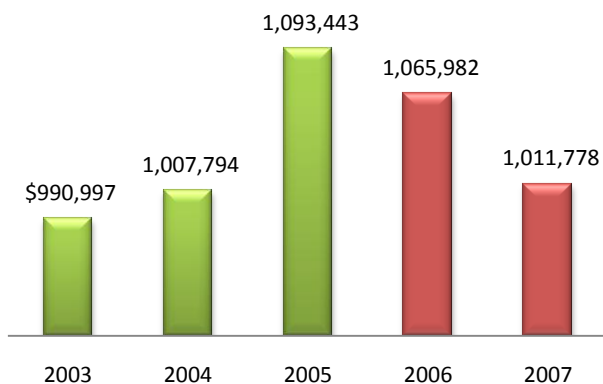


Johnston | Lynch Group's Cambridge Market Report

Historical Home Sale Statistics | 2003 - 2007

Single Family - Cambridge, MA

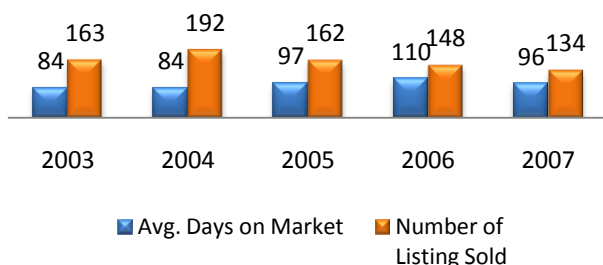
Year	Number of Listing Sold	Avg. Days on Market	Average Sale Price	Sales Price % Change
2003	163	84	\$ 990,997	
2004	192	84	1,007,794	1.69%
2005	162	97	1,093,443	8.50%
2006	148	110	1,065,982	-2.51%
2007	134	96	1,011,778	-5.08%



Did values really fall?

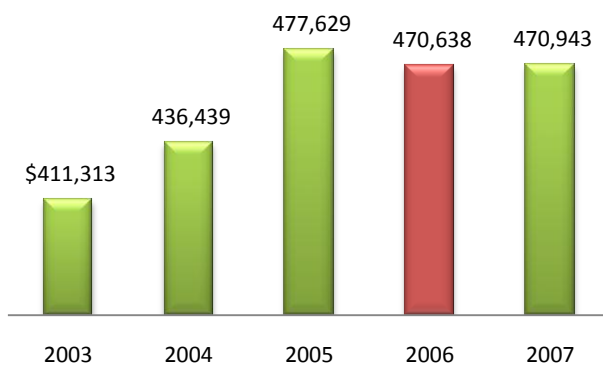
In Cambridge the real estate market has remained very stable. When we examined the average sale price of a three –bedroom home sold, (41 sold) \$706,591 in 2006 compared to (46 sold) \$707,200 in 2007 we the stability is clear. The average sale prices in Cambridge are affected by the number of homes sold in a particular price range. Home sales under \$1.0million (93 homes in 2006 and 94 sold in 2007) did remained stable while home sales above \$1million (55 single family sold in 2006 compared to 40 in 2007) declined. The decline in average sales price is dramatically affected by the reduction of the 15 homes sold above \$1million.

The inventory levels in 2007 for single family home are similar for 2008. Cambridge is a strong market with a great history of stable values. We believe that the strength will continue.



Condominiums - Cambridge, MA

Year	Number of Listing Sold	Avg. Days on Market	Average Sale Price	Sales Price % Change
2003	749	64	\$ 411,313	
2004	831	51	436,439	6.11%
2005	1041	58	477,629	9.44%
2006	849	115	470,638	-1.46%
2007	998	81	470,943	0.06%



Stable Year for Condos!

Condos represent most of the residential transactions in Cambridge. Strong towns in Massachusetts did experience declines in 2006 and increases in 2007. In each case Cambridge did not change as dramatically as other similar cities and towns. A decline of 18.44%, in 2006, in the number of condos sold for Cambridge was more dramatic then the decline of 1.46% in the average sale price of condos. Cambridge condo sales do differ for each sub-market, zip code 02140 appreciate by 3.9% while zip code 02139 slipped in value 1.24% (2006 vs. 2007).

Cambridge has proven to be well insulated with regard to their average sale price of condominiums. Appreciations historically have been good and in a down market appreciation has been stable. Ultimately, on average Cambridge has proven to be a stable investment. In 2008, we have a conservative outlook for Cambridge and do not see any major decline or increases in value.

