

MASSACHUSETTS ASSOCIATION OF REALTORS®

Detached Single-family Home Sales

|                      |                    |                 |
|----------------------|--------------------|-----------------|
| <u>October '01</u>   | <u>October '02</u> | <u>% Change</u> |
| 3,861                | 3,989              | + 3.3%          |
| <u>September '02</u> | <u>October '02</u> | <u>% Change</u> |
| 3,859                | 3,989              | + 3.4%          |

Condominium Sales

|                      |                    |                 |
|----------------------|--------------------|-----------------|
| <u>October '01</u>   | <u>October '02</u> | <u>% Change</u> |
| 1,055                | 1,197              | + 13.5%         |
| <u>September '02</u> | <u>October '02</u> | <u>% Change</u> |
| 1,221                | 1,197              | - 2.0%          |

Detached Single-family Home Average Selling Price

|                      |                    |                 |
|----------------------|--------------------|-----------------|
| <u>October '01</u>   | <u>October '02</u> | <u>% Change</u> |
| \$310,713            | \$339,751          | + 9.3%          |
| <u>September '02</u> | <u>October '02</u> | <u>% Change</u> |
| \$348,060            | \$339,751          | - 2.4%          |

Condominium Average Selling Price

|                      |                    |                 |
|----------------------|--------------------|-----------------|
| <u>October '01</u>   | <u>October '02</u> | <u>% Change</u> |
| \$206,671            | \$236,436          | + 14.4%         |
| <u>September '02</u> | <u>October '02</u> | <u>% Change</u> |
| \$243,172            | \$236,436          | - 2.8%          |

NOTE: Figures reflect data from 5 of 5 REALTOR®-affiliated Multiple Listing Services in Massachusetts as of November 21, 2002.