

MASSACHUSETTS ASSOCIATION OF REALTORS®

CONDOMINIUM HOME SALES AND AVERAGE SELLING PRICES

REGIONAL COMPARISONS FOR 1999 VS 1998

CONDOS  
SALES

<u>Region</u>	<u>1998</u>	<u>1999</u>	<u>Percentage Change</u>
Cape Cod	782	720	- 7.9 %
Central	1,263	1,407	+11.4 %
Greater Boston	5,351	6,054	+13.1 %
Northeast	3,074	3,274	+ 6.5 %
Southeast	134	190	+41.8 %
South Shore	794	894	+12.6 %
West	750	785	+ 4.7 %
STATEWIDE	12,148	13,324	+ 9.7 %

AVERAGE SELLING PRICE

<u>Region</u>	<u>1998</u>	<u>1999</u>	<u>Percentage Change</u>
Cape Cod	\$105,846	\$113,774	+ 7.5 %
Central	\$ 93,263	\$103,296	+10.8 %
Greater Boston	\$164,145	\$192,240	+17.1 %
Northeast	\$119,781	\$130,934	+ 9.3 %
Southeast	\$ 82,109	\$101,800	+24.0 %
South Shore	\$118,614	\$126,126	+ 6.3 %
West	\$ 92,955	\$102,979	+10.8 %
STATEWIDE	\$133,521	\$152,558	+14.3 %

MASSACHUSETTS ASSOCIATION OF REALTORS YEAR END 1999 MLS SALES AND AVERAGE PRICES

	<u>1999 Year End</u>						<u>1998 Year End</u>					
	<u>Single family sales</u>	<u>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 \$ Volume</u>	<u>Average Selling Price</u>	<u>Condos</u>	<u>Total \$ Volume</u>	<u>Average Selling Price</u>
N. Bristol Cty	788	\$129,746,036	\$164,652	138	\$13,368,688	\$96,875	607	\$90,466,951	\$149,039	119	\$10,783,109	\$90,614
South Shore	878	\$160,670,122	\$182,996	427	\$53,443,758	\$125,161	918	\$150,147,987	\$163,560	428	\$49,647,960	\$116,000
Plymouth County	2630	\$713,653,427	\$271,351	329	\$45,944,497	\$139,649	2,773	\$658,208,146	\$237,363	247	\$33,748,136	\$136,632
<b>SOUTH SHORE</b>	<b>4296</b>	<b>\$1,004,069,585</b>	<b>\$233,722</b>	<b>894</b>	<b>\$112,756,943</b>	<b>\$126,126</b>	<b>4,298</b>	<b>\$898,823,084</b>	<b>\$209,126</b>	<b>794</b>	<b>\$94,179,205</b>	<b>\$118,614</b>
Gr. Fall River	693	\$101,194,810	\$146,024	85	\$6,628,151	\$77,978	661	\$92,701,192	\$140,244	75	\$5,130,928	\$68,412
Gr. New Bedford	1347	\$216,852,139	\$160,989	105	\$12,713,845	\$121,084	1,479	\$208,108,105	\$140,709	59	\$5,871,698	\$99,520
<b>SOUTHEAST</b>	<b>2040</b>	<b>\$318,046,949</b>	<b>\$155,905</b>	<b>190</b>	<b>\$19,341,996</b>	<b>\$101,800</b>	<b>2,140</b>	<b>\$300,809,297</b>	<b>\$140,565</b>	<b>134</b>	<b>\$11,002,626</b>	<b>\$82,109</b>
<b>Gr. Boston</b>	<b>14605</b>	<b>\$4,730,718,848</b>	<b>\$323,911</b>	<b>6054</b>	<b>\$1,163,819,041</b>	<b>\$192,240</b>	<b>14,898</b>	<b>\$4,263,323,581</b>	<b>\$286,168</b>	<b>5,351</b>	<b>\$878,342,339</b>	<b>\$164,145</b>
<b>CAPE COD</b>	<b>4075</b>	<b>\$996,655,782</b>	<b>\$244,578</b>	<b>720</b>	<b>\$81,917,169</b>	<b>\$113,774</b>	<b>5,034</b>	<b>\$1,006,859,683</b>	<b>\$200,012</b>	<b>782</b>	<b>\$82,771,674</b>	<b>\$105,846</b>
E. Middlesex	1420	\$365,286,473	\$257,244	353	\$49,003,304	\$138,820	1,479	\$345,844,343	\$233,837	335	\$42,875,460	\$127,986
Northeast*	3993	\$993,672,225	\$248,854	1319	\$141,767,622	\$107,481	4,022	\$900,878,316	\$223,988	1,224	\$118,759,490	\$97,026
Gr. Newburyport	550	\$140,665,339	\$255,755	227	\$35,960,218	\$158,415	620	\$134,514,098	\$216,958	186	\$27,236,935	\$146,435
North Shore**	3632	\$993,537,908	\$273,551	1375	\$201,946,859	\$146,870	3,764	\$908,477,452	\$241,360	1,329	\$179,334,665	\$134,940
<b>NORTHEAST</b>	<b>9595</b>	<b>\$2,493,161,945</b>	<b>\$259,840</b>	<b>3274</b>	<b>\$428,678,003</b>	<b>\$130,934</b>	<b>9,885</b>	<b>\$2,289,714,209</b>	<b>\$231,635</b>	<b>3,074</b>	<b>\$368,206,550</b>	<b>\$119,781</b>
Gr. Worcester	5617	\$1,089,927,578	\$194,041	1089	\$119,535,131	\$109,766	5,431	\$965,254,987	\$177,731	990	\$96,158,542	\$97,130
N. Worcester Cty.	2432	\$420,641,223	\$172,961	318	\$25,802,365	\$81,140	2,357	\$380,825,716	\$161,572	273	\$21,632,440	\$79,240
<b>CENTRAL</b>	<b>8049</b>	<b>\$1,510,568,801</b>	<b>\$187,672</b>	<b>1407</b>	<b>\$145,337,496</b>	<b>\$103,296</b>	<b>7,788</b>	<b>\$1,346,080,703</b>	<b>\$172,840</b>	<b>1,263</b>	<b>\$117,790,982</b>	<b>\$93,263</b>
Berkshire Cty	1350	\$212,227,747	\$157,206	92	\$14,736,440	\$160,179	1,209	\$174,363,850	\$144,222	86	\$13,991,750	\$162,695
Franklin-Hampshire	1283	\$195,855,062	\$152,654	166	\$16,378,427	\$98,665	1,220	\$177,675,165	\$145,635	153	\$13,172,335	\$86,094
Gr. Springfield	4,045	\$516,805,380	\$127,764	527	\$49,723,360	\$94,352	3,929	\$484,539,996	\$123,324	511	\$42,552,407	\$83,273
<b>WEST</b>	<b>6678</b>	<b>\$924,888,189</b>	<b>\$138,498</b>	<b>785</b>	<b>\$80,838,227</b>	<b>\$102,979</b>	<b>6,358</b>	<b>\$836,579,011</b>	<b>\$131,579</b>	<b>750</b>	<b>\$69,716,492</b>	<b>\$92,955</b>
<b>STATEWIDE</b>	<b>49,338</b>	<b>\$11,978,110,099</b>	<b>\$242,777</b>	<b>13,324</b>	<b>\$2,032,688,875</b>	<b>\$152,558</b>	<b>50,401</b>	<b>\$10,942,189,568</b>	<b>\$217,103</b>	<b>12,148</b>	<b>\$1,622,009,868</b>	<b>\$133,521</b>

\*Northeast Assn. covers the Greater Lawrence and Greater Lowell areas, and was formerly recognized as Gr. Lowell in past reports.

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