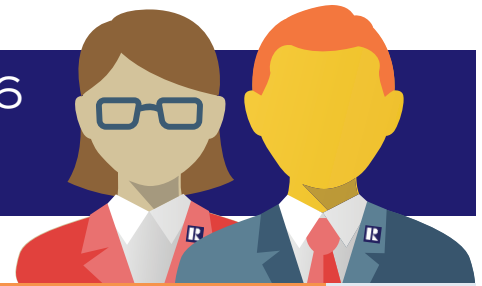


MARKET ONE SHEET JANUARY 2016

PROVIDES A QUICK OVERVIEW OF MA MARKET & TRENDS

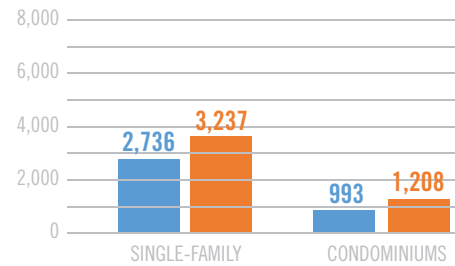


MARKET ANALYSIS

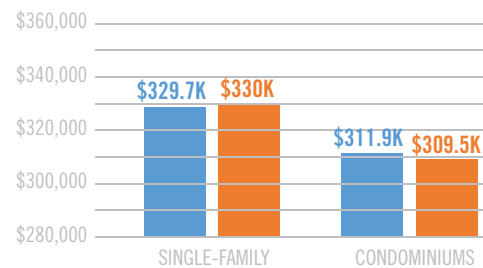
- Closed home sales at highest level in a January since 2004
- January median home prices essentially flat from same time last year
- 2016 started off with another decrease in number of homes for sale

CLOSED SALES

SALES



MEDIAN PRICE

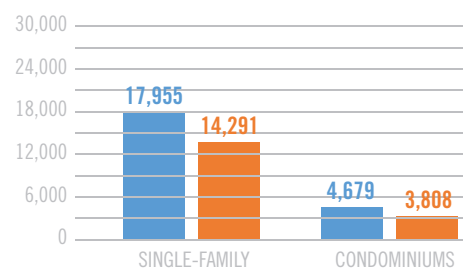


REALTOR® CONFIDENCE INDEXES

| | JANUARY 2015 | JANUARY 2016 |
|--------|--------------|--------------|
| MARKET | 63.34 | 66.98 |
| PRICE | 73.32 | 73.58 |

Based on a scale of zero to 100

INVENTORY



PENDING HOME SALES



JANUARY 2015 JANUARY 2016

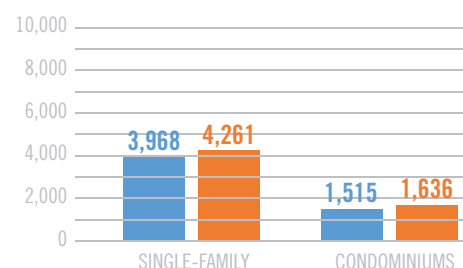
SINGLE-FAMILY

| | | |
|--------------|-----------|-----------|
| SALES | 2,802 | 3,914 |
| MEDIAN PRICE | \$329,700 | \$330,000 |

CONDOMINIUMS

| | | |
|--------------|-----------|-----------|
| SALES | 1,103 | 1,480 |
| MEDIAN PRICE | \$311,860 | \$309,438 |

NEW LISTINGS



■ JANUARY '15 ■ JANUARY '16



MASSACHUSETTS ASSOCIATION OF REALTORS®

