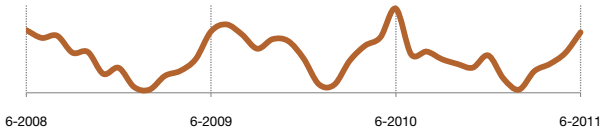
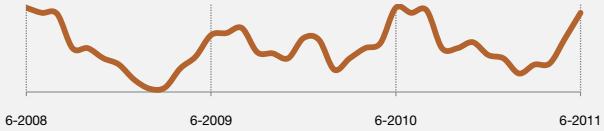
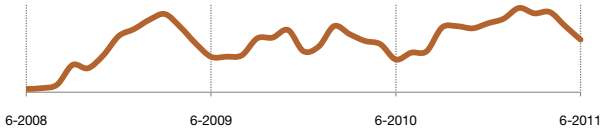
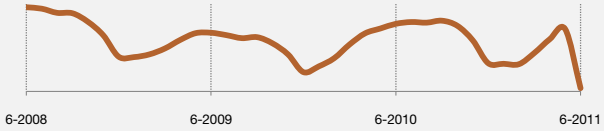
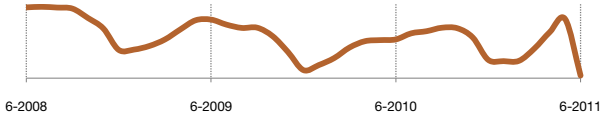
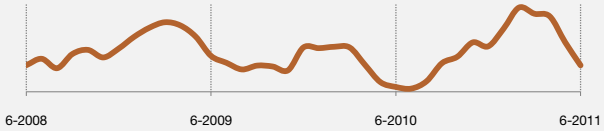
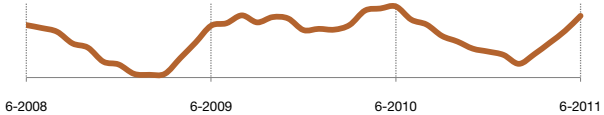
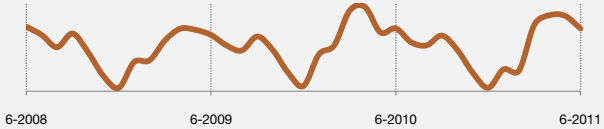
Single-Family Market Overview

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	Jun-2010	Jun-2011	+ / –	YTD 2010	YTD 2011	+ / –
Closed Sales		5,526	**4,433**	- 19.8%	20,726	**17,619**	- 15.0%
Median Sales Price		$330,000	**$325,000**	- 1.5%	$298,000	**$290,000**	- 2.7%
Housing Affordability Index		119	**131**	+ 10.1%	130	**144**	+ 11.2%
Inventory of Homes for Sale		34,608	**21,113**	- 39.0%	--	--	--
Months Supply of Inventory		9.2	**6.9**	- 25.8%	--	--	--
Days on Market Until Sale		93	**103**	+ 11.0%	102	**118**	+ 15.9%
Percent of Original List Price Received		93.5%	**92.8%**	- 0.8%	92.9%	**91.1%**	- 2.0%
New Listings		8,005	**7,990**	- 0.2%	47,346	**43,589**	- 7.9%

Condominium Market Overview

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

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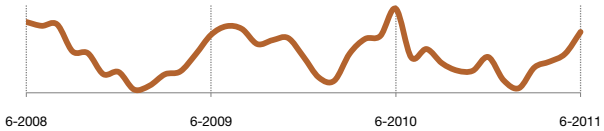
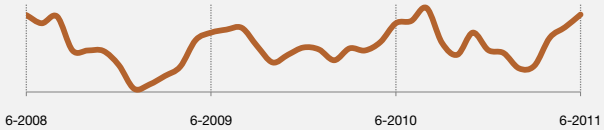
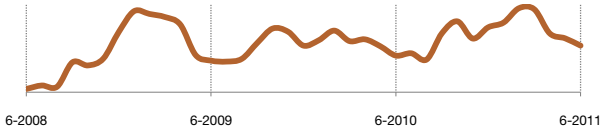
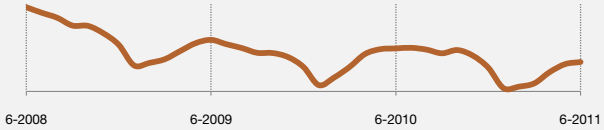
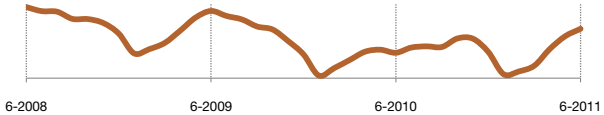
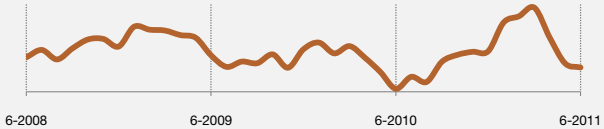
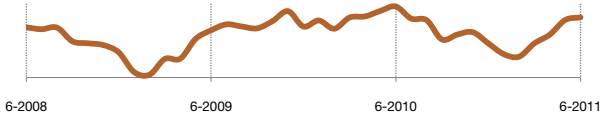
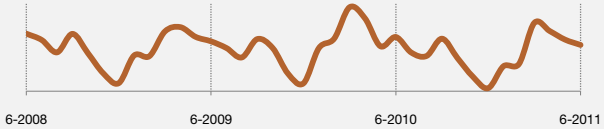
Key Metrics	Historical Sparklines	Jun-2010	Jun-2011	+ / –	YTD 2010	YTD 2011	+ / –
Closed Sales		2,238	**1,785**	- 20.2%	8,685	**6,975**	- 19.7%
Median Sales Price		$282,000	**$292,250**	+ 3.6%	$260,000	**$265,000**	+ 1.9%
Housing Affordability Index		137	**144**	+ 5.2%	147	**156**	+ 6.6%
Inventory of Homes for Sale		13,708	**12,405**	- 9.5%	--	--	--
Months Supply of Inventory		8.8	**10.3**	+ 17.7%	--	--	--
Days on Market Until Sale		97	**106**	+ 10.3%	108	**119**	+ 10.0%
Percent of Original List Price Received		94.6%	**93.7%**	- 1.0%	93.9%	**92.3%**	- 1.7%
New Listings		3,158	**2,859**	- 9.5%	19,941	**17,192**	- 13.8%

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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.