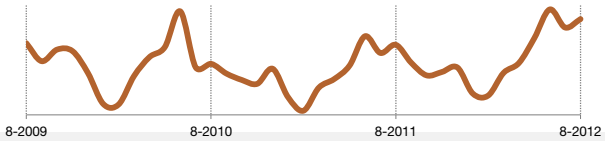
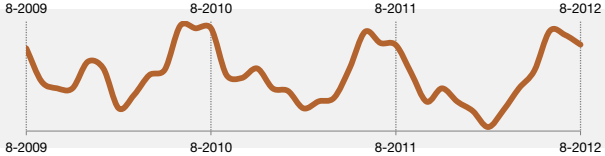
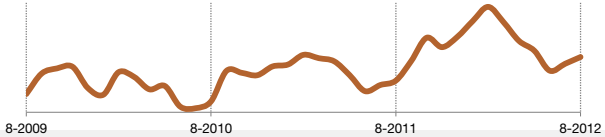
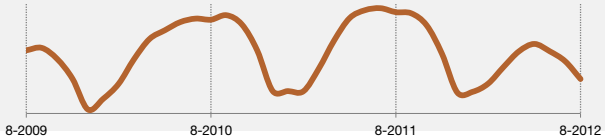
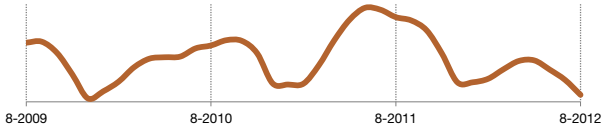
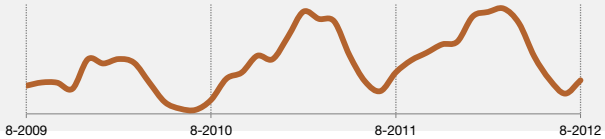
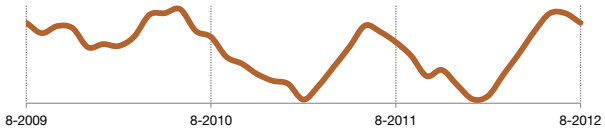
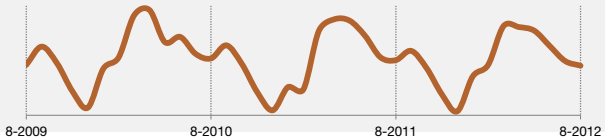
Single-Family Market Overview

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	Aug-2011	Aug-2012	+ / –	YTD 2011	YTD 2012	+ / –
Closed Sales		4,136	**5,077**	+ 22.8%	25,195	**30,864**	+ 22.5%
Median Sales Price		$317,500	**$317,750**	+ 0.1%	$300,000	**$300,000**	0.0%
Housing Affordability Index		137	**149**	+ 8.7%	143	**156**	+ 8.7%
Inventory of Homes for Sale		33,905	**26,459**	- 22.0%	--	--	--
Months Supply of Inventory		11.0	**7.2**	- 33.9%	--	--	--
Days on Market Until Sale		106	**103**	- 2.9%	113	**113**	+ 0.2%
Percent of Original List Price Received		92.0%	**92.9%**	+ 1.0%	91.5%	**92.1%**	+ 0.6%
New Listings		6,159	**5,806**	- 5.7%	54,420	**54,590**	+ 0.3%

Condominium Market Overview

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

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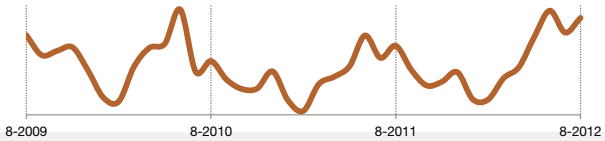
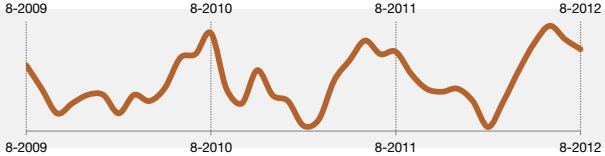
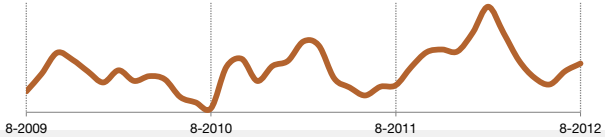
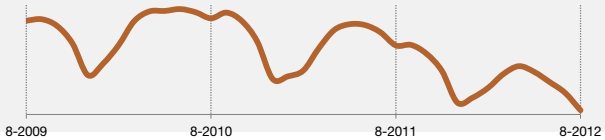
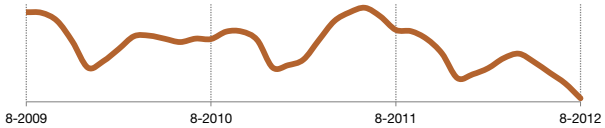
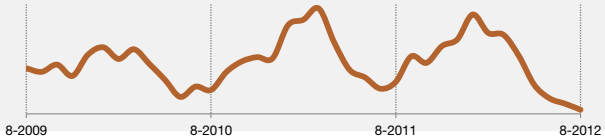
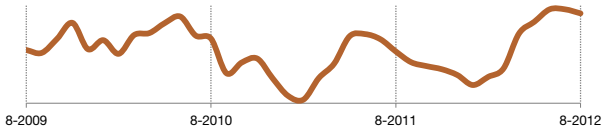
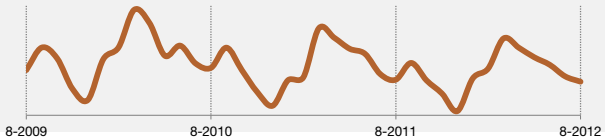
Key Metrics	Historical Sparklines	Aug-2011	Aug-2012	+ / –	YTD 2011	YTD 2012	+ / –
Closed Sales		1,650	**2,066**	+ 25.2%	10,039	**12,060**	+ 20.1%
Median Sales Price		$290,000	**$292,000**	+ 0.7%	$275,000	**$284,500**	+ 3.5%
Housing Affordability Index		148	**160**	+ 8.0%	155	**163**	+ 5.6%
Inventory of Homes for Sale		11,284	**7,882**	- 30.1%	--	--	--
Months Supply of Inventory		9.4	**5.6**	- 39.8%	--	--	--
Days on Market Until Sale		103	**91**	- 11.7%	113	**105**	- 7.2%
Percent of Original List Price Received		92.9%	**94.8%**	+ 2.0%	92.7%	**93.9%**	+ 1.4%
New Listings		1,985	**1,923**	- 3.1%	20,739	**19,710**	- 5.0%

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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.