

MASSACHUSETTS ASSOCIATION OF REALTORS

CONDOMINIUM SALES AND AVERAGE SELLING PRICES

REGIONAL COMPARISONS FOR 4TH QUARTER OF 1999 vs 4TH QUARTER OF 1998

CONDOS

Sales

<u>Region</u>	<u>1998</u>	<u>1999</u>	<u>Percentage Change</u>
Cape Cod	227	198	-12.8 %
Central	353	337	- 4.5 %
Greater Boston	1,333	1,458	+ 9.4 %
Northeast	747	801	+ 7.2 %
Southeast	38	56	+47.3 %
South Shore	247	164	-33.6 %
West	197	220	+11.7 %
STATEWIDE	3,142	3,234	+ 2.9 %

AVERAGE SELLING PRICE

<u>Region</u>	<u>1998</u>	<u>1999</u>	<u>Percentage Change</u>
Cape Cod	\$107,618	\$124,911	+16.1 %
Central	\$ 93,931	\$112,382	+19.6 %
Greater Boston	\$159,053	\$191,172	+20.2 %
Northeast	\$117,428	\$134,591	+14.6 %
Southeast	\$110,520	\$111,166	+ .6 %
South Shore	\$114,670	\$131,880	+15.0 %
West	\$ 90,967	\$105,248	+15.7 %
STATEWIDE	\$129,779	\$154,653	+19.2 %

MASSACHUSETTS ASSOCIATION OF REALTORS FOURTH QUARTER 1999
MLS SALES AND AVERAGE PRICES

	<u>1999 Fourth Quarter</u>						<u>1998 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	209	\$36,269,953	\$173,540	35	\$3,326,750	\$95,050	161	\$24,187,959	\$150,236	34	\$3,176,709	\$93,433
South Shore	117	\$22,862,700	\$195,408	48	\$6,210,800	\$129,392	242	\$41,421,763	\$171,164	154	\$18,098,020	\$117,520
Plymouth County	582	\$163,794,004	\$281,433	81	\$12,090,817	\$149,269	668	\$162,032,508	\$242,564	59	\$7,048,880	\$119,473
SOUTH SHORE	908	\$222,926,657	\$245,514	164	\$21,628,367	\$131,880	1,071	\$227,642,230	\$212,551	247	\$28,323,609	\$114,670
Gr. Fall River	162	\$24,927,082	\$153,871	29	\$2,118,450	\$73,050	169	\$23,489,065	\$138,989	16	\$1,110,700	\$69,419
Gr. New Bedford	312	\$48,327,485	\$154,896	27	\$4,106,871	\$152,106	429	\$60,977,404	\$142,138	22	\$3,089,054	\$140,412
SOUTHEAST	474	\$73,254,567	\$154,546	56	\$6,225,321	\$111,166	598	\$84,466,469	\$141,248	38	\$4,199,754	\$110,520
BOSTON	3494	\$1,106,289,373	\$316,625	1458	\$278,728,547	\$191,172	3,669	\$1,019,221,901	\$277,793	1,333	\$212,017,292	\$159,053
CAPE COD	974	\$266,797,814	\$273,920	198	\$24,732,299	\$124,911	1,260	\$252,347,299	\$200,276	227	\$24,429,350	\$107,618
E. Middlesex	329	\$87,483,183	\$265,906	87	\$12,209,750	\$140,342	368	\$89,068,193	\$242,033	93	\$12,137,600	\$130,512
Northeast*	886	\$228,592,458	\$258,005	333	\$38,162,100	\$114,601	967	\$222,651,508	\$230,250	297	\$29,402,079	\$98,997
Gr. Newburyport	138	\$36,429,819	\$263,984	55	\$8,944,523	\$162,628	113	\$23,019,763	\$203,715	33	\$4,594,300	\$139,221
North Shore**	872	\$240,820,851	\$276,171	326	\$48,491,179	\$148,746	916	\$211,299,494	\$230,676	324	\$41,584,572	\$128,347
NORTHEAST	2225	\$593,326,311	\$266,664	801	\$107,807,552	\$134,591	2,364	\$546,038,958	\$230,981	747	\$87,718,551	\$117,428
Gr. Worcester	1262	\$245,424,021	\$194,472	257	\$30,509,950	\$118,716	1,412	\$247,270,513	\$175,121	288	\$28,023,408	\$97,304
N. Worcester Cty.	583	\$102,676,148	\$176,117	80	\$7,362,718	\$92,034	673	\$126,946,123	\$188,627	65	\$5,134,340	\$78,990
CENTRAL	1845	\$348,100,169	\$188,672	337	\$37,872,668	\$112,382	2,085	\$374,216,636	\$179,480	353	\$33,157,748	\$93,931
Berkshire Cty	362	\$53,863,411	\$148,794	26	\$3,350,750	\$128,875	342	\$48,947,380	\$143,121	25	\$3,832,300	\$153,292
Franklin-Hampshire	303	\$44,932,426	\$148,292	42	\$4,692,140	\$111,718	297	\$41,164,540	\$138,601	39	\$3,238,200	\$83,031
Gr. Springfield	996	\$126,186,228	\$126,693	152	\$15,111,582	\$99,418	1,010	\$121,734,290	\$120,529	133	\$10,849,995	\$81,579
WEST	1661	\$224,982,065	\$135,450	220	\$23,154,472	\$105,248	1,649	\$211,846,210	\$128,470	197	\$17,920,495	\$90,967
STATEWIDE	11,581	\$2,835,676,956	\$244,856	3,234	\$500,149,226	\$154,653	12,696	\$2,715,779,703	\$213,908	3,142	\$407,766,799	\$129,779

*Northeast Assn. now covers both the Greater Lawrence and Greater Lowell areas. In previous reports, the "Northeast" jurisdiction only included Gr. Lawrence, and prior to 1997 was recognized as Gr. Lawrence.

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