Massachusetts Association of Realtors®

Multi Family Unit Sales and Selling Prices

Regional Comparisons for 1st Quarter of 2007 vs. 1st Quarter of 2006

Sales

Region	2006	2007	Percentage Change
Cape Cod	20	14	-30.0%
Central	181	171	-5.5%
Greater Boston	395	462	17.0%
Northeast	215	214	-0.5%
Southeast	79	91	15.2%
South Shore	116	107	-7.8%
West	208	233	12.0%
STATEWIDE	1,214	1,292	6.4%

Median Selling Prices

Region	2006	2007	Percentage Change
Cape Cod	$ 417,500	$ 501,500	20.1%
Central	$ 287,500	$ 252,000	-12.3%
Greater Boston	$ 514,000	$ 475,000	-7.6%
Northeast	$ 368,000	$ 325,000	-11.7%
Southeast	$ 280,000	$ 275,000	-1.8%
South Shore	$ 395,000	$ 375,000	-5.1%
West	$ 183,250	$ 179,000	-2.3%
STATEWIDE	$ 350,000	$ 335,000	-4.3%

Figures reflect data from 3 of 3 Realtor® affiliated Multiple Listing Services in Massachusetts as of April 15, 2007. Note that as of January 2007, MLS vendor changes have resulted in new methods of reporting data in the South Shore and Southeast regions of the state. As a result, 2006 data has been updated to be consistent with 2007 data reporting methods.

MASSACHUSETTS ASSOCIATION OF REALTORS
FIRST QUARTER 2006
MULTI FAMILY HOME SALES AND SELLING PRICES

	2007 First Quarter			2006 First Quarter		
	Multi family sales	***Median Selling Price***	***Average Selling Price***	***Multi family sales***	***Median Selling Price***	***Average Selling Price***
N. Bristol Cty	26	$322,500	$325,840	37	$306,000	$317,270
Tri-County	47	$345,000	$346,709	48	$387,250	$390,842
Plymouth-S Shore	34	$442,500	$441,788	31	$449,000	$448,713
SOUTH SHORE	**107**	**$375,000**	**$371,850**	**116**	**$395,000**	**$382,841**
Gr. Fall River	38	$274,750	$307,176	42	$298,500	$298,421
Gr. New Bedford	53	$245,000	$248,718	37	$285,000	$283,611
SOUTHEAST	**91**	**$275,000**	**$273,129**	**79**	**$280,000**	**$291,485**
BOSTON	**462**	**$475,000**	**$517,518**	**395**	**$514,000**	**$552,249**
CAPE COD	**14**	**$501,500**	**$543,650**	**20**	**$417,500**	**$500,608**
E. Middlesex	21	$395,000	$404,295	14	$450,000	$454,600
Northeast	93	$290,000	$288,957	93	$339,000	$342,229
Gr. Newburyport	4	$361,414	$369,457	8	$411,000	$439,313
North Shore	96	$350,000	$339,626	100	$391,500	$394,398
NORTHEAST	**214**	**$325,000**	**$324,510**	**215**	**$368,000**	**$377,423**
Worcester Reg	121	$265,000	$275,983	140	$293,750	$297,056
North Central Mass.	50	$220,750	$232,908	41	$247,500	$260,618
CENTRAL	**171**	**$252,000**	**$263,388**	**181**	**$287,500**	**$288,802**
Berkshire County	42	$140,000	$141,005	27	$145,000	$152,596
Pioneer Valley	191	$186,000	$198,318	181	$189,000	$196,691
WEST	**233**	**$179,000**	**$187,987**	**208**	**$183,250**	**$190,967**
STATEWIDE	**1,292**	**$335,000**	**$363,493**	**1,214**	**$350,000**	**$386,102**

Figures reflect data from 3 of 3 Realtor® affiliated Multiple Listing Services in Massachusetts as of April 15, 2007. Note that as of January 2007, MLS vendor changes have resulted in new methods of reporting data in the South Shore and Southeast regions of the state. As a result, 2006 data has been updated to be consistent with 2007 data reporting methods.