Massachusetts Association of Realtors®

Single Family Home Sales and Selling Prices

3rd Quarter Regional Comparisons

Sales

| Region | 2009 | 2010 | Percentage Change |
|---|---|---|---|
| Cape Cod | 197 | 173 | -12.2% |
| Central | 382 | 280 | -26.7% |
| Greater Boston | 2,798 | 2,065 | -26.2% |
| Northeast | 906 | 650 | -28.3% |
| Southeast | 46 | 28 | -39.1% |
| South Shore | 480 | 361 | -24.8% |
| West | 218 | 157 | -28.0% |
| STATEWIDE | 11,920 | 9,450 | -20.7% |

Median Selling Prices

| Region | 2009 | 2010 | Percentage Change |
|---|---|---|---|
| Cape Cod | $ 323,000 | $ 348,750 | 8.0% |
| Central | $ 228,000 | $ 229,900 | 0.8% |
| Greater Boston | $ 460,000 | $ 485,000 | 5.4% |
| Northeast | $ 335,000 | $ 352,950 | 5.4% |
| Southeast | $ 225,000 | $ 224,950 | 0.0% |
| South Shore | $ 295,500 | $ 299,700 | 1.4% |
| West | $ 195,450 | $ 200,000 | 2.3% |
| STATEWIDE | $ 304,900 | $ 320,000 | 5.0% |

*Figures reflect data from 3 of 3 REALTOR® affiliated Multiple Listing Services in Massachusetts as of October 16, 2010.*

Massachusetts Association of Realtors®

Condominium Sales and Selling Prices

3rd Quarter Regional Comparisons

Sales

| Region | 2009 | 2010 | Percentage Change |
|---|---|---|---|
| Cape Cod | 197 | 173 | -12.2% |
| Central | 382 | 280 | -26.7% |
| Greater Boston | 2,798 | 2,065 | -26.2% |
| Northeast | 906 | 650 | -28.3% |
| Southeast | 46 | 28 | -39.1% |
| South Shore | 480 | 361 | -24.8% |
| West | 218 | 157 | -28.0% |
| STATEWIDE | 5,027 | 3,714 | -26.1% |

Median Selling Prices

| Region | 2009 | 2010 | Percentage Change |
|---|---|---|---|
| Cape Cod | $ 237,000 | $ 245,000 | 3.4% |
| Central | $ 167,000 | $ 170,850 | 2.3% |
| Greater Boston | $ 341,750 | $ 369,250 | 8.0% |
| Northeast | $ 210,000 | $ 205,950 | -1.9% |
| Southeast | $ 140,050 | $ 152,500 | 8.9% |
| South Shore | $ 207,250 | $ 200,000 | -3.5% |
| West | $ 158,500 | $ 142,000 | -10.4% |
| STATEWIDE | $ 273,000 | $ 285,000 | 4.4% |

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MASSACHUSETTS ASSOCIATION OF REALTORS
THIRD QUARTER

| Single-Family Sales | Q3 - 2010 | | | | Q3 - 2009 | | | |
|---|---|---|---|---|---|---|---|---|
| **Regions** | **Single-Family Sales** | ***Total $ Volume*** | ***Median Selling Price*** | ***Average Selling Price*** | **Single-Family Sales** | ***Total $ Volume*** | ***Median Selling Price*** | ***Average Selling Price*** |
| Cape Cod | 803 | $387,102,830 | $348,750 | $482,071 | 835 | $386,222,141 | $323,000 | $462,541 |
| Central | 1376 | $366,928,067 | $229,900 | $266,663 | 1835 | $484,995,156 | $228,000 | $264,303 |
| Greater Boston | 2399 | $1,455,976,509 | $485,000 | $606,910 | 2973 | $1,732,953,550 | $460,000 | $582,897 |
| Northeast | 1828 | $737,880,201 | $352,950 | $403,654 | 2286 | $865,749,673 | $335,000 | $378,718 |
| Southeast | 369 | $93,645,836 | $224,950 | $253,783 | 484 | $131,116,720 | $225,000 | $270,902 |
| South Shore | 1516 | $545,304,293 | $299,700 | $359,699 | 1932 | $655,232,509 | $295,500 | $339,147 |
| West | 1159 | $278,329,055 | $200,000 | $240,146 | 1575 | $368,547,286 | $195,450 | $233,998 |
| **Statewide** | 9450 | $3,865,166,791 | $320,000 | $409,012 | 11920 | $4,624,817,035 | $304,900 | $387,988 |

| Condo Sales | Q3 - 2010 | | | | Q3 - 2009 | | | |
|---|---|---|---|---|---|---|---|---|
| **Regions** | ***Condo Sales*** | ***Total $ Volume*** | ***Median Selling Price*** | ***Average Selling Price*** | ***Condo Sales*** | ***Total $ Volume*** | ***Median Selling Price*** | ***Average Selling Price*** |
| Cape Cod | 173 | $ 51,780,552 | $245,000 | $299,310 | 197 | $ 57,063,205 | $237,000 | $289,661 |
| Central | 280 | $ 53,601,527 | $170,850 | $191,434 | 382 | $ 70,545,237 | $167,000 | $184,673 |
| Greater Boston | 2065 | $ 942,719,453 | $369,250 | $456,523 | 2798 | $ 1,156,627,729 | $341,750 | $413,377 |
| Northeast | 650 | $ 154,385,562 | $205,950 | $237,516 | 906 | $ 211,434,180 | $210,000 | $233,371 |
| Southeast | 28 | $ 6,344,550 | $152,500 | $226,591 | 46 | $ 8,539,550 | $140,050 | $185,642 |
| South Shore | 361 | $ 91,061,634 | $200,000 | $252,248 | 480 | $ 108,476,463 | $207,250 | $225,993 |
| West | 157 | $ 26,213,451 | $142,000 | $166,965 | 218 | $ 41,660,341 | $158,500 | $191,102 |
| **Statewide** | 3714 | $ 1,326,106,729 | $285,000 | $357,056 | 5027 | $ 1,654,346,705 | $273,000 | $329,092 |

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