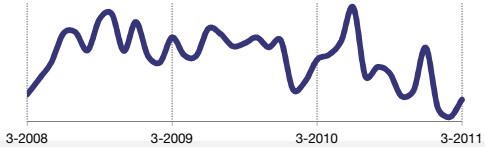
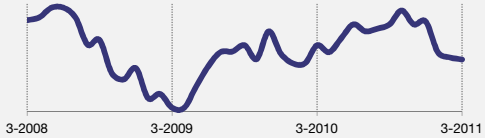
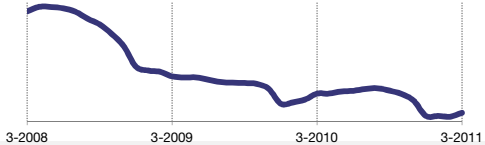
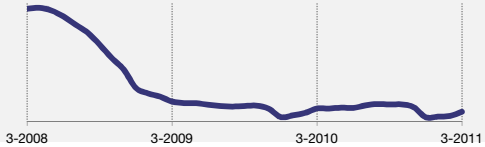
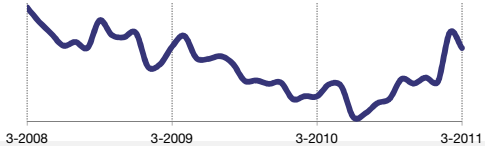
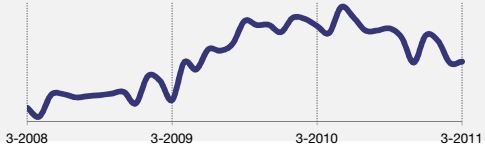
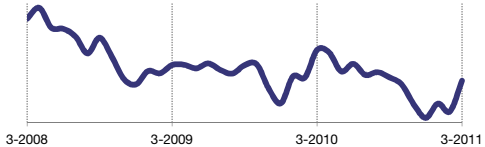
Multi-Family Housing Activity Report

March 2011

MASSACHUSETTS ASSOCIATION OF REALTORS®

Key Metrics	Historical Sparklines	Mar-2010	Mar-2011	+ / –	YTD 2010	YTD 2011	+ / –
Closed Sales A count of actual sales that have closed within a given week.		539	**407**	- 24.5%	1,446	**1,135**	- 21.5%
Median Sales Price The point at which half of the homes sold in a given week were priced higher and one half priced lower.		$205,000	**$194,750**	- 5.0%	$195,000	**$200,000**	+ 2.6%
Inventory of Homes for Sale The number of properties available for sale in active status at the end of the month.		4,456	**3,716**	- 16.6%	--	--	--
Months Supply of Homes for Sale Compares the number of active listings available to the average monthly pending sales for the last 12 months.		7.9	**7.5**	- 4.5%	--	--	--
Days on Market Until Sale The average number of days between when a property is listed and when an offer is accepted.		79	**96**	+ 22.6%	78	**94**	+ 20.1%
Pct. of Org. List Price Received The average percentage found when dividing a property's sales price by the original list price.		92.8%	**89.8%**	- 3.3%	93.2%	**90.3%**	- 3.1%
New Listings A count of the properties that have been newly listed on the market in a given week.		1,308	**982**	- 24.9%	3,352	**2,380**	- 29.0%

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.