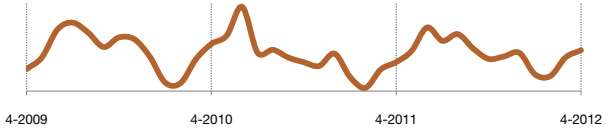
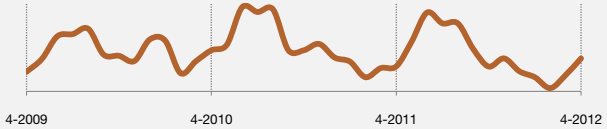
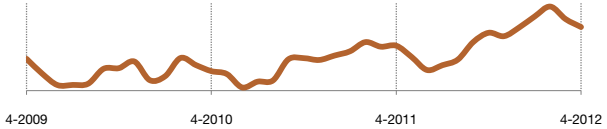
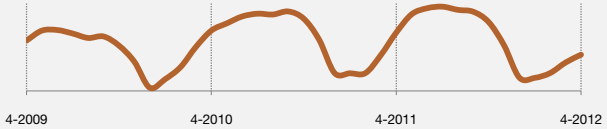
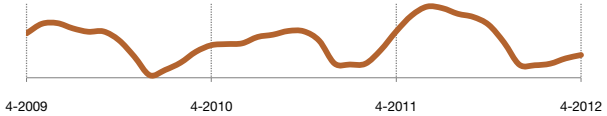
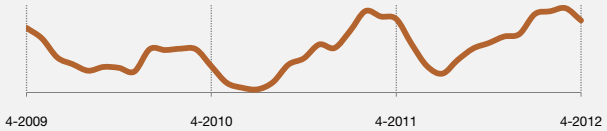
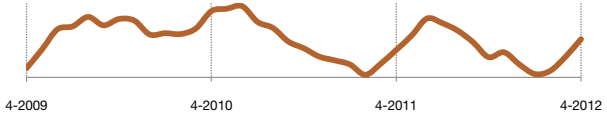
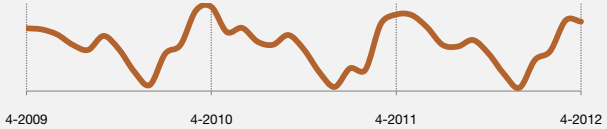
# Single-Family Market Overview

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

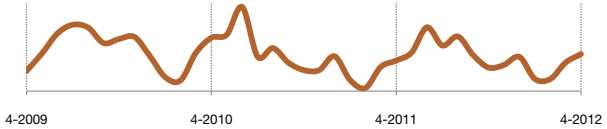
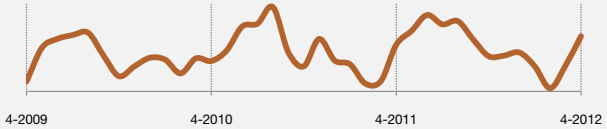
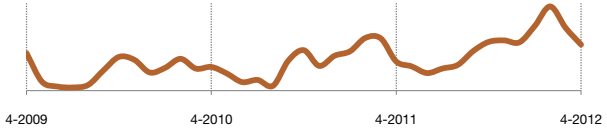
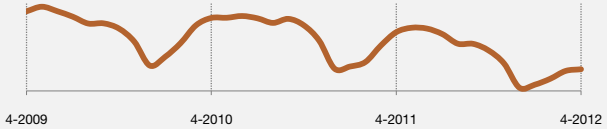
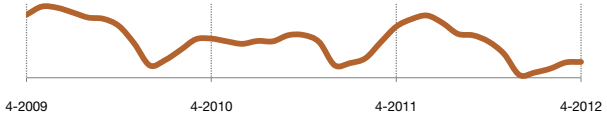
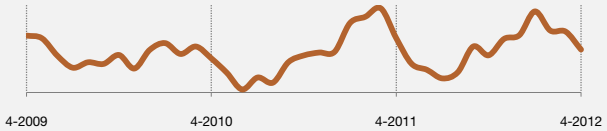
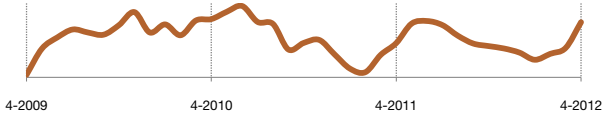
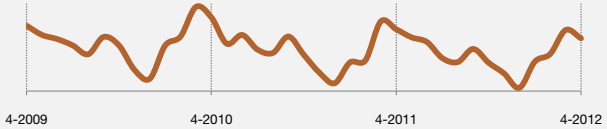
MASSACHUSETTS ASSOCIATION OF REALTORS®

| Key Metrics | Historical Sparklines | Apr-2011 | Apr-2012 | + / – | YTD 2011 | YTD 2012 | + / – |
|---|---|---|---|---|---|---|---|
| **Closed Sales** |   | 2,982 | **3,527** | + 18.3% | 9,722 | **11,485** | + 18.1% |
| **Median Sales Price** |   | $275,000 | **$282,450** | + 2.7% | $275,000 | **$269,900** | - 1.9% |
| **Housing Affordability Index** |   | 148 | **161** | + 8.7% | 148 | **167** | + 12.9% |
| **Inventory of Homes for Sale** |   | 32,372 | **29,228** | - 9.7% | -- | -- | -- |
| **Months Supply of Inventory** |   | 10.0 | **8.5** | - 15.0% | -- | -- | -- |
| **Days on Market Until Sale** |   | 126 | **125** | - 0.6% | 126 | **129** | + 2.3% |
| **Percent of Original List Price Received** |   | 90.8% | **91.5%** | + 0.8% | 90.1% | **90.3%** | + 0.3% |
| **New Listings** |   | 9,117 | **8,536** | - 6.4% | 26,665 | **28,597** | + 7.2% |

# 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 | Apr-2011 | Apr-2012 | + / – | YTD 2011 | YTD 2012 | + / – |
|---|---|---|---|---|---|---|---|
| **Closed Sales** |   | 1,213 | **1,337** | + 10.2% | 3,835 | **4,232** | + 10.4% |
| **Median Sales Price** |   | $265,000 | **$273,000** | + 3.0% | $245,000 | **$250,000** | + 2.0% |
| **Housing Affordability Index** |   | 153 | **166** | + 8.4% | 163 | **178** | + 9.2% |
| **Inventory of Homes for Sale** |   | 12,677 | **9,988** | - 21.2% | -- | -- | -- |
| **Months Supply of Inventory** |   | 10.0 | **7.7** | - 23.1% | -- | -- | -- |
| **Days on Market Until Sale** |   | 120 | **115** | - 4.4% | 128 | **123** | - 3.8% |
| **Percent of Original List Price Received** |   | 92.2% | **93.6%** | + 1.5% | 91.3% | **92.2%** | + 1.0% |
| **New Listings** |   | 3,387 | **3,025** | - 10.7% | 11,296 | **10,880** | - 3.7% |

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.