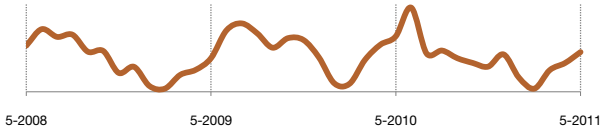
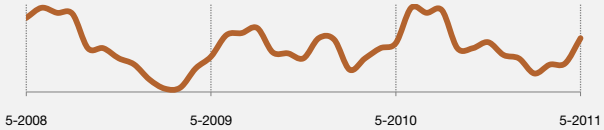
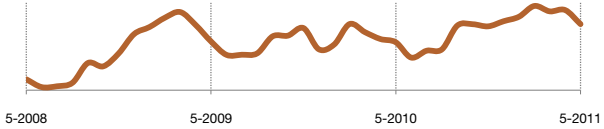
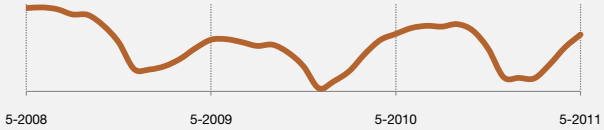
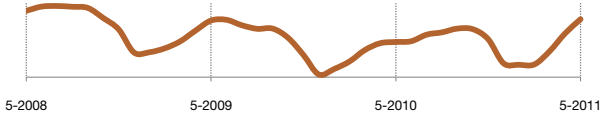
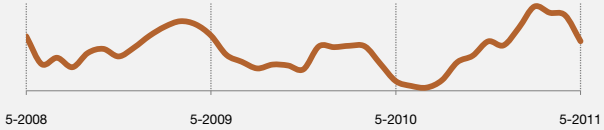
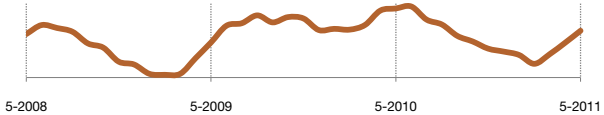
Single-Family Market Overview

Key market metrics for the current month and year-to-date figures for **Single-Family Homes Only**.

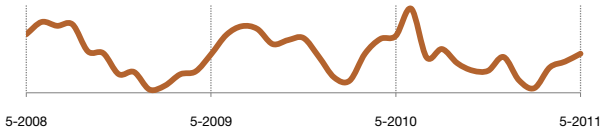
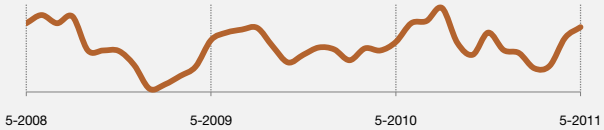
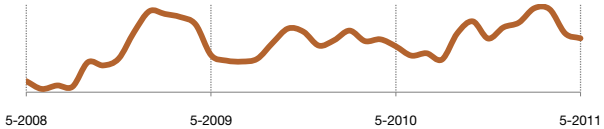
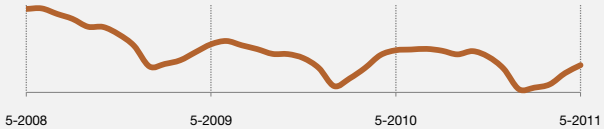
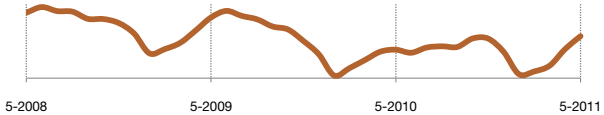
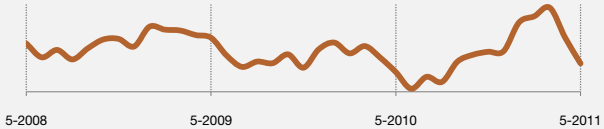
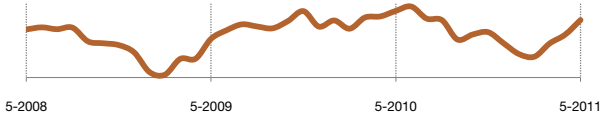
MASSACHUSETTS ASSOCIATION OF REALTORS®

Key Metrics	Historical Sparklines	May-2010	May-2011	+ / –	YTD 2010	YTD 2011	+ / –
Closed Sales		4,204	**3,477**	- 17.3%	15,200	**13,186**	- 13.3%
Median Sales Price		$295,000	**$299,900**	+ 1.7%	$289,000	**$280,000**	- 3.1%
Housing Affordability Index		128	**139**	+ 8.6%	131	**148**	+ 13.0%
Inventory of Homes for Sale		33,632	**33,519**	- 0.3%	--	--	--
Months Supply of Inventory		9.2	**10.6**	+ 15.1%	--	--	--
Days on Market Until Sale		95	**114**	+ 19.9%	105	**123**	+ 17.1%
Percent of Original List Price Received		93.4%	**91.7%**	- 1.8%	92.7%	**90.5%**	- 2.4%
New Listings		7,666	**9,025**	+ 17.7%	39,341	**35,599**	- 9.5%

Condominium Market Overview

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

MASSACHUSETTS ASSOCIATION OF REALTORS®

Key Metrics	Historical Sparklines	May-2010	May-2011	+ / –	YTD 2010	YTD 2011	+ / –
Closed Sales		1,708	**1,360**	- 20.4%	6,447	**5,190**	- 19.5%
Median Sales Price		$259,900	**$277,450**	+ 6.8%	$252,000	**$254,000**	+ 0.8%
Housing Affordability Index		144	**149**	+ 4.0%	147	**161**	+ 9.0%
Inventory of Homes for Sale		13,639	**12,204**	- 10.5%	--	--	--
Months Supply of Inventory		9.0	**9.9**	+ 9.7%	--	--	--
Days on Market Until Sale		104	**108**	+ 3.9%	112	**123**	+ 9.9%
Percent of Original List Price Received		94.2%	**93.5%**	- 0.8%	93.7%	**91.9%**	- 1.9%
New Listings		2,809	**3,057**	+ 8.8%	16,783	**14,333**	- 14.6%

MASSACHUSETTS ASSOCIATION OF REALTORS®

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.