

MASSACHUSETTS ASSOCIATION OF REALTORS

Detached Single-family Home Sales

| <u>December '00</u> | <u>December '01</u> | <u>% Change</u> |
|---------------------|---------------------|-----------------|
| 3,523               | 3,426               | - 2.8%          |
| <u>November '01</u> | <u>December '01</u> | <u>% Change</u> |
| 3,650               | 3,426               | - 6.1%          |

Condominium Sales

| <u>December '00</u> | <u>December '01</u> | <u>% Change</u> |
|---------------------|---------------------|-----------------|
| 921                 | 861                 | - 6.5%          |
| <u>November '01</u> | <u>December '01</u> | <u>% Change</u> |
| 997                 | 861                 | - 13.6%         |

Detached Single-family Home Average Selling Price

| <u>December '00</u> | <u>December '01</u> | <u>% Change</u> |
|---------------------|---------------------|-----------------|
| \$289,707           | \$298,273           | + 3.0%          |
| <u>November '01</u> | <u>December '01</u> | <u>% Change</u> |
| \$298,628           | \$298,273           | - 0.1%          |

Condominium Average Selling Price

| <u>December '00</u> | <u>December '01</u> | <u>% Change</u> |
|---------------------|---------------------|-----------------|
| \$183,997           | \$213,290           | + 15.9%         |
| <u>November '01</u> | <u>December '01</u> | <u>% Change</u> |
| \$211,613           | \$213,290           | + 0.8%          |

NOTE: Figures reflect data from 5 of 5 REALTOR-affiliated Multiple Listing Services in Massachusetts as of January 18, 2002.