

MASSACHUSETTS ASSOCIATION OF REALTORS®

CONDOMINIUM SALES AND AVERAGE SELLING PRICES

REGIONAL COMPARISONS FOR YEAR END 2003 vs YEAR END OF 2002

CONDOS
Sales

<u>Region</u>	<u>2002</u>	<u>2003</u>	<u>Percentage Chan</u>
Cape Cod	831	851	+ 2.4 %
Central	1,626	1,861	+14.5 %
Greater Boston	6,454	7,664	+18.7 %
Northeast	3,417	3,964	+16.0 %
Southeast	221	261	+18.1 %
South Shore	1,642	1,837	+11.9 %
West	721	886	+22.9 %
STATEWIDE	14,912	17,324	+16.2%

AVERAGE SELLING PRICE

<u>Region</u>	<u>2002</u>	<u>2003</u>	<u>Percentage Chan</u>
Cape Cod	\$192,654	\$231,684	+20.3 %
Central	\$157,815	\$184,109	+16.7 %
Greater Boston	\$322,387	\$341,408	+ 5.9 %
Northeast	\$201,630	\$224,950	+11.6 %
Southeast	\$124,286	\$156,693	+26.1 %
South Shore	\$204,005	\$232,103	+13.8 %
West	\$123,439	\$129,633	+ 5.0 %
STATEWIDE	\$243,951	\$267,269	+ 9.6 %

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 2003 YEAR-END MLS SALES AND AVERAGE PRICES

	<u>2003 Year End</u>						<u>2002 Year End</u>					
	<u>Single family sales</u>	<u>Single family 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>Single family Total \$ Volume</u>	<u>Average Selling Price</u>	<u>Condos</u>	<u>Total \$ Volume</u>	<u>Average Selling Price</u>
N. Bristol Cty	749	\$212,585,458	\$283,826	122	\$23,739,450	\$194,586	597	\$157,602,120	\$263,990	125	\$20,706,724	\$165,654
Brockton	2446	\$717,964,054	\$293,526	622	\$132,007,276	\$212,230	2131	\$571,074,108	\$267,984	573	\$103,320,124	\$180,314
Plymouth-S Shore	3648	\$1,488,480,234	\$408,026	1093	\$270,626,429	\$247,600	3580	\$1,330,992,111	\$371,786	944	\$210,948,947	\$223,463
SOUTH SHORE	6843	\$2,419,029,746	\$353,504	1837	\$426,373,155	\$232,103	6308	\$2,059,668,339	\$326,517	1642	\$334,975,795	\$204,005
Gr. Fall River	581	\$152,555,228	\$262,574	109	\$15,105,187	\$138,580	553	\$117,913,327	\$213,225	124	\$12,997,244	\$104,816
Gr. New Bedford	1464	\$420,463,208	\$287,202	152	\$25,791,735	\$169,682	1375	\$335,968,762	\$244,341	97	\$14,470,050	\$149,176
SOUTHEAST	2045	\$573,018,436	\$280,205	261	\$40,896,922	\$156,693	1928	\$453,882,089	\$235,416	221	\$27,467,294	\$124,286
BOSTON	11616	\$6,129,393,742	\$527,668	7664	\$2,616,549,481	\$341,408	11270	\$5,614,490,192	\$498,180	6454	\$2,080,688,098	\$322,387
CAPE COD	4103	\$1,785,087,682	\$435,069	851	\$197,163,134	\$231,684	4075	\$1,481,286,852	\$363,506	831	\$160,095,341	\$192,654
E. Middlesex	1475	\$601,280,640	\$407,648	425	\$98,857,360	\$232,606	1331	\$500,579,463	\$376,093	337	\$75,258,085	\$223,318
Northeast	3819	\$1,432,631,396	\$375,133	1501	\$293,476,333	\$195,521	3476	\$1,221,566,906	\$351,429	1420	\$246,459,399	\$173,563
Gr. Newburyport	599	\$250,929,978	\$418,915	338	\$86,292,547	\$255,303	678	\$252,493,092	\$372,409	318	\$70,864,337	\$222,844
North Shore	3765	\$1,580,647,232	\$419,827	1700	\$413,074,783	\$242,985	3535	\$1,368,927,656	\$387,250	1342	\$296,386,780	\$220,855
NORTHEAST	9658	\$3,865,489,246	\$400,237	3964	\$891,701,023	\$224,950	9020	\$3,343,567,117	\$370,684	3417	\$688,968,601	\$201,630
Gr. Worcester	5831	\$1,761,432,025	\$302,081	1443	\$277,623,253	\$192,393	5266	\$1,431,960,493	\$271,926	1251	\$205,976,492	\$164,649
N. Worcester Cty.	2502	\$660,868,401	\$264,136	418	\$65,003,854	\$155,512	2482	\$598,320,918	\$241,064	375	\$50,631,054	\$135,016
CENTRAL	8333	\$2,422,300,426	\$290,688	1861	\$342,627,107	\$184,109	7748	\$2,030,281,411	\$262,039	1626	\$256,607,546	\$157,815
Berkshire Cty	1253	\$280,405,711	\$223,787	77	\$18,996,306	\$246,705	1353	\$293,815,272	\$217,158	70	\$14,351,650	\$205,024
Franklin-Hampshire	1179	\$263,918,490	\$223,849	254	\$34,326,891	\$135,145	1182	\$233,492,339	\$197,540	166	\$21,144,475	\$127,376
Gr. Springfield	4010	\$718,057,423	\$179,067	555	\$61,531,355	\$110,867	3886	\$631,746,358	\$162,570	485	\$53,503,360	\$110,316
WEST	6442	\$1,262,381,624	\$195,961	886	\$114,854,552	\$129,633	6421	\$1,159,053,969	\$180,510	721	\$88,999,485	\$123,439
STATEWIDE	49,040	\$18,456,700,902	\$376,360	17,324	\$4,630,165,374	\$267,269	46,770	\$16,142,229,969	\$345,141	14,912	\$3,637,802,160	\$243,951