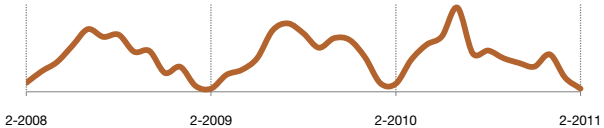
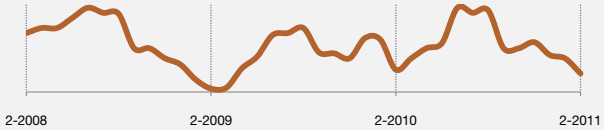
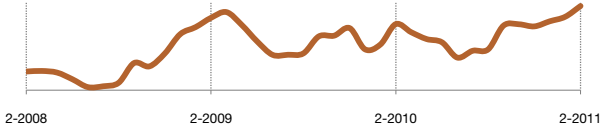
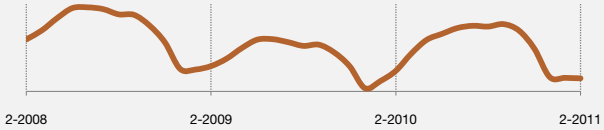
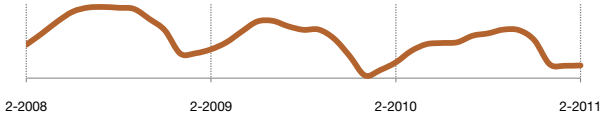
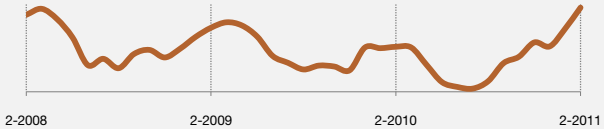
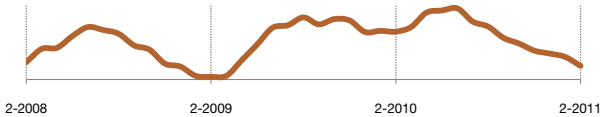
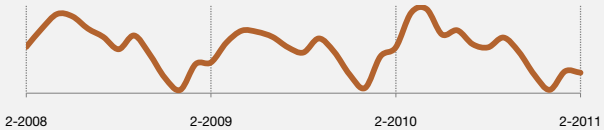
Single-Family Market Overview

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	Feb-2010	Feb-2011	+ / –	YTD 2010	YTD 2011	+ / –
Closed Sales		2,018	**1,792**	- 11.2%	4,059	**4,089**	+ 0.7%
Median Sales Price		$268,750	**$265,000**	- 1.4%	$282,500	**$274,450**	- 2.8%
Housing Affordability Index		139	**150**	+ 7.9%	134	**146**	+ 9.3%
Inventory of Homes for Sale		27,409	**26,151**	- 4.6%	--	--	--
Months Supply of Inventory		8.0	**7.8**	- 2.3%	--	--	--
Days on Market Until Sale		112	**130**	+ 16.6%	111	**125**	+ 11.9%
Percent of Original List Price Received		91.8%	**89.2%**	- 2.8%	91.8%	**89.6%**	- 2.4%
New Listings		6,610	**4,529**	- 31.5%	12,472	**9,181**	- 26.4%

Condominium Market Overview

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

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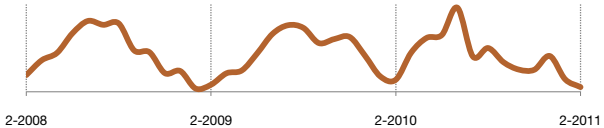
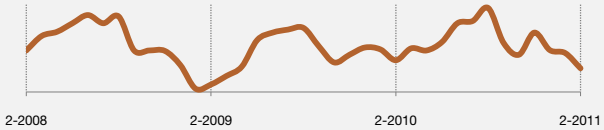
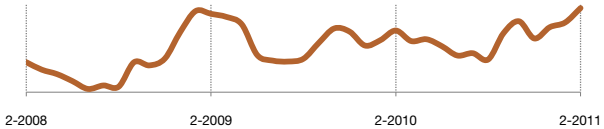
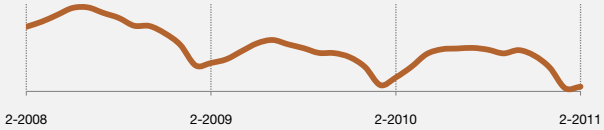
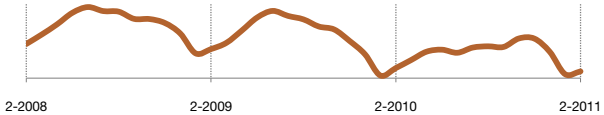
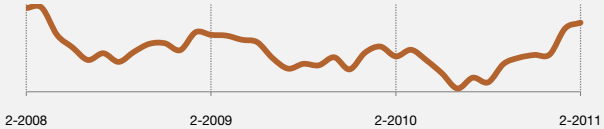
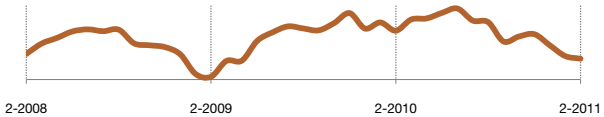
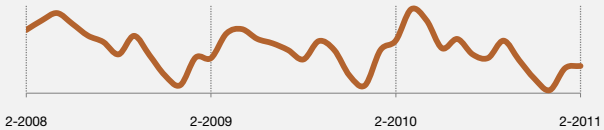
Key Metrics	Historical Sparklines	Feb-2010	Feb-2011	+ / –	YTD 2010	YTD 2011	+ / –
Closed Sales		833	**689**	- 17.3%	1,729	**1,531**	- 11.5%
Median Sales Price		$238,500	**$229,000**	- 4.0%	$245,000	**$240,000**	- 2.0%
Housing Affordability Index		155	**171**	+ 10.3%	151	**164**	+ 8.6%
Inventory of Homes for Sale		10,921	**10,041**	- 8.1%	--	--	--
Months Supply of Inventory		7.8	**7.6**	- 2.8%	--	--	--
Days on Market Until Sale		113	**130**	+ 15.4%	116	**129**	+ 11.3%
Percent of Original List Price Received		92.7%	**90.3%**	- 2.6%	93.1%	**90.5%**	- 2.8%
New Listings		3,099	**2,141**	- 30.9%	5,836	**4,202**	- 28.0%

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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.