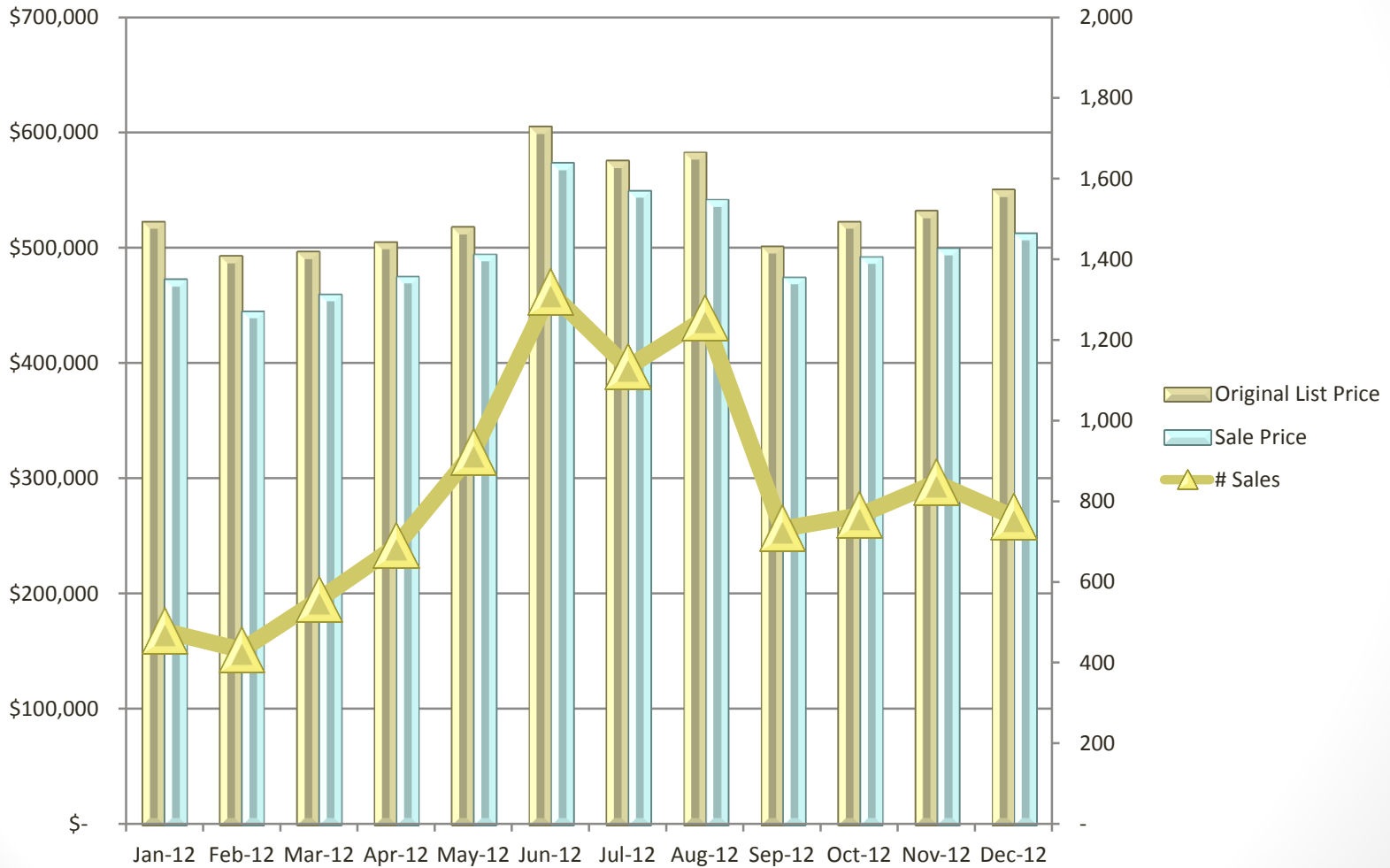


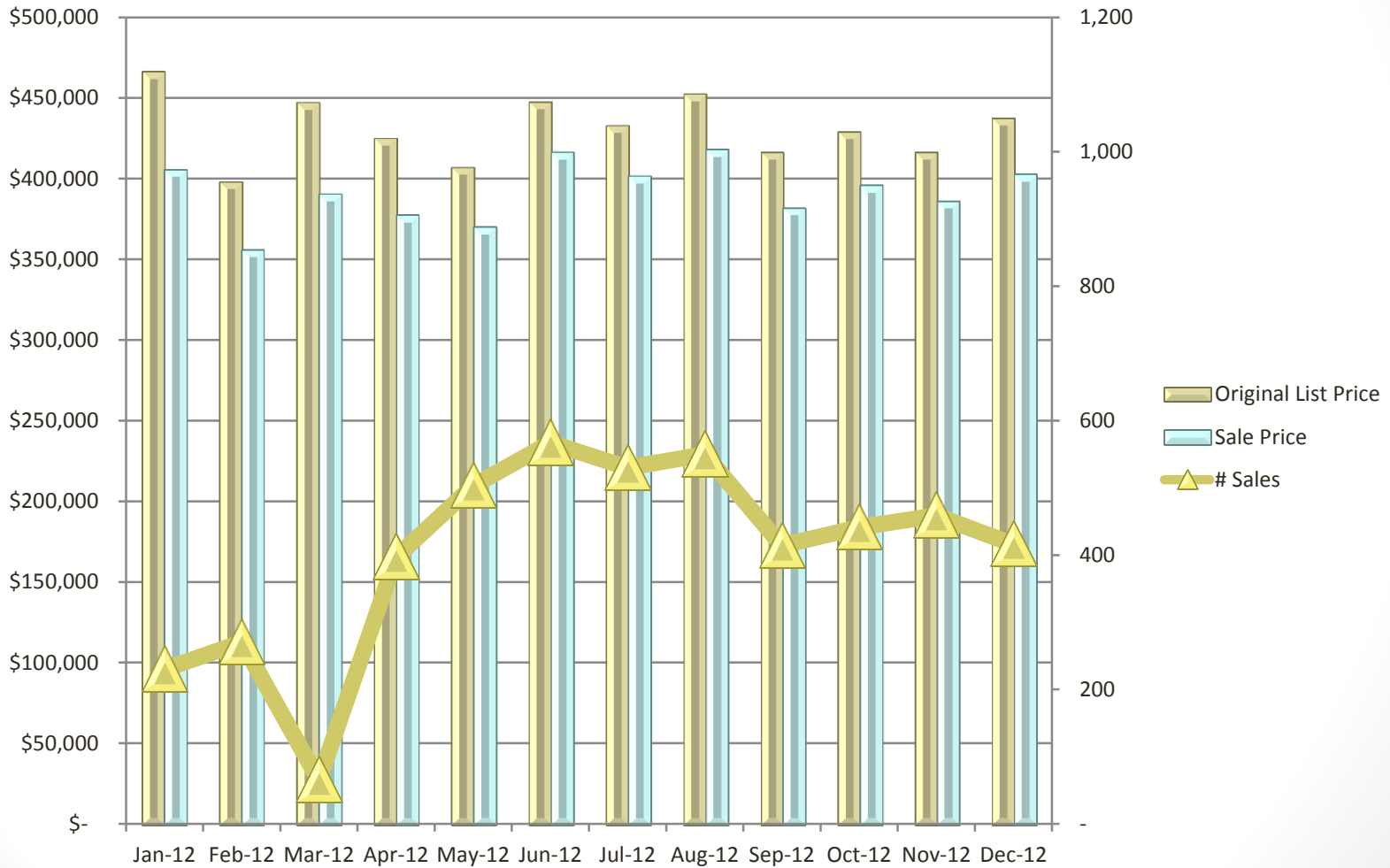
# 2012 REAL ESTATE STATISTICS BY COUNTY

*Prepared by Naomi Anderson*

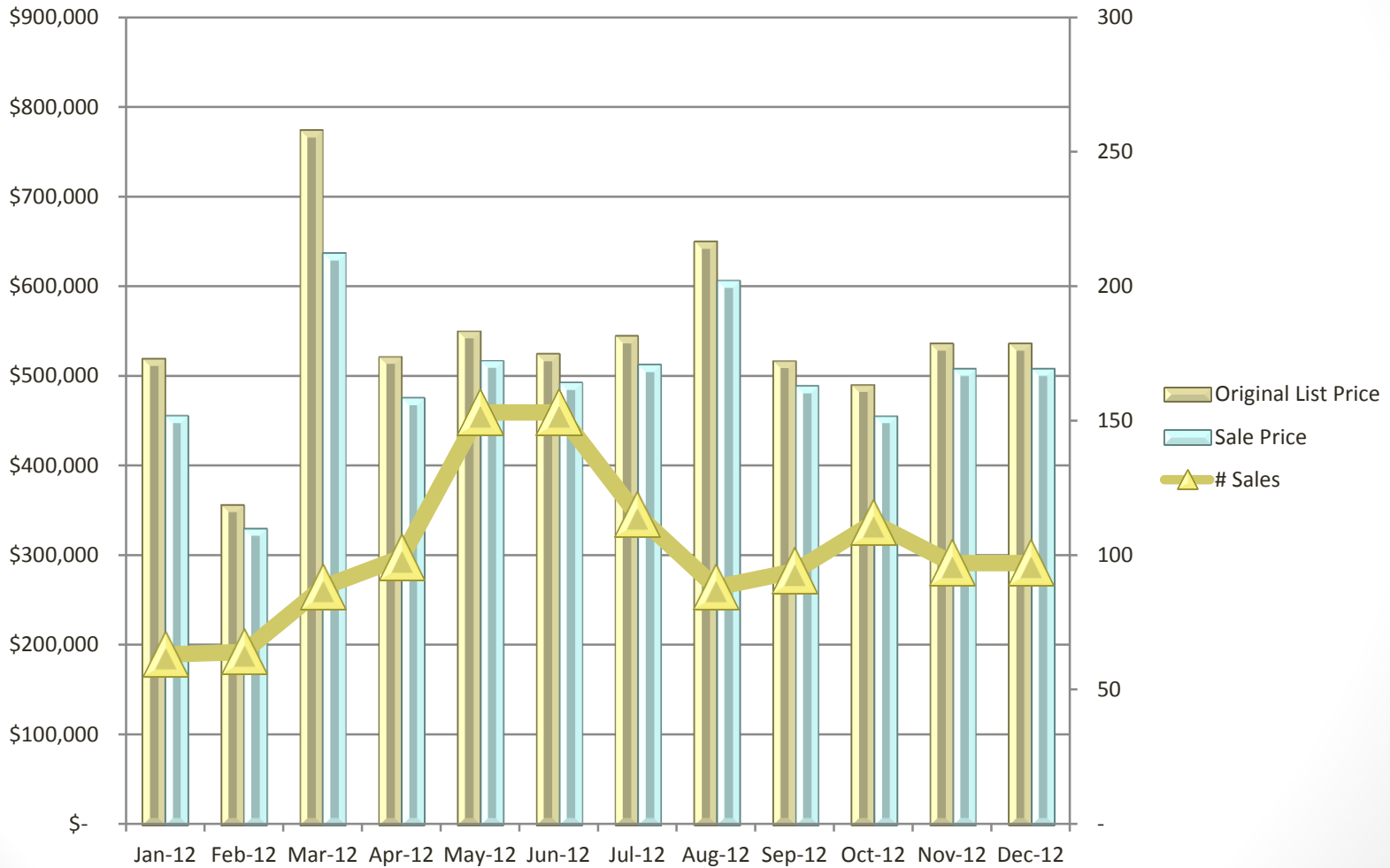
# Middlesex County Single Family



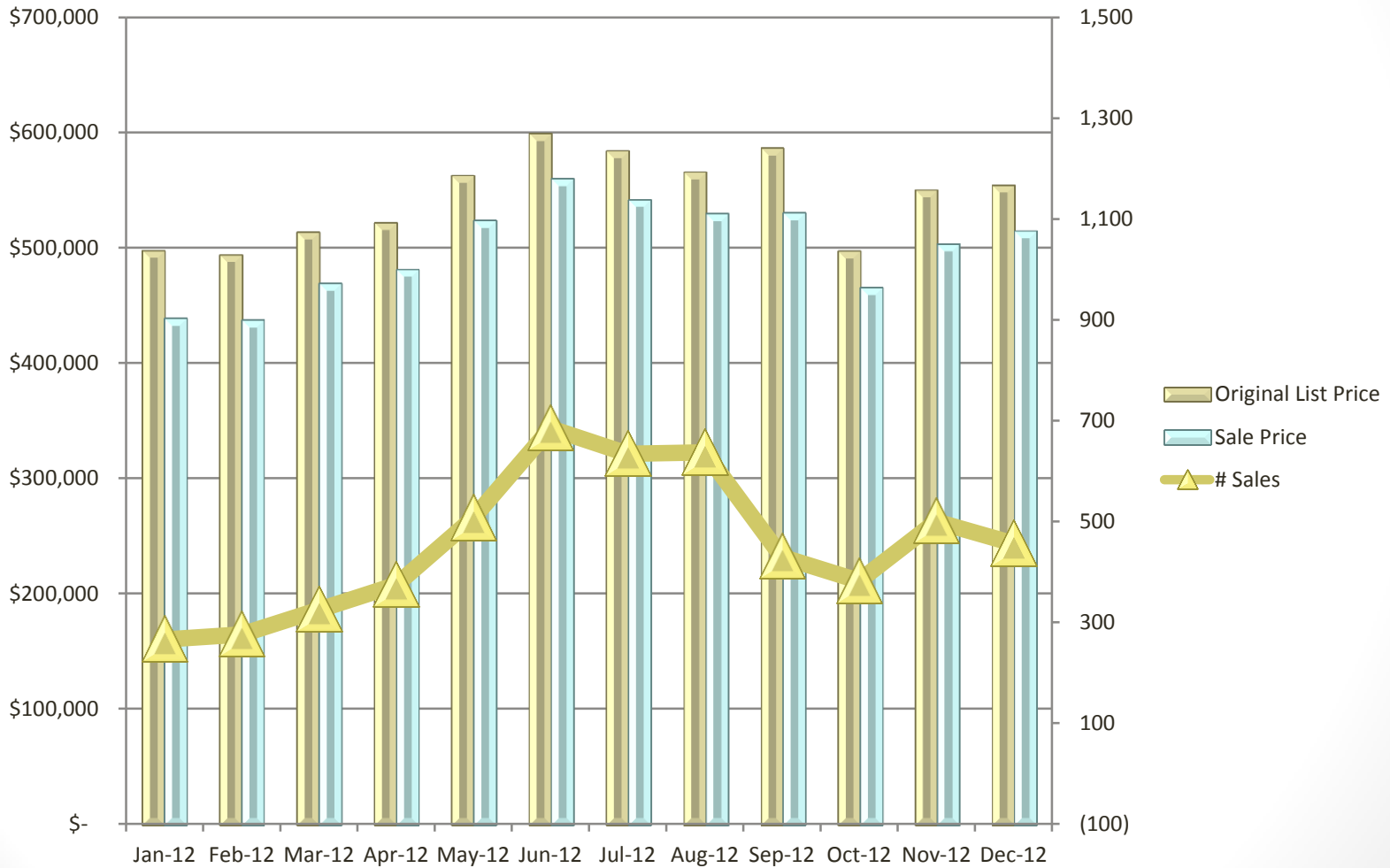
# Essex County Single Family



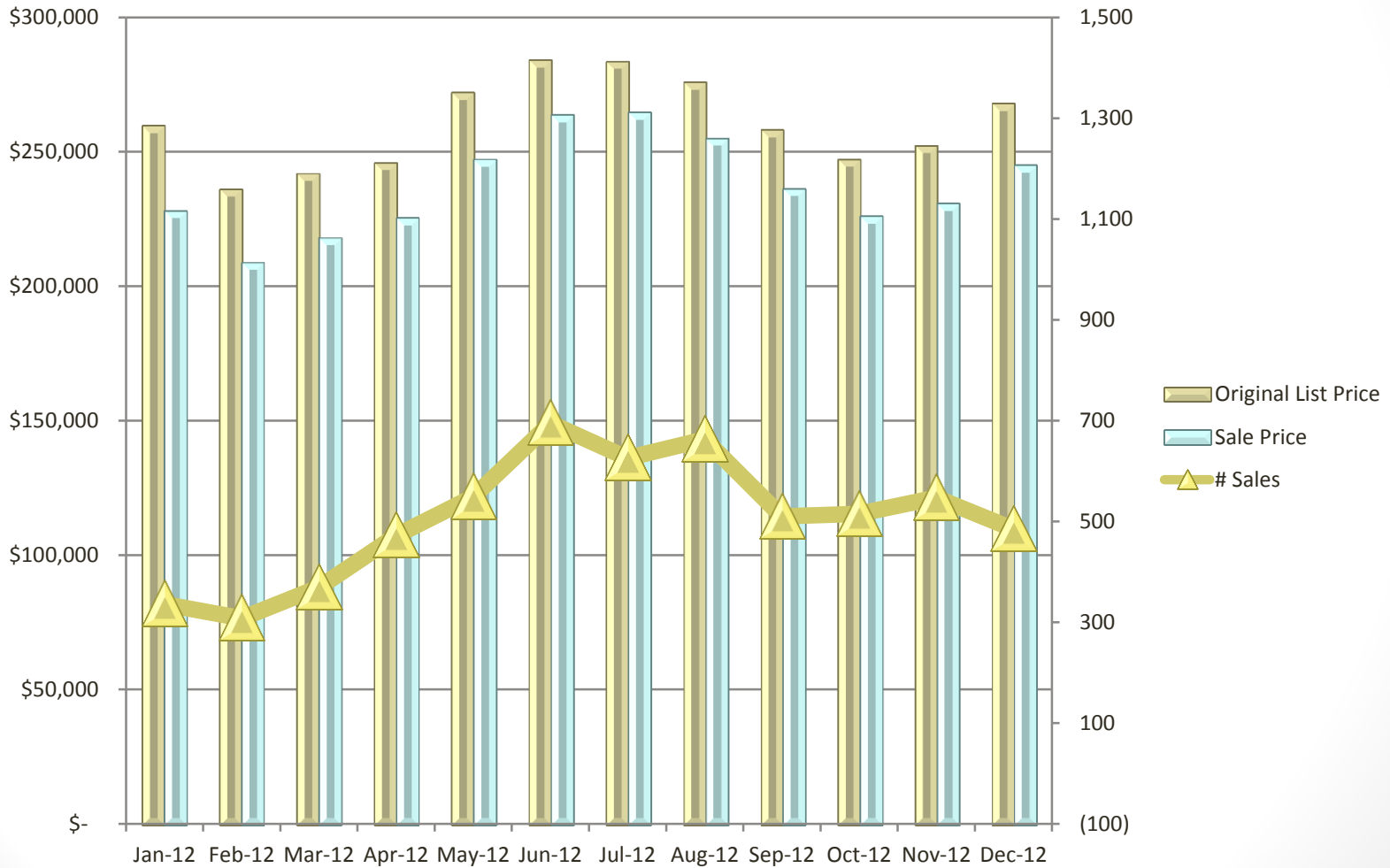
# Suffolk County Single Family



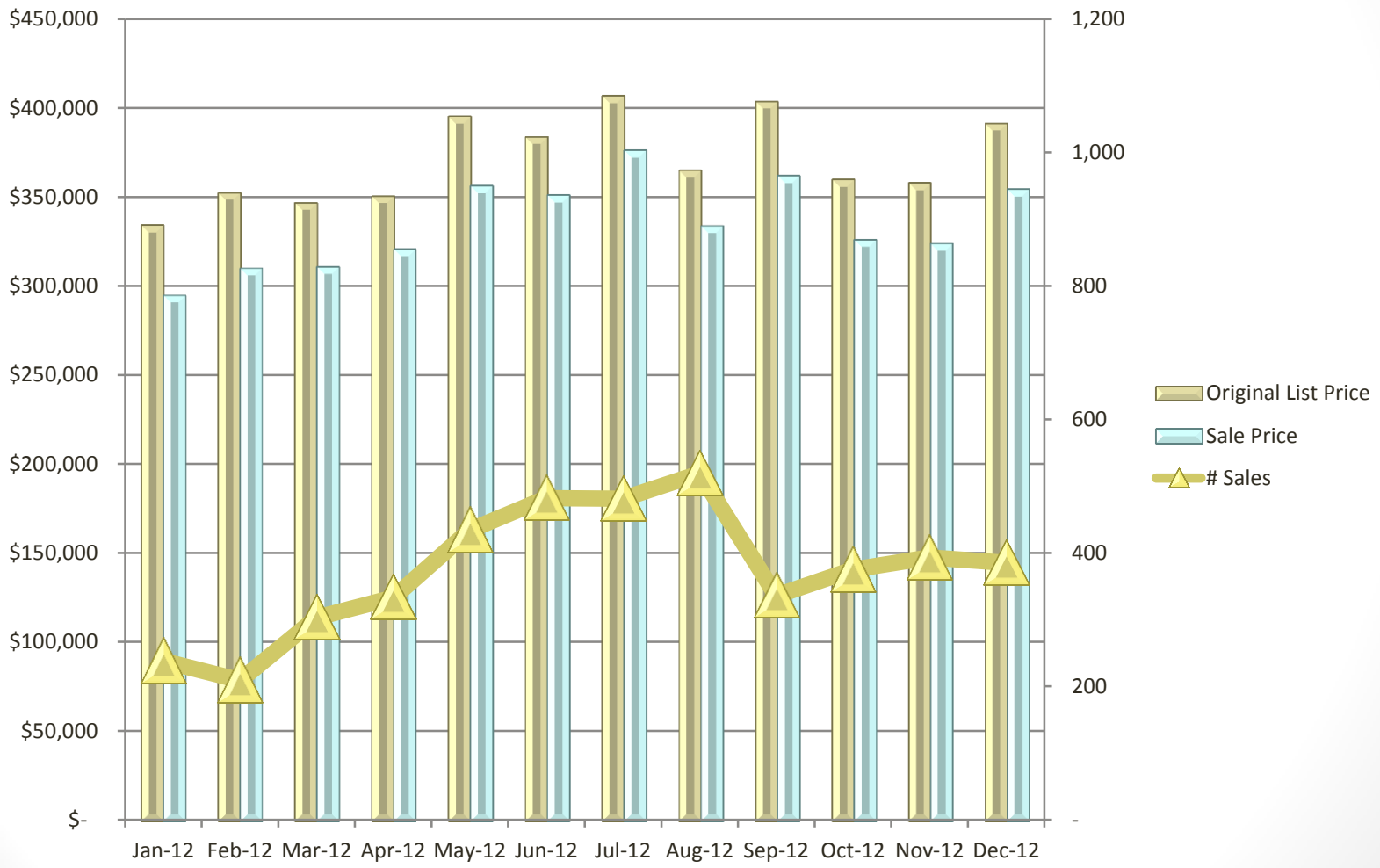
# Norfolk County Single Family



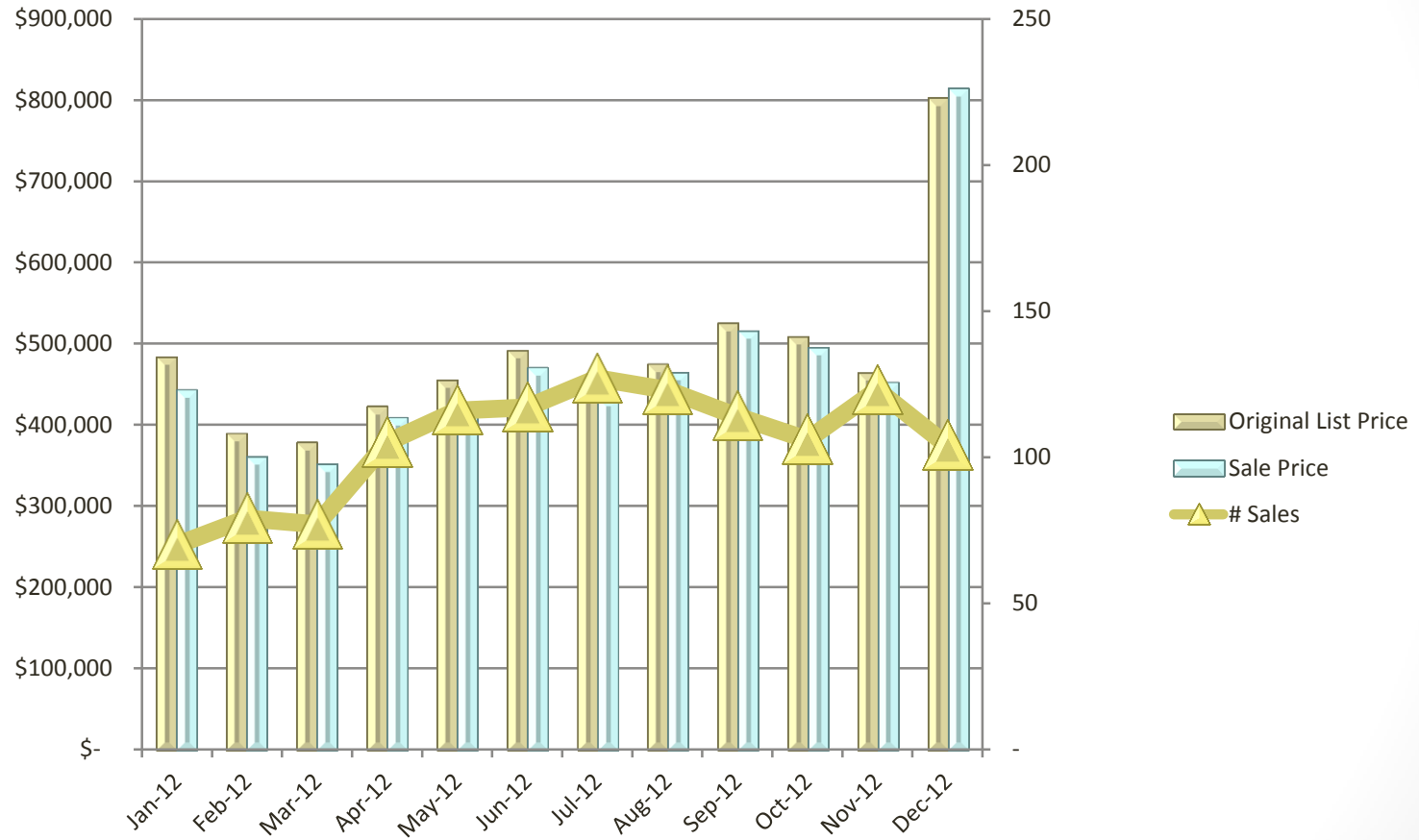
# Worcester County Single Family



# Plymouth County Single Family

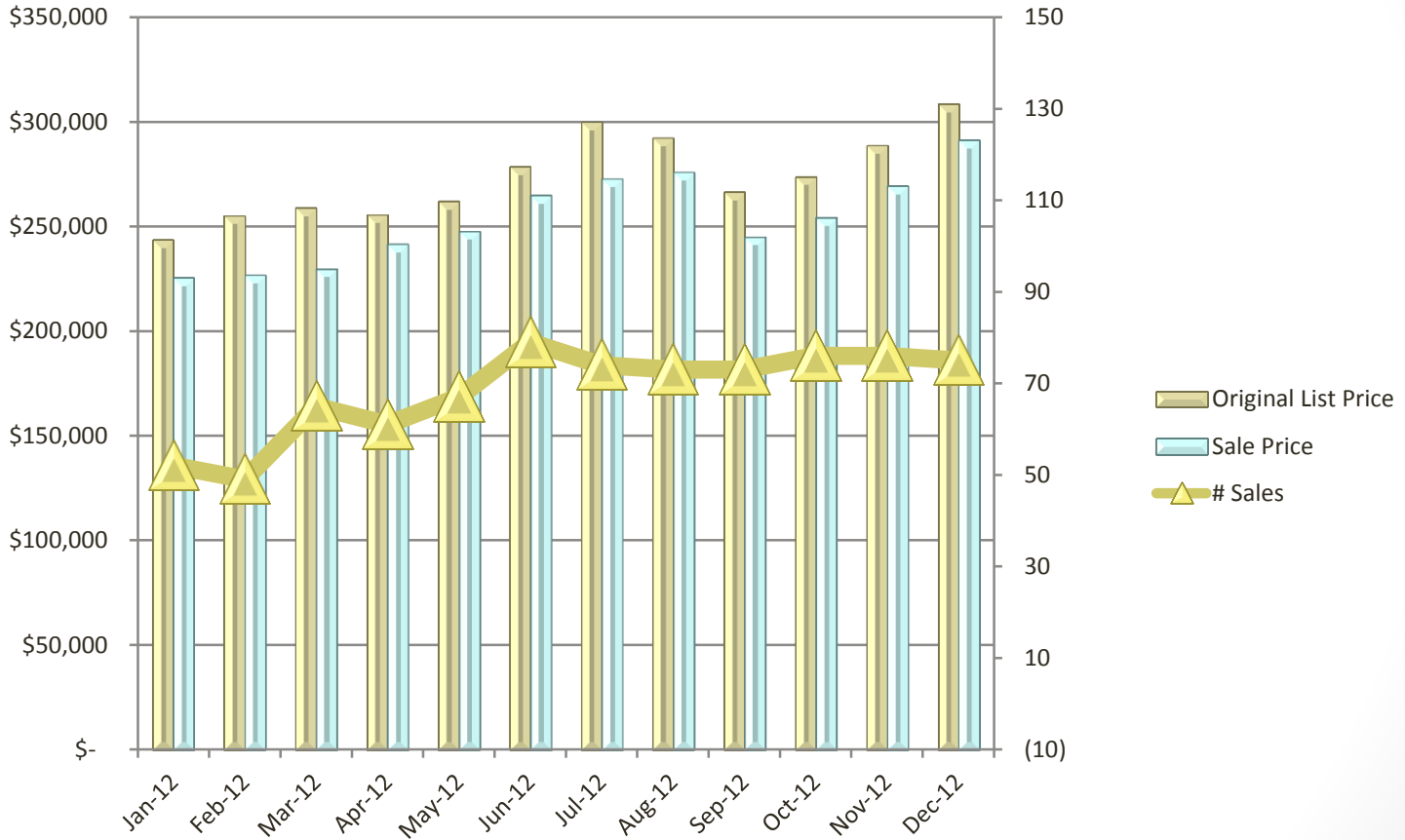


# Middlesex County Multi Family

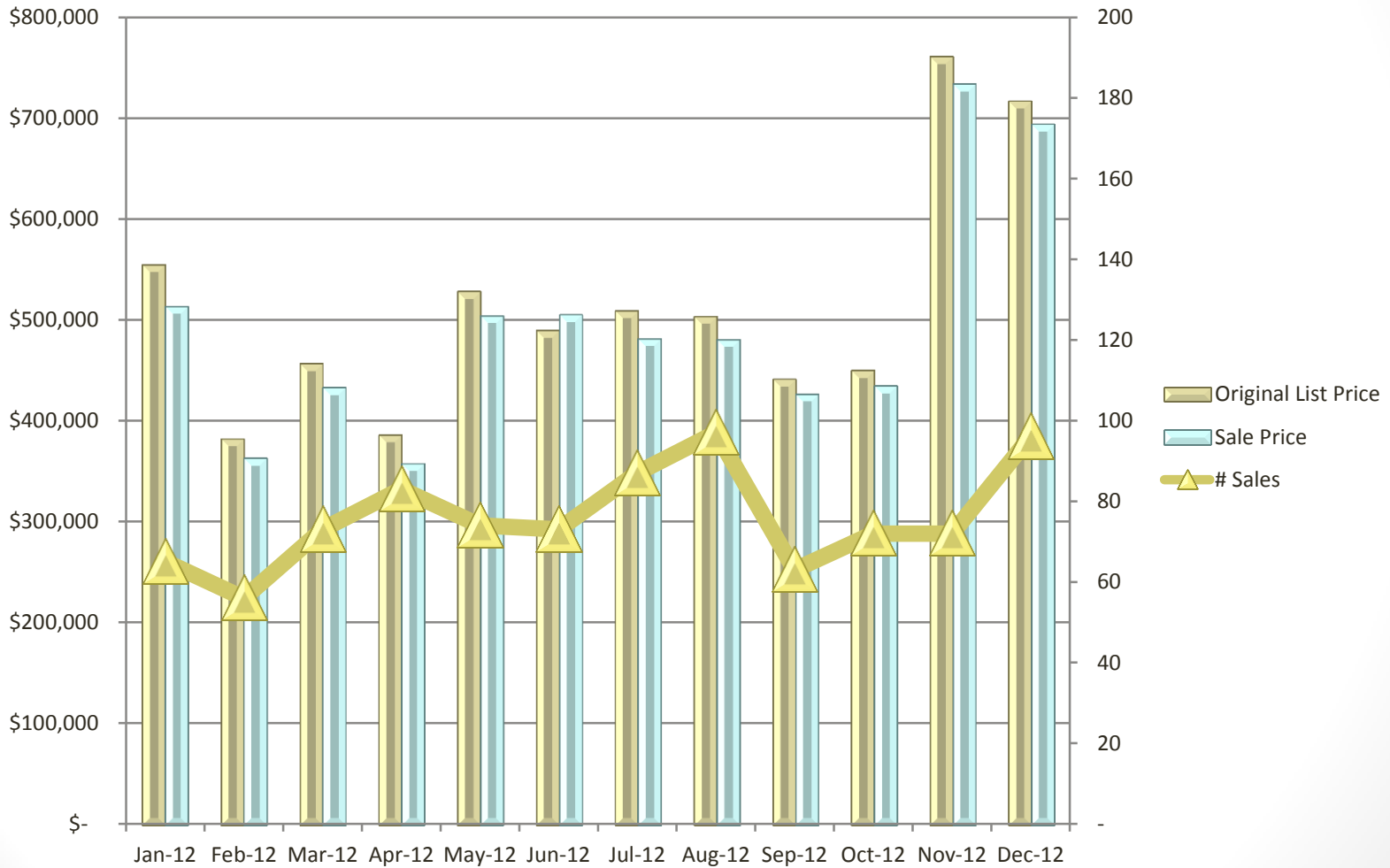




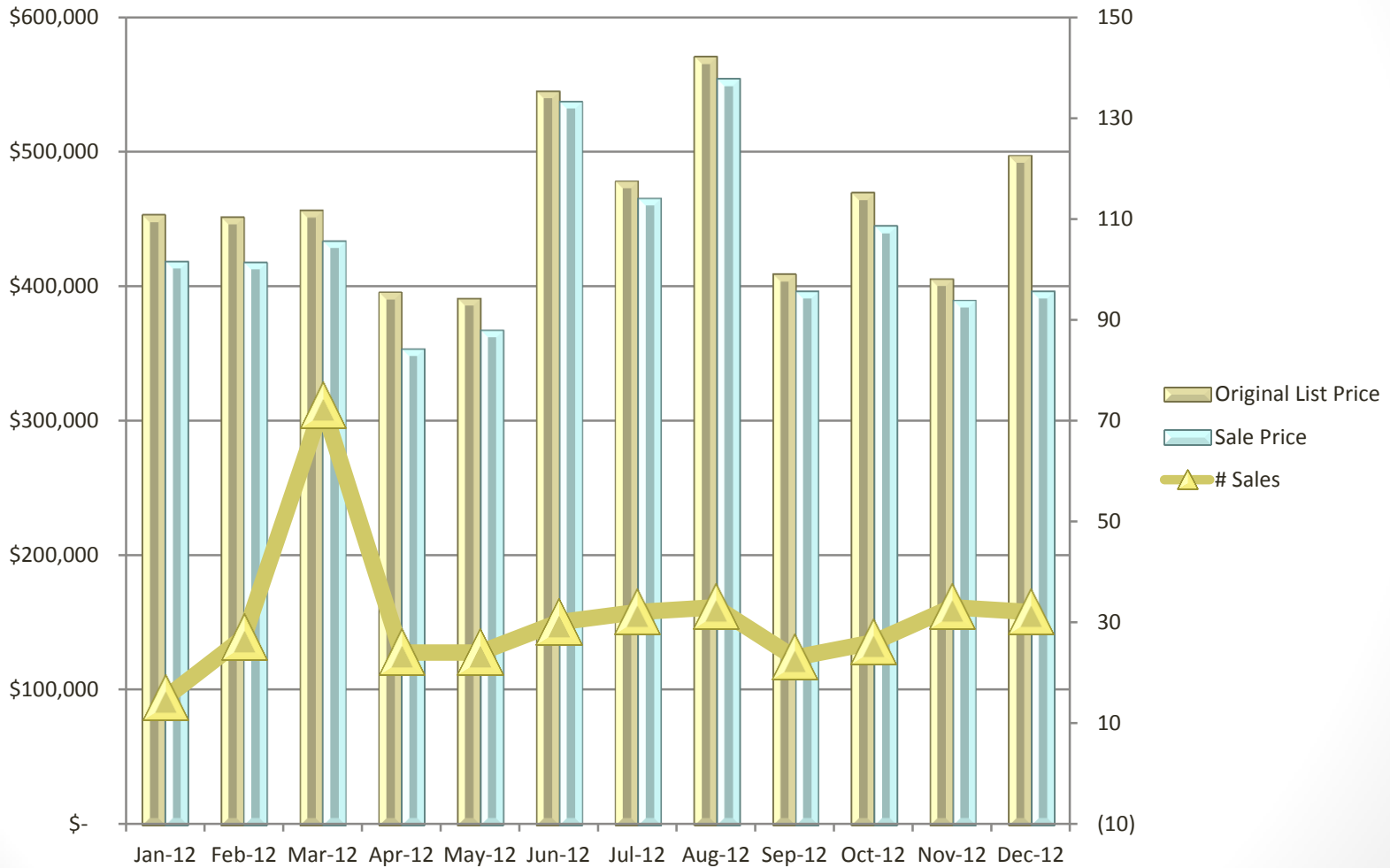
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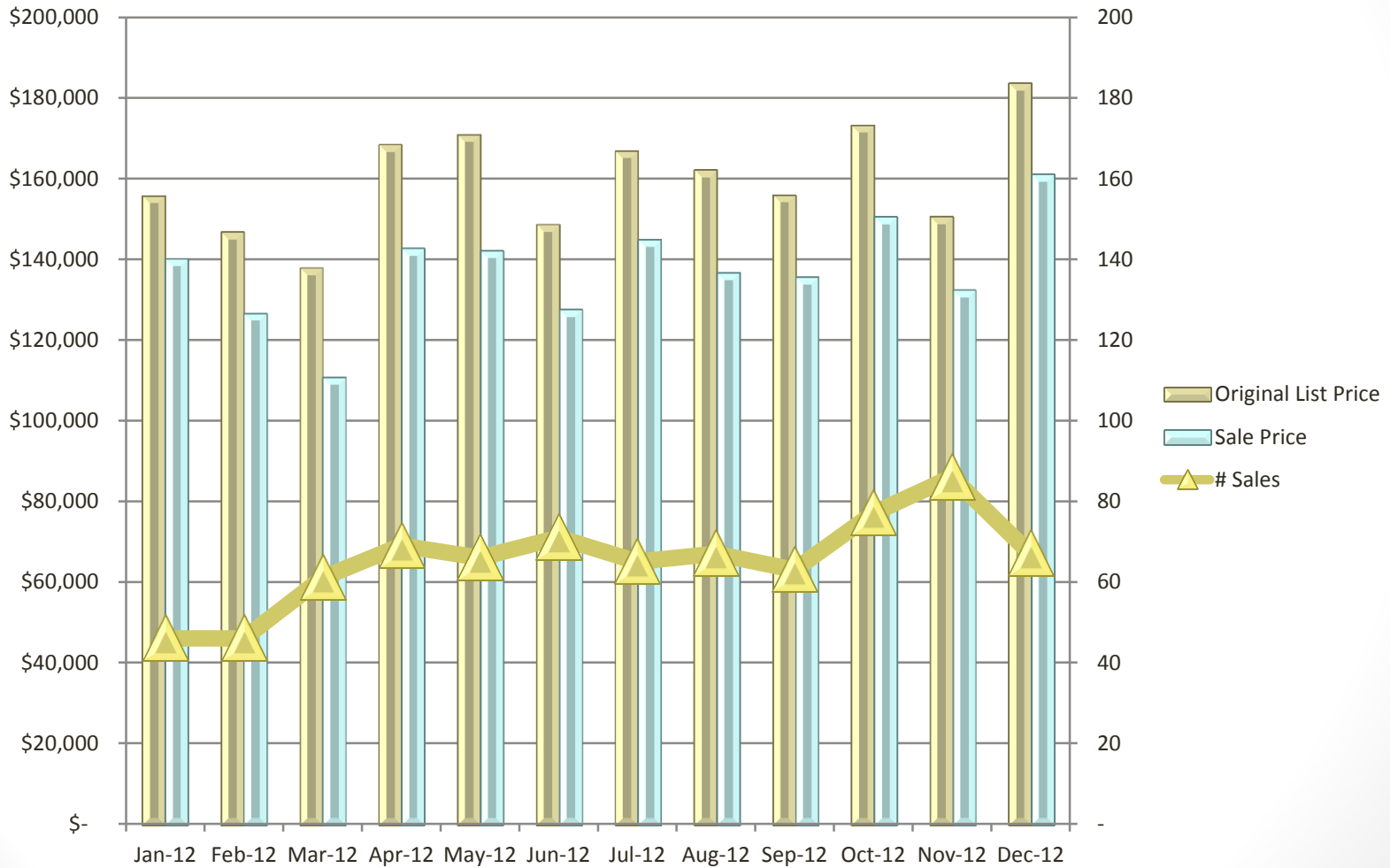
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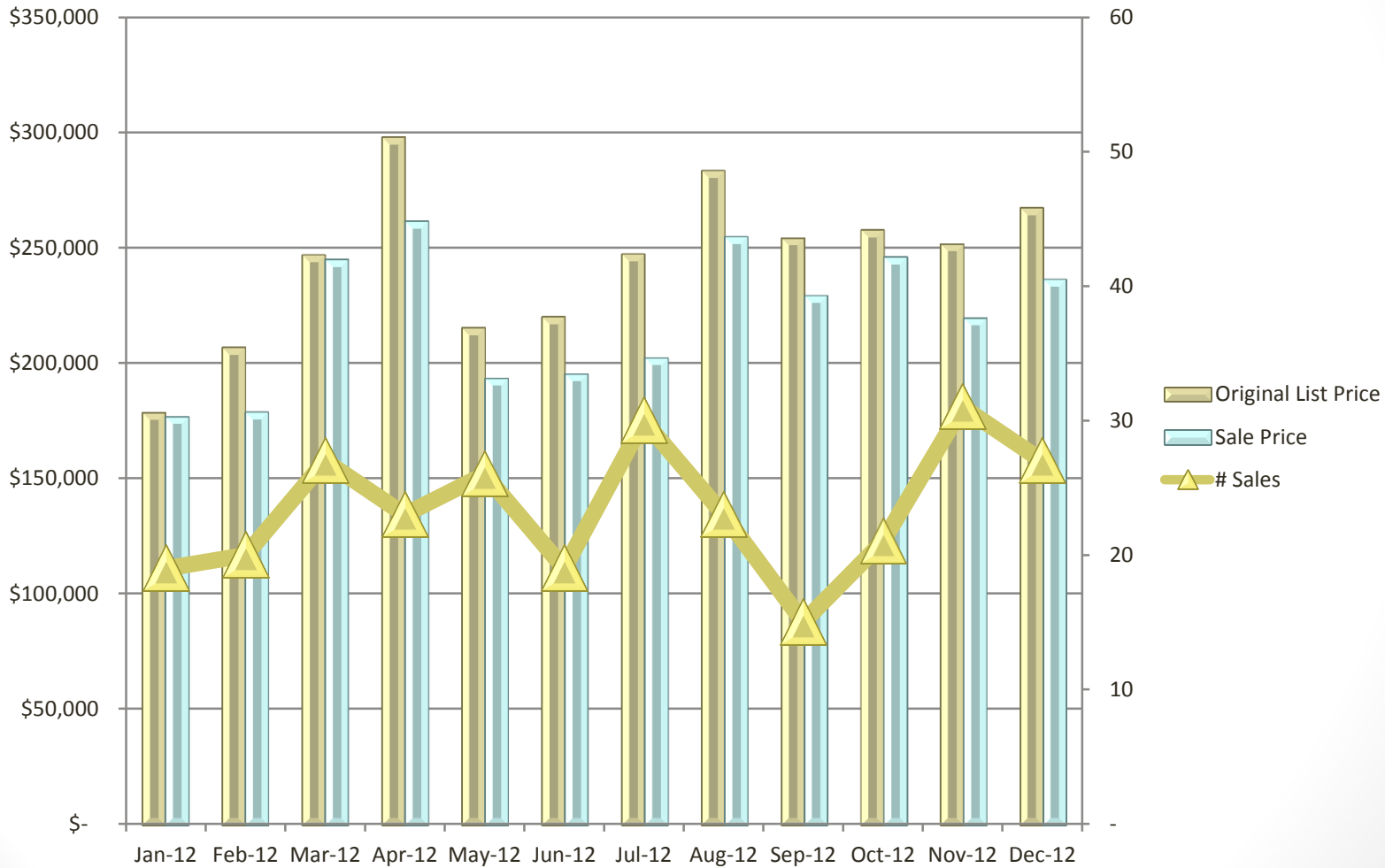
# Norfolk County Multi Family



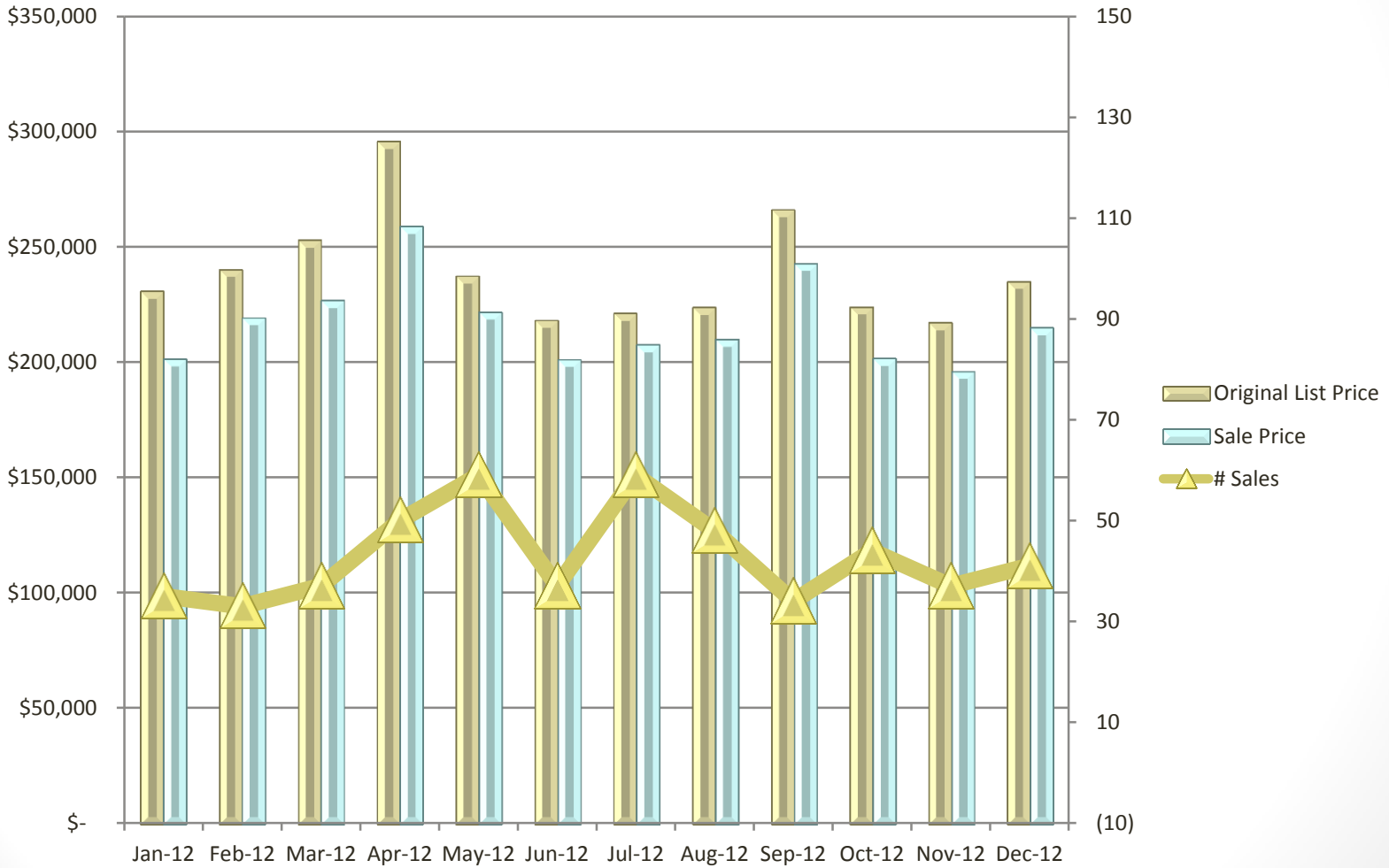
# Worcester County Multi Family



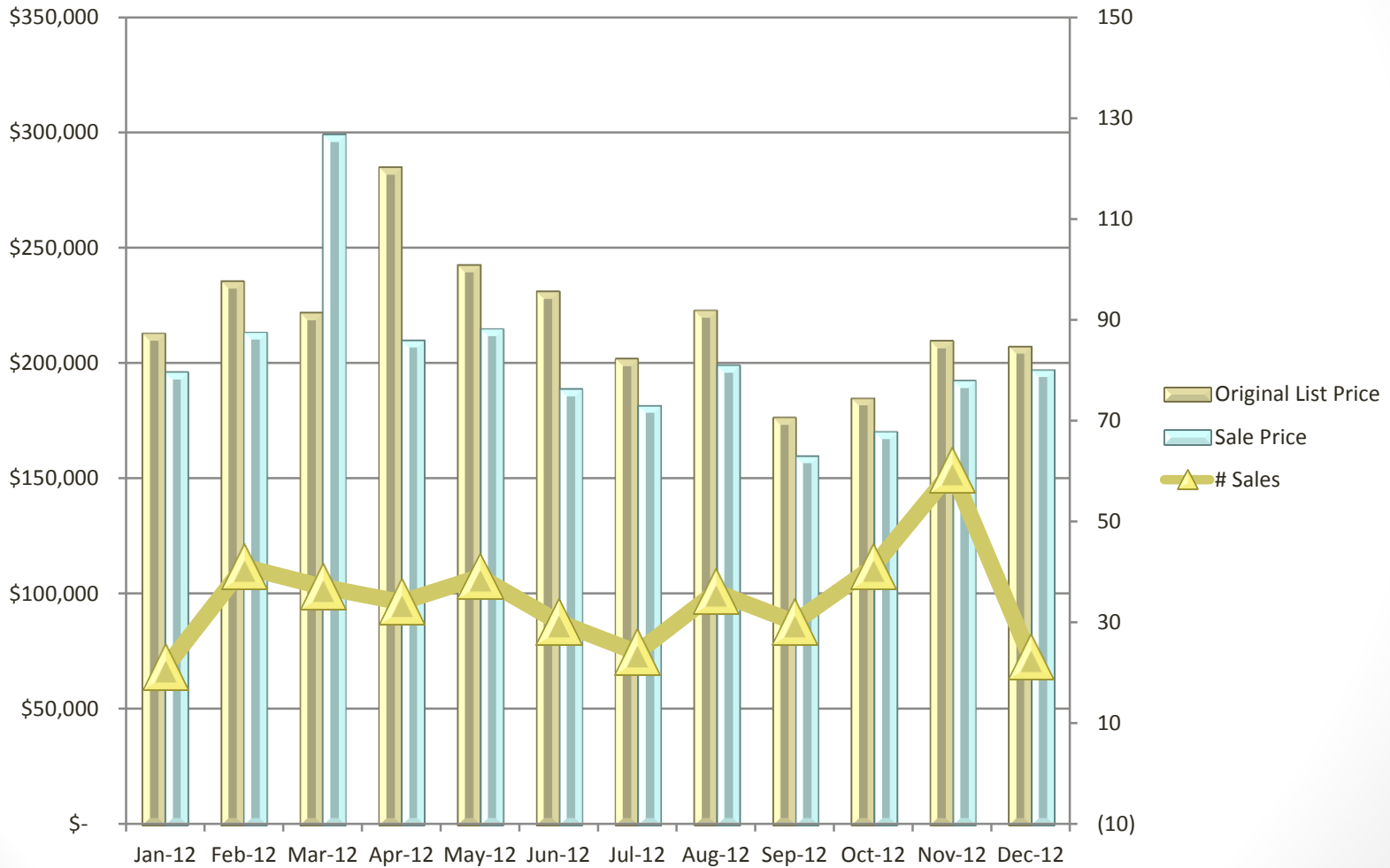
# Plymouth County Multi Family



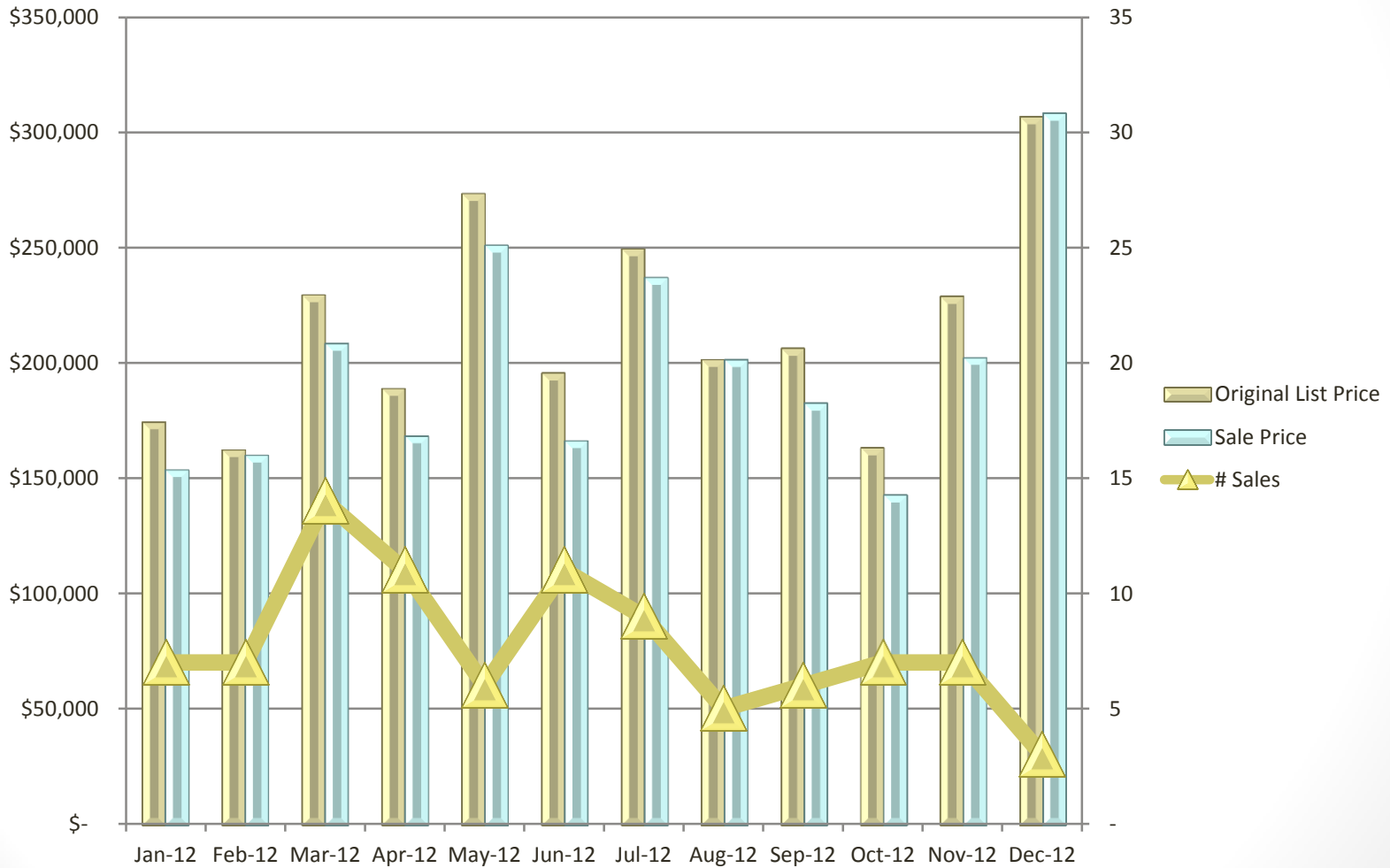
# Middlesex County Single Family REO



# Essex County Single Family REO

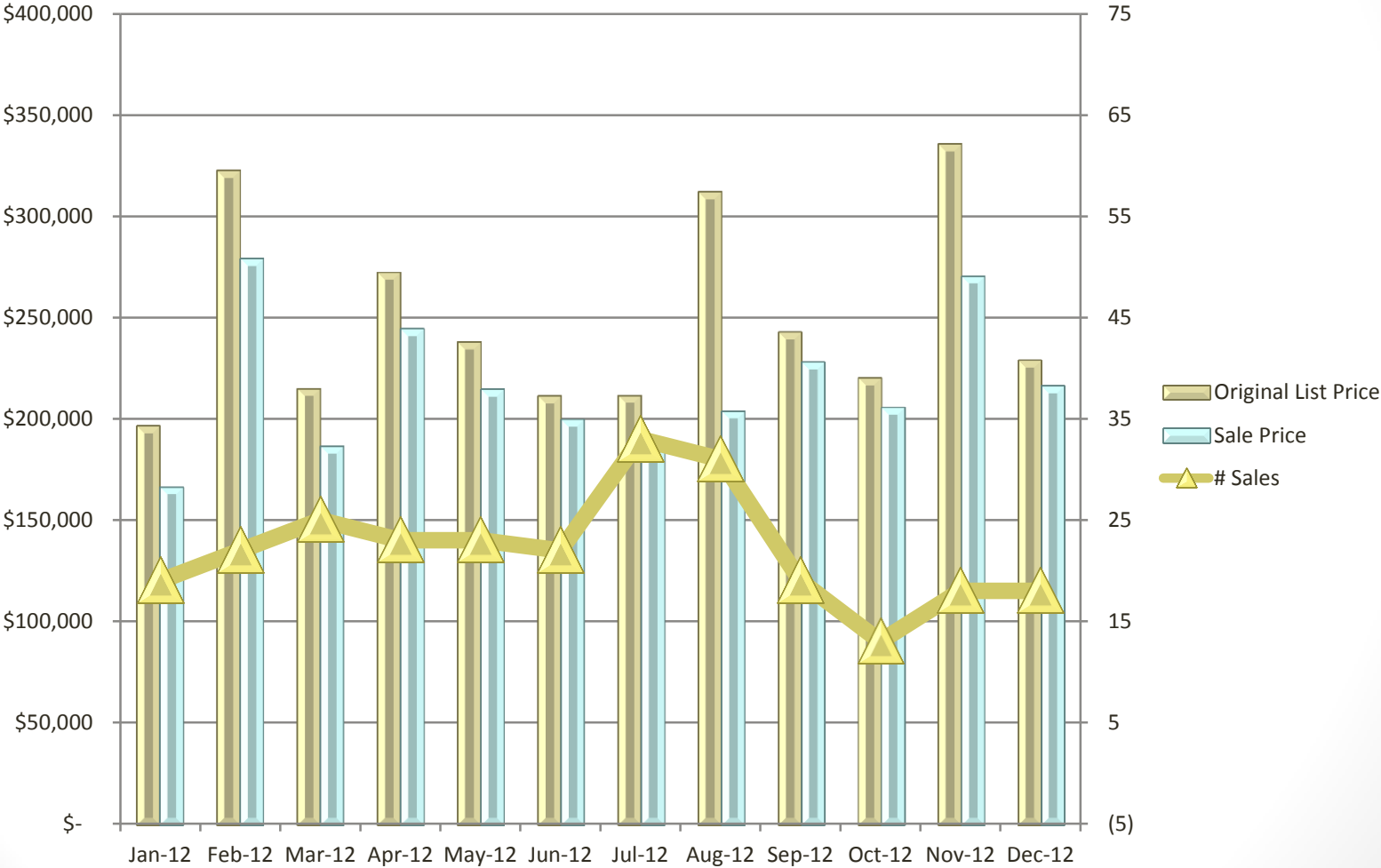


# Suffolk County Single Family REO

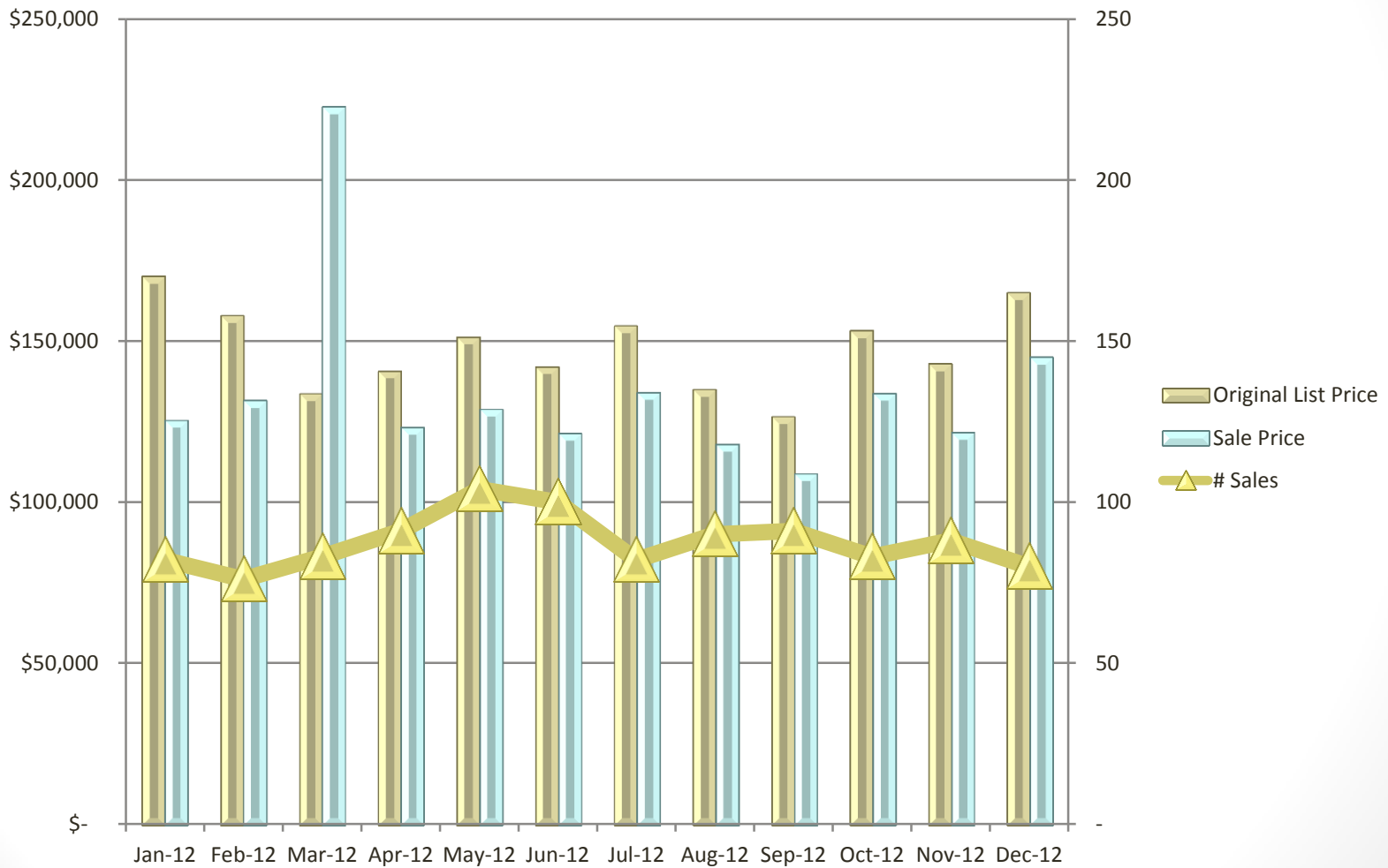




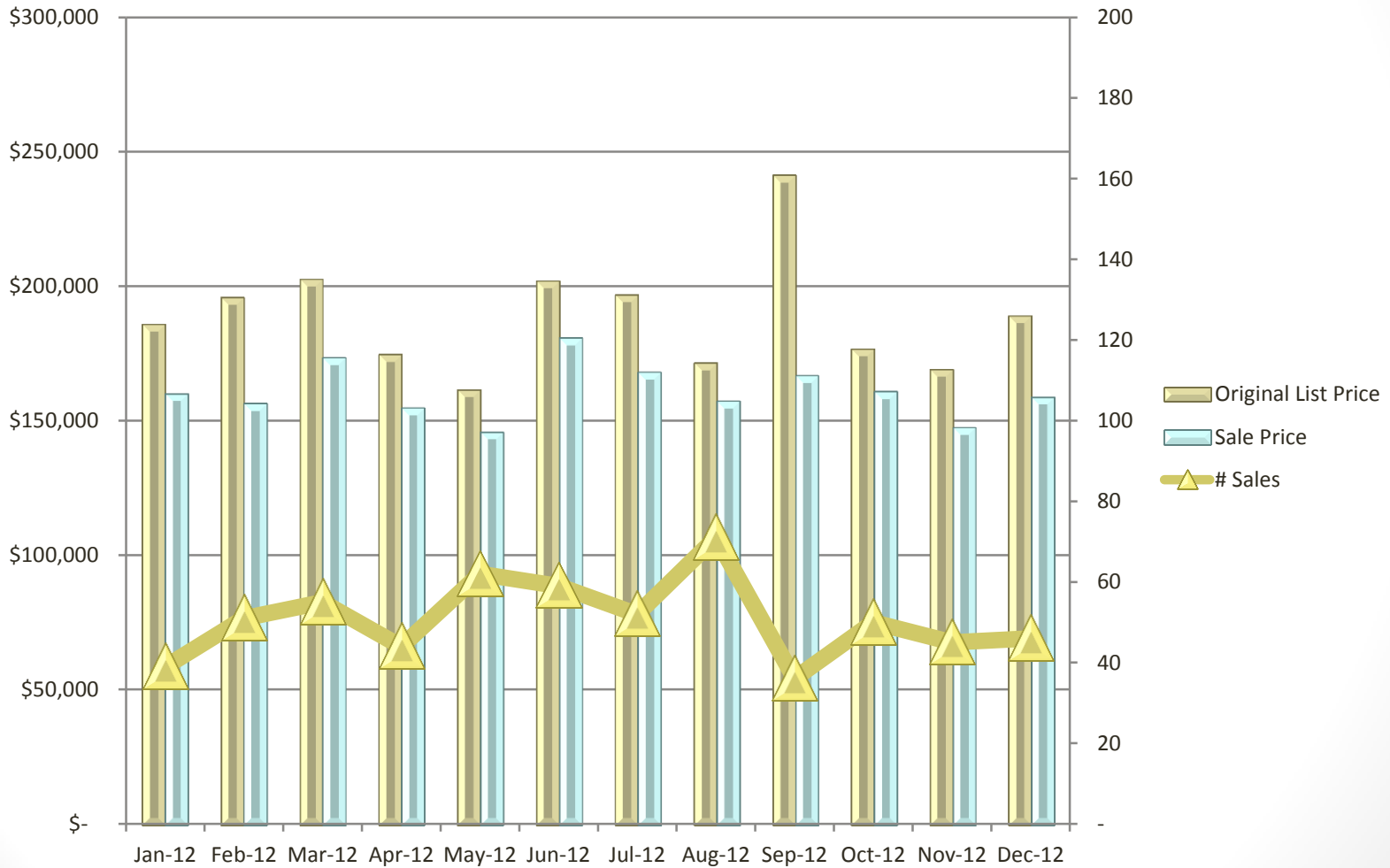
# Norfolk County Single Family REO



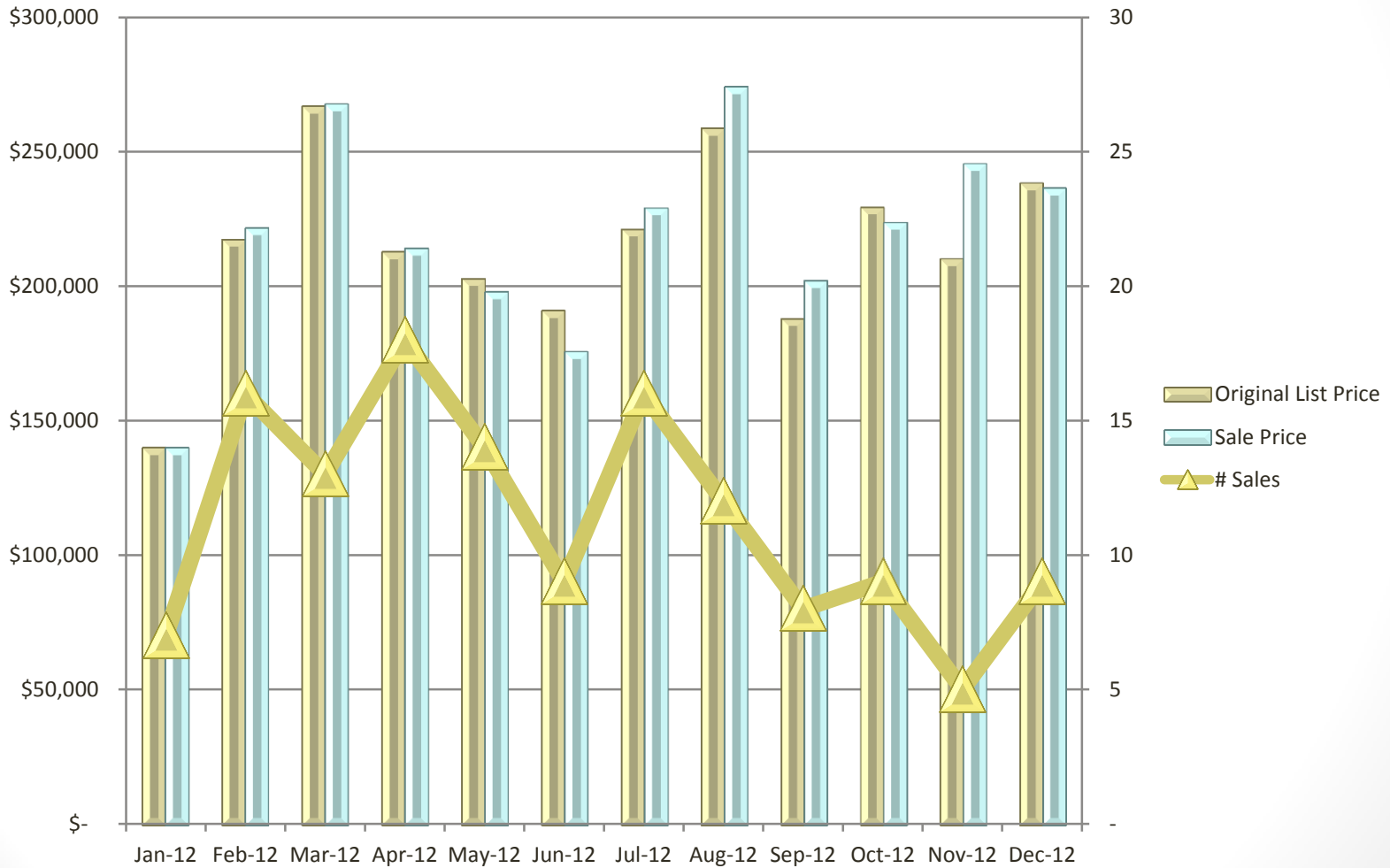
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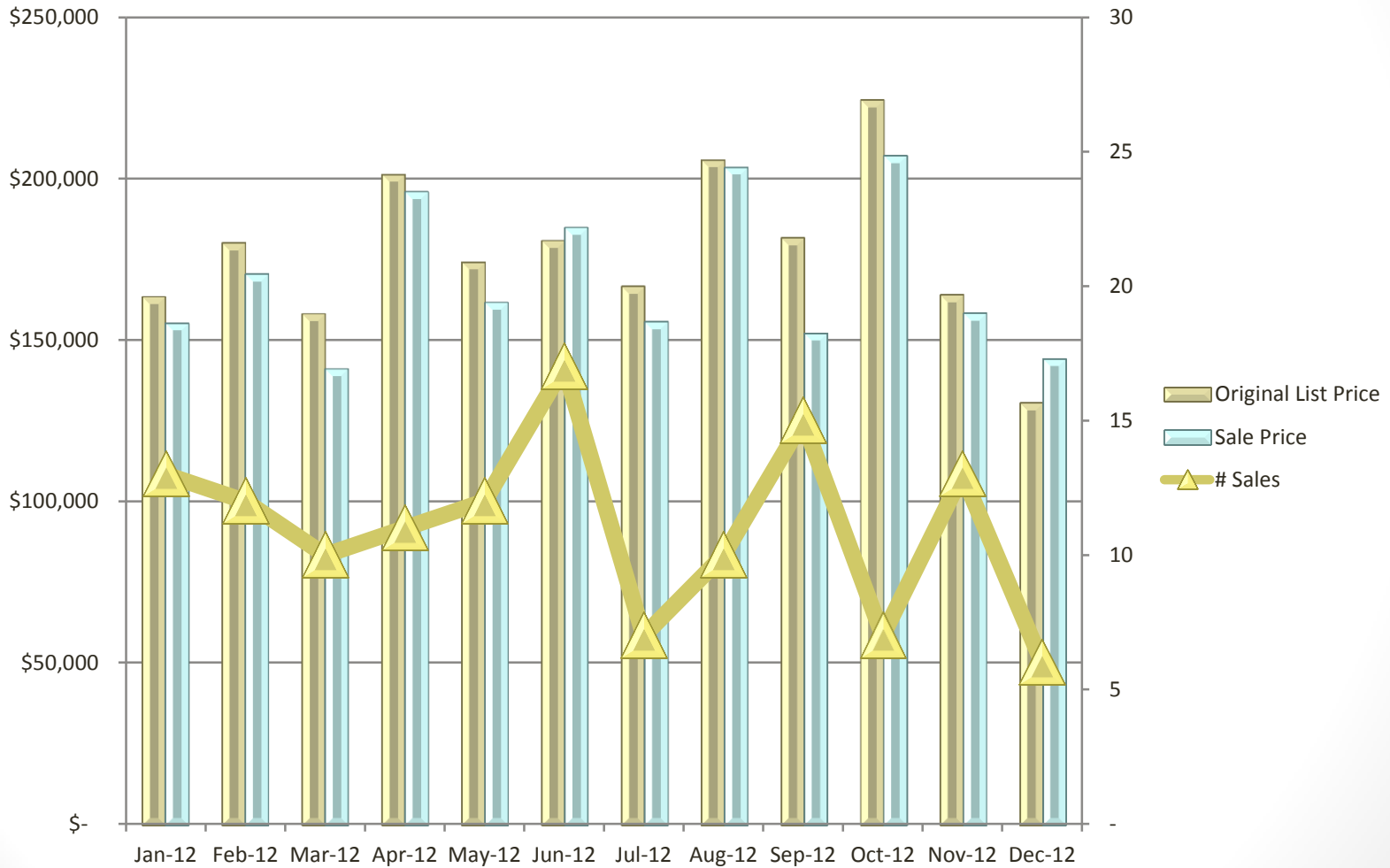
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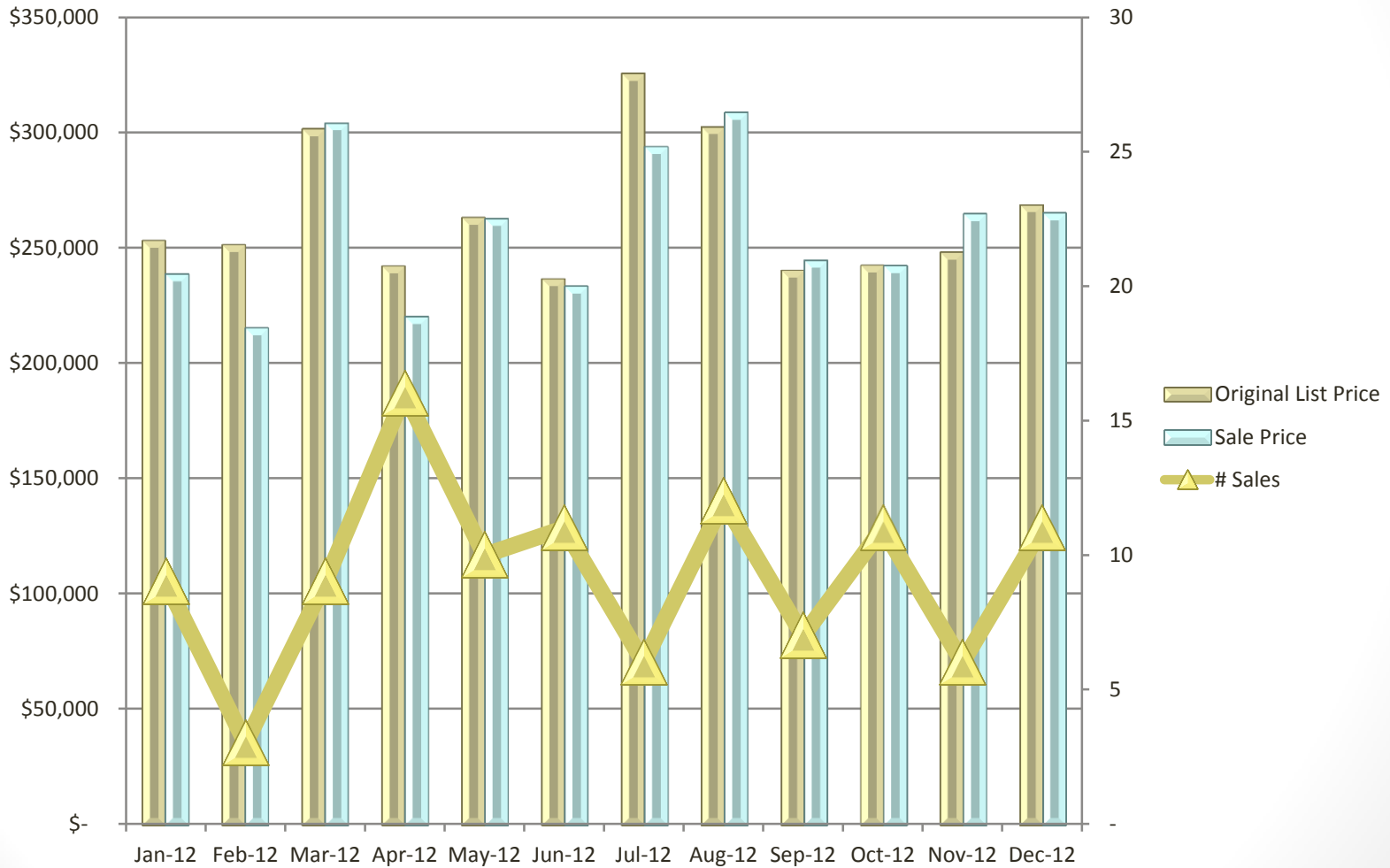
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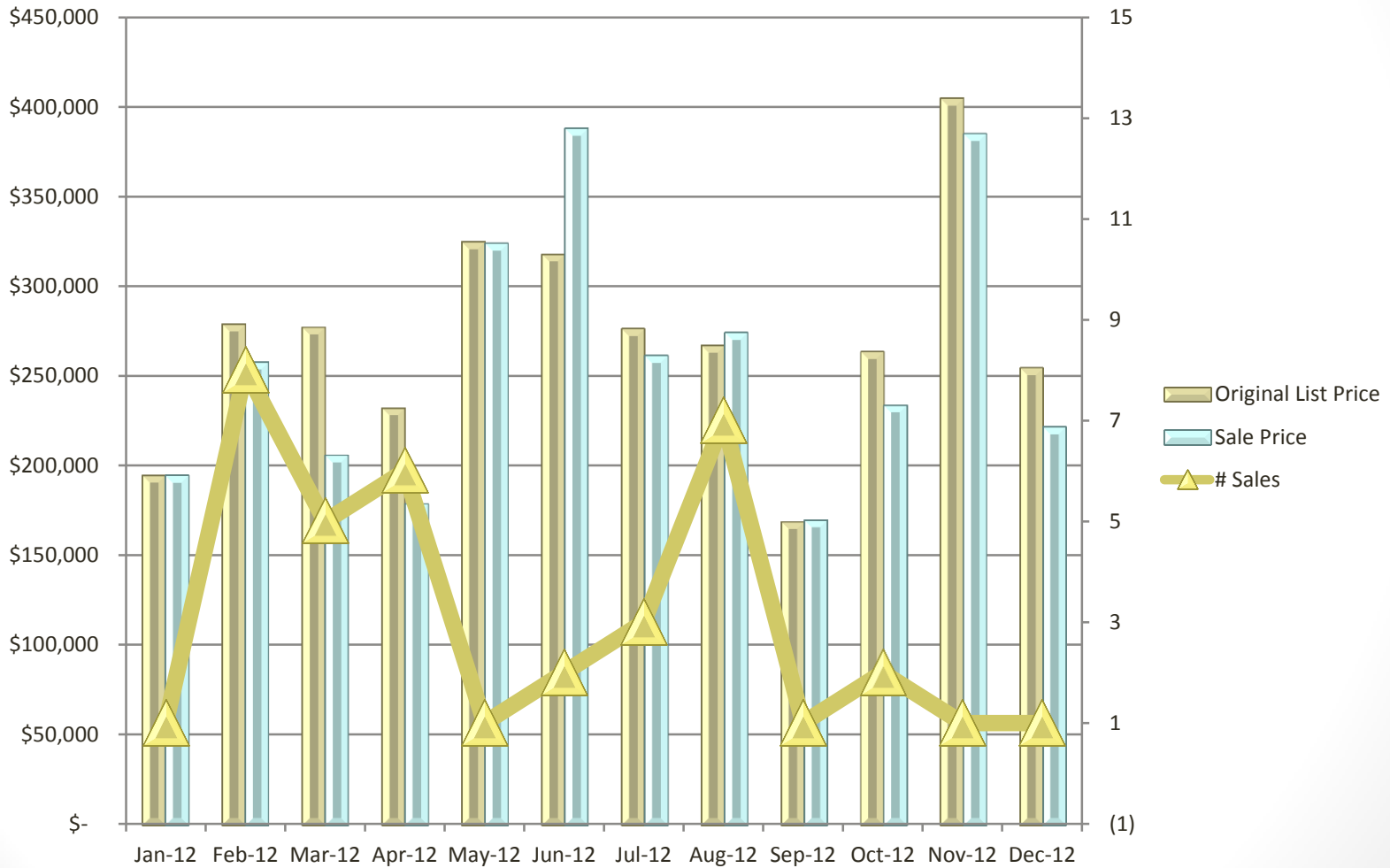
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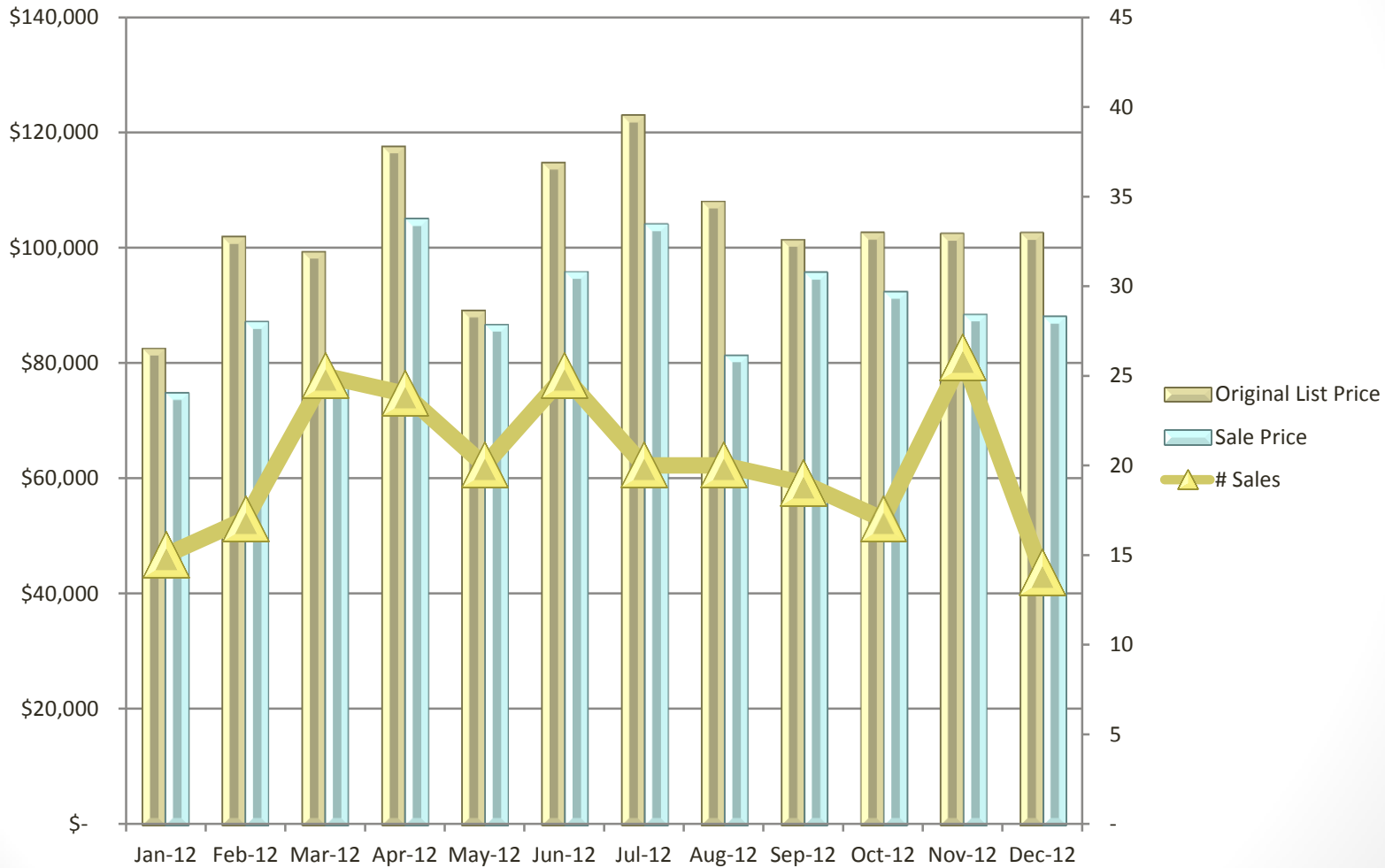
# Suffolk County Multi Family REO



# Norfolk County Multi Family REO

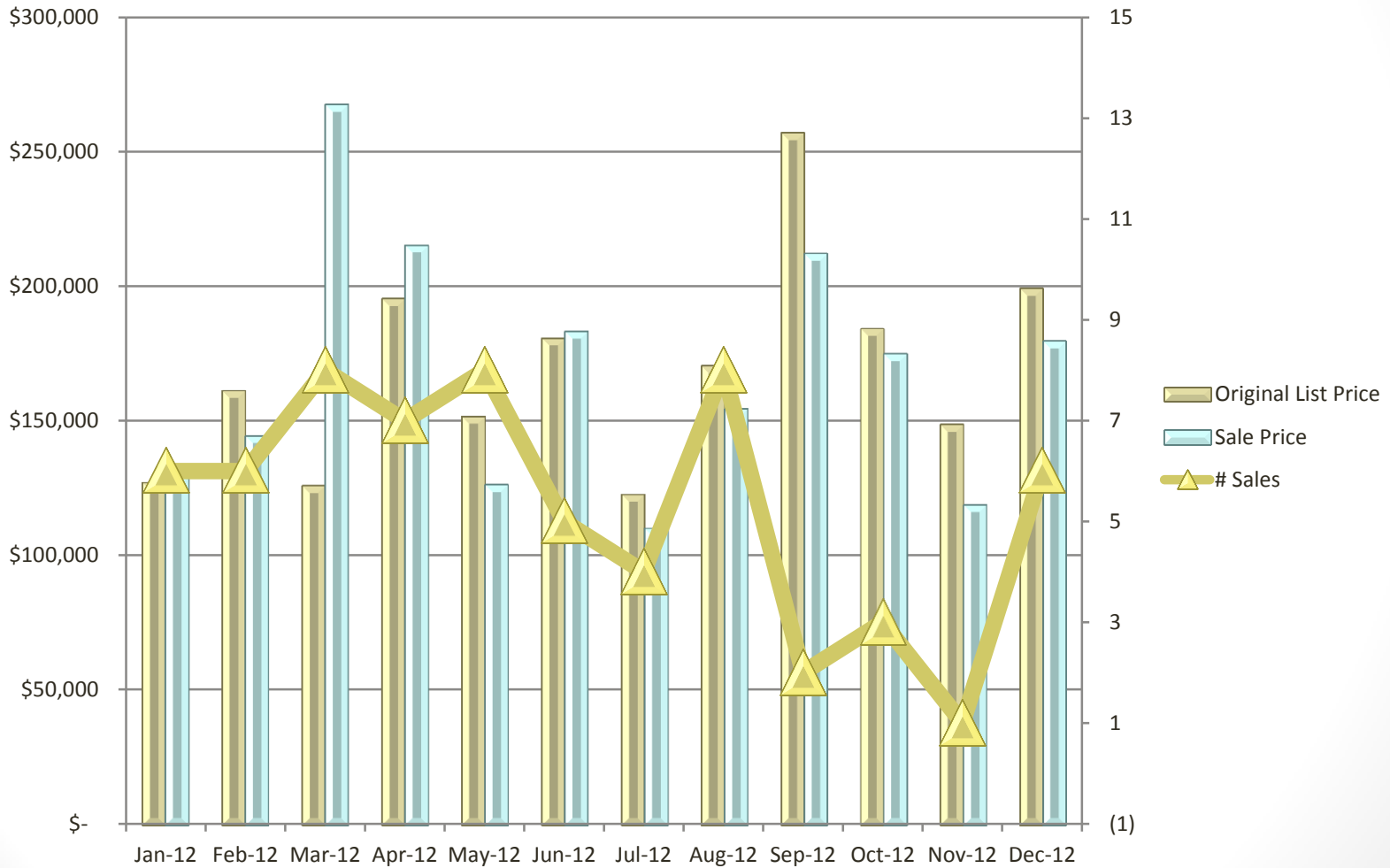


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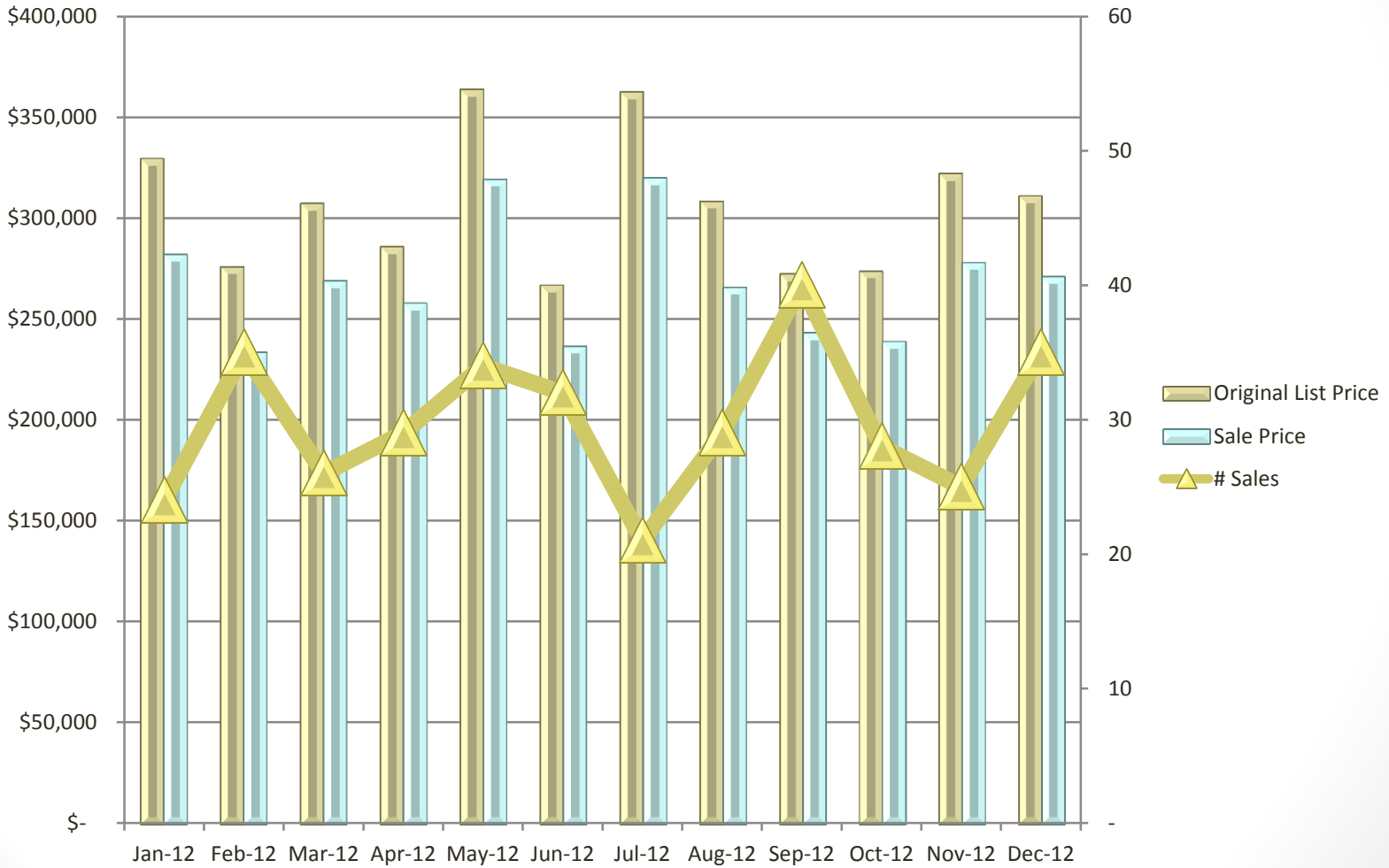




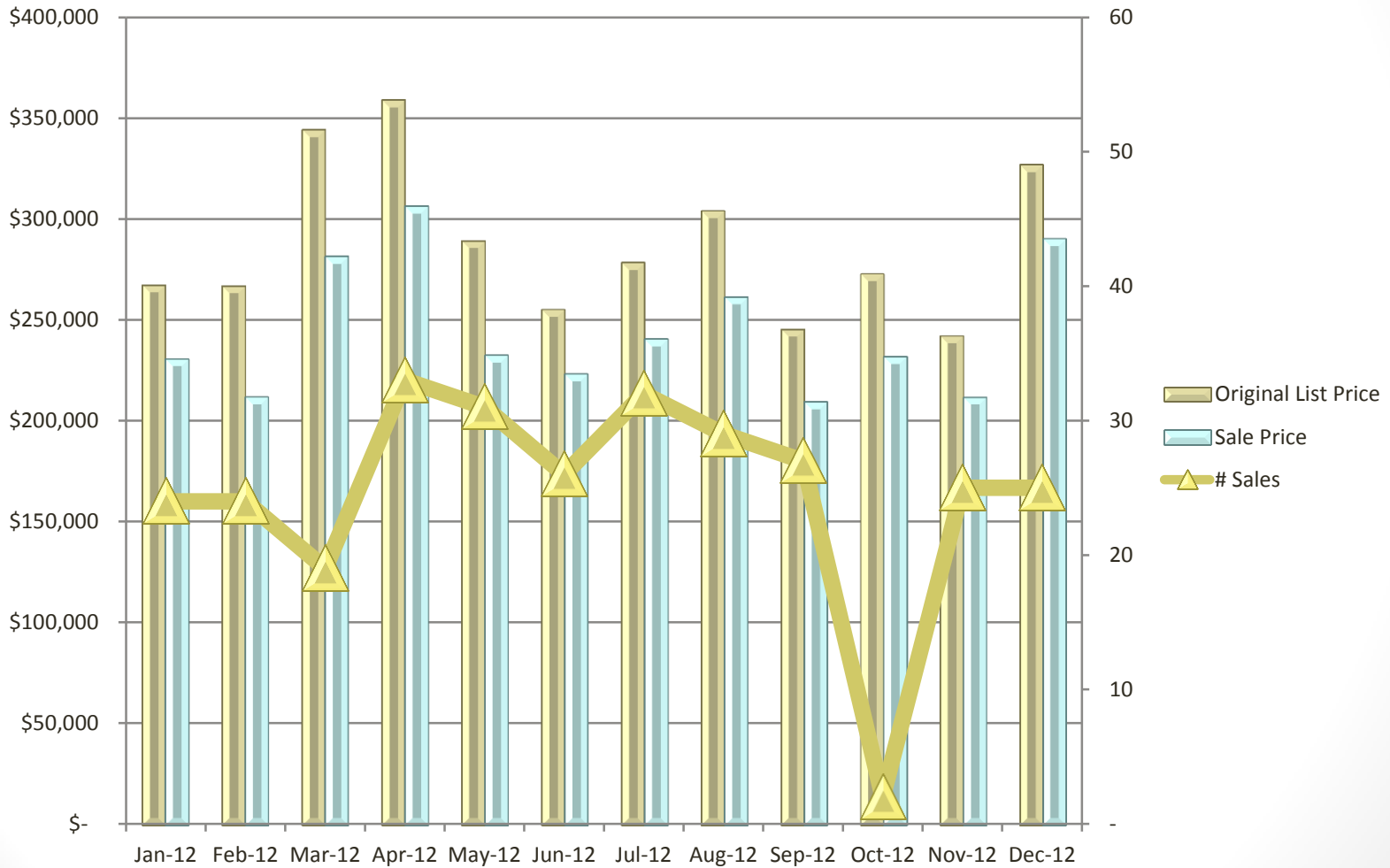
# Plymouth County Multi Family REO



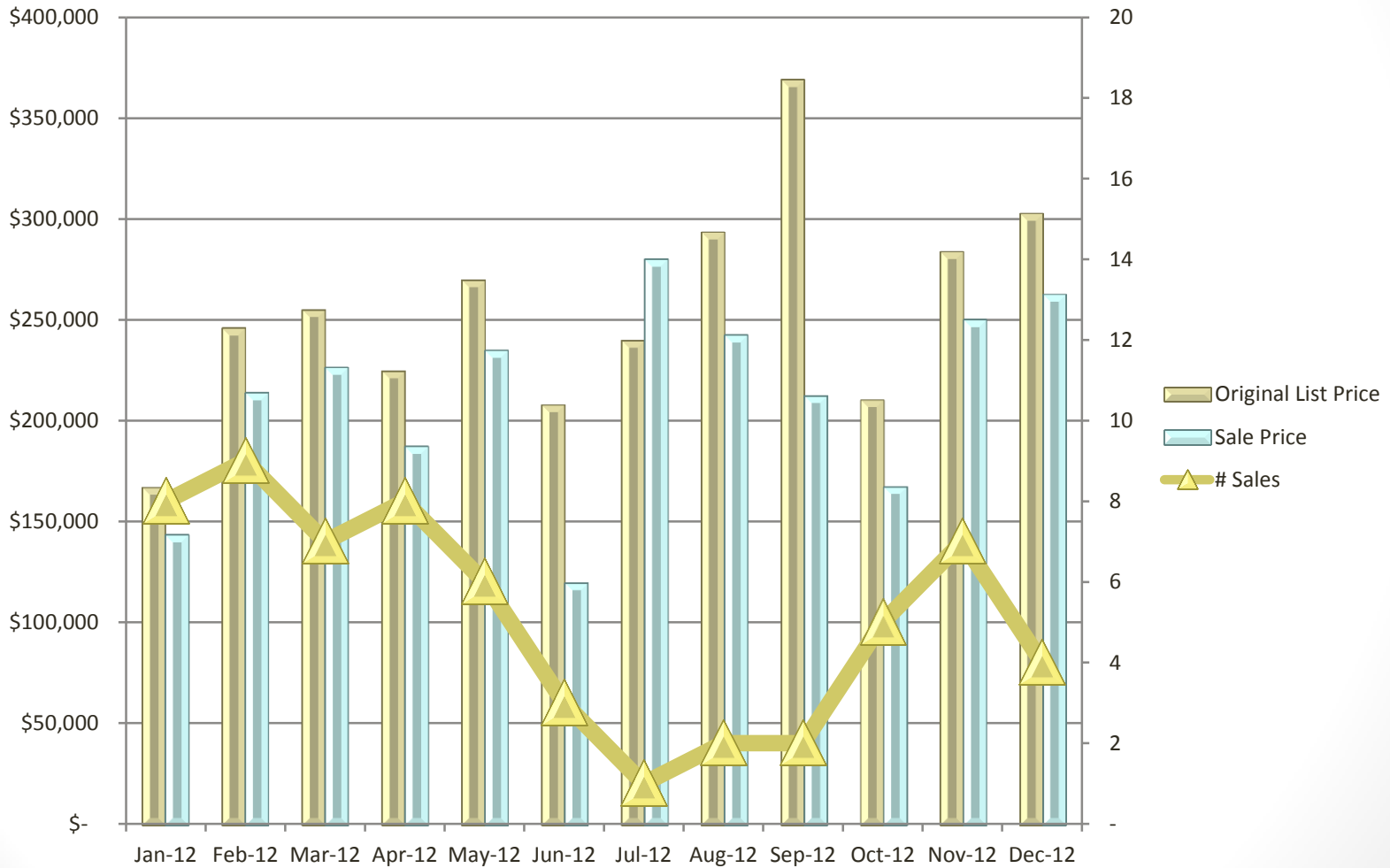
# Middlesex County Single Family Short Sales



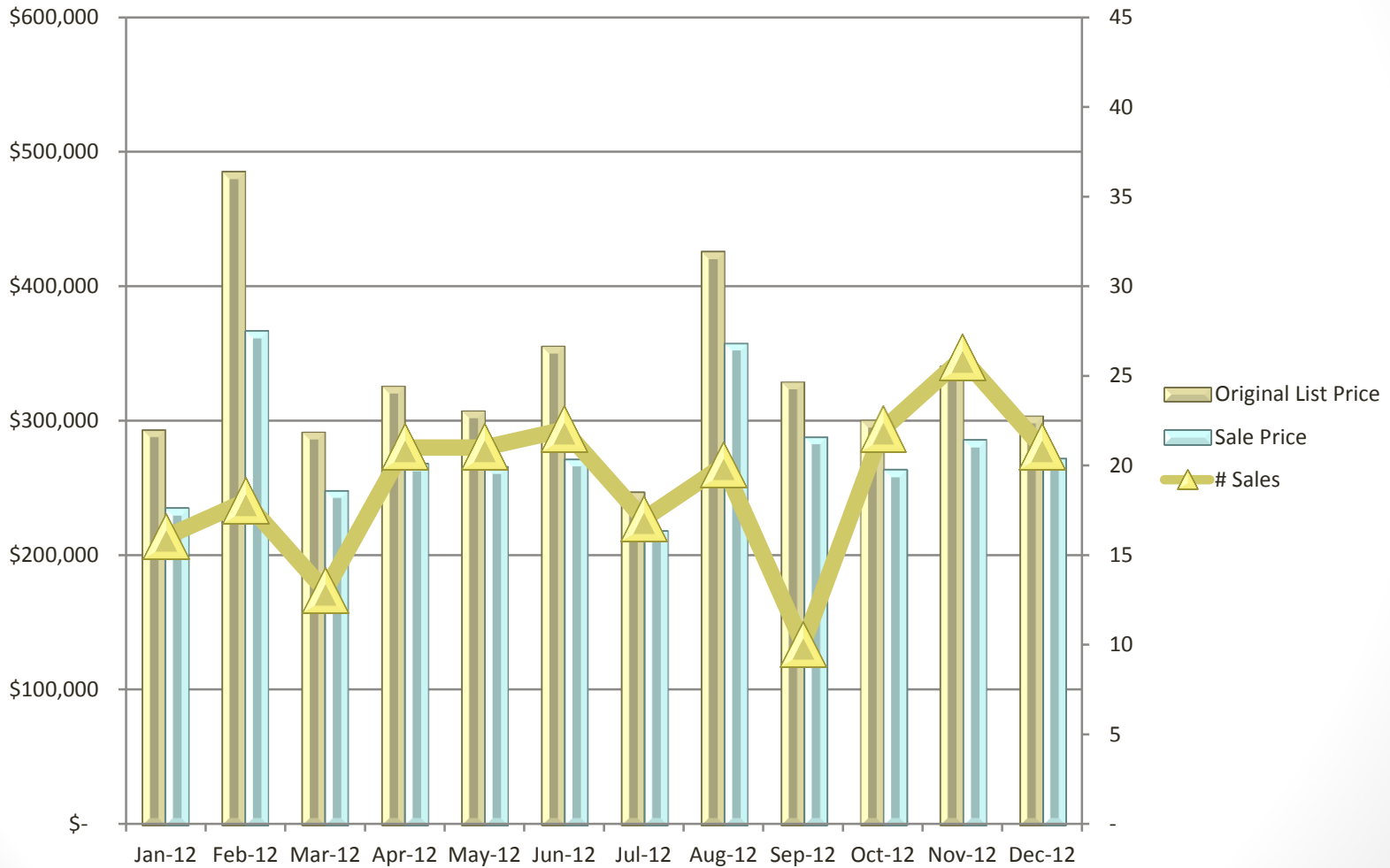
# Essex County Single Family Short Sales



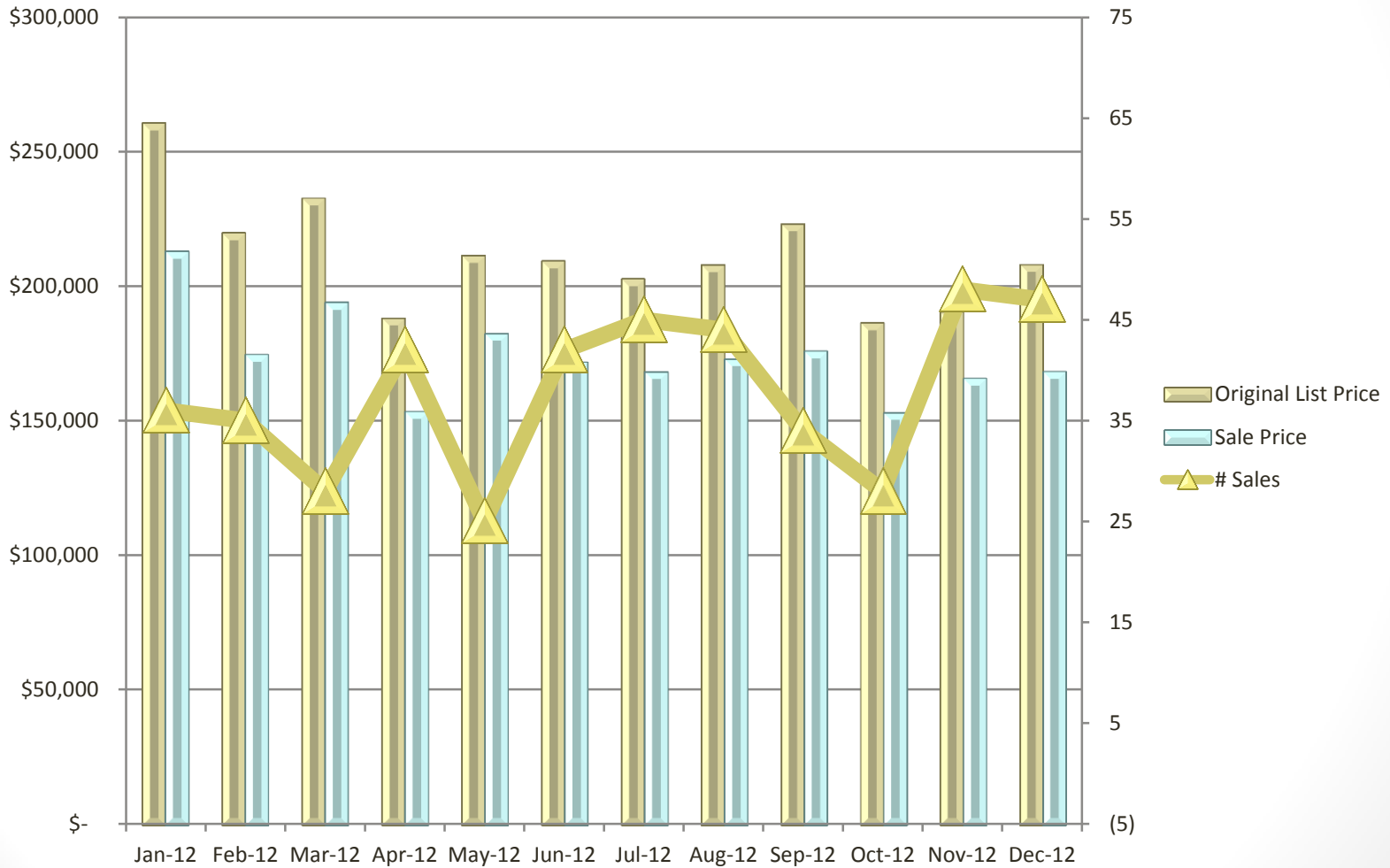
# Suffolk County Single Family Short Sales



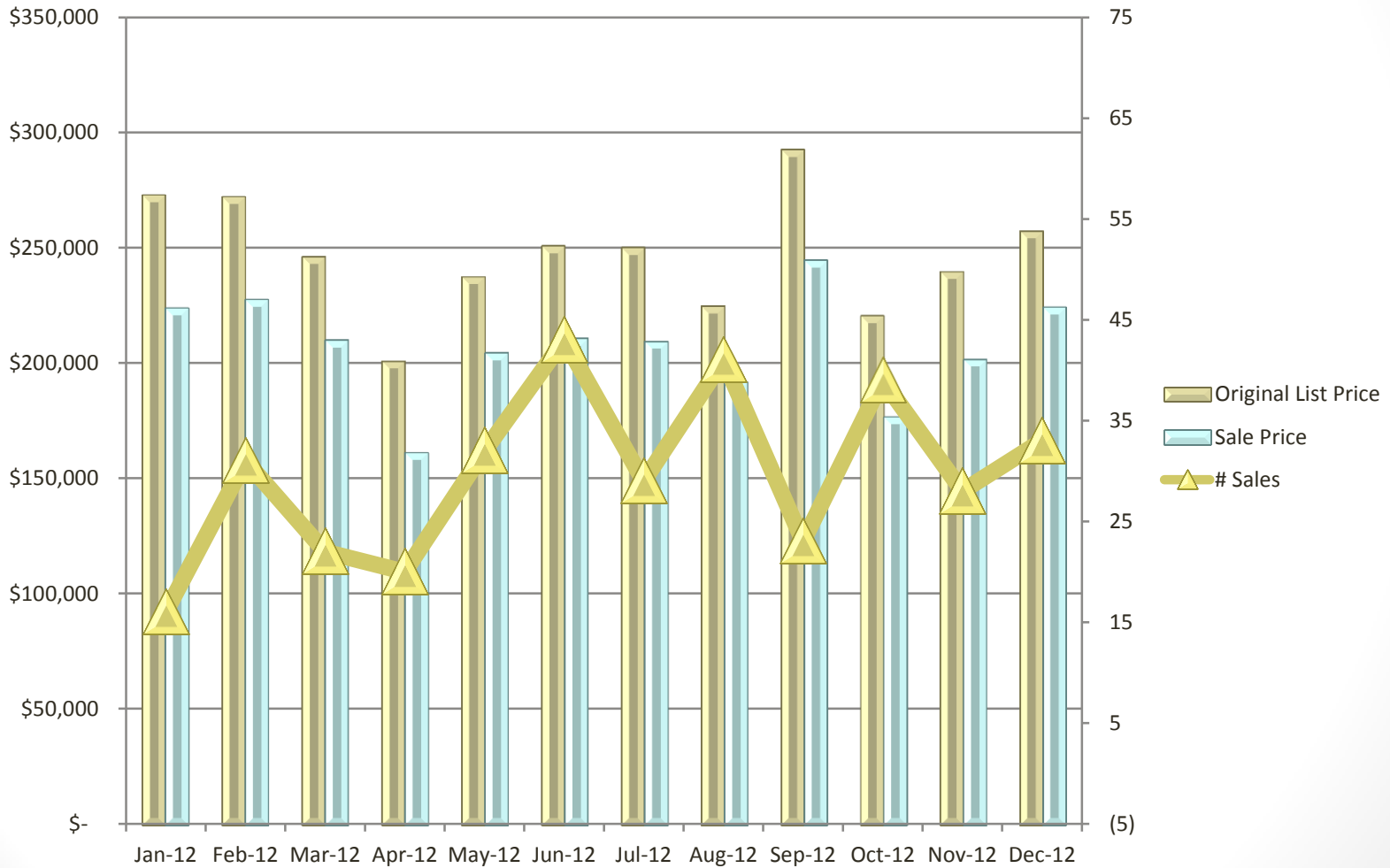
# Norfolk County Single Family Short Sales



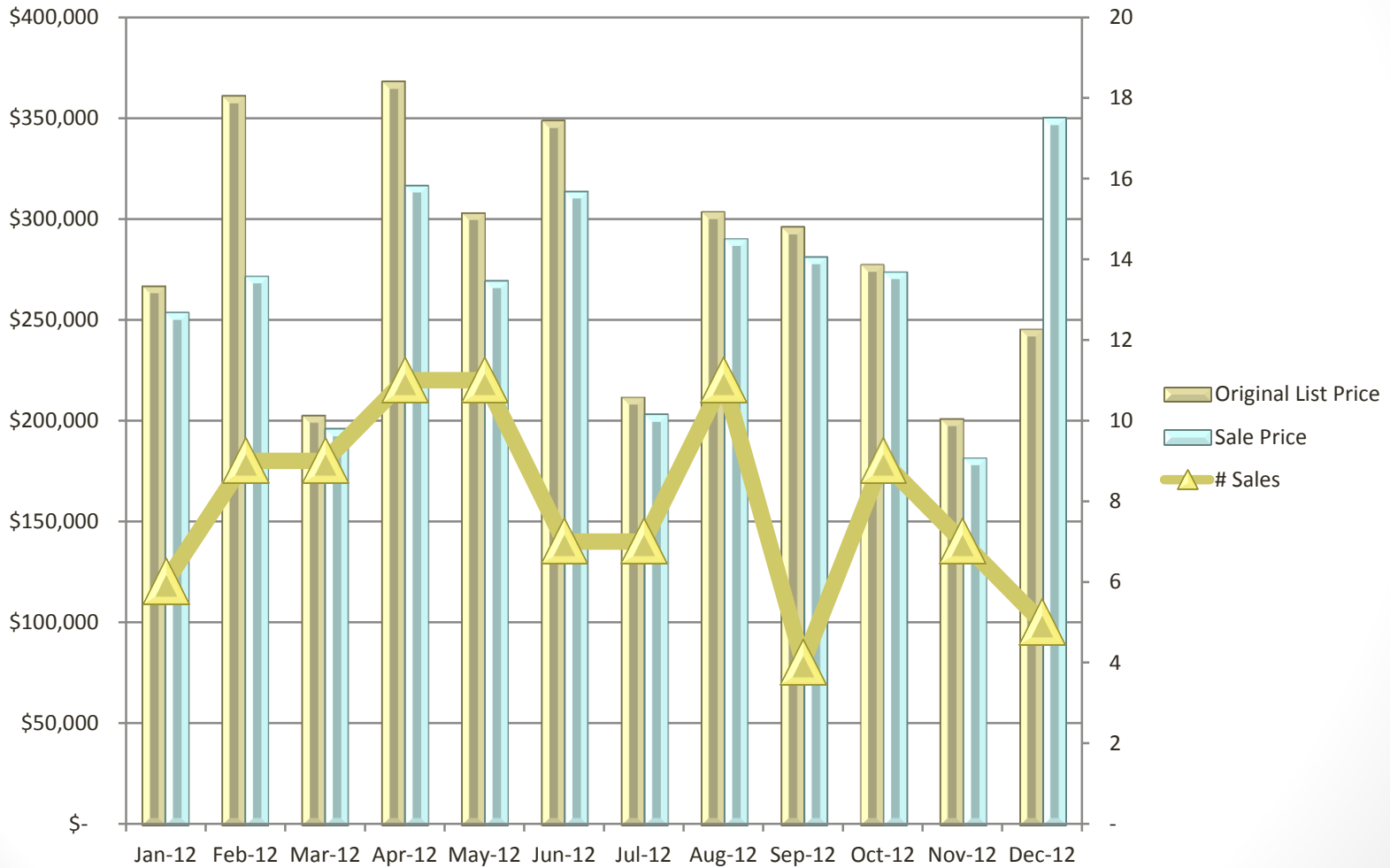
# Worcester County Single Family Short Sales



# Plymouth County Single Family Short Sales

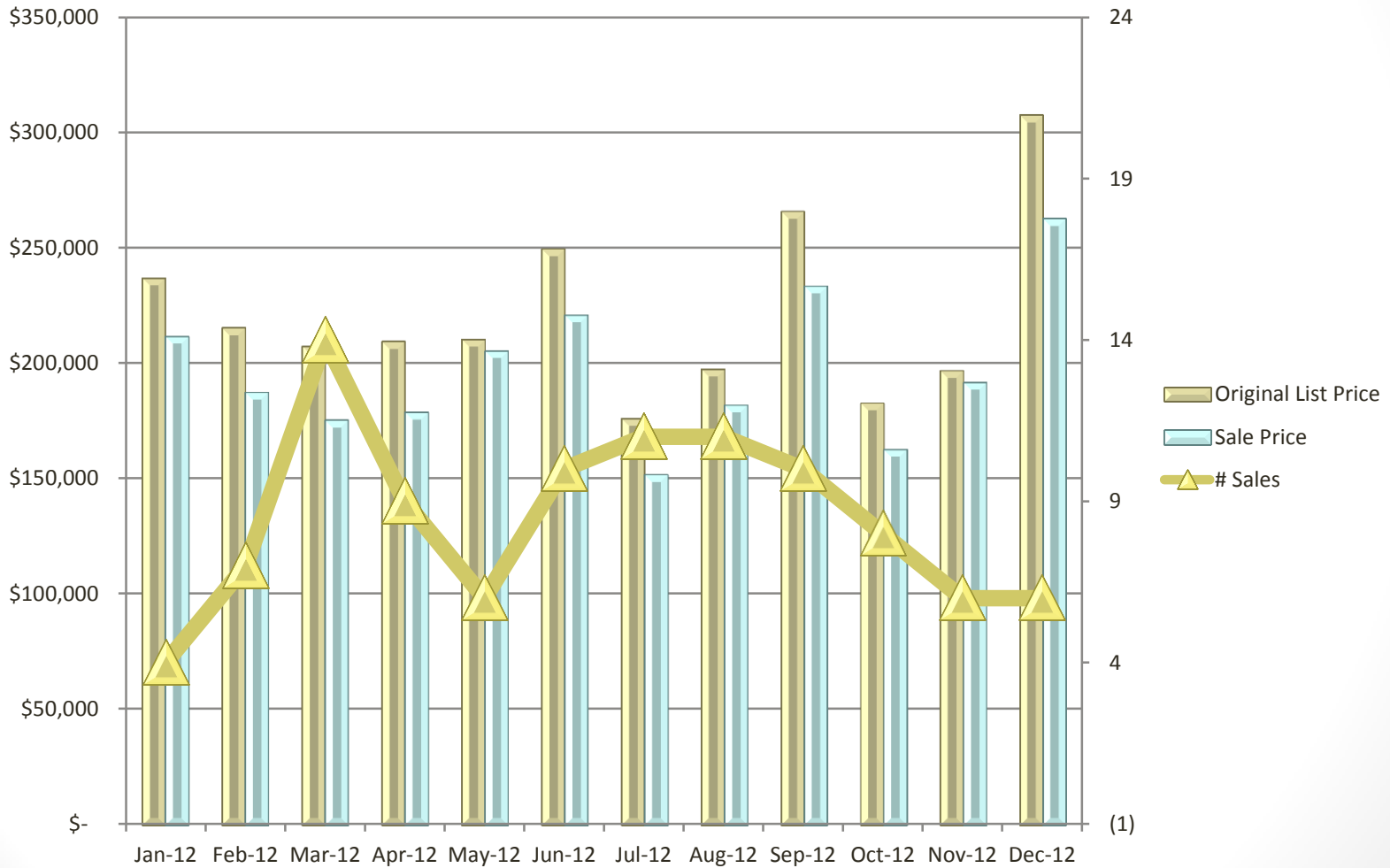


# Middlesex County Multi Family Short Sales

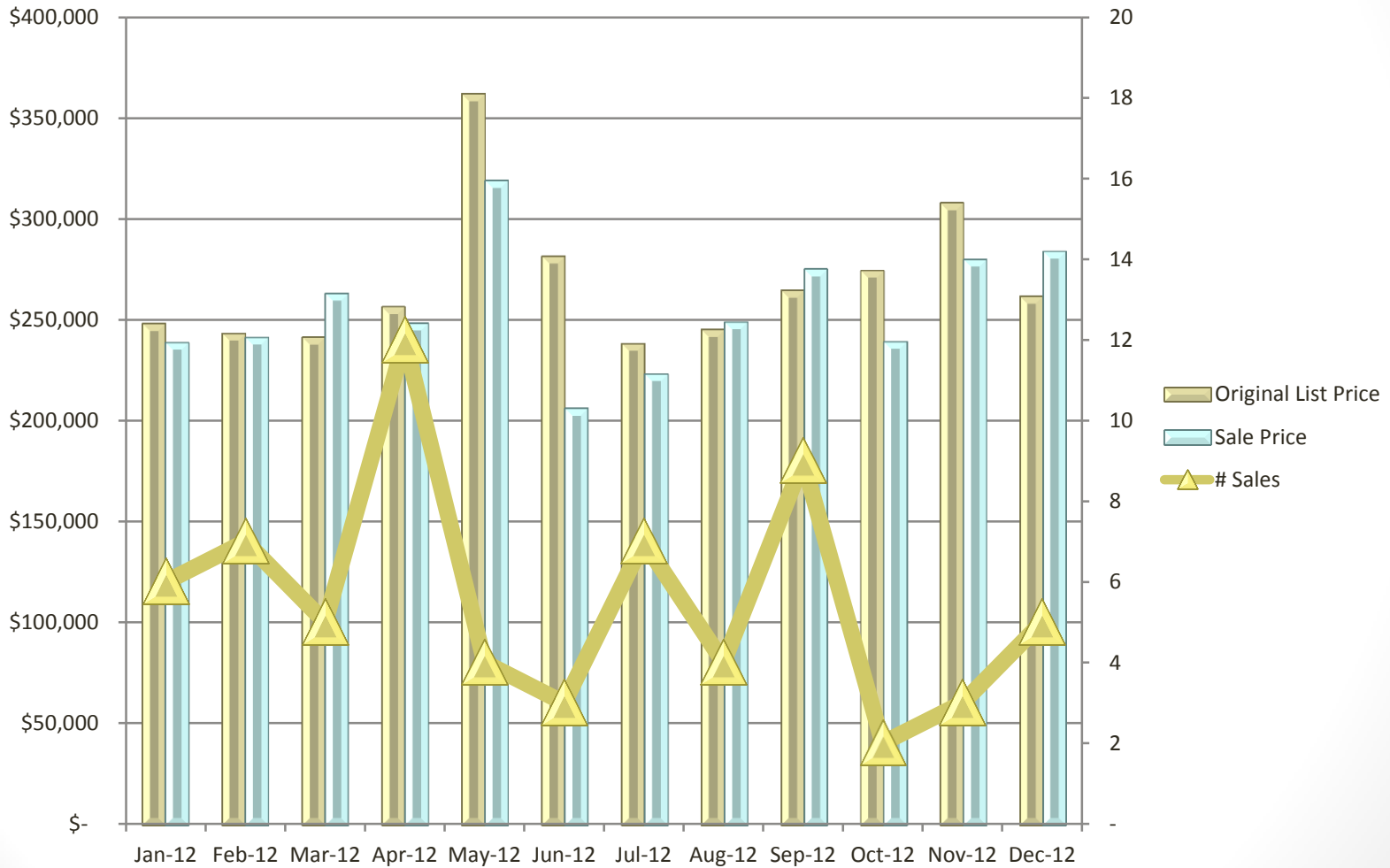




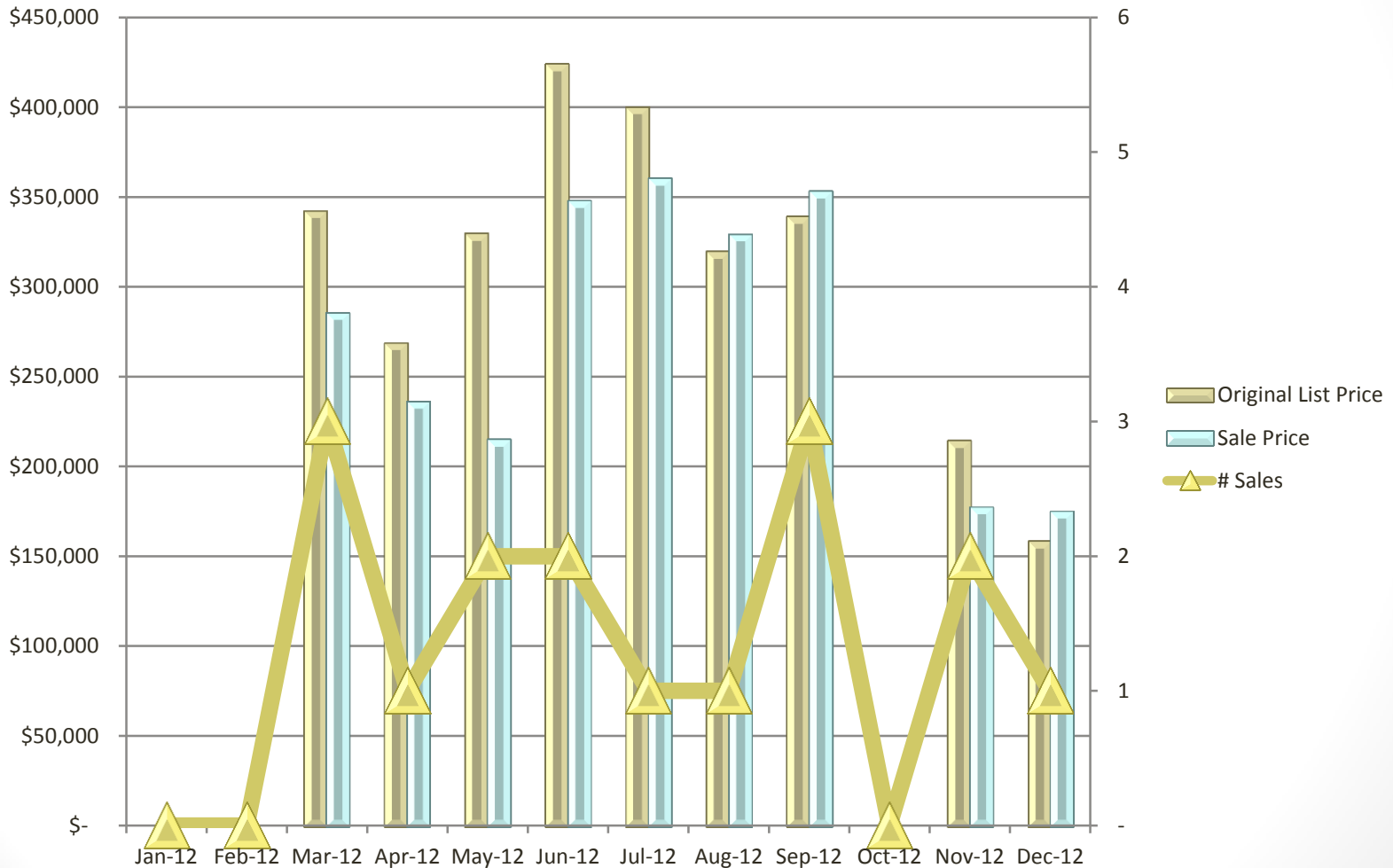
# Essex County Multi Family Short Sales



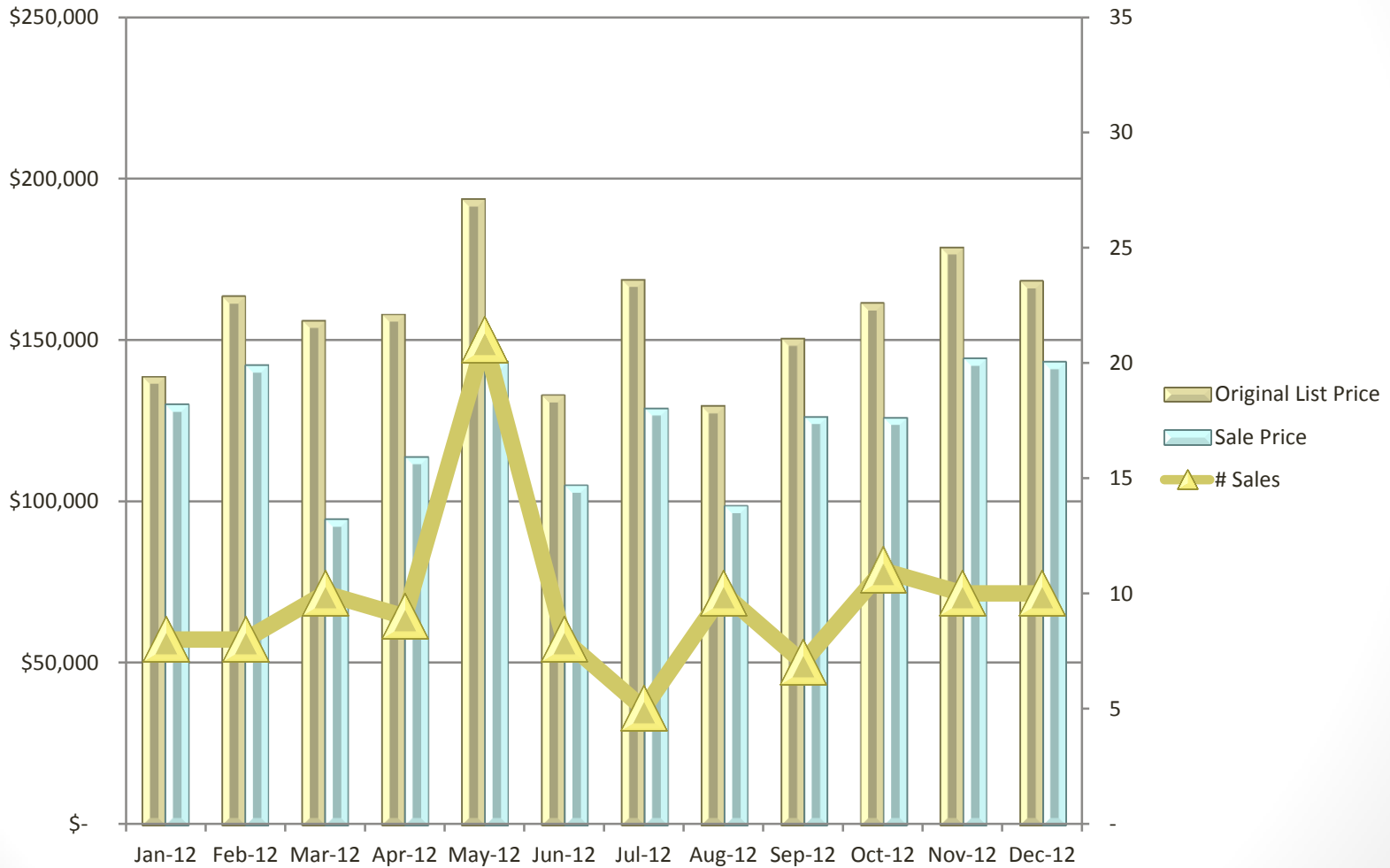
# Suffolk County Multi Family Short Sales



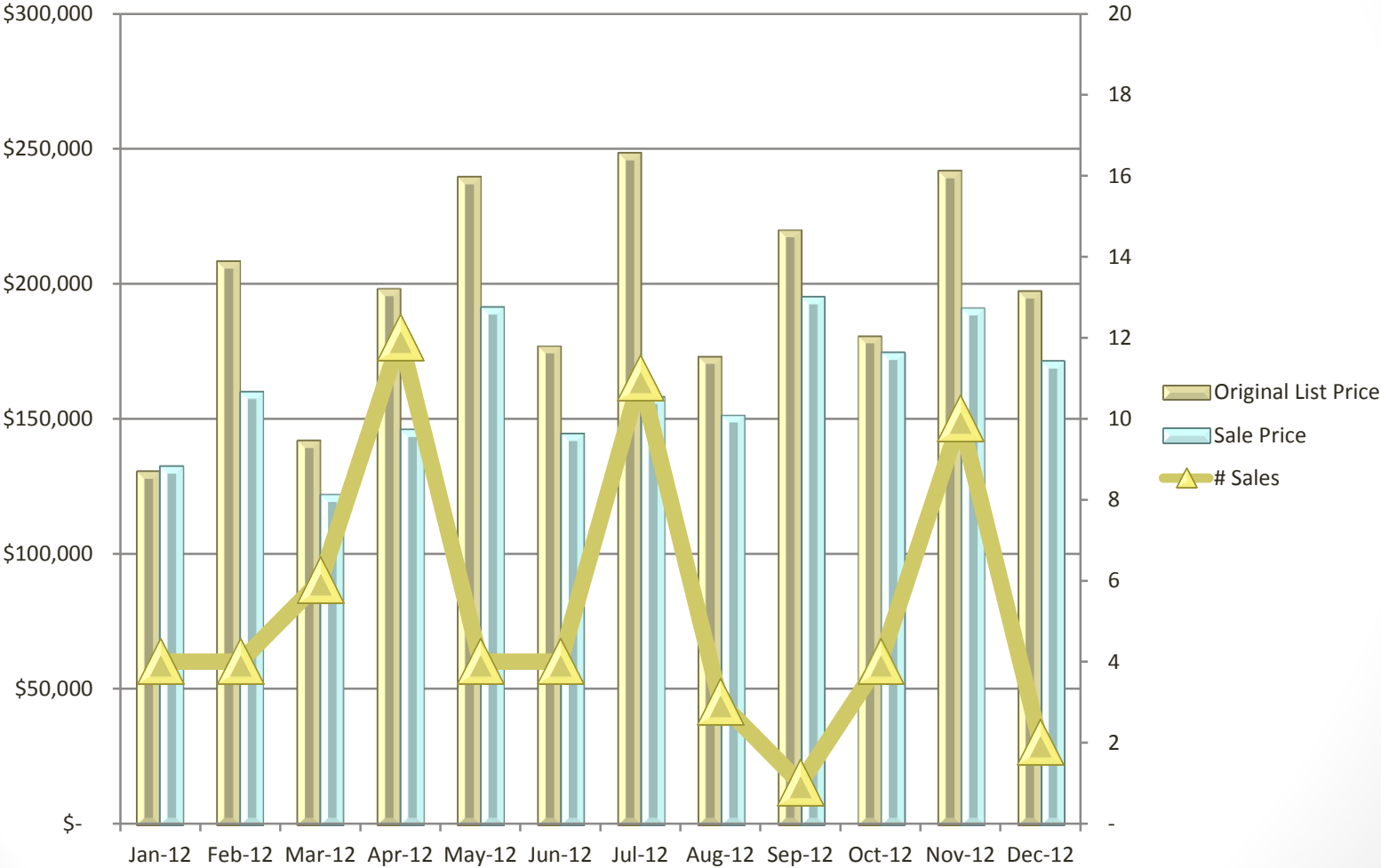
# Norfolk County Multi Family Short Sales



# Worcester County Multi Family Short Sales



# Plymouth County Multi Family Short Sales



## January 2013 Statistics

January 2013 Statistics													
Middlesex County							Norfolk County						
January		Lender Owned		Short Sale		January		Lender Owned		Short Sale			
SF	MF	SF	MF	SF	MF	SF	MF	SF	MF	SF	MF		
\$	\$	\$	\$	\$	\$	\$	\$	\$	\$	\$	\$		
Original List Price	538,955	435,238	229,892	277,967	318,987	328,533	Original List Price	543,425	481,643	260,252	\$ 222,700	\$ 256,563	\$ 229,900
Sale Price	503,797	422,746	199,648	265,349	294,580	309,667	Sale Price	495,794	458,864	246,740	\$ 205,000	\$ 229,641	\$ 236,000
# Sales	527	85	24	12	15	6	# Sales	336	14	19	2	16	1
DOM	116	67	90	44	129	135	DOM	119	87	76	102	246	5
Solds/Original List	94	97	88	97	93	95	Solds/Original List	93	92	95	95	88	103
Solds/Sale Price	97	99	99	100	98	98	Solds/Sale Price	96	95	97	107	95	103
Essex County							Worcester County						
January		Lender Owned		Short Sale		January		Lender Owned		Short Sale			
SF	MF	SF	MF	SF	MF	SF	MF	SF	MF	SF	MF		
\$	\$	\$	\$	\$	\$	\$	\$	\$	\$	\$	\$		
Original List Price	386,741	286,382	246,300	182,086	274,368	197,423	Original List Price	258,888	163,608	161,288	\$ 75,140	\$ 201,741	\$ 123,233
Sale Price	355,509	269,304	226,215	163,143	234,082	168,750	Sale Price	235,496	143,369	135,778	\$ 63,047	\$ 175,070	\$ 97,333
# Sales	298	62	20	7	22	4	# Sales	397	48	68	12	33	3
DOM	123	93	118	102	184	34	DOM	150	143	114	88	247	184
Solds/Original List	93	94	94	87	86	89	Solds/Original List	91	88	84	89	87	80
Solds/Sale Price	97	97	102	95	94	98	Solds/Sale Price	90	95	95	102	99	87
Suffolk County							Plymouth County						
January		Lender Owned		Short Sale		January		Lender Owned		Short Sale			
SF	MF	SF	MF	SF	MF	SF	MF	SF	MF	SF	MF		
\$	\$	\$	\$	\$	\$	\$	\$	\$	\$	\$	\$		
Original List Price	479,089	498,527	259,200	306,811	189,000	197,033	Original List Price	335,778	248,435	184,154	\$ 206,720	\$ 296,606	\$ 231,600
Sale Price	454,315	470,786	247,125	311,154	160,000	200,000	Sale Price	305,903	221,452	157,862	\$ 173,820	\$ 232,782	\$ 205,667
# Sales	81	82	4	13	1	3	# Sales	264	20	43	5	17	3
DOM	90	70	39	17	175	10	DOM	142	127	103	124	219	183
Solds/Original List	95	96	97	103	85	105	Solds/Original List	91	91	87	91	82	90
Solds/Sale Price	98	98	101	104	89	110	Solds/Sale Price	96	95	96	93	95	96

## February 2013 Statistics

February 2013 Statistics													
Middlesex County							Norfolk County						
February		Lender Owned		Short Sale			February		Lender Owned		Short Sale		
SF	MF	SF	MF	SF	MF		SF	MF	SF	MF	SF	MF	
Original List Price	\$ 514,852	\$ 407,995	\$ 327,679	\$ 188,950	\$ 250,071	\$ 238,267	Original List Price	\$ 495,175	\$ 398,810	\$ 210,027	\$ 478,267	\$ 432,617	\$ 252,400
Sale Price	\$ 480,132	\$ 396,181	\$ 242,255	\$ 191,108	\$ 224,906	\$ 212,493	Sale Price	\$ 457,048	\$ 386,356	\$ 194,709	\$ 529,040	\$ 371,700	\$ 206,000
# Sales	429	65	31	6	17	6	# Sales	219	20	11	3	12	2
DOM	120	97	104	63	200	246	DOM	109	86	59	28	160	102
Solds/Original List	94	95	88	100	91	92	Solds/Original List	93	96	90	110	88	80
Solds/Sale Price	97	98	98	102	96	96	Solds/Sale Price	96	99	91	111	97	91
Essex County							Worcester County						
February		Lender Owned		Short Sale			February		Lender Owned		Short Sale		
SF	MF	SF	MF	SF	MF		SF	MF	SF	MF	SF	MF	
Original List Price	\$ 409,525	\$ 388,942	\$ 236,256	\$ 119,933	\$ 326,881	\$ 199,133	Original List Price	\$ 262,707	\$ 149,500	\$ 144,454	\$ 109,779	\$ 211,571	\$ 148,330
Sale Price	\$ 372,424	\$ 359,159	\$ 199,923	\$ 143,333	\$ 274,139	\$ 207,000	Sale Price	\$ 239,481	\$ 133,254	\$ 120,387	\$ 90,056	\$ 172,258	\$ 132,178
# Sales	263	45	22	3	31	6	# Sales	315	49	58	14	34	10
DOM	143	90	101	20	227	185	DOM	165	124	122	117	207	205
Solds/Original List	91	98	85	121	85	114	Solds/Original List	89	87	82	81	80	88
Solds/Sale Price	96	99	94	121	95	99	Solds/Sale Price	96	92	94	93	95	91
Suffolk County							Plymouth County						
February		Lender Owned		Short Sale			February		Lender Owned		Short Sale		
SF	MF	SF	MF	SF	MF		SF	MF	SF	MF	SF	MF	
Original List Price	\$ 546,863	\$ 485,201	\$ 141,200	\$ 314,933	\$ 248,940	\$ 272,190	Original List Price	\$ 355,062	\$ 241,834	\$ 227,848	\$ 214,975	\$ 325,658	\$ 258,526
Sale Price	\$ 508,970	\$ 446,922	\$ 134,750	\$ 272,000	\$ 221,200	\$ 232,429	Sale Price	\$ 323,558	\$ 197,718	\$ 196,920	\$ 141,250	\$ 279,942	\$ 206,667
# Sales	75	57	4	3	5	7	# Sales	238	11	33	4	24	3
DOM	99	73	39	74	188	123	DOM	161	51	145	68	205	50
Solds/Original List	94	94	101	886	90	91	Solds/Original List	91	83	86	68	87	83
Solds/Sale Price	96	97	107	94	99	99	Solds/Sale Price	96	86	95	75	95	85

### March 2013 Statistics

March 2013 Statistics													
Middlesex County							Norfolk County						
March		Lender Owned			Short Sale		March		Lender Owned			Short Sale	
SF	MF	SF	MF	SF	MF	SF	MF	SF	MF	SF	MF	SF	MF
Original List Price	501,470	525,676	268,441	299,250	268,060	134,950	Original List Price	490,062	415,732	202,266	-	277,067	285,450
Sale Price	477,347	519,490	241,000	291,350	244,061	160,151	Sale Price	460,496	398,950	193,629	-	239,862	258,375
# Sales	609	72	32	6	26	2	# Sales	317	22	19	-	21	4
DOM	114	100	93	39	175	117	DOM	123	102	70	-	215	216
Solds/Original List	95	99	90	97	92	119	Solds/Original List	94	97	96	-	88	101
Solds/Sale Price	97	101	97	100	95	119	Solds/Sale Price	97	97	100	-	95	101
Essex County							Worcester County						
March		Lender Owned			Short Sale		March		Lender Owned			Short Sale	
SF	MF	SF	MF	SF	MF	SF	MF	SF	MF	SF	MF	SF	MF
Original List Price	395,245	288,044	187,801	175,783	293,417	213,629	Original List Price	266,794	168,548	150,236	96,973	202,560	232,188
Sale Price	365,155	271,039	179,241	176,433	249,413	210,286	Sale Price	241,854	151,677	130,527	99,802	174,009	199,275
# Sales	316	72	19	6	30	7	# Sales	435	74	65	23	32	8
DOM	147	90	97	53	243	96	DOM	164	116	122	68	239	221
Solds/Original List	94	95	96	101	87	98	Solds/Original List	91	93	87	107	85	82
Solds/Sale Price	97	97	100	102	97	101	Solds/Sale Price	96	98	95	111	95	96
Suffolk County							Plymouth County						
March		Lender Owned			Short Sale		March		Lender Owned			Short Sale	
SF	MF	SF	MF	SF	MF	SF	MF	SF	MF	SF	MF	SF	MF
Original List Price	759,866	789,880	150,800	310,688	196,241	285,619	Original List Price	359,617	233,724	179,880	75,000	236,468	191,975
Sale Price	624,557	712,409	125,000	324,913	185,337	232,573	Sale Price	328,874	216,354	152,891	81,819	193,223	157,375
# Sales	91	70	2	8	7	9	# Sales	315	17	33	1	28	4
DOM	112	61	49	60	266	74	DOM	150	64	95	48	217	112
Solds/Original List	93	92	85	103	95	80	Solds/Original List	91	93	87	109	82	83
Solds/Sale Price	95	94	85	103	93	82	Solds/Sale Price	96	98	93	109	95	96



# Massachusetts Housing Sales Trends

## 1<sup>st</sup> Quarter 2012 vs 1<sup>st</sup> Quarter 2013

- For my summary I will go through Single Family home values, # sales and days on market first and then do the same for Multi Family properties and also it is worth noting that I am watching only 6 counties, namely Middlesex, Essex, Suffolk, Norfolk, Worcester and Plymouth. I apologize to those looking for information on the other counties but just keeping track of these is quite time consuming!

# Single Family Home Sales

- So overall total **Single Family sales** for the 1<sup>st</sup> qtr are doing very nicely – values are up, sales are up and DOM are down. The only county that remained flat overall is Suffolk county but all the others showed good volume between 220 and up to 609 units sold. Considering that only a very small number of those are REO or SS, that is very positive.
- **REO's** in the single family homes are approximately 5% of overall volume except for Worcester and Plymouth which are running around 10-15%. Values and # sales are mixed with Worcester and Plymouth flat or down.
- **Short Sales** volume, like REO's is around the 5% mark with Worcester and Plymouth counties at 10-15% again. Mostly property values are down with Suffolk and Norfolk remaining flat but Essex values are actually up although DOM is up there too.

# Multi Family Home Sales

- Year over year for **Multi Family sales**, only Norfolk is flat with all other counties trending up in value and volume with DOM down. Plymouth county was the only one where DOM was up.
- **REO's** for Multi Family properties run approximately 10% with Worcester at about 20% and Suffolk at only about 5%. Suffolk was also the only county where Multi's are up nicely in value. Plymouth values were up for January and February but down for March. Overall however, results are flat in the REO market, flat and scarce.
- Multi Family **Short Sales** are almost non existent, under 5 per month per county with only one or two exceptions for the whole quarter. Plymouth is the only county showing positive property value increases and the other 5 counties were mixed or flat.