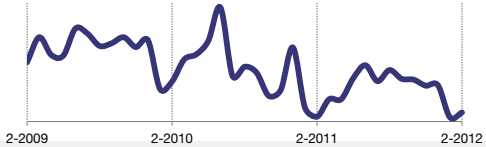
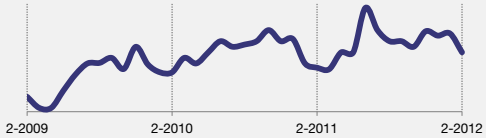
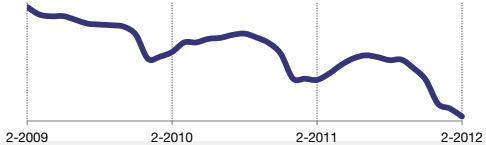
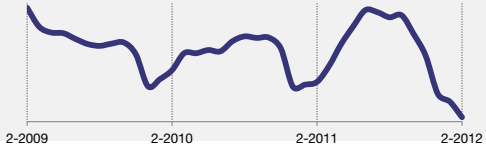
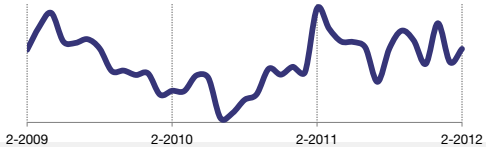
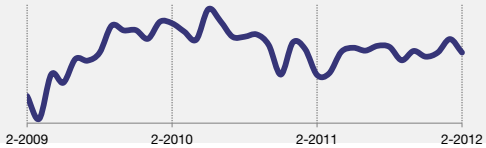
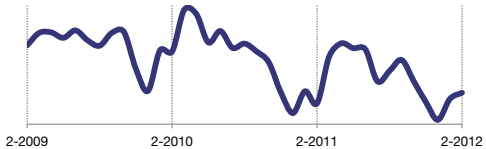
Multi-Family Housing Activity Report

February 2012

MASSACHUSETTS ASSOCIATION OF REALTORS®

Key Metrics	Historical Sparklines	Feb-2011	Feb-2012	+ / –	YTD 2011	YTD 2012	+ / –
Closed Sales A count of actual sales that have closed within a given week.		349	**363**	+ 4.0%	728	**710**	- 2.5%
Median Sales Price The point at which half of the homes sold in a given week were priced higher and one half priced lower.		$196,200	**$210,000**	+ 7.0%	$200,000	**$217,500**	+ 8.7%
Inventory of Homes for Sale The number of properties available for sale in active status at the end of the month.		3,565	**2,692**	- 24.5%	--	--	--
Months Supply of Homes for Sale Compares the number of active listings available to the average monthly pending sales for the last 12 months.		7.1	**6.0**	- 14.3%	--	--	--
Days on Market Until Sale The average number of days between when a property is listed and when an offer is accepted.		102	**91**	- 11.3%	93	**89**	- 4.2%
Pct. of Org. List Price Received The average percentage found when dividing a property's sales price by the original list price.		89.6%	**91.3%**	+ 1.8%	90.6%	**91.8%**	+ 1.2%
New Listings A count of the properties that have been newly listed on the market in a given week.		657	**731**	+ 11.3%	1,398	**1,419**	+ 1.5%

All data from the Berkshire County Multiple Listing Service, Cape Cod & Islands Association of REALTORS®, Inc. and MLS Property Information Network, Inc. Powered by 10K Research and Marketing.