

MASSACHUSETTS ASSOCIATION OF REALTORS®

CONDOMINIUM SALES AND AVERAGE SELLING PRICES

REGIONAL COMPARISONS FOR 1ST QUARTER OF 2003 vs 1ST QUARTER OF 2002

Sales

<u>Region</u>	<u>2002</u>	<u>2003</u>	<u>Percentage Change</u>
Cape Cod	174	158	- 9.2 %
Central	323	353	+ 9.3 %
Greater Boston	1,309	1,261	- 3.7 %
Northeast	706	735	+ 4.1 %
Southeast	51	48	- 5.9 %
South Shore	339	325	- 4.1 %
West	122	145	+ 18.9 %
STATEWIDE	3,024	3,025	+ 0.0 %

AVERAGE SELLING PRICE

<u>Region</u>	<u>2002</u>	<u>2003</u>	<u>Percentage Change</u>
Cape Cod	\$170,366	\$203,135	+ 19.2 %
Central	\$145,441	\$177,299	+ 21.9 %
Greater Boston	\$300,911	\$318,030	+ 5.7 %
Northeast	\$185,319	\$213,024	+ 14.9 %
Southeast	\$ 91,325	\$133,363	+ 46.0 %
South Shore	\$178,648	\$214,238	+ 19.9 %
West	\$115,597	\$121,116	+ 4.8 %
STATEWIDE	\$225,089	\$246,572	+ 9.5 %

The data for this report reflects residential sales reported to Realtor®-affiliated multiple listing services systems in Massachusetts, including the MLS Property Information Network, Inc.; the Multiple Listing Service of the Berkshire County Board of Realtors®; Cape Cod & Islands Multiple Listing Service, Inc.; the North Bristol County Board of Realtors® MLS; and Southeastern Mass. MLS.

MASSACHUSETTS ASSOCIATION OF REALTORS FIRST QUARTER 2003 MLS SALES AND AVERAGE PRICES

	<u>2003 First Quarter</u>						<u>2002 First 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>Single family Total \$ Volume</i>	<i>Average Selling Price</i>	<i>Condos</i>	<i>Total \$ Volume</i>	<i>Average Selling Price</i>
North Bristol Cty	123	\$32,308,600	\$262,672	19	\$3,198,350	\$168,334	144	\$35,756,045	\$248,306	26	\$3,960,550	\$152,329
Brockton Area	410	\$113,172,537	\$276,031	100	\$19,447,161	\$194,472	469	\$114,804,045	\$244,785	132	\$21,611,185	\$163,721
Plymouth-South Shore	569	\$220,379,452	\$387,310	206	\$46,981,911	\$228,068	723	\$232,259,100	\$321,244	181	\$34,990,012	\$193,315
<b>SOUTH SHORE</b>	<b>1102</b>	<b>\$365,860,589</b>	<b>\$331,997</b>	<b>325</b>	<b>\$69,627,422</b>	<b>\$214,238</b>	<b>1336</b>	<b>\$382,819,190</b>	<b>\$286,541</b>	<b>339</b>	<b>\$60,561,747</b>	<b>\$178,648</b>
Gr. Fall River	104	\$25,131,500	\$241,649	18	\$2,390,200	\$132,789	116	\$21,984,070	\$189,518	34	\$3,199,650	\$94,107
Gr. New Bedford	256	\$70,675,524	\$276,076	30	\$4,011,200	\$133,707	239	\$48,053,508	\$201,061	17	\$1,457,900	\$85,759
<b>SOUTHEAST</b>	<b>360</b>	<b>\$95,807,024</b>	<b>\$266,131</b>	<b>48</b>	<b>\$6,401,400</b>	<b>\$133,363</b>	<b>355</b>	<b>\$70,037,578</b>	<b>\$197,289</b>	<b>51</b>	<b>\$4,657,550</b>	<b>\$91,325</b>
<b>GR. BOSTON</b>	1945	\$988,748,904	\$508,354	1261	\$401,035,535	\$318,030	2179	\$961,068,661	\$441,060	1309	\$393,891,994	\$300,911
<b>CAPE COD</b>	810	\$332,404,715	\$410,376	158	\$32,095,276	\$203,135	836	\$268,938,032	\$321,696	174	\$29,643,670	\$170,366
E. Middlesex	244	\$95,530,718	\$391,519	87	\$20,324,600	\$233,616	262	\$87,897,327	\$335,486	75	\$14,997,200	\$199,963
Northeast	606	\$210,537,206	\$347,421	285	\$50,019,099	\$175,506	708	\$225,102,450	\$317,941	308	\$51,007,837	\$165,610
Gr. Newburyport	83	\$32,782,472	\$394,970	49	\$11,393,815	\$232,527	130	\$44,230,136	\$340,232	77	\$15,757,832	\$204,647
North Shore	657	\$253,079,626	\$385,205	314	\$74,834,800	\$238,327	700	\$237,158,210	\$338,797	246	\$49,072,426	\$199,481
<b>NORTHEAST</b>	<b>1590</b>	<b>\$591,930,022</b>	<b>\$372,283</b>	<b>735</b>	<b>\$156,572,314</b>	<b>\$213,024</b>	<b>1800</b>	<b>\$594,388,123</b>	<b>\$330,216</b>	<b>706</b>	<b>\$130,835,295</b>	<b>\$185,319</b>
Gr. Worcester	930	\$269,250,894	\$289,517	275	\$51,202,400	\$186,191	1024	\$263,690,107	\$257,510	239	\$36,219,840	\$151,547
N. Worcester County	415	\$106,171,257	\$255,834	78	\$11,383,995	\$145,949	484	\$105,610,638	\$218,204	84	\$10,757,605	\$128,067
<b>CENTRAL</b>	<b>1345</b>	<b>\$375,422,151</b>	<b>\$279,124</b>	<b>353</b>	<b>\$62,586,395</b>	<b>\$177,299</b>	<b>1508</b>	<b>\$369,300,745</b>	<b>\$244,894</b>	<b>323</b>	<b>\$46,977,445</b>	<b>\$145,441</b>
Berkshire County	218	\$45,516,272	\$208,790	8	\$1,965,500	\$245,688	235	\$52,493,925	\$223,378	12	\$2,587,900	\$215,658
Franklin-Hampshire	160	\$34,123,516	\$213,272	48	\$6,327,250	\$131,818	196	\$35,615,646	\$181,712	26	\$2,791,650	\$107,371
Springfield	669	\$108,163,770	\$161,680	89	\$9,269,038	\$104,146	727	\$106,890,567	\$147,030	84	\$8,723,228	\$103,848
<b>WEST</b>	<b>1047</b>	<b>\$187,803,558</b>	<b>\$179,373</b>	<b>145</b>	<b>\$17,561,788</b>	<b>\$121,116</b>	<b>1158</b>	<b>\$195,000,138</b>	<b>\$168,394</b>	<b>122</b>	<b>\$14,102,778</b>	<b>\$115,597</b>
<b>STATEWIDE</b>	<b>8,199</b>	<b>\$2,937,976,963</b>	<b>\$358,334</b>	<b>3,025</b>	<b>\$745,880,130</b>	<b>\$246,572</b>	<b>9,172</b>	<b>\$2,841,552,467</b>	<b>\$309,807</b>	<b>3,024</b>	<b>\$680,670,479</b>	<b>\$225,089</b>