Massachusetts Association of Realtors®

Multi Family Unit Sales and Selling Prices

Regional Comparisons for 4th Quarter of 2007 vs. 4th Quarter of 2006

Sales

Region	2006	2007	Percentage Change
Cape Cod	24	15	-37.5%
Central	220	158	-28.2%
Greater Boston	558	406	-27.2%
Northeast	272	201	-26.1%
Southeast	115	100	-13.0%
South Shore	146	110	-24.7%
West	249	176	-29.3%
STATEWIDE	1,584	1,166	-26.4%

Median Selling Prices

Region	2006	2007	Percentage Change
Cape Cod	$ 344,000	$ 352,000	2.3%
Central	$ 267,675	$ 200,000	-25.3%
Greater Boston	$ 485,000	$ 425,000	-12.4%
Northeast	$ 355,000	$ 270,000	-23.9%
Southeast	$ 286,500	$ 208,030	-27.4%
South Shore	$ 366,000	$ 294,250	-19.6%
West	$ 184,000	$ 164,950	-10.4%
STATEWIDE	$ 350,000	$ 274,000	-21.7%

Figures reflect data from 3 of 3 Realtor® affiliated Multiple Listing Services in Massachusetts as of January 15, 2008. 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
FOURTH QUARTER 2007
MULTI FAMILY SALES AND SELLING PRICES

	2007 Fourth Quarter			2006 Fourth Quarter		
	Multi family sales	***Median Selling Price***	***Average Selling Price***	***Multi family sales***	***Median Selling Price***	***Average Selling Price***
N. Bristol Cty	29	$250,000	$269,700	39	$310,000	$315,963
Tri-County	50	$262,450	$281,576	58	$359,000	$364,739
Plymouth-S Shore	31	$395,500	$480,287	49	$420,000	$446,340
SOUTH SHORE	**110**	**$294,250**	**$334,445**	**146**	**$366,000**	**$379,097**
Gr. Fall River	34	$226,500	$225,393	44	$307,500	$294,416
Gr. New Bedford	66	$203,296	$206,138	71	$277,300	$276,522
SOUTHEAST	**100**	**$208,030**	**$212,684**	**115**	**$286,500**	**$283,368**
BOSTON	**406**	**$425,000**	**$487,592**	**558**	**$485,000**	**$524,907**
CAPE COD	**15**	**$352,000**	**$567,694**	**24**	**$344,000**	**$476,988**
E. Middlesex	18	$392,450	$390,717	26	$454,500	$469,135
Northeast	87	$245,000	$247,721	114	$316,450	$337,800
Gr. Newburyport	6	$350,000	$323,983	11	$400,000	$389,091
North Shore	90	$273,250	$291,127	121	$379,000	$384,156
NORTHEAST	**201**	**$270,000**	**$282,239**	**272**	**$355,000**	**$373,050**
Worcester Reg	124	$210,500	$226,710	143	$285,000	$297,941
North Central Mass.	34	$178,250	$179,453	77	$243,000	$252,166
CENTRAL	**158**	**$200,000**	**$216,541**	**220**	**$267,675**	**$281,920**
Berkshire County	34	$152,000	$155,563	39	$148,000	$150,858
Pioneer Valley	142	$175,950	$174,486	210	$190,000	$198,268
WEST	**176**	**$164,950**	**$170,831**	**249**	**$184,000**	**$190,842**
STATEWIDE	**1,166**	**$274,000**	**$330,656**	**1,584**	**$350,000**	**$380,867**

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