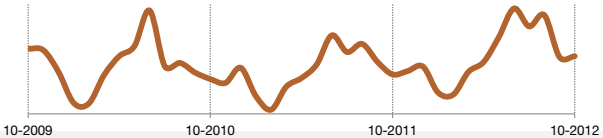
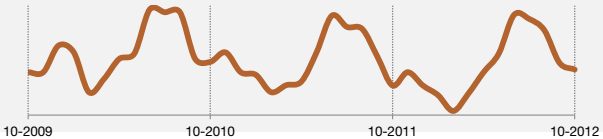
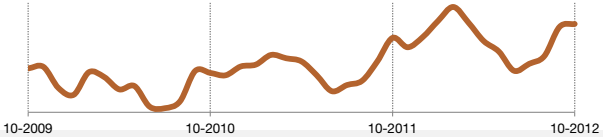
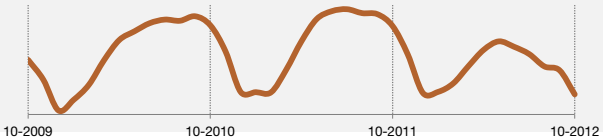
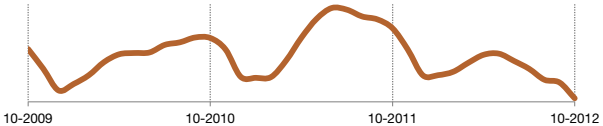
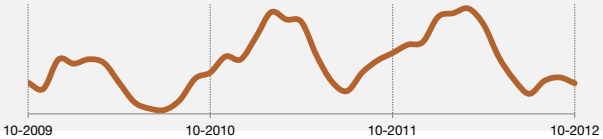
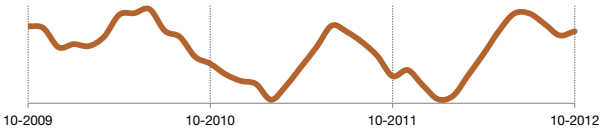
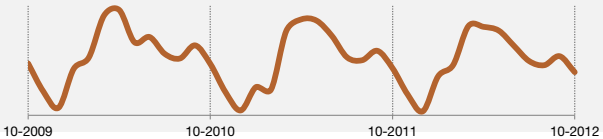
Single-Family Market Overview

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	Oct-2011	Oct-2012	+ / –	YTD 2011	YTD 2012	+ / –
Closed Sales		3,017	**3,685**	+ 22.1%	31,696	**38,330**	+ 20.9%
Median Sales Price		$275,000	**$287,000**	+ 4.4%	$298,000	**$298,000**	0.0%
Housing Affordability Index		158	**165**	+ 4.4%	148	**160**	+ 8.2%
Inventory of Homes for Sale		32,483	**24,863**	- 23.5%	--	--	--
Months Supply of Inventory		10.3	**6.7**	- 35.6%	--	--	--
Days on Market Until Sale		114	**102**	- 10.4%	113	**111**	- 1.4%
Percent of Original List Price Received		90.4%	**92.5%**	+ 2.4%	91.4%	**92.1%**	+ 0.8%
New Listings		5,655	**5,399**	- 4.5%	66,833	**66,491**	- 0.5%

Condominium Market Overview

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

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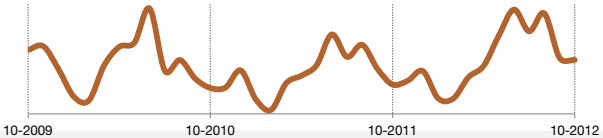
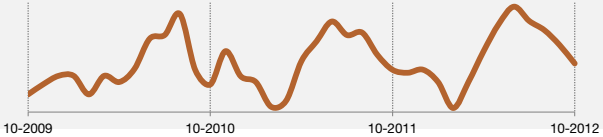
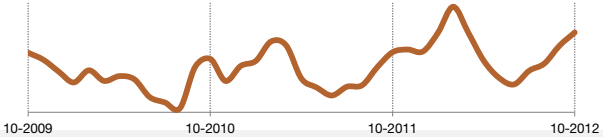
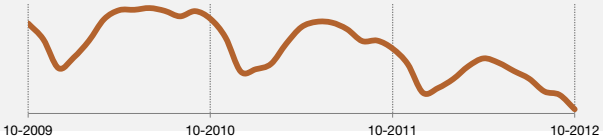
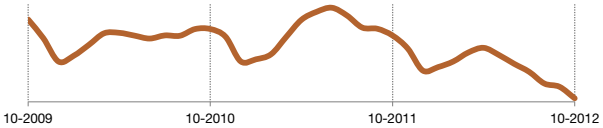
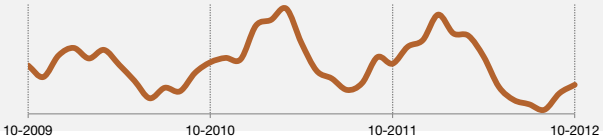
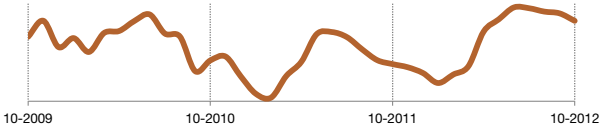
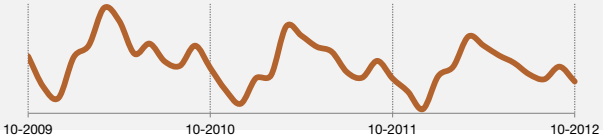
Key Metrics	Historical Sparklines	Oct-2011	Oct-2012	+ / –	YTD 2011	YTD 2012	+ / –
Closed Sales		1,056	**1,423**	+ 34.8%	12,388	**15,002**	+ 21.1%
Median Sales Price		$259,900	**$265,000**	+ 2.0%	$273,000	**$280,500**	+ 2.7%
Housing Affordability Index		166	**177**	+ 6.5%	160	**169**	+ 5.9%
Inventory of Homes for Sale		10,859	**7,358**	- 32.2%	--	--	--
Months Supply of Inventory		8.9	**5.1**	- 42.8%	--	--	--
Days on Market Until Sale		111	**102**	- 8.1%	113	**104**	- 7.9%
Percent of Original List Price Received		92.1%	**94.3%**	+ 2.3%	92.6%	**94.0%**	+ 1.6%
New Listings		1,962	**1,867**	- 4.8%	25,207	**23,920**	- 5.1%

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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.