

MASSACHUSETTS ASSOCIATION OF REALTORS

CONDOMINIUM SALES AND AVERAGE SELLING PRICES

REGIONAL COMPARISONS FOR 3RD QUARTER OF 1996 vs 3RD QUARTER
OF 1995

CONDOS

Sales

<u>Region</u>	<u>1995</u>	<u>1996</u>	<u>Percentage Change</u>
Cape Cod	135	153	+13.3 %
Central	127	188	+48.0 %
Greater Boston	1,082	1,270	+17.4 %
Northeast	534	691	+29.4 %
Southeast	23	26	+13.0 %
South Shore	118	198	+67.8 %
West	137	177	+29.2 %
STATEWIDE	2,156	2,703	+25.4 %

AVERAGE SELLING PRICE

<u>Region</u>	<u>1995</u>	<u>1996</u>	<u>Percentage Change</u>
Cape Cod	\$102,052	\$ 95,992	- 5.9 %
Central	\$ 85,133	\$ 84,879	- 0.3 %
Greater Boston	\$151,921	\$141,706	- 6.7 %
Northeast	\$100,158	\$107,152	+ 7.0 %
Southeast	\$ 62,757	\$ 79,675	+27.0 %
South Shore	\$112,856	\$116,331	+ 3.1 %
West	\$ 80,562	\$ 89,141	+10.6 %
STATEWIDE	\$124,420	\$120,435	- 3.2 %

MASSACHUSETTS ASSOCIATION OF REALTORS THIRD QUARTER 1996 MLS SALES AND AVERAGE PRICES

	<u>1996 Third Quarter</u>						<u>1995 Third 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	108	\$14,042,003	\$130,019	21	\$2,175,674	\$103,604	71	9587241	\$135,032	10	930800	\$93,080
South Shore	287	\$58,097,826	\$202,431	112	\$12,298,025	\$109,804	224	31747930	\$141,732	58	6133000	\$105,741
Plymouth County	844	\$151,862,686	\$179,932	65	\$8,559,865	\$131,690	561	115449136	\$205,792	50	6253200	\$125,064
SOUTH SHORE	1239	\$224,002,515	\$180,793	198	\$23,033,564	\$116,331	856	156784307	\$183,159	118	13317000	\$112,856
Gr. Fall River	160	\$21,189,205	\$132,433	13	\$942,647	\$72,511	128	17209429	\$134,449	12	977900	\$81,492
Gr. New Bedford	337	\$44,084,468	\$130,814	13	\$1,128,897	\$86,838	310	40026568	\$129,118	11	465500	\$42,318
SOUTHEAST	497	\$65,273,673	\$131,335	26	\$2,071,544	\$79,675	438	57235997	\$130,676	23	1443400	\$62,757
BOSTON	4222	\$1,097,292,775	\$259,899	1270	\$179,966,422	\$141,706	3973	947194688	\$238,408	1082	164378953	\$151,921
CAPE COD	994	\$167,744,822	\$168,757	153	\$14,686,785	\$95,992	834	126232050	\$151,357	135	13776957	\$102,052
E. Middlesex	440	\$89,004,735	\$202,283	77	\$8,309,009	\$107,909	396	76651207	\$193,564	61	6797285	\$111,431
Northeast*	418	\$100,374,782	\$240,131	87	\$7,563,775	\$86,940	409	90841941	\$222,107	60	4687500	\$78,125
Gr. Lowell	616	\$102,553,847	\$166,484	167	\$14,129,900	\$84,610	530	84239781	\$158,943	142	10918530	\$76,891
Gr. Newburyport	186	\$35,105,062	\$188,737	42	\$4,857,944	\$115,665	178	31499858	\$176,965	28	3446104	\$123,075
North Shore **	976	\$209,363,988	\$214,512	318	\$39,181,514	\$123,212	821	164168034	\$199,961	243	27635122	\$113,725
NORTHEAST	2636	\$536,402,414	\$203,491	691	\$74,042,142	\$107,152	2334	447400821	\$191,688	534	53484541	\$100,158
Gr. Worcester	1086	\$169,980,712	\$156,520	151	\$13,671,699	\$90,541	823	124024418	\$150,698	99	9030304	\$91,215
N. Worcester Cty.	554	\$70,993,817	\$128,148	37	\$2,285,501	\$61,770	499	62771340	\$125,794	28	1781589	\$63,628
CENTRAL	1640	\$240,974,529	\$146,936	188	\$15,957,200	\$84,879	1322	186795758	\$141,298	127	10811893	\$85,133
Berkshire Cty	251	\$33,677,075	\$134,172	16	\$2,780,699	\$173,794	245	31458806	\$128,403	8	932400	\$116,550
Franklin-Hampshire	382	\$52,528,751	\$137,510	45	\$4,125,200	\$91,671	480	61987684	\$129,141	52	4432752	\$85,245
Holyoke-Chicopee	216	\$24,428,246	\$113,094	37	\$2,607,398	\$70,470	204	22207114	\$108,858	21	1377500	\$65,595
Gr. Springfield	839	\$99,824,406	\$118,980	79	\$6,264,701	\$79,300	687	79160676	\$115,227	56	4294405	\$76,686
WEST	1688	\$210,458,478	\$124,679	177	\$15,777,998	\$89,141	1616	194814280	\$120,553	137	11037057	\$80,562
STATEWIDE	12,916	\$2,542,149,206	\$196,822	2,703	\$325,535,655	\$120,435	11373	2116457901	\$186,095	2156	268249801	\$124,420

*Northeast Assn. covers the Gr. Lawrence area, and was formerly recognized as Gr. Lawrence in past reports.

**North Shore covers the Gr. Salem and Gr. Haverhill areas, and was formerly recognized as Gr. Salem in past reports.