

MASSACHUSETTS ASSOCIATION OF REALTORS

CONDOMINIUM SALES AND AVERAGE SELLING PRICES

REGIONAL COMPARISONS FOR 4TH QUARTER OF 1993 vs 4TH QUARTER  
OF 1992

CONDOS

Sales

<u>Region</u>	<u>1992</u>	<u>1993</u>	<u>Percentage Change</u>
Cape Cod	71	75	+ 5.6 %
Central	92	181	+96.7 %
Greater Boston	490	642	+31.0 %
Northeast	377	532	+41.1 %
Southeast	31	28	- 9.8 %
South Shore	124	147	+18.5 %
West	101	124	+22.8 %
STATEWIDE	1,286	1,729	+34.4 %

AVERAGE SELLING PRICE

<u>Region</u>	<u>1992</u>	<u>1993</u>	<u>Percentage Change</u>
Cape Cod	\$ 89,449	\$ 86,768	- 3.0 %
Central	\$ 72,256	\$ 53,536	-25.9 %
Greater Boston	\$116,122	\$128,135	+10.3 %
Northeast	\$ 92,908	\$ 94,440	+ 1.6 %
Southeast	\$ 36,013	\$ 39,346	+ 9.3 %
South Shore	\$ 97,875	\$ 90,264	- 7.8 %
West	\$ 86,649	\$ 83,558	- 3.6 %
STATEWIDE	\$ 98,700	\$100,309	+ 1.6 %

MASSACHUSETTS ASSOCIATION OF REALTORS FOURTH QUARTER 1993 MLS SALES AND AVERAGE PRICES

	1993 Fourth Quarter				1992 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	109	\$128,185	17	\$80,052	98	\$127,907	7	\$70,286
Plymouth/Q.SS	806	\$165,891	94	\$100,268	741	\$156,613	95	\$106,002
<b>SOUTH SHORE</b>	<b>915</b>	<b>\$161,400</b>	<b>111</b>	<b>\$97,172</b>	<b>839</b>	<b>\$153,260</b>	<b>102</b>	<b>\$103,551</b>
Fall River	164	\$126,344	15	\$46,460	145	\$128,497	6	\$32,067
New Bedford	239	\$120,747	13	\$31,138	235	\$125,290	25	\$36,960
<b>SOUTHEAST</b>	<b>403</b>	<b>\$123,025</b>	<b>28</b>	<b>\$39,346</b>	<b>380</b>	<b>\$126,514</b>	<b>31</b>	<b>\$36,103</b>
<b>BOSTON</b>	<b>2,905</b>	<b>\$216,033</b>	<b>678</b>	<b>\$124,993</b>	<b>2,470</b>	<b>\$212,745</b>	<b>512</b>	<b>\$114,207</b>
<b>CAPE COD</b>	<b>691</b>	<b>\$147,552</b>	<b>75</b>	<b>\$86,768</b>	<b>663</b>	<b>\$155,209</b>	<b>71</b>	<b>\$89,449</b>
E. Middlesex	530	\$174,574	100	\$105,393	444	\$170,362	66	\$102,398
Gr. Haverhill	140	\$128,260	51	\$75,389	97	\$134,694	30	\$80,257
Gr. Lawrence	399	\$202,341	80	\$80,467	290	\$182,762	46	\$79,310
Gr. Lowell	542	\$152,791	96	\$76,732	532	\$151,739	95	\$83,360
Gr. Newburport	215	\$168,999	24	\$93,850	160	\$153,422	28	\$89,168
Gr. Salem	720	\$207,277	181	\$109,401	577	\$191,299	112	\$105,322
<b>NORTHEAST</b>	<b>2546</b>	<b>\$180,519</b>	<b>532</b>	<b>\$94,440</b>	<b>2100</b>	<b>\$170,171</b>	<b>377</b>	<b>\$92,908</b>
Worcester	902	\$148,848	93	\$73,885	782	\$143,144	65	\$81,913
N. Worcester	488	\$119,759	88	\$32,030	334	\$122,546	27	\$49,007
<b>CENTRAL</b>	<b>1390</b>	<b>\$138,636</b>	<b>181</b>	<b>\$53,536</b>	<b>1116</b>	<b>\$136,979</b>	<b>92</b>	<b>\$72,256</b>
Berkshire Cty	237	\$129,869	20	\$106,170	247	\$133,086	11	\$122,082
Franklin-Hampshire	297	\$124,634	31	\$82,968	246	\$123,309	22	\$83,523
Holyoke-Chicopee	169	\$114,097	17	\$64,359	139	\$113,183	21	\$86,390
Gr. Springfield	641	\$120,653	56	\$81,636	562	\$121,581	47	\$79,934
<b>WEST</b>	<b>1344</b>	<b>\$122,333</b>	<b>124</b>	<b>\$83,558</b>	<b>1194</b>	<b>\$123,340</b>	<b>101</b>	<b>\$86,649</b>
<b>STATEWIDE</b>	<b>10,194</b>	<b>\$171,033</b>	<b>1,729</b>	<b>\$100,309</b>	<b>8,762</b>	<b>\$166,919</b>	<b>1,286</b>	<b>\$98,700</b>