

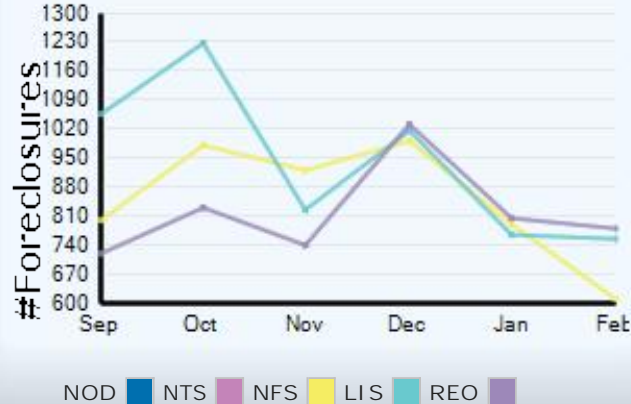
Rich Anzalone  
28 South Bolton Street  
Marlboro, MA 01752

I am available to assist you in purchasing a foreclosure property or another property best suited to your needs. Buying or selling, I am here to act as your local real estate specialist.

## Foreclosure Market Trends *Report*

April 2012 Vol. 6, Issue 4

### 6 month Massachusetts Foreclosure Trends



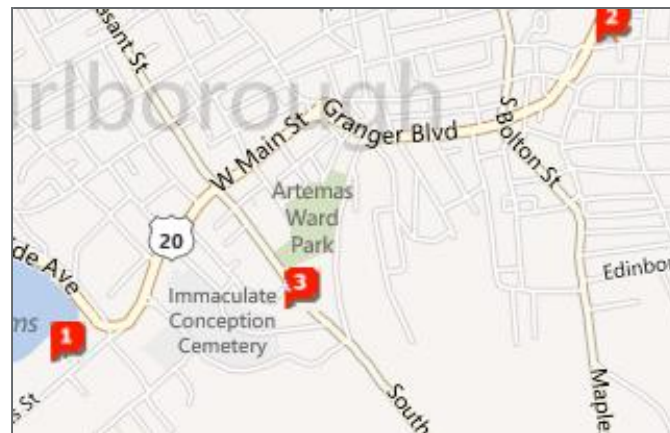
### Massachusetts Foreclosure Activity Falls in February

Foreclosure filings — default notices, scheduled auctions and bank repossessions — were reported on 2,146 Massachusetts properties in February, a 9 percent decrease from January, but still 37 percent above the level reported for February 2011, according to the latest RealtyTrac® U.S. Foreclosure Market Report.

### Q1 2012 Foreclosure Activity Lowest Since Q4 2007

Foreclosure filings were reported on 572,928 properties during the first quarter of 2012, down 2 percent from the previous quarter and down 16 percent from the first quarter of 2011, according to the RealtyTrac U.S. Foreclosure Market Report. The first quarter total was the lowest quarterly total since the fourth quarter of 2007, when 527,740 properties with foreclosure filings were reported. The report shows one in every 230 U.S. housing units with a foreclosure filing during the quarter. Foreclosure filings were reported on 198,853 U.S. properties in March, a 4 percent decrease from February and a 17 percent decrease from March 2011.

Here are some of the most recent Investment opportunities in the area.



#### 1 Pre-Foreclosure

Robin Dr # 8  
Marlborough  
MA, 01752

Amount  
\$68,240  
Beds/Bath  
2/1  
Sq. FT  
679

Property Type	Address	Amount	Default	Sq. Ft.
2 Bank-Owned	McIntyre Ct, Marlborough, MA 01752	\$215,185	N/A	1,326
3 Auction	West St, Marlborough, MA 01752	N/A	N/A	1,660

Auction Date: 5/11/12

### FORECLOSURE TRENDS : FEBRUARY 2012

	NATL	MA	MIDDLESEX CTY
NODs	23,058	0	0
NTSs	60,700	0	0
NFSs	23,480	610	97
LISs	35,828	756	106
REOs	63,834	780	131

### Short Sales Outpace Foreclosure Sales in Many Markets

An important shift is occurring in the real estate market: Short sales are outnumbering foreclosure sales in many markets. In Q4 2011, there were 88,303 short sales, also known as pre-foreclosure sales, accounting for 10 percent of all sales during the fourth quarter, according to the latest RealtyTrac U.S. Foreclosure Sales Report. Short sales increase 15 percent from year ago. Meanwhile, bank-owned (REO) sales decrease 12 percent from year ago. While third parties purchased a total of 115,777 REO homes in the fourth quarter, that share was down 10 percent from the previous quarter.