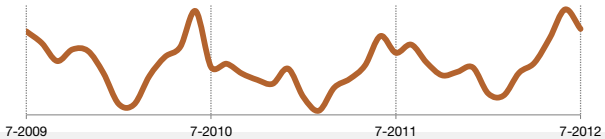
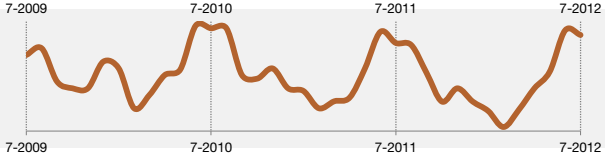
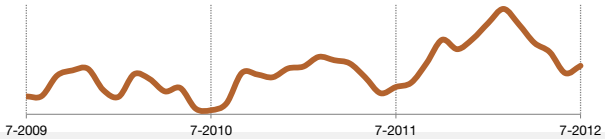
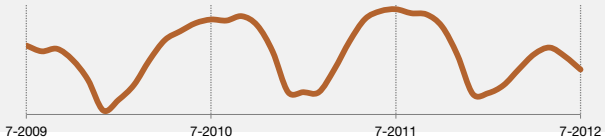
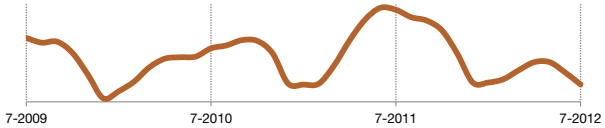
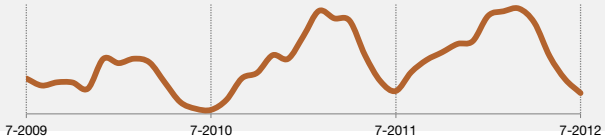
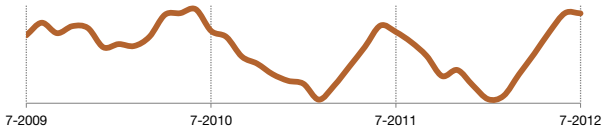
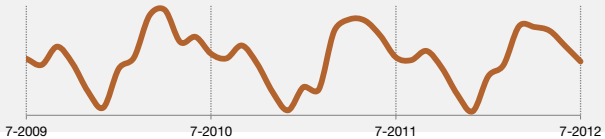
Single-Family Market Overview

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	Jul-2011	Jul-2012	+ / –	YTD 2011	YTD 2012	+ / –
Closed Sales		3,837	**4,709**	+ 22.7%	21,059	**25,715**	+ 22.1%
Median Sales Price		$319,000	**$325,000**	+ 1.9%	$298,000	**$295,000**	- 1.0%
Housing Affordability Index		134	**145**	+ 7.9%	142	**157**	+ 10.4%
Inventory of Homes for Sale		34,337	**27,622**	- 19.6%	--	--	--
Months Supply of Inventory		11.3	**7.7**	- 31.6%	--	--	--
Days on Market Until Sale		99	**98**	- 0.8%	114	**115**	+ 0.8%
Percent of Original List Price Received		92.5%	**93.4%**	+ 1.0%	91.4%	**91.9%**	+ 0.6%
New Listings		6,343	**6,074**	- 4.2%	48,256	**48,736**	+ 1.0%

Condominium Market Overview

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

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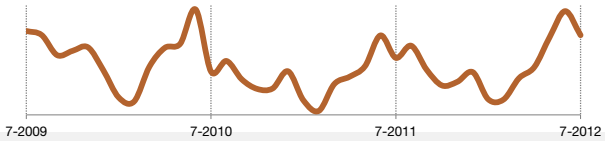
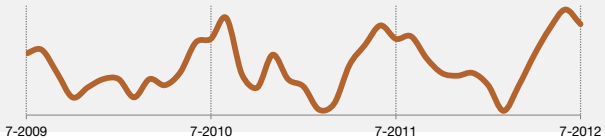
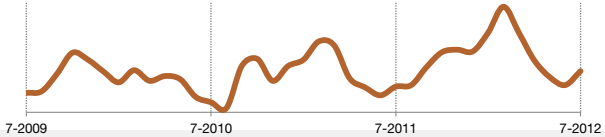
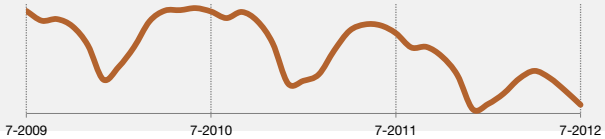
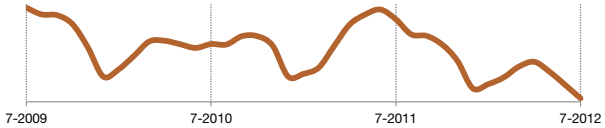
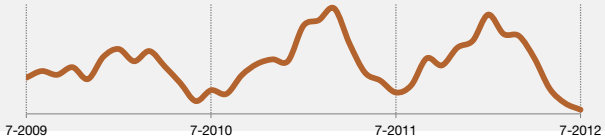
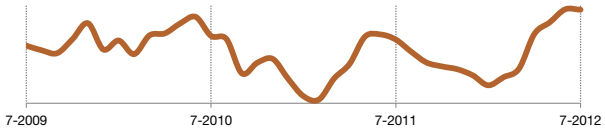
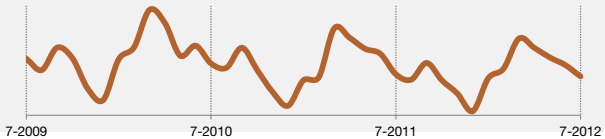
Key Metrics	Historical Sparklines	Jul-2011	Jul-2012	+ / –	YTD 2011	YTD 2012	+ / –
Closed Sales		1,468	**1,807**	+ 23.1%	8,388	**9,946**	+ 18.6%
Median Sales Price		$288,000	**$300,000**	+ 4.2%	$271,750	**$282,500**	+ 4.0%
Housing Affordability Index		147	**156**	+ 5.8%	155	**164**	+ 5.9%
Inventory of Homes for Sale		11,974	**8,497**	- 29.0%	--	--	--
Months Supply of Inventory		10.1	**6.3**	- 38.0%	--	--	--
Days on Market Until Sale		100	**93**	- 7.1%	115	**107**	- 6.4%
Percent of Original List Price Received		93.5%	**95.0%**	+ 1.6%	92.6%	**93.8%**	+ 1.2%
New Listings		2,154	**2,085**	- 3.2%	18,754	**17,771**	- 5.2%

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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.