

AVERAGE SELLING PRICE

MASSACHUSETTS ASSOCIATION OF REALTORS

CONDOMINIUM SALES AND AVERAGE SELLING PRICES

REGIONAL COMPARISONS FOR 4TH QUARTER OF 1994 vs 4TH QUARTER
OF 1993

CONDOS

Sales

<u>Region</u>	<u>1993</u>	<u>1994</u>	<u>Percentage Change</u>
Cape Cod	75	87	+16.0%
Central	181	112	-38.1 %
Greater Boston	678	583	-14.0 %
Northeast	532	458	-13.9 %
Southeast	28	22	-21.4 %
South Shore	111	152	+36.9 %
West	124	118	- 4.8 %
STATEWIDE	1,729	1,532	-11.4%

AVERAGE SELLING PRICE

<u>Region</u>	<u>1993</u>	<u>1994</u>	<u>Percentage Change</u>
Cape Cod	\$ 86,768	\$ 91,106	+ 5.0 %
Central	\$ 53,536	\$ 74,175	+ 38.6 %
Greater Boston	\$124,993	\$148,745	+ 19.0 %
Northeast	\$ 94,440	\$ 93,729	- 0.8 %
Southeast	\$ 39,346	\$ 80,873	+106.0 %
South Shore	\$ 97,172	\$ 97,345	+ 0.2 %
West	\$ 83,558	\$ 73,948	- 11.5 %
STATEWIDE	\$100,309	\$111,738	+ 11.4 %

MASSACHUSETTS ASSOCIATION OF REALTORS FOURTH QUARTER 1994 MLS SALES AND AVERAGE PRICES

	1994 4TH QUARTER				1993 4TH QUARTER			
	Single family sales	Average Selling Price	Condos	Average Selling Price	Single family sales	Average Selling Price	Condos	Average Selling Price
N. Bristol Cty	111	\$120,072	16	\$82,516	109	\$128,185	17	\$80,052
Plymouth/Q.SS	779	\$163,379	136	\$99,090	806	\$165,891	94	\$100,268
SOUTH SHORE	890	\$157,978	152	\$97,345	915	\$161,400	111	\$97,172
Fall River	138	\$123,008	17	\$88,401	164	\$126,344	15	\$46,460
New Bedford	273	\$122,270	5	\$55,280	239	\$120,747	13	\$31,138
SOUTHEAST	411	\$122,517	22	\$80,873	403	\$123,025	28	\$39,346
BOSTON	2362	\$223,880	583	\$148,745	2905	\$216,033	678	\$124,993
CAPE COD	723	\$156,400	87	\$91,106	691	\$147,552	75	\$86,768
E. Middlesex	312	\$181,984	35	\$94,823	530	\$174,574	100	\$105,393
Gr. Haverhill	76	\$130,386	29	\$87,536	140	\$128,260	51	\$75,389
Gr. Lawrence	289	\$218,177	73	\$74,229	399	\$202,341	80	\$80,467
Gr. Lowell	418	\$145,166	124	\$69,187	542	\$152,791	96	\$76,732
Gr. Newburport	138	\$163,657	23	\$81,316	215	\$168,999	24	\$93,850
Gr. Salem	629	\$209,052	174	\$121,852	720	\$207,277	181	\$109,401
NORTHEAST	1862	\$185,016	458	\$93,729	2546	\$180,519	532	\$94,440
Worcester	757	\$150,439	81	\$79,689	902	\$148,848	93	\$73,885
N. Worcester	409	\$125,232	31	\$59,801	488	\$119,759	88	\$32,030
CENTRAL	1166	\$141,597	112	\$74,185	1390	\$138,636	181	\$53,536
Berkshire Cty	214	\$124,675	9	\$105,767	237	\$129,869	20	\$106,170
Franklin-Hampshire	292	\$119,399	21	\$86,867	297	\$124,634	31	\$82,968
Holyoke-Chicopee	162	\$110,029	23	\$67,552	169	\$114,097	17	\$64,359
Gr. Springfield	572	\$113,879	65	\$67,631	641	\$120,653	56	\$81,636
WEST	1240	\$116,539	118	\$73,948	1344	\$122,333	124	\$83,558
STATEWIDE	8654	\$171,822	1532	\$111,738	10194	\$171,033	1729	\$100,309