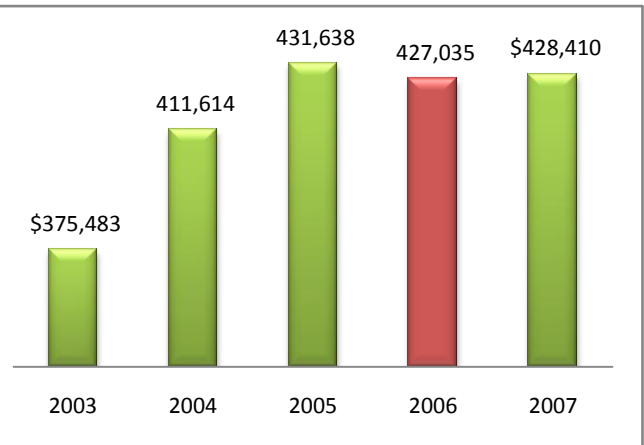


Johnston | Lynch Group's Massachusetts Market Report

Historical Home Sale Statistics | 2003 - 2007

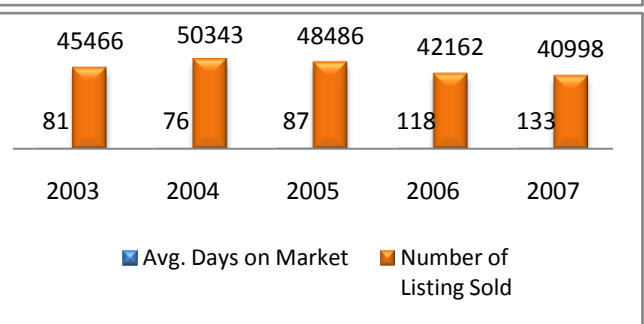
Single Family - State of MA

Year	Number of Listing Sold	Avg. Days on Market	Average Sale Price	Sales Price % Change
2003	45466	81	\$ 375,483	
2004	50343	76	411,614	9.62%
2005	48486	87	431,638	4.86%
2006	42162	118	427,035	-1.07%
2007	40998	133	\$ 428,410	0.32%



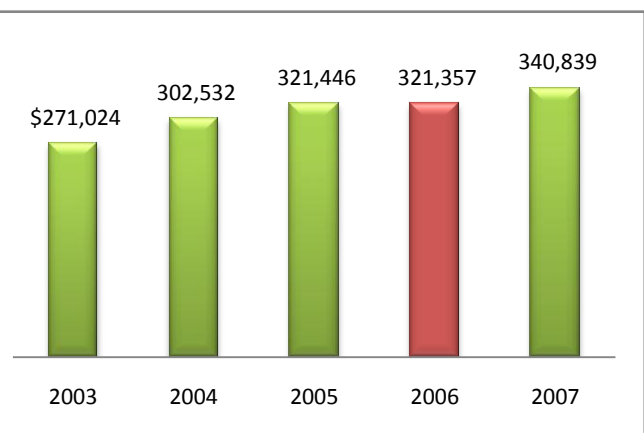
Sales are Stable!

The Massachusetts single family home market did not adjust dramatically in value in 2007. Transactions did decrease for the third year in a row while average home values climbed close to 2005 levels. The more important market activity came from the number of homes sold in 2006 compared to 2004 and 2005. It was a dramatic decline. This created an abundance of inventory on the market and a competitive environment for sellers. Overall, prices are stable in Massachusetts. But, the increase in inventory levels is creating stronger competition. Individuals are no longer forced to pay a premium price for a non-premium product. In today's market it is critical to be properly positioned in the marketplace. A home's price should reflect the specific market condition of the town, condition of the property, and the overall marketability of the property. This awareness will result in success.



Condominiums - State of MA

Year	Number of Listing Sold	Avg. Days on Market	Average Sale Price	Sales Price % Change
2003	17712	64	\$ 271,024	
2004	22300	61	302,532	11.63%
2005	24407	69	321,446	6.25%
2006	21125	108	321,357	-0.03%
2007	20162	127	340,839	6.06%



Condos are Up, 6%!

Condominiums in Massachusetts have continued to appreciate. Transactions did decrease for the third year in a row while average home values dramatically rose to record levels. Condos often provide affordable alternatives for many would be homeowners throughout Massachusetts. Within the borders of Metro Boston condominiums for many, are the way of life. A demand will always exist for most condos and location is a critical element to their value and long-term appreciation.

With over 12,707 condominiums (more than half of 2007 sales) on the market in Massachusetts sellers do have an uphill battle in select markets. In stronger markets the demand for condos remains and will continue. As with any property the time is critical to position your property well within the parameters of that specific market.

