Massachusetts Association of Realtors®

Single Family Home Sales and Selling Prices

Regional Comparisons for 4th Quarter of 2010 vs. 4th Quarter of 2009

Sales

Region	2009	2010	Percentage Change
Cape Cod	889	772	-13.2%
Central	1773	1361	-23.2%
Greater Boston	2283	1887	-17.3%
Northeast	1979	1631	-17.6%
Southeast	504	364	-27.8%
South Shore	1765	1401	-20.6%
West	1437	1120	-22.1%
STATEWIDE	10630	8536	-19.7%

Median Selling Prices

Region	2009	2010	Percentage Change
Cape Cod	$338,900	$346,000	2.1%
Central	$225,000	$215,000	-4.4%
Greater Boston	$425,000	$445,000	4.7%
Northeast	$329,000	$325,000	-1.2%
Southeast	$225,050	$229,000	1.8%
South Shore	$283,000	$280,000	-1.1%
West	$180,000	$190,500	5.8%
STATEWIDE	$290,000	$292,500	0.9%

Figures reflect data from 3 of 3 Realtor® affiliated Multiple Listing Services in Massachusetts as of January 16, 2010.

Massachusetts Association of Realtors®

Condominium Sales and Selling Prices

Regional Comparisons for 4th Quarter of 2010 vs. 4th Quarter of 2009

Sales

Region	2009	2010	Percentage Change
Cape Cod	205	182	-11.2%
Central	378	277	-26.7%
Greater Boston	2133	1606	-24.7%
Northeast	874	601	-31.2%
Southeast	46	38	-17.4%
South Shore	497	341	-31.4%
West	223	147	-34.1%
STATEWIDE	4356	3192	-26.7%

Median Selling Prices

Region	2009	2010	Percentage Change
Cape Cod	$267,500	$250,000	-6.5%
Central	$169,900	$159,900	-5.9%
Greater Boston	$324,500	$355,000	9.4%
Northeast	$204,000	$197,500	-3.2%
Southeast	$161,500	$115,500	-28.5%
South Shore	$209,000	$199,900	-4.4%
West	$155,000	$157,000	1.3%
STATEWIDE	$246,000	$260,000	5.7%

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MASSACHUSETTS ASSOCIATION OF REALTORS(R)
FOURTH QUARTER 2010

Single-Family Sales	Q4 - 2010				Q4 - 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	772	$389,421,255	$346,000	$504,432	889	$420,237,955	$338,900	$472,709
Central	1361	$349,132,485	$215,000	$256,526	1773	$453,173,066	$225,000	$255,597
Greater Boston	1887	$1,083,465,000	$445,000	$574,173	2283	$1,248,148,722	$425,000	$546,714
Northeast	1631	$620,313,059	$325,000	$380,327	1979	$746,575,956	$329,000	$377,249
Southeast	364	$106,107,570	$229,000	$291,504	504	$134,123,856	$225,050	$266,119
South Shore	1401	$471,800,614	$280,000	$336,760	1765	$576,897,263	$283,000	$326,854
West	1120	$249,706,597	$190,500	$222,952	1437	$302,376,325	$180,000	$210,422
Statewide	8536	$3,269,946,580	$292,500	$383,077	10630	$3,881,533,143	$290,000	$365,149

Condo Sales	Q4 - 2010				Q4 - 2009			
Regions	***Condo Sales***	***Total $ Volume***	***Median Selling Price***	***Average Selling Price***	***Condo Sales***	***Total $ Volume***	***Median Selling Price***	***Average Selling Price***
Cape Cod	182	$ 52,695,425	$250,000	$289,535	205	$ 60,204,423	$267,500	$293,680
Central	277	$ 50,945,614	$159,900	$183,919	378	$ 69,099,011	$169,900	$182,802
Greater Boston	1606	$ 755,176,045	$355,000	$470,222	2133	$ 848,397,160	$324,500	$397,748
Northeast	601	$ 128,807,038	$197,500	$214,321	874	$ 194,053,425	$204,000	$222,029
Southeast	38	$ 5,714,105	$115,500	$150,371	46	$ 8,140,377	$161,500	$176,965
South Shore	341	$ 80,861,997	$199,900	$237,132	497	$ 111,071,140	$209,000	$223,483
West	147	$ 26,188,168	$157,000	$178,151	223	$ 41,299,414	$155,000	$185,199
Statewide	3192	$ 1,100,388,392	$260,000	$344,733	4356	$ 1,332,264,950	$246,000	$305,846

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