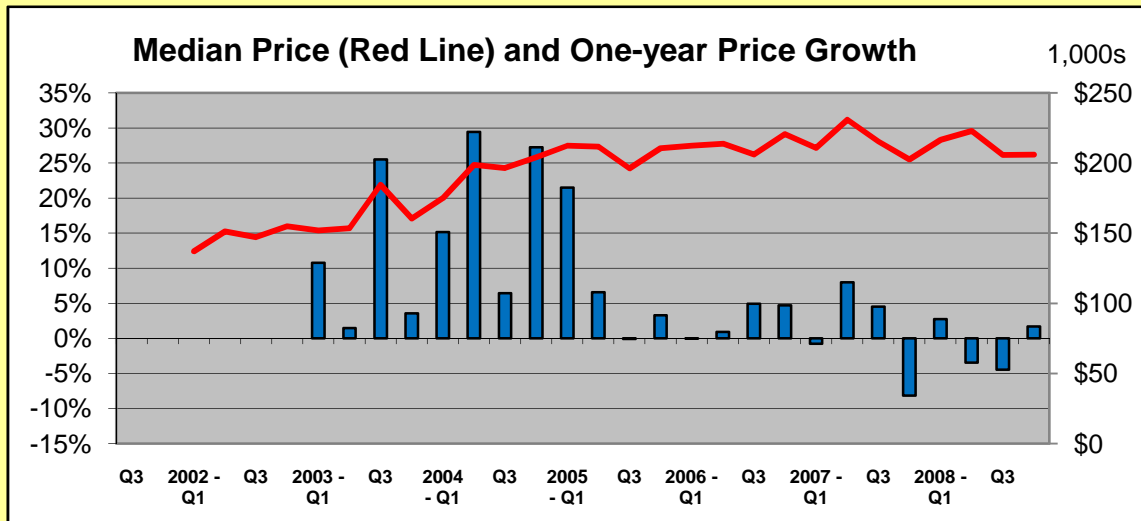


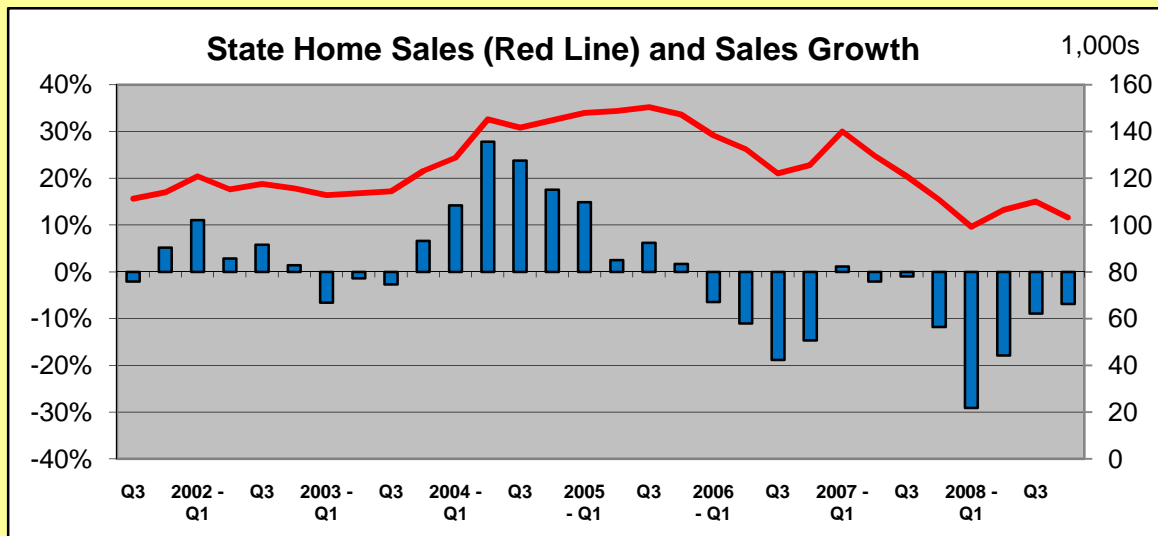


## Pittsfield Area Metro Market Report, Fourth Quarter 2008

### Today's Market...



	Pittsfield	U.S.	Local Trend
<b>Price Activity</b>			
Current Median Home Price (2008 - Q4)	\$206,000	\$180,800	
1-year Appreciation (2008 - Q4)	1.7%	-7.0%	Good for this metro area
3-year Appreciation (2008 - Q4)	-2.2%	-19.8%	Weak for this market
3-year (12-quarter) Housing Equity Gain	-\$4,700	-\$44,567	
7-year (28 q) Housing Equity Gain	\$7,300	-\$13,167	
9-year (36 q) Housing Equity Gain	\$54,700	\$16,967	



Home Sales and Construction Growth	Massachusetts	U.S.	
*State Existing Home Sales (Q4)	-6.9%	-16.4%	Weak compared to local average

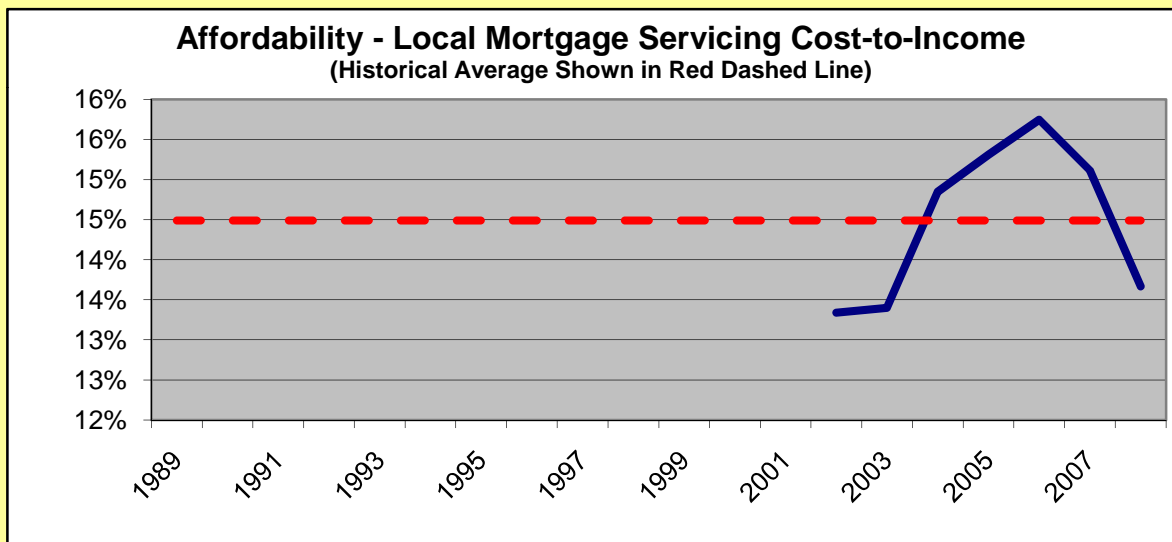
\*versus same quarter, year-ago

# Local Supply and Demand...

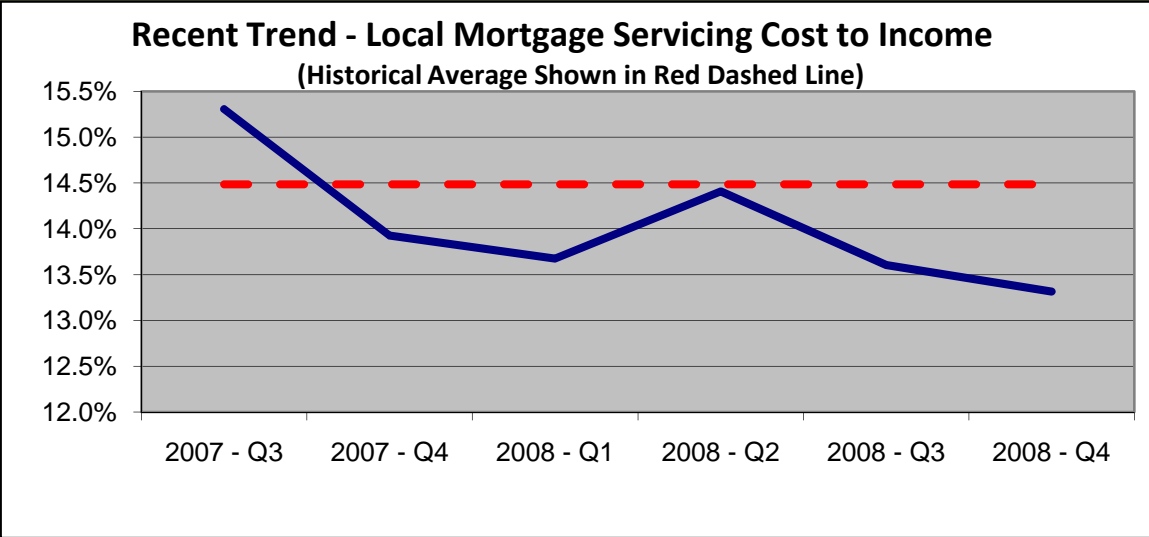
Local Economic Outlook	Pittsfield	U.S.	
1-year Job Additions (2008 - Dec)	-1,300	Not Comparable	Soft for this market
3-year Job Additions (2008 - Dec)	-1,100	Not Comparable	Weaker than local average
State Economic Activity Index	Massachusetts	U.S.	
12-month change (2008 - Dec)	-1.0%	-0.9%	Weak compared with nation
36-month change (2008 - Dec)	6.1%	4.5%	Good relative to the nation

Local Fundamentals	Pittsfield	U.S.	
1-year (12 month) Job Growth Rate	-3.5%	-0.4%	Weak compared to other markets
3-year (36 month) Job Growth Rate	-3.0%	2.5%	Weaker than most metro areas
1-year Job Gain to New Single-Family Homes	-9.9	0.0	Weak compared to the national average
3-year Job Gain to New Single-Family Homes	-5.0	13.9	Weak compared to the nation
** Single-Family Housing Permits (2008 - Dec)	-28.6%	-41.3%	Respectable supply reduction

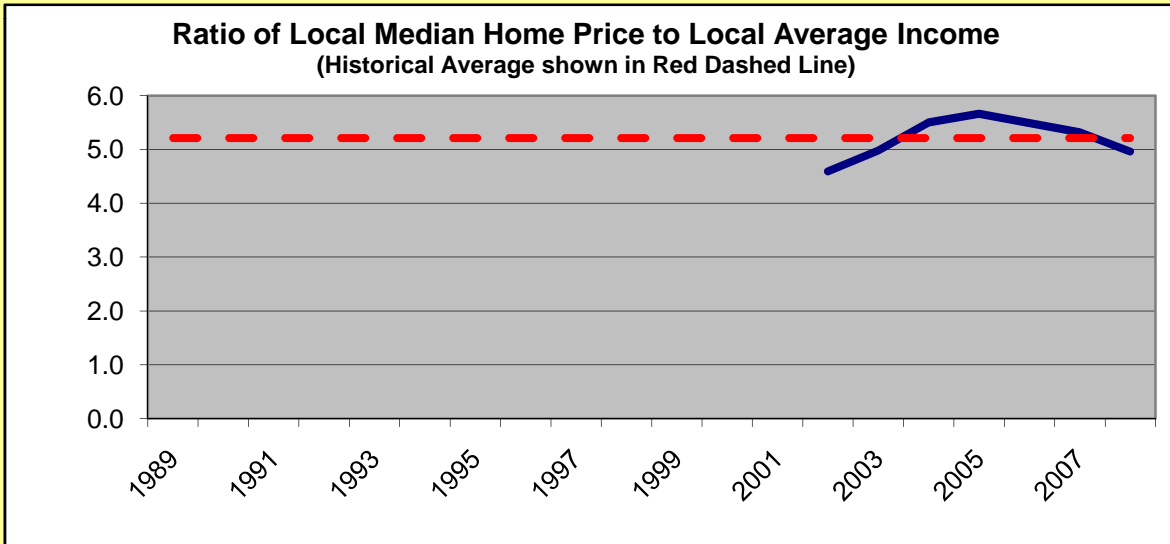
\*\*Rolling 12-month sum vs. a year ago



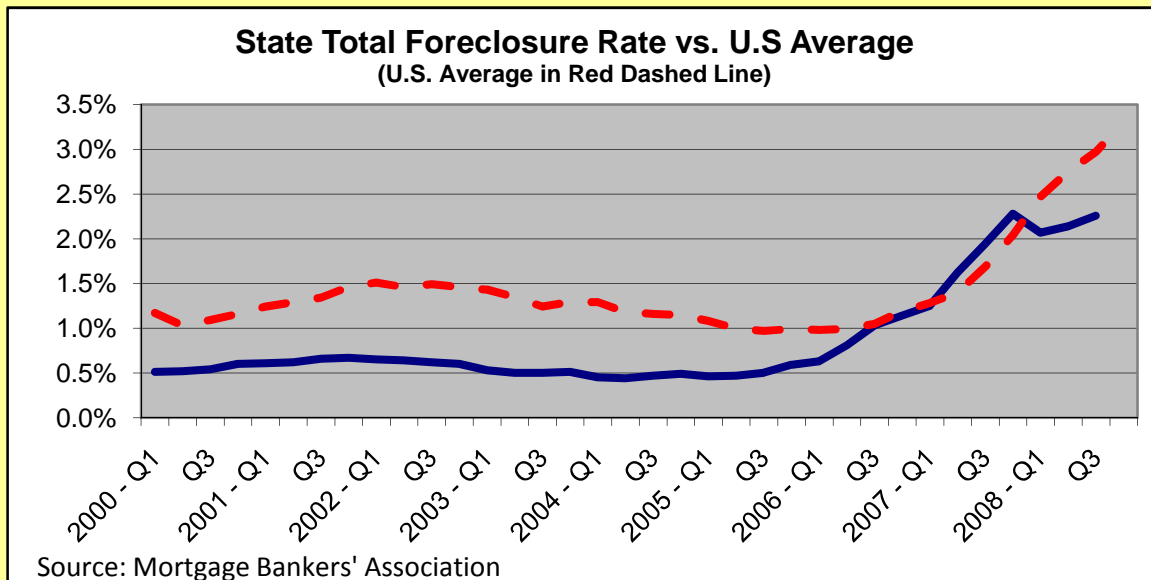
Monthly Mortgage Payment to Income	Pittsfield	U.S.	
Ratio for all of 2008	14.3%	21.4%	Good local affordability
Ratio for 2008 - Q4	13.3%	20.6%	Improving and historically strong
Historical Local Average	14.5%	23.2%	Good relative to the nation



Median Home Price to Income	Pittsfield	U.S.	
Ratio for 2008	5.0	7.4	Good Relative to Local History
Historical Local Average	5.2	7.2	Good Compared to Nation Average



# Looking Deeper....



Monthly Market Data - October 2008	Pittsfield	U.S.	
<b>PRIME</b> Market Share	88.7%	84.2%	Lower subprime exposure than average
<b>SUBPRIME</b> and <b>Alt-A</b> Market Share	11.3%	15.8%	Strong Compared to the Nation
<b>TOTAL</b> Foreclosure + REO Rate	0.4%	1.2%	There has been a large local increase versus a year ago
<b>TOTAL</b> Foreclosure + REO Rate (same period, 1-year earlier)	0.3%	0.5%	Compared to the nationial average, today's local rate is low
<b>SUBPRIME</b> Foreclosure + REO Rate	10.8%	14.0%	There has been a large local increase versus a year ago
<b>SUBPRIME</b> Foreclosure + REO Rate (same period, 1-year earlier)	8.1%	7.2%	The current local rate is high given the current U.S. average
<b>ALT-A</b> Foreclosure + REO Rate	6.4%	9.0%	A large local increase occurred compared to a year ago
<b>ALT-A</b> Foreclosure + REO Rate (same period, 1-year earlier)	2.4%	2.5%	Today's local rate is low compared to the national average

Monthly Foreclosure data provided by First American CoreLogic, LoanPerformance data

# The Mortgage Market

