

MASSACHUSETTS ASSOCIATION OF REALTORS

CONDOMINIUM SALES AND AVERAGE SELLING PRICES

REGIONAL COMPARISONS FOR 4TH QUARTER 1991 VS. 4TH QUARTER 1990

CONDOS

Sales

<u>Region</u>	<u>1990</u>	<u>1991</u>	<u>Percentage Change</u>
Cape Cod	31	47	+51.6 %
Central	68	70	+ 2.9 %
Greater Boston	307	404	+31.6 %
Northeast	153	222	+45.1 %
Southeast	67	99	+47.8 %
West	72	83	+15.3 %
STATEWIDE	698	925	+32.5 %

AVERAGE SELLING PRICE

<u>Region</u>	<u>1990</u>	<u>1991</u>	<u>Percentage Change</u>
Cape Cod	\$102,542	\$97,112	- 5.3 %
Central	\$107,967	\$74,957	-30.6 %
Greater Boston	\$132,453	\$125,896	- 5.0 %
Northeast	\$107,919	\$91,747	-15.0 %
Southeast	\$116,715	\$96,828	-17.0 %
West	\$94,865	\$90,001	- 5.1 %
STATEWIDE	\$117,973	\$106,051	-10.1 %

MASSACHUSETTS ASSOCIATION OF REALTORS FOURTH QUARTER 1991 MLS SALES AND AVERAGE PRICES

	1991 Fourth Quarter				1990 Fourth Quarter			
	Single family sales	Average Selling Price	Condos	Average Selling Price	Single family sales	Average Selling Price	Condos	Average Selling Price
N. Bristol Cty	64	\$128,232	7	\$77,571	56	\$122,295	1	\$95,000
Plymouth/Q.SS	534	\$173,202	67	\$107,766	555	\$176,016	49	\$126,139
SOUTH SHORE	598	\$168,389	74	\$104,910	611	\$171,092	50	\$125,517
Fall River	83	\$134,742	6	\$54,217	64	\$126,234	1	\$38,000
New Bedford	151	\$117,807	2	\$91,000	126	\$121,045	0	\$0
SOUTHEAST	234	\$123,814	8	\$63,413	190	\$122,793	1	\$38,000
BOSTON	1,993	\$207,456	423	\$123,780	1,733	\$210,086	323	\$130,555
CAPE COD	507	\$160,105	47	\$97,112	260	\$153,735	31	\$102,542
E. Middlesex	414	\$168,346	41	\$96,085	247	\$176,411	24	\$110,567
Gr. Haverhill	81	\$127,038	24	\$87,513	51	\$142,056	9	\$88,100
Gr. Lawrence	240	\$196,767	47	\$87,320	195	\$195,651	32	\$92,389
Gr. Lowell	328	\$156,637	45	\$80,551	260	\$162,459	36	\$108,261
Gr. Newburport	117	\$159,095	15	\$108,593	unavailable ----->			
Gr. Salem	429	\$196,762	65	\$101,526	368	\$197,898	52	\$119,447
NORTHEAST	1609	\$175,023	237	\$92,813	1121	\$182,013	153	\$107,919
Worcester	432	\$148,240	56	\$78,970	440	\$144,207	44	\$119,608
N. Worces	273	\$128,295	14	\$58,907	220	\$139,376	24	\$86,625
CENTRAL	705	\$140,516	70	\$74,957	660	\$142,597	68	\$107,967
Berkshire Cty	215	\$135,889	13	\$159,512	unavailable ----->			
Franklin-Hampshire	210	\$133,234	19	\$94,382	171	\$125,059	21	\$85,000
Holyoke-Chicopee	132	\$116,282	29	\$76,602	126	\$115,549	12	\$83,050
Gr. Springfield	470	\$127,969	35	\$98,726	465	\$127,047	39	\$103,813
WEST	1027	\$129,202	96	\$99,414	762	\$124,700	72	\$94,865
STATEWIDE	6,673	\$170,488	955	\$106,787	5,337	\$173,335	698	\$117,973