

MASSACHUSETTS ASSOCIATION OF REALTORS®

CONDOMINIUM SALES AND AVERAGE SELLING PRICES

REGIONAL COMPARISONS FOR 3RD QUARTER OF 2003 vs 3RD QUARTER
OF 2002

CONDOS
Sales

<u>Region</u>	<u>2002</u>	<u>2003</u>	<u>Percentage Change</u>
Cape Cod	186	214	+ 15.1%
Central	433	564	+ 30.3%
Greater Boston	1,839	2,540	+ 38.1%
Northeast	969	1,202	+ 24.0%
Southeast	53	90	+ 69.8%
South Shore	502	591	+ 17.7%
West	212	285	+ 34.4%
STATEWIDE	4,194	5,486	+ 30.8%

AVERAGE SELLING PRICE

<u>Region</u>	<u>2002</u>	<u>2003</u>	<u>Percentage Change</u>
Cape Cod	\$199,669	\$247,669	+ 24.0%
Central	\$164,450	\$183,507	+ 11.6%
Greater Boston	\$326,371	\$345,787	+ 5.9%
Northeast	\$210,118	\$232,644	+ 10.7%
Southeast	\$107,590	\$156,471	+ 45.4%
South Shore	\$213,498	\$236,541	+ 10.8%
West	\$131,804	\$132,455	+ 0.5%
STATEWIDE	\$251,065	\$274,528	+ 9.3%

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

	<u>2003 Third Quarter</u>						<u>2002 Third Quarter</u>					
	<u>Single family sales</u>	<u>Single family Total \$ Volume</u>	<u>Average Selling Price</u>	<u>Condos do 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	235	\$67,964,004	\$289,209	46	\$8,656,000	\$188,174	163	\$40,931,495	\$251,113	39	\$6,694,724	\$171,660
Brockton	762	\$231,373,532	\$303,640	193	\$41,684,324	\$215,981	546	\$150,787,278	\$276,167	170	\$30,544,741	\$179,675
Plymouth-S Shore	1176	\$489,568,241	\$416,300	352	\$89,455,545	\$254,135	1043	\$412,207,133	\$395,213	293	\$69,936,529	\$238,691
SOUTH SHORE	2173	\$788,905,777	\$363,049	591	\$139,795,869	\$236,541	1752	\$603,925,906	\$344,707	502	\$107,175,994	\$213,498
Gr. Fall River	178	\$48,186,414	\$270,710	39	\$5,329,587	\$136,656	131	\$28,678,844	\$218,922	30	\$3,028,744	\$100,958
Gr. New Bedford	415	\$121,642,789	\$293,115	51	\$8,752,800	\$171,624	402	\$102,714,589	\$255,509	23	\$2,673,500	\$116,239
SOUTHEAST	593	\$169,829,203	\$286,390	90	\$14,082,387	\$156,471	533	\$131,393,433	\$246,517	53	\$5,702,244	\$107,590
BOSTON	3,751	\$2,055,481,344	\$547,982	2,540	\$878,298,463	\$345,787	3,314	\$1,772,085,946	\$534,727	1,839	\$600,196,372	\$326,371
CAPE COD	1134	\$517,814,120	\$456,626	214	\$53,001,063	\$247,669	1036	\$404,395,033	\$390,343	186	\$37,138,365	\$199,669
E. Middlesex	497	\$207,452,876	\$417,410	117	\$31,676,561	\$270,740	401	\$156,946,957	\$391,389	86	\$19,711,050	\$229,198
Northeast	1210	\$466,226,422	\$385,311	453	\$90,077,010	\$198,845	1002	\$375,362,272	\$374,613	379	\$68,700,716	\$181,268
Gr. Newburyport	212	\$88,431,693	\$417,131	111	\$29,989,650	\$270,177	191	\$73,801,560	\$386,396	84	\$18,817,435	\$224,017
North Shore	1221	\$519,636,193	\$425,582	521	\$127,894,429	\$245,479	952	\$384,106,117	\$403,473	420	\$96,375,006	\$229,464
NORTHEAST	3140	\$1,281,747,184	\$408,200	1202	\$279,637,650	\$232,644	2546	\$990,216,906	\$388,930	969	\$203,604,207	\$210,118
Gr. Worcester	1823	\$570,618,211	\$313,011	441	\$83,833,397	\$190,098	1556	\$428,785,221	\$275,569	333	\$57,867,438	\$173,776
N. Worcester Cty.	780	\$212,512,766	\$272,452	123	\$19,664,765	\$159,876	696	\$176,821,153	\$254,053	100	\$13,339,349	\$133,393
CENTRAL	2603	\$783,130,977	\$300,857	564	\$103,498,162	\$183,507	2252	\$605,606,374	\$268,919	433	\$71,206,787	\$164,450
Berkshire Cty	337	\$82,086,674	\$243,581	21	\$5,274,799	\$251,181	408	\$85,645,847	\$209,916	25	\$5,509,825	\$220,393
Franklin-Hampshire	435	\$101,882,732	\$234,213	86	\$11,689,820	\$135,928	381	\$81,542,813	\$214,023	52	\$6,791,585	\$130,607
Gr. Springfield	1,236	\$230,440,648	\$186,441	178	\$20,785,082	\$116,770	1,041	\$173,522,041	\$166,688	135	\$15,641,000	\$115,859
WEST	2008	\$414,410,054	\$206,380	285	\$37,749,701	\$132,455	1830	\$340,710,701	\$186,181	212	\$27,942,410	\$131,804
STATEWIDE	15,402	\$6,011,318,659	\$390,295	5,486	\$1,506,063,295	\$274,528	13,263	\$4,848,334,299	\$365,553	4,194	\$1,052,966,379	\$251,065