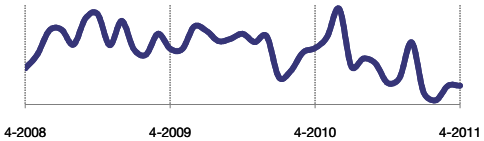
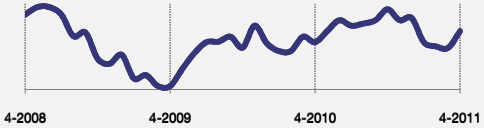
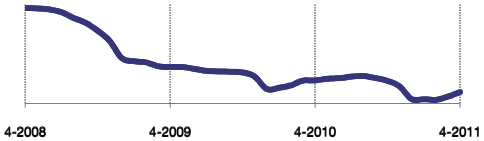
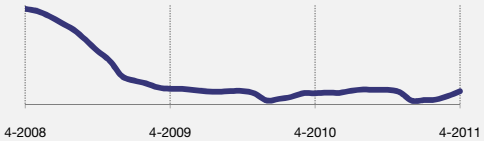
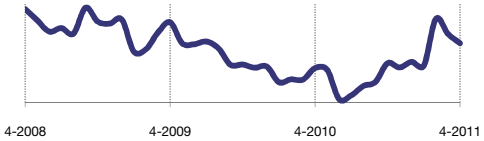
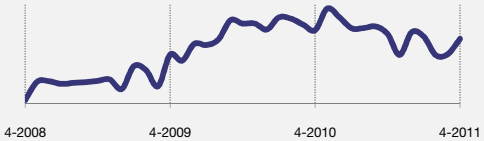
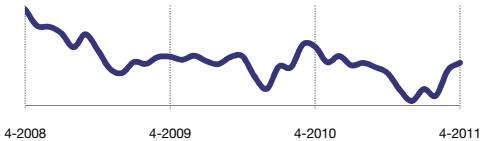
Multi-Family Housing Activity Report

April 2011

MASSACHUSETTS ASSOCIATION OF REALTORS®

Key Metrics	Historical Sparklines	Apr-2010	Apr-2011	+ / –	YTD 2010	YTD 2011	+ / –
Closed Sales A count of actual sales that have closed within a given week.		556	**407**	- 26.8%	2,002	**1,542**	- 23.0%
Median Sales Price The point at which half of the homes sold in a given week were priced higher and one half priced lower.		$200,000	**$210,000**	+ 5.0%	$199,000	**$200,000**	+ 0.5%
Inventory of Homes for Sale The number of properties available for sale in active status at the end of the month.		4,458	**3,925**	- 12.0%	--	--	--
Months Supply of Homes for Sale Compares the number of active listings available to the average monthly pending sales for the last 12 months.		7.9	**8.1**	+ 3.4%	--	--	--
Days on Market Until Sale The average number of days between when a property is listed and when an offer is accepted.		83	**93**	+ 11.7%	80	**94**	+ 17.6%
Pct. of Org. List Price Received The average percentage found when dividing a property's sales price by the original list price.		92.2%	**91.3%**	- 1.0%	93.0%	**90.6%**	- 2.5%
New Listings A count of the properties that have been newly listed on the market in a given week.		1,280	**1,075**	- 16.0%	4,632	**3,455**	- 25.4%

All data from the Berkshire County Multiple Listing Service, Cape Cod & Islands Association of REALTORS®, Inc. and MLS Property Information Network, Inc. Powered by 10K Research and Marketing.