

MASSACHUSETTS ASSOCIATION OF REALTORS

Detached Single-family Home Sales

| | | |
|-------------------|-------------------|-----------------|
| <u>August '00</u> | <u>August '01</u> | <u>% Change</u> |
| 4,787 | 5,526 | + 15.4% |
| <u>July '01</u> | <u>August '01</u> | <u>% Change</u> |
| 4,843 | 5,526 | + 14.1% |

Condominium Sales

| | | |
|-------------------|-------------------|-----------------|
| <u>August '00</u> | <u>August '01</u> | <u>% Change</u> |
| 1,429 | 1,660 | + 16.2% |
| <u>July '01</u> | <u>August '01</u> | <u>% Change</u> |
| 1,399 | 1,660 | + 18.7% |

Detached Single-family Home Average Selling Price

| | | |
|-------------------|-------------------|-----------------|
| <u>August '00</u> | <u>August '01</u> | <u>% Change</u> |
| \$303,718 | \$330,344 | + 8.8% |
| <u>July '01</u> | <u>August '01</u> | <u>% Change</u> |
| \$321,649 | \$330,344 | + 2.7% |

Condominium Average Selling Price

| | | |
|-------------------|-------------------|-----------------|
| <u>August '00</u> | <u>August '01</u> | <u>% Change</u> |
| \$189,208 | \$218,345 | + 15.4% |
| <u>July '01</u> | <u>August '01</u> | <u>% Change</u> |
| \$214,025 | \$218,345 | + 2.0% |

NOTE: Figures reflect data from 5 of 5 REALTOR-affiliated Multiple Listing Services in Massachusetts as of September 21, 2001.