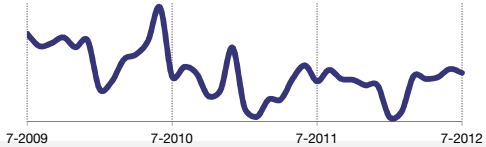
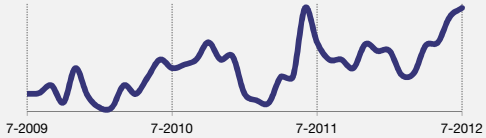
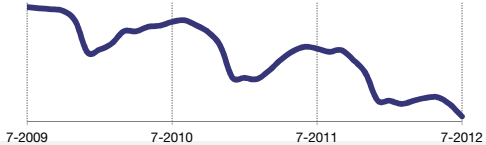
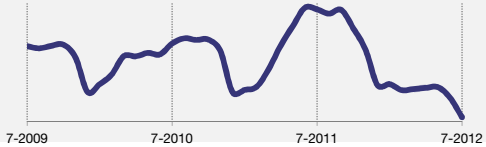
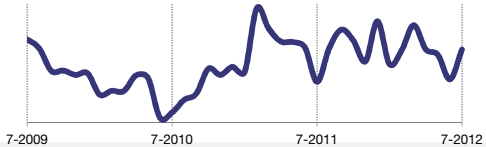
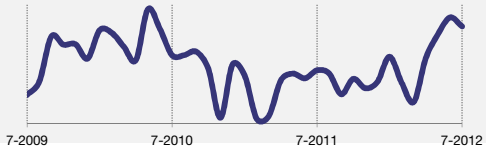
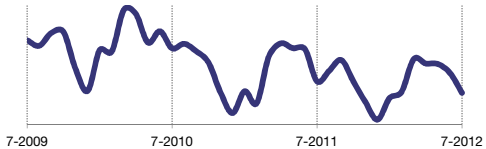
# Multi-Family Housing Activity Report

July 2012

MASSACHUSETTS ASSOCIATION OF REALTORS®

| Key Metrics | Historical Sparklines | Jul-2011 | Jul-2012 | + / – | YTD 2011 | YTD 2012 | + / – |
|---|---|---|---|---|---|---|---|
| **Closed Sales**<br>A count of actual sales that have closed within a given week. |  | 467 | **495** | + 6.0% | 3,006 | **3,159** | + 5.1% |
| **Median Sales Price**<br>The point at which half of the homes sold in a given week were priced higher and one half priced lower. |  | $230,000 | **$250,000** | + 8.7% | $215,000 | **$230,000** | + 7.0% |
| **Inventory of Homes for Sale**<br>The number of properties available for sale in active status at the end of the month. |  | 4,138 | **2,881** | - 30.4% | -- | -- | -- |
| **Months Supply of Homes for Sale**<br>Compares the number of active listings available to the average monthly pending sales for the last 12 months. |  | 9.1 | **6.3** | - 31.3% | -- | -- | -- |
| **Days on Market Until Sale**<br>The average number of days between when a property is listed and when an offer is accepted. |  | 81 | **90** | + 11.4% | 91 | **89** | - 1.8% |
| **Pct. of Org. List Price Received**<br>The average percentage found when dividing a property's sales price by the original list price. |  | 91.8% | **93.7%** | + 2.1% | 91.1% | **92.6%** | + 1.6% |
| **New Listings**<br>A count of the properties that have been newly listed on the market in a given week. |  | 810 | **730** | - 9.9% | 6,341 | **5,860** | - 7.6% |

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.