

MASSACHUSETTS ASSOCIATION OF REALTORS

CONDOMINIUM SALES AND AVERAGE SELLING PRICES

REGIONAL COMPARISONS FOR 4TH QUARTER OF 1995 vs 4TH QUARTER
OF 1994

CONDOS

Sales

<u>Region</u>	<u>1994</u>	<u>1995</u>	<u>Percentage Change</u>
Cape Cod	87	142	+63.2 %
Central	112	137	+22.3 %
Greater Boston	583	879	+50.8 %
Northeast	458	551	+20.3 %
Southeast	22	37	+68.2 %
South Shore	152	127	-16.4 %
West	118	110	- 6.8 %
STATEWIDE	1,532	1,983	+29.4 %

AVERAGE SELLING PRICE

<u>Region</u>	<u>1994</u>	<u>1995</u>	<u>Percentage Change</u>
Cape Cod	\$ 91,106	\$ 87,426	- 4.0 %
Central	\$ 74,185	\$ 79,483	+ 7.1 %
Greater Boston	\$148,745	\$130,173	-12.5 %
Northeast	\$ 93,729	\$ 98,388	+ 5.0 %
Southeast	\$ 80,873	\$ 80,520	- 0.4 %
South Shore	\$ 97,345	\$109,781	+12.8 %
West	\$ 73,948	\$ 81,716	+10.5 %
STATEWIDE	\$111,738	\$109,858	- 1.7 %

MASSACHUSETTS ASSOCIATION OF REALTORS FOURTH QUARTER 1995 MLS SALES AND AVERAGE PRICES

	<u>1995 Fourth Quarter</u>						<u>1994 Fourth Quarter</u>					
	<u>Single family sales</u>	<u>Single family Total \$ Volume</u>	<u>Average Selling Price</u>	<u>Condos</u>	<u>Total \$ Volume</u>	<u>Average Selling Price</u>	<u>Single family sales</u>	<u>Total \$</u>	<u>Average Selling Price</u>	<u>Condos</u>	<u>Total \$</u>	<u>Average Selling Price</u>
N. Bristol Cty	103	\$12,173,732	\$118,192	18	\$1,422,640	\$79,036	111	13327994	\$120,072	16	1320250	\$82,516
Plymouth/Q.SS	685	\$122,747,145	\$179,193	109	\$12,519,523	\$114,858	779	127271982	\$163,379	136	13476177	\$99,090
SOUTH SHORE	788	\$134,920,877	\$171,219	127	\$13,942,163	\$109,781	890	140599976	\$157,978	152	14796427	\$97,345
Fall River	114	\$13,604,154	\$119,335	13	\$1,005,499	\$77,346	138	16975036	\$123,008	17	1502810	\$88,401
New Bedford	276	\$34,936,204	\$126,580	24	\$1,973,754	\$82,240	273	33379630	\$122,270	5	276400	\$55,280
SOUTHEAST	390	\$48,540,358	\$124,462	37	\$2,979,253	\$80,520	411	50354666	\$122,517	22	1779210	\$80,873
BOSTON	3157	\$728,488,217	\$230,753	879	\$114,422,344	\$130,173	2362	528805508	\$223,880	583	86718536	\$148,745
CAPE COD	1004	\$167,885,021	\$167,216	142	\$12,414,439	\$87,426	723	113077184	\$156,400	87	7926250	\$91,106
E. Middlesex	329	\$63,343,373	\$192,533	66	\$7,239,950	\$109,696	312	56779077	\$181,984	35	3318800	\$94,823
Gr. Haverhill	152	\$21,634,486	\$142,332	51	\$4,610,486	\$90,402	76	9909351	\$130,386	29	2538550	\$87,536
Gr. Lawrence	330	\$73,936,334	\$224,049	56	\$4,802,110	\$85,752	289	63053289	\$218,177	73	5418750	\$74,229
Gr. Lowell	420	\$65,153,876	\$155,128	168	\$13,140,220	\$78,216	418	60679294	\$145,166	124	8579150	\$69,187
Gr. Newburyport	130	\$23,029,069	\$177,147	25	\$2,492,001	\$99,680	138	22584666	\$163,657	23	1870277	\$81,316
Gr. Salem	631	\$129,212,192	\$204,774	185	\$21,926,930	\$118,524	629	131493659	\$209,052	174	21202191	\$121,852
NORTHEAST	1992	\$376,309,330	\$188,910	551	\$54,211,697	\$98,388	1862	344499336	\$185,016	458	42927718	\$93,729
Gr. Worcester	732	\$108,029,188	\$147,581	103	\$9,077,555	\$88,132	757	113882040	\$150,439	81	6454839	\$79,689
N. Worcester Cty.	446	\$54,833,818	\$122,946	34	\$1,811,634	\$53,283	409	51219845	\$125,232	31	1853846	\$59,801
CENTRAL	1178	\$162,863,006	\$138,254	137	\$10,889,189	\$79,483	1166	165101885	\$141,597	112	8308685	\$74,185
Berkshire Cty	208	\$28,342,548	\$136,262	9	\$1,858,500	\$206,500	214	26680352	\$124,675	9	951900	\$105,767
Franklin-Hampshire	363	\$44,032,113	\$121,301	31	\$2,027,242	\$65,395	292	34864566	\$119,399	21	1824199	\$86,867
Holyoke-Chicopee	183	\$19,871,681	\$108,588	13	\$776,380	\$59,722	162	17824770	\$110,029	23	1553699	\$67,552
Gr. Springfield	588	\$65,800,230	\$111,905	57	\$4,326,656	\$75,906	572	65138635	\$113,879	65	4396030	\$67,631
WEST	1342	\$158,046,572	\$117,769	110	\$8,988,778	\$81,716	1240	144508323	\$116,539	118	8725828	\$73,948
STATEWIDE	9,851	\$1,777,053,381	\$180,393	1,983	\$217,847,863	\$109,858	8654	1486946878	\$171,822	1532	171182654	\$111,738