MASSACHUSETTS ASSOCIATION OF REALTORS®

CONDOMINIUM SALES AND AVERAGE SELLING PRICES

REGIONAL COMPARISONS FOR YEAR END 2004 vs YEAR END OF 2003

SALES

Region	2003	2004	Percentage Change
Cape Cod	901	993	+10.2 %
Central	1,746	2,149	+23.1 %
Greater Boston	6,186	8,811	+42.5 %
Northeast	3,805	4,696	+23.4 %
Southeast	248	249	+ 0.4 %
South Shore	1,777	2,023	+13.8 %
West	897	860	- 4.1 %
STATEWIDE	15,560	19,781	+27.1 %

MEDIAN SELLING PRICE

Region	2003	2004	Percentage Change
Cape Cod	$220,000	$250,000	+14.0 %
Central	$176,300	$185,000	+ 5.0 %
Greater Boston	$305,000	$330,000	+ 8.2 %
Northeast	$209,950	$225,000	+ 7.2 %
Southeast	$108,000	$145,000	+34.2 %
South Shore	$239,950	$245,000	+ 2.1 %
West	$115,000	$134,000	+16.5 %
STATEWIDE	$200,000	$259,000	+30.0 %

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
YEAR END 2004
HOME SALES AND HOUSING PRICES

	2004 Year End						2003 Year End					
	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	689	$309,700	$328,378	110	$223,000	$225,199	872	$247,000	$293,408	124	$164,900	$199,696
Tri-County/Brock	2582	$300,000	$324,897	730	$239,000	$241,260	2478	$245,000	$295,086	646	$180,000	$212,619
Plymouth-S Shore	4151	$382,000	$460,810	1183	$252,000	$287,666	3408	$310,000	$398,267	1007	$194,700	$245,235
SOUTH SHORE	**7422**	**$342,000**	**$401,234**	**2023**	**$245,000**	**$267,524**	**6758**	**$305,000**	**$346,903**	**1777**	**$239,950**	**$230,201**
Gr. Fall River	746	$275,000	$305,829	111	$145,000	$158,860	586	$189,900	$266,884	113	$89,950	$138,094
Gr. New Bedford	1298	$260,000	$323,786	138	$147,450	$210,307	1240	$198,000	$256,674	135	$79,900	$153,043
SOUTHEAST	**2044**	**$265,000**	**$317,232**	**249**	**$145,000**	**$187,372**	**1826**	**$245,000**	**$259,950**	**248**	**$108,000**	**$146,231**
BOSTON	**11178**	**$469,000**	**$610,625**	**8811**	**$330,000**	**$395,656**	**9658**	**$421,499**	**$539,496**	**6186**	**$305,000**	**$344,651**
CAPE COD	**4663**	**$360,000**	**$510,930**	**993**	**$250,000**	**$286,204**	**4744**	**$336,250**	**$428,617**	**901**	**$220,000**	**$235,365**
E. Middlesex	1479	$405,000	$444,768	427	$237,500	$266,432	1417	$349,900	$413,446	408	$205,000	$253,553
Northeast	3809	$346,000	$402,586	1720	$201,800	$222,890	3502	$298,000	$370,743	1413	$160,500	$196,540
Gr. Newburyport	595	$410,000	$459,430	434	$269,950	$306,555	601	$335,900	$427,172	336	$211,350	$257,692
North Shore	3935	$375,000	$463,931	2115	$232,500	$256,282	3680	$322,500	$424,014	1648	$201,500	$246,104
NORTHEAST	**9818**	**$372,700**	**$436,972**	**4696**	**$225,000**	**$249,621**	**9200**	**$352,000**	**$402,315**	**3805**	**$209,950**	**$229,520**
Worcester Reg	6017	$294,000	$333,459	1715	$196,000	$214,728	5475	$93,000	$304,694	1363	$150,000	$193,534
North Central MA	2755	$250,000	$291,887	434	$171,900	$176,359	2352	$150,000	$267,091	383	$132,000	$156,027
CENTRAL	**8772**	**$280,000**	**$320,403**	**2149**	**$185,000**	**$206,979**	**7827**	**$255,000**	**$293,394**	**1746**	**$176,300**	**$185,306**
Berkshire Cty	1258	$191,650	$297,338	91	$229,500	$301,820	1245	$201,500	$232,392	87	$166,000	$250,897
Gr. Springfield	5406	$180,000	$216,167	769	$130,000	$143,749	5161	$132,000	$192,946	810	$93,000	$128,379
WEST	**6664**	**$182,000**	**$231,491**	**860**	**$134,000**	**$160,475**	**6406**	**$162,500**	**$200,612**	**897**	**$115,000**	**$140,262**
STATEWIDE	**50,561**	**$340,000**	**$424,791**	**19,781**	**$259,000**	**$309,044**	**46,419**	**$279,900**	**$373,676**	**15,560**	**$200,000**	**$264,273**