

MASSACHUSETTS ASSOCIATION OF REALTORS YEAR END 1996 MLS MULTI-FAMILY SALES

| | <u>1998 Fourth Quarter</u> | | <u>1997 Fourth Quarter</u> | |
|---------------------|----------------------------|-------------------------------------|----------------------------|------------------------------|
| | <i>Multi family sales</i> | <i>Multi family Total \$ Volume</i> | <i>Multi family sales</i> | <i>Multi Family Total \$</i> |
| N. Bristol County | 20 | \$2,700,700 | 16 | \$1,824,000 |
| South Shore | 39 | \$7,802,290 | n/a | |
| Plymouth County | 7 | \$1,287,000 | 9 | \$1,446,000 |
| SOUTH SHORE | 66 | \$11,789,990 | 25 | \$3,270,000 |
| Gr. Fall River | 46 | \$6,299,150 | 41 | \$4,869,005 |
| Gr. New Bedford | 85 | \$8,575,900 | 61 | \$5,567,696 |
| SOUTHEAST | 131 | \$14,875,050 | 102 | \$10,436,701 |
| BOSTON | 705 | \$155,695,390 | 674 | \$126,798,025 |
| CAPE COD | 26 | \$3,991,400 | 22 | \$3,344,300 |
| E. Middlesex | 25 | \$5,928,550 | 33 | \$6,759,100 |
| *Northeast | 179 | \$19,741,605 | 176 | \$16,376,676 |
| Gr. Newburyport | 11 | \$1,868,100 | 10 | \$2,223,500 |
| **North Shore | 215 | \$33,772,850 | 157 | \$21,841,190 |
| NORTHEAST | 430 | \$61,311,105 | 376 | \$47,200,466 |
| Gr. Worcester | 163 | \$19,044,205 | 127 | \$13,503,570 |
| N. Worcester County | 66 | \$6,340,050 | 71 | \$5,508,790 |
| CENTRAL | 229 | \$25,384,255 | 198 | \$19,012,360 |
| Berkshire County | 30 | \$2,472,150 | 25 | \$1,685,625 |
| Franklin-Hampshire | 38 | \$5,200,950 | 33 | \$3,894,000 |
| Gr. Springfield | 143 | \$10,199,210 | 132 | \$8,914,943 |
| WEST | 211 | \$17,872,310 | 190 | \$14,494,568 |
| STATEWIDE | 1,798 | \$290,919,500 | 1587 | \$224,556,420 |

*Northeast Assn. covers the Gr. Lawrence area, and was formerly recognized as Gr. Lawrence in past reports.

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