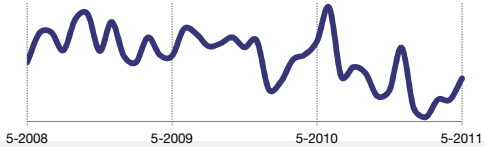
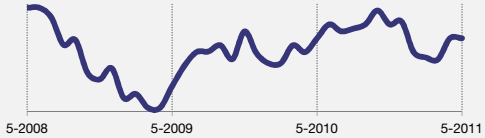
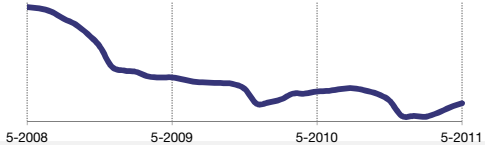
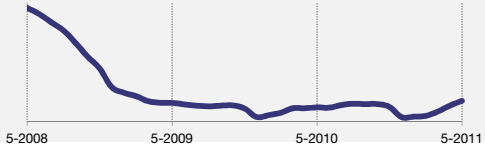
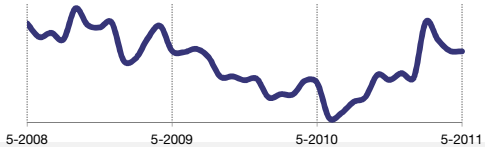
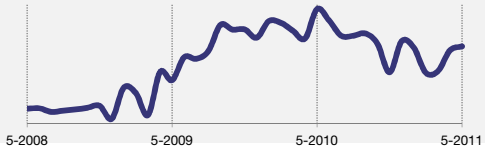
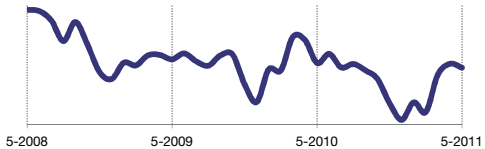
Multi-Family Housing Activity Report

May 2011

MASSACHUSETTS ASSOCIATION OF REALTORS®

Key Metrics	Historical Sparklines	May-2010	May-2011	+ / –	YTD 2010	YTD 2011	+ / –
Closed Sales A count of actual sales that have closed within a given week.		601	**477**	- 20.6%	2,603	**2,019**	- 22.4%
Median Sales Price The point at which half of the homes sold in a given week were priced higher and one half priced lower.		$210,000	**$210,000**	0.0%	$200,000	**$205,000**	+ 2.5%
Inventory of Homes for Sale The number of properties available for sale in active status at the end of the month.		4,542	**4,085**	- 10.1%	--	--	--
Months Supply of Homes for Sale Compares the number of active listings available to the average monthly pending sales for the last 12 months.		8.0	**8.7**	+ 8.8%	--	--	--
Days on Market Until Sale The average number of days between when a property is listed and when an offer is accepted.		82	**93**	+ 12.4%	80	**93**	+ 16.4%
Pct. of Org. List Price Received The average percentage found when dividing a property's sales price by the original list price.		94.5%	**91.6%**	- 3.0%	93.3%	**90.8%**	- 2.6%
New Listings A count of the properties that have been newly listed on the market in a given week.		1,081	**1,041**	- 3.7%	5,713	**4,496**	- 21.3%

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.