MASSACHUSETTS ASSOCIATION OF REALTORS®

CONDOMINIUM SALES AND MEDIAN SELLING PRICES

REGIONAL COMPARISONS FOR 3RD QUARTER OF 2004 vs 3RD QUARTER OF 2003

SALES

Region	2003	2004	Percentage Change
Cape Cod	221	266	+ 20.4%
Central	524	633	+ 20.8%
Greater Boston	2,005	2,908	+ 45.1%
Northeast	1,144	1,436	+ 25.5%
Southeast	83	70	- 15.7%
South Shore	568	638	+ 12.3%
West	292	277	- 5.1%
STATEWIDE	4,837	6,228	+ 28.7%

MEDIAN SELLING PRICE

Region	2003	2004	Percentage Change
Cape Cod	$220,000	$254,500	+ 15.7%
Central	$168,900	$197,500	+ 17.0%
Greater Boston	$310,000	$342,000	+ 10.3%
Northeast	$217,250	$229,900	+ 5.8%
Southeast	$125,500	$183,100	+ 45.9%
South Shore	$220,000	$247,500	+ 12.5%
West	$119,900	$135,000	+ 12.6%
STATEWIDE	$233,000	$267,850	+ 15.0%

Data for this report reflects residential sales reported to Realtor®-affiliated multiple listing services systems in Massachusetts, including the MLS Property Information Network, Inc.; the Multiple Listing Service of the Berkshire County Board of Realtors®; Cape Cod & Islands Multiple Listing Service, Inc.; the North Bristol County Board of Realtors® MLS; and Southeastern Mass. MLS.

MASSACHUSETTS ASSOCIATION OF REALTORS
THIRD QUARTER 2004
HOME SALES AND SELLING PRICES

	2004 Third Quarter						2003 Third Quarter					
	Single family sales	***Median Selling Price***	***Average Selling Price***	***Condos***	***Median Selling Price***	***Average Selling Price***	***Single family sales***	***Median Selling Price***	***Average Selling Price***	***Condos***	***Median Selling Price***	***Average Selling Price***
N. Bristol Cty	185	$314,950	$329,159	28	$221,825	$217,923	256	$279,900	$298,130	45	$182,600	$197,822
Brockton	762	$308,500	$334,860	240	$239,700	$248,865	772	$280,000	$306,393	200	$218,950	$218,617
Plymouth-S Shore	1349	$389,900	$469,799	370	$255,000	$297,898	1099	$349,000	$407,470	323	$226,500	$247,632
SOUTH SHORE	**2296**	**$349,000**	**$413,684**	**638**	**$247,500**	**$275,943**	**2127**	**$310,000**	**$357,624**	**568**	**$220,000**	**$233,470**
Gr. Fall River	234	$278,500	$319,757	24	$179,500	$169,000	176	$250,000	$276,908	40	$129,900	$137,240
Gr. New Bedford	390	$279,900	$349,825	46	$252,500	$250,160	357	$230,500	$260,837	43	$110,000	$146,607
SOUTHEAST	**624**	**$275,000**	**$338,550**	**70**	**$183,100**	**$222,334**	**533**	**$239,900**	**$266,144**	**83**	**$125,500**	**$142,093**
BOSTON	**3567**	**$493,000**	**$631,814**	**2,908**	**$342,000**	**$399,448**	**3116**	**$434,950**	**$559,073**	**2,005**	**$310,000**	**$352,212**
CAPE COD	**1107**	**$369,900**	**$547,843**	**266**	**$254,500**	**$292,847**	**1308**	**$335,000**	**$449,846**	**221**	**$220,000**	**$253,364**
E. Middlesex	451	$410,000	$446,465	116	$234,950	$267,951	474	$382,875	$422,839	110	$264,000	$278,592
Northeast	1217	$363,700	$426,093	525	$206,000	$224,196	1083	$322,500	$376,837	425	$185,000	$201,164
Gr. Newburyport	182	$417,000	$476,703	135	$280,000	$307,434	210	$380,000	$430,974	110	$241,500	$271,924
North Shore	1223	$390,000	$481,520	660	$240,000	$264,633	1195	$350,000	$426,237	499	$232,000	$249,146
NORTHEAST	**3073**	**$385,000**	**$454,139**	**1436**	**$229,900**	**$254,141**	**2962**	**$350,000**	**$407,967**	**1144**	**$217,250**	**$236,342**
Gr. Worcester	1922	$299,950	$345,801	512	$210,000	$225,711	1705	$277,000	$314,224	411	$172,000	$189,316
N. Worcester Cty.	823	$253,000	$299,360	121	$175,000	$185,031	732	$230,000	$273,858	113	$153,750	$162,216
CENTRAL	**2745**	**$285,000**	**$331,877**	**633**	**$197,500**	**$217,935**	**2437**	**$265,000**	**$302,099**	**524**	**$168,900**	**$183,471**
Berkshire Cty	359	$197,700	$316,946	24	$217,500	$349,090	370	$185,000	$253,106	30	$257,250	$239,938
Pioneer Valley	1670	$189,100	$225,101	253	$132,000	$145,540	1659	$159,400	$203,668	262	$106,000	$125,282
WEST	**2029**	**$190,000**	**$241,352**	**277**	**$135,000**	**$163,176**	**2029**	**$170,000**	**$212,683**	**292**	**$119,900**	**$137,062**
STATEWIDE	**15,441**	**$350,000**	**$441,519**	**6,228**	**$267,850**	**$317,792**	**14,512**	**$315,000**	**$386,517**	**4,837**	**$233,000**	**$271,474**