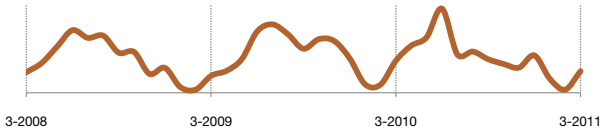
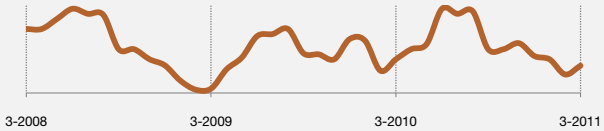
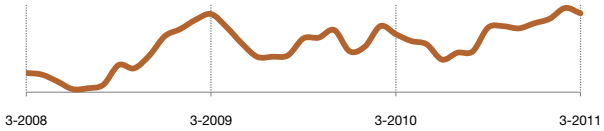
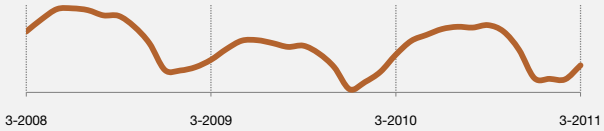
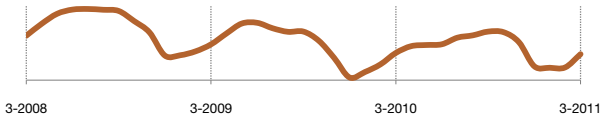
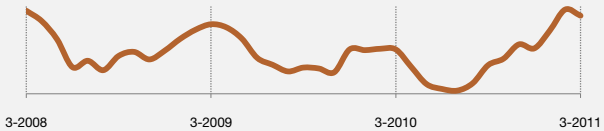
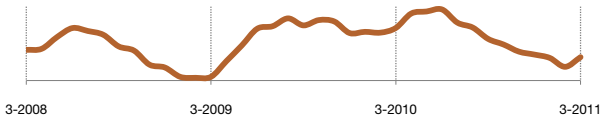
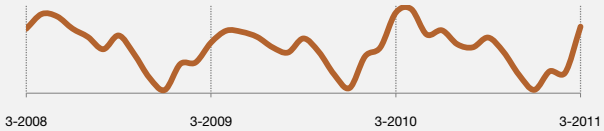
Single-Family Market Overview

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	Mar-2010	Mar-2011	+ / –	YTD 2010	YTD 2011	+ / –
Closed Sales		3,120	**2,645**	- 15.2%	7,179	**6,734**	- 6.2%
Median Sales Price		$279,950	**$273,750**	- 2.2%	$280,000	**$274,000**	- 2.1%
Housing Affordability Index		134	**147**	+ 9.4%	134	**147**	+ 9.3%
Inventory of Homes for Sale		30,289	**28,503**	- 5.9%	--	--	--
Months Supply of Inventory		8.7	**8.6**	- 0.8%	--	--	--
Days on Market Until Sale		111	**127**	+ 14.3%	111	**126**	+ 12.9%
Percent of Original List Price Received		92.1%	**89.9%**	- 2.4%	92.0%	**89.7%**	- 2.4%
New Listings		9,450	**8,306**	- 12.1%	21,922	**17,487**	- 20.2%

Condominium Market Overview

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

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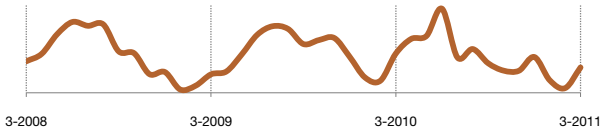
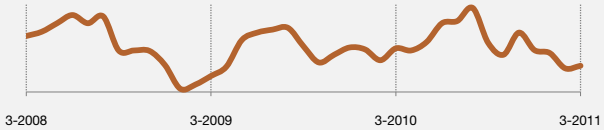
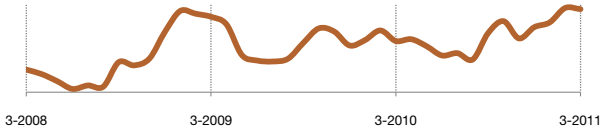
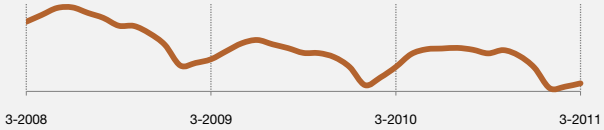
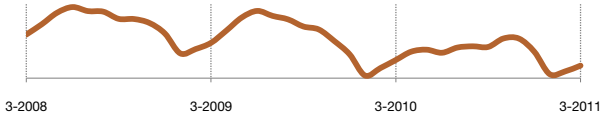
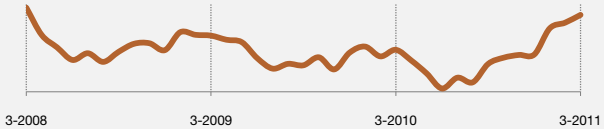
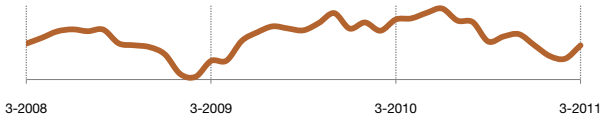
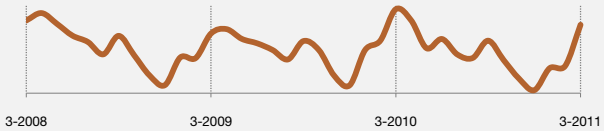
Key Metrics	Historical Sparklines	Mar-2010	Mar-2011	+ / –	YTD 2010	YTD 2011	+ / –
Closed Sales		1,362	**1,092**	- 19.8%	3,091	**2,623**	- 15.1%
Median Sales Price		$252,500	**$232,000**	- 8.1%	$248,400	**$236,900**	- 4.6%
Housing Affordability Index		147	**170**	+ 15.4%	149	**167**	+ 11.9%
Inventory of Homes for Sale		11,932	**10,359**	- 13.2%	--	--	--
Months Supply of Inventory		8.3	**8.0**	- 4.4%	--	--	--
Days on Market Until Sale		116	**134**	+ 15.4%	116	**131**	+ 13.0%
Percent of Original List Price Received		93.7%	**91.5%**	- 2.4%	93.4%	**90.9%**	- 2.6%
New Listings		4,280	**3,693**	- 13.7%	10,116	**7,895**	- 22.0%

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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.