

MASSACHUSETTS ASSOCIATION OF REALTORS®

CONDOMINIUM SALES AND AVERAGE SELLING PRICES

REGIONAL COMPARISONS FOR 4TH QUARTER OF 2003 vs 4TH QUARTER OF 2002

CONDOS  
Sales

<u>Region</u>	<u>2002</u>	<u>2003</u>	<u>Percentage Change</u>
Cape Cod	204	252	+23.5 %
Central	400	474	+18.5 %
Greater Boston	1,384	1,756	+26.9 %
Northeast	793	998	+25.9 %
Southeast	49	63	+28.6 %
South Shore	341	443	+29.9 %
West	198	221	+11.6 %
STATEWIDE	3,369	4,207	+24.9 %

AVERAGE SELLING PRICE

<u>Region</u>	<u>2002</u>	<u>2003</u>	<u>Percentage Change</u>
Cape Cod	\$219,239	\$240,722	+ 9.8 %
Central	\$164,886	\$190,285	+15.4 %
Greater Boston	\$323,536	\$346,557	+ 7.1 %
Northeast	\$209,008	\$225,789	+ 8.0 %
Southeast	\$186,317	\$176,065	- 5.5 %
South Shore	\$226,373	\$237,388	+ 4.9 %
West	\$121,874	\$131,444	+ 7.9 %
STATEWIDE	\$247,744	\$268,613	+ 8.4 %

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 FOURTH QUARTER 2003 MLS SALES AND AVERAGE PRICES

	<u>2003 Fourth Quarter</u>						<u>2002 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>Single family Total \$ Volume</i>	<i>Average Selling Price</i>	<i>Condos</i>	<i>Total \$ Volume</i>	<i>Average Selling Price</i>
N. Bristol Cty	199	\$59,858,730	\$300,798	30	\$6,338,700	\$211,290	106	\$27,890,383	\$263,117	21	\$3,774,400	\$179,733
Brockton	660	\$195,271,724	\$295,866	172	\$38,868,655	\$225,981	522	\$150,928,248	\$289,135	115	\$22,965,098	\$199,697
Plymouth-S Shore	938	\$387,764,662	\$413,395	241	\$59,955,430	\$248,778	832	\$319,365,766	\$383,853	205	\$50,453,776	\$246,116
<b>SOUTH SHORE</b>	<b>1797</b>	<b>\$642,895,116</b>	<b>\$357,760</b>	<b>443</b>	<b>\$105,162,785</b>	<b>\$237,388</b>	<b>1460</b>	<b>\$498,184,397</b>	<b>\$341,222</b>	<b>341</b>	<b>\$77,193,274</b>	<b>\$226,373</b>
Gr. Fall River	161	\$45,725,764	\$284,011	28	\$4,181,500	\$149,339	128	\$29,307,013	\$228,961	20	\$2,696,950	\$134,848
Gr. New Bedford	409	\$126,309,184	\$308,824	35	\$6,910,564	\$197,445	333	\$88,690,427	\$266,338	29	\$6,432,600	\$221,814
<b>SOUTHEAST</b>	<b>570</b>	<b>\$172,034,948</b>	<b>\$301,816</b>	<b>63</b>	<b>\$11,092,064</b>	<b>\$176,065</b>	<b>461</b>	<b>\$117,997,440</b>	<b>\$255,960</b>	<b>49</b>	<b>\$9,129,550</b>	<b>\$186,317</b>
<b>BOSTON</b>	2856	\$1,465,695,206	\$513,199	1756	\$608,554,564	\$346,557	2422	\$1,162,555,340	\$479,998	1384	\$447,773,737	\$323,536
<b>CAPE COD</b>	1106	\$488,980,691	\$442,116	252	\$60,661,990	\$240,722	965	\$360,907,918	\$373,998	204	\$44,724,806	\$219,239
E. Middlesex	357	\$144,911,709	\$405,915	94	\$16,041,300	\$170,652	292	\$113,768,853	\$389,619	71	\$15,942,402	\$224,541
Northeast	973	\$368,902,588	\$379,139	384	\$78,331,389	\$203,988	842	\$299,558,313	\$355,770	332	\$60,852,601	\$183,291
Gr. Newburyport	131	\$60,546,639	\$462,188	95	\$25,214,494	\$265,416	161	\$63,053,691	\$391,638	62	\$14,266,799	\$230,110
North Shore	948	\$413,840,815	\$436,541	425	\$105,750,374	\$248,824	828	\$335,341,655	\$405,002	328	\$74,681,425	\$227,687
<b>NORTHEAST</b>	<b>2409</b>	<b>\$988,201,751</b>	<b>\$410,212</b>	<b>998</b>	<b>\$225,337,557</b>	<b>\$225,789</b>	<b>2123</b>	<b>\$811,722,512</b>	<b>\$382,347</b>	<b>793</b>	<b>\$165,743,227</b>	<b>\$209,008</b>
Gr. Worcester	1602	\$474,976,109	\$296,489	348	\$69,196,432	\$198,840	1243	\$340,673,125	\$274,073	302	\$51,684,227	\$171,140
N. Worcester Cty.	646	\$165,929,453	\$256,857	126	\$20,998,554	\$166,655	652	\$164,471,753	\$252,257	98	\$14,270,231	\$145,615
<b>CENTRAL</b>	<b>2248</b>	<b>\$640,905,562</b>	<b>\$285,100</b>	<b>474</b>	<b>\$90,194,986</b>	<b>\$190,285</b>	<b>1895</b>	<b>\$505,144,878</b>	<b>\$266,567</b>	<b>400</b>	<b>\$65,954,458</b>	<b>\$164,886</b>
Berkshire Cty	388	\$92,053,700	\$237,252	21	\$5,123,207	\$243,962	363	\$79,428,023	\$218,810	16	\$2,715,425	\$169,714
Franklin-Hampshire	306	\$67,354,483	\$220,113	57	\$7,968,100	\$139,791	290	\$58,138,775	\$200,479	43	\$5,678,950	\$132,069
Gr. Springfield	1108	\$203,051,107	\$183,259	143	\$15,957,875	\$111,594	1061	\$180,480,895	\$170,105	139	\$15,736,582	\$113,213
<b>WEST</b>	<b>1802</b>	<b>\$362,459,290</b>	<b>\$201,143</b>	<b>221</b>	<b>\$29,049,182</b>	<b>\$131,444</b>	<b>1714</b>	<b>\$318,047,693</b>	<b>\$185,559</b>	<b>198</b>	<b>\$24,130,957</b>	<b>\$121,874</b>
<b>STATEWIDE</b>	<b>12,788</b>	<b>\$4,761,172,564</b>	<b>\$372,316</b>	<b>4,207</b>	<b>\$1,130,053,128</b>	<b>\$268,613</b>	<b>11,040</b>	<b>\$3,774,560,178</b>	<b>\$341,899</b>	<b>3,369</b>	<b>\$834,650,009</b>	<b>\$247,744</b>