

MASSACHUSETTS ASSOCIATION OF REALTORS

CONDOMINIUM SALES AND AVERAGE SELLING PRICES

REGIONAL COMPARISONS FOR 4TH QUARTER OF 1997 vs 4TH QUARTER
OF 1996

CONDOS

Sales

<u>Region</u>	<u>1996</u>	<u>1997</u>	<u>Percentage Change</u>
Cape Cod	149	161	+ 8.1 %
Central	176	204	+15.9 %
Greater Boston	1,017	1,339	+31.7 %
Northeast	604	651	+ 7.8 %
Southeast	32	34	+ 6.3 %
South Shore	74	76	+ 2.7 %
West	124	173	+39.5 %
STATEWIDE	2,176	2,638	+21.2 %

AVERAGE SELLING PRICE

<u>Region</u>	<u>1996</u>	<u>1997</u>	<u>Percentage Change</u>
Cape Cod	\$ 95,816	\$102,000	+ 6.5 %
Central	\$ 87,898	\$ 85,297	- 3.0 %
Greater Boston	\$140,867	\$157,311	+11.7 %
Northeast	\$102,394	\$113,062	+10.4 %
Southeast	\$ 83,662	\$ 75,519	- 9.7 %
South Shore	\$132,856	\$120,330	- 9.4 %
West	\$ 79,015	\$ 85,925	+ 8.7 %
STATEWIDE	\$118,180	\$130,645	+10.5 %

MASSACHUSETTS ASSOCIATION OF REALTORS FOURTH QUARTER 1997 MLS SALES AND AVERAGE PRICES

	<u>1997 Fourth Quarter</u>						<u>1996 Fourth Quarter</u>					
	<i>Single family sales</i>	<i>Single family Total \$ Volume</i>	<i>Average Selling Price</i>	<i>Condos</i>	<i>Total \$ Volume</i>	<i>Average Selling Price</i>	<i>Single family sales</i>	<i>Total \$</i>	<i>Average Selling Price</i>	<i>Condos</i>	<i>Total \$</i>	<i>Average Selling Price</i>
N. Bristol Cty	134	\$19,776,017	\$147,582	20	\$1,739,100	\$86,955	84	\$10,762,630	\$128,127	16	1,353,900	\$84,619
Plymouth County	658	\$144,955,233	\$220,297	56	\$7,405,975	\$132,250	532	105,767,001	\$198,810	58	8,477,418	\$146,162
SOUTH SHORE	792	\$164,731,250	\$207,994	76	\$9,145,075	\$120,330	616	116,529,631	\$189,171	74	9,831,318	\$132,856
Gr. Fall River	162	\$21,431,658	\$132,294	21	\$1,274,752	\$60,702	138	18,086,102	\$131,059	17	1,243,800	\$73,165
Gr. New Bedford	335	\$44,393,997	\$132,519	13	\$1,292,899	\$99,454	365	46,745,786	\$128,071	15	1,433,375	\$95,558
SOUTHEAST	497	\$65,825,655	\$132,446	34	\$2,567,651	\$75,519	503	64,831,888	\$128,890	32	2,677,175	\$83,662
BOSTON	4548	\$1,140,989,167	\$250,877	1339	\$210,638,836	\$157,311	3,649	828,758,678	\$227,119	1,017	143,261,574	\$140,867
CAPE COD	1150	\$215,930,766	\$187,766	161	\$16,421,980	\$102,000	1,003	180,003,915	\$179,466	149	14,276,553	\$95,816
E. Middlesex	349	\$76,969,292	\$220,542	45	\$5,037,700	\$111,949	391	79,032,948	\$202,130	60	6,239,900	\$103,998
Northeast*	358	\$89,022,508	\$248,666	63	\$5,634,400	\$89,435	320	74,189,115	\$231,841	67	5,573,918	\$83,193
Gr. Lowell	542	\$93,947,583	\$173,335	186	\$15,768,531	\$84,777	541	89,176,859	\$164,837	177	15,101,631	\$85,320
Gr. Newburyport	145	\$28,597,358	\$197,223	47	\$6,486,039	\$138,001	161	29,045,263	\$180,405	33	3,429,102	\$103,912
North Shore**	970	\$222,014,809	\$228,881	310	\$40,676,702	\$131,215	840	174,493,565	\$207,730	267	31,501,410	\$117,983
NORTHEAST	2364	\$510,551,550	\$215,969	651	\$73,603,372	\$113,062	2,253	445,937,750	\$197,931	604	61,845,961	\$102,394
Gr. Worcester	994	\$161,284,306	\$162,258	141	\$13,344,158	\$94,639	923	145,307,814	\$157,430	138	12,809,012	\$92,819
N. Worcester Cty.	559	\$78,536,117	\$140,494	63	\$4,056,531	\$64,389	490	64,535,072	\$131,704	38	2,661,054	\$70,028
CENTRAL	1553	\$239,820,423	\$154,424	204	\$17,400,689	\$85,297	1,413	209,842,886	\$148,509	176	15,470,066	\$87,898
Berkshire Cty	246	\$31,288,450	\$127,189	17	\$2,737,400	\$161,024	242	33,177,209	\$137,096	12	1,599,000	\$133,250
Franklin-Hampshire	264	\$34,830,090	\$131,932	37	\$3,250,150	\$87,842	240	30,724,455	\$128,019	18	1,493,275	\$82,960
Holyoke-Chicopee	219	\$25,485,795	\$116,373	28	\$2,154,400	\$76,943	181	20,522,434	\$113,384	35	2,537,850	\$72,510
Gr. Springfield	738	\$86,447,966	\$117,138	91	\$6,722,992	\$73,879	617	70,526,033	\$114,305	59	4,167,692	\$70,639
WEST	1467	\$178,052,301	\$121,372	173	\$14,864,942	\$85,925	1,280	154,950,131	\$121,055	124	9,797,817	\$79,015
STATEWIDE	12,371	\$2,515,901,112	\$203,371	2,638	\$344,642,545	\$130,645	10,717	2,000,854,879	\$186,699	2,176	257,160,464	\$118,180

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

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