	113	**112**	- 0.4%
Percent of Original List Price Received		91.4%	**92.3%**	+ 1.1%	91.5%	**92.1%**	+ 0.7%
New Listings		6,757	**6,384**	- 5.5%	61,176	**61,019**	- 0.3%

Condominium Market Overview

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

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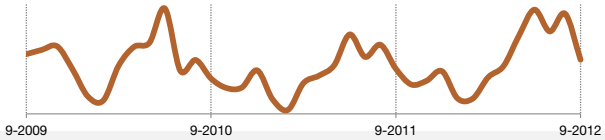
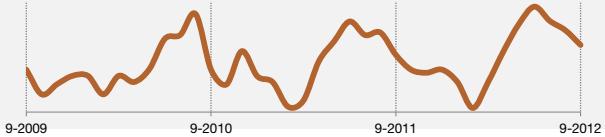
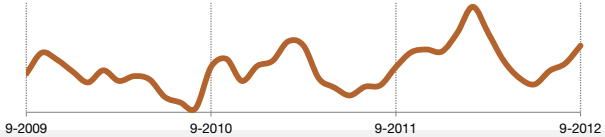
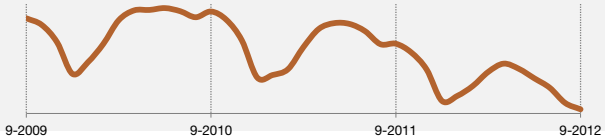
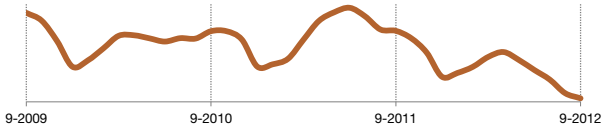
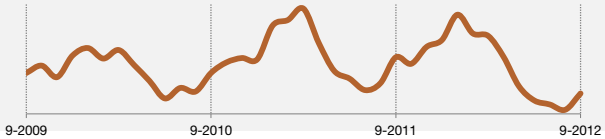
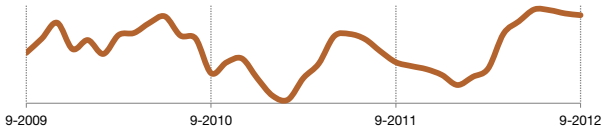
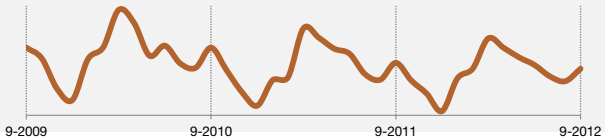
Key Metrics	Historical Sparklines	Sep-2011	Sep-2012	+ / –	YTD 2011	YTD 2012	+ / –
Closed Sales		1,292	**1,426**	+ 10.4%	11,331	**13,540**	+ 19.5%
Median Sales Price		$272,000	**$280,000**	+ 2.9%	$275,000	**$284,000**	+ 3.3%
Housing Affordability Index		158	**170**	+ 7.5%	157	**168**	+ 7.2%
Inventory of Homes for Sale		11,316	**7,863**	- 30.5%	--	--	--
Months Supply of Inventory		9.3	**5.6**	- 40.1%	--	--	--
Days on Market Until Sale		114	**99**	- 13.6%	113	**104**	- 7.8%
Percent of Original List Price Received		92.3%	**94.7%**	+ 2.5%	92.6%	**94.0%**	+ 1.5%
New Listings		2,504	**2,322**	- 7.3%	23,244	**22,043**	- 5.2%

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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.