MASSACHUSETTS ASSOCIATION OF REALTORS®

CONDOMINIUM SALES AND AVERAGE SELLING PRICES

REGIONAL COMPARISONS FOR 4TH QUARTER OF 2004 vs 4TH QUARTER OF 2003

SALES

Region	2003	2004	Percentage Change
Cape Cod	265	207	-21.9 %
Central	430	548	+27.4 %
Greater Boston	1,379	2,094	+51.8 %
Northeast	937	1,139	+21.6 %
Southeast	59	57	- 3.4 %
South Shore	409	461	+12.5 %
West	221	199	-10.0 %
STATEWIDE	3,700	4,705	+27.2 %

MEDIAN SELLING PRICE

Region	2003	2004	Percentage Change
Cape Cod	$220,000	$262,000	+19.1 %
Central	$171,700	$188,950	+10.0 %
Greater Boston	$300,000	$325,000	+ 8.3 %
Northeast	$208,900	$228,900	+ 9.6 %
Southeast	$137,500	$149,900	+ 8.0 %
South Shore	$229,900	$247,500	+ 7.6 %
West	$120,000	$140,000	+16.6 %
STATEWIDE	$226,500	$260,000	+14.8 %

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
FOURTH QUARTER 2004
HOME SALES AND SELLING PRICES

	2004 Fourth Quarter						2003 Fourth 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	138	$320,000	$334,742	25	$238,500	$241,672	228	$286,150	$299,115	31	$190,000	$207,858
Tri Cty./Brockton	640	$314,000	$335,831	184	$254,500	$242,646	641	$275,000	$294,545	165	$236,500	$225,706
Plymouth-S Shore	965	$390,000	$463,064	252	$269,000	$290,624	841	$345,000	$396,334	213	$230,000	$250,802
SOUTH SHORE	**1743**	**$352,000**	**$406,186**	**461**	**$247,500**	**$268,820**	**1710**	**$307,250**	**$345,215**	**409**	**$229,900**	**$237,423**
Gr. Fall River	209	$285,000	$318,175	32	$153,500	$175,688	157	$250,000	$287,344	28	$138,700	$149,339
Gr. New Bedford	337	$266,500	$325,555	25	$138,950	$180,812	343	$240,500	$277,725	31	$130,000	$187,957
SOUTHEAST	**546**	**$274,750**	**$322,730**	**57**	**$149,900**	**$177,935**	**500**	**$245,000**	**$280,745**	**59**	**$137,500**	**$169,630**
BOSTON	**2582**	**$456,250**	**$584,880**	**2,094**	**$325,000**	**$387,326**	**2316**	**$410,000**	**$512,624**	**1,379**	**$300,000**	**$341,276**
CAPE COD	**1081**	**$380,000**	**$529,420**	**207**	**$262,000**	**$301,587**	**1247**	**$336,700**	**$435,519**	**265**	**$220,000**	**$239,981**
E. Middlesex	393	$410,000	$441,913	130	$264,450	$278,626	343	$380,000	$409,095	85	$218,000	$252,406
Northeast	905	$350,000	$412,424	405	$208,900	$223,912	878	$327,500	$371,537	351	$189,000	$201,124
Gr. Newburyport	142	$422,500	$444,524	106	$259,500	$279,943	136	$382,500	$442,052	94	$242,500	$266,122
North Shore	901	$370,000	$456,168	498	$234,450	$254,429	912	$355,000	$438,610	407	$232,000	$251,389
NORTHEAST	**2341**	**$375,000**	**$436,158**	**1139**	**$228,900**	**$248,714**	**2269**	**$351,229**	**$408,400**	**937**	**$208,900**	**$234,130**
Gr. Worcester	1464	$296,750	$335,179	423	$198,000	$218,343	1446	$266,000	$293,251	318	$177,250	$193,370
N. Central	709	$247,950	$280,546	125	$177,900	$183,914	603	$218,250	$257,136	112	$159,000	$162,033
CENTRAL	**2173**	**$280,000**	**$317,353**	**548**	**$188,950**	**$210,489**	**2049**	**$256,900**	**$282,623**	**430**	**$171,700**	**$185,207**
Berkshire Cty	296	$202,500	$303,541	26	$186,950	$278,114	369	$160,000	$240,754	21	$227,500	$243,962
Pioneer Valley	1409	$187,000	$215,520	173	$136,000	$145,034	1392	$159,000	$191,508	200	$95,000	$121,220
WEST	**1705**	**$189,000**	**$230,801**	**199**	**$140,000**	**$162,421**	**1761**	**$165,000**	**$201,827**	**221**	**$120,000**	**$132,883**
STATEWIDE	**12,171**	**$345,000**	**$416,632**	**4,705**	**$260,000**	**$305,741**	**11,852**	**$306,000**	**$364,680**	**3,700**	**$226,500**	**$262,085**