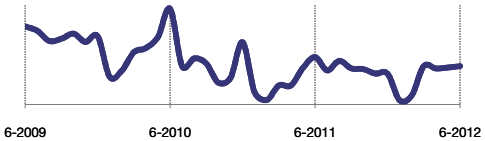
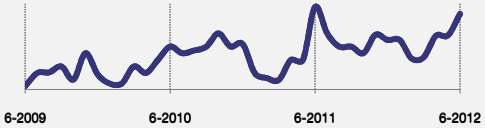
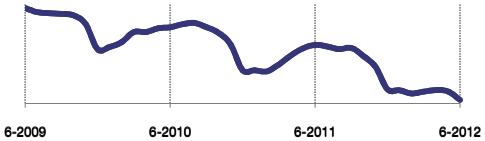
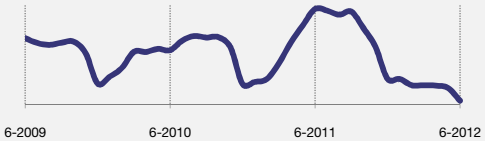
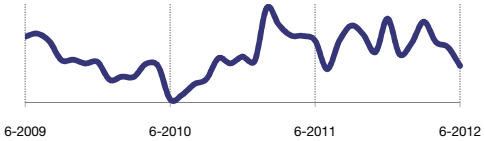
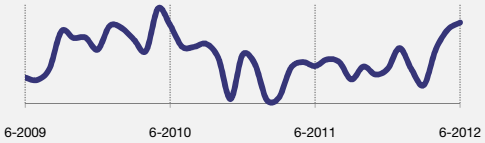
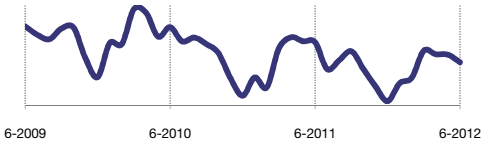
Multi-Family Housing Activity Report

June 2012

MASSACHUSETTS ASSOCIATION OF REALTORS®

Key Metrics	Historical Sparklines	Jun-2011	Jun-2012	+ / –	YTD 2011	YTD 2012	+ / –
Closed Sales A count of actual sales that have closed within a given week.		520	**484**	- 6.9%	2,539	**2,636**	+ 3.8%
Median Sales Price The point at which half of the homes sold in a given week were priced higher and one half priced lower.		$250,000	**$244,750**	- 2.1%	$210,000	**$225,000**	+ 7.1%
Inventory of Homes for Sale The number of properties available for sale in active status at the end of the month.		4,168	**2,924**	- 29.8%	--	--	--
Months Supply of Homes for Sale Compares the number of active listings available to the average monthly pending sales for the last 12 months.		9.2	**6.4**	- 29.8%	--	--	--
Days on Market Until Sale The average number of days between when a property is listed and when an offer is accepted.		91	**82**	- 9.5%	93	**89**	- 3.8%
Pct. of Org. List Price Received The average percentage found when dividing a property's sales price by the original list price.		91.4%	**93.7%**	+ 2.5%	91.0%	**92.3%**	+ 1.4%
New Listings A count of the properties that have been newly listed on the market in a given week.		1,034	**867**	- 16.2%	5,531	**5,124**	- 7.4%

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.