MARKET ONE SHEET AUGUST 2016

PROVIDES A QUICK OVERVIEW OF MA MARKET & TRENDS

MARKET ANALYSIS

- Closed home sales were up for the 14th time in 15 months
- Single-family median home prices were up again and near record highs
- New listings added to market in August down for the 5th straight month

REALTOR® CONFIDENCE INDEXES

<table>
<thead>
<tr>
<th></th>
<th>AUGUST 2015</th>
<th>AUGUST 2016</th>
</tr>
</thead>
<tbody>
<tr>
<td>MARKET</td>
<td>74.16</td>
<td>77.83</td>
</tr>
<tr>
<td>PRICE</td>
<td>68.61</td>
<td>68.91</td>
</tr>
</tbody>
</table>

Based on a scale of zero to 100

PENDING HOME SALES

<table>
<thead>
<tr>
<th></th>
<th>'15 AUGUST 2015</th>
<th>'16 AUGUST 2016</th>
</tr>
</thead>
<tbody>
<tr>
<td>SINGLE-FAMILY</td>
<td></td>
<td></td>
</tr>
<tr>
<td>SALES</td>
<td>4,863</td>
<td>6,052</td>
</tr>
<tr>
<td>MEDIAN PRICE</td>
<td>$365,000</td>
<td>$375,000</td>
</tr>
<tr>
<td>CONDOMINIUMS</td>
<td></td>
<td></td>
</tr>
<tr>
<td>SALES</td>
<td>1,789</td>
<td>2,095</td>
</tr>
<tr>
<td>MEDIAN PRICE</td>
<td>$335,450</td>
<td>$342,000</td>
</tr>
</tbody>
</table>

CLOSED SALES

- **SALES**
  - SINGLE-FAMILY: 6,015
  - CONDOMINIUMS: 2,272
  - AUGUST 2015
  - SINGLE-FAMILY: 6,254
  - CONDOMINIUMS: 2,290
  - AUGUST 2016

- **MEDIAN PRICE**
  - SINGLE-FAMILY: $365K
  - CONDOMINIUMS: $335K
  - AUGUST 2015
  - SINGLE-FAMILY: $375K
  - CONDOMINIUMS: $345K
  - AUGUST 2016

- **INVENTORY**
  - SINGLE-FAMILY: 25,086
  - CONDOMINIUMS: 5,959
  - AUGUST 2015
  - SINGLE-FAMILY: 16,994
  - CONDOMINIUMS: 4,168
  - AUGUST 2016

- **NEW LISTINGS**
  - SINGLE-FAMILY: 6,885
  - CONDOMINIUMS: 2,191
  - AUGUST 2015
  - SINGLE-FAMILY: 6,417
  - CONDOMINIUMS: 2,129
  - AUGUST 2016

MASSACHUSETTS ASSOCIATION OF REALTORS®