Massachusetts Association of Realtors®

Multi Family Unit Sales and Selling Prices

Regional Comparisons for Year End 2007 vs. Year End 2006

Sales

Region	2006	2007	Percentage Change
Cape Cod	88	59	-33.0%
Central	889	650	-26.9%
Greater Boston	2,280	1,847	-19.0%
Northeast	1153	864	-25.1%
Southeast	454	380	-16.3%
South Shore	671	466	-30.6%
West	1139	804	-29.4%
STATEWIDE	6,674	5,070	-24.0%

Median Selling Prices

Region	2006	2007	Percentage Change
Cape Cod	$ 390,000	$ 375,000	-3.8%
Central	$ 281,000	$ 235,000	-16.4%
Greater Boston	$ 507,000	$ 469,500	-7.4%
Northeast	$ 367,000	$ 309,500	-15.7%
Southeast	$ 285,587	$ 242,892	-14.9%
South Shore	$ 375,000	$ 340,000	-9.3%
West	$ 184,900	$ 178,000	-3.7%
STATEWIDE	$ 360,000	$ 321,750	-10.6%

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
YEAR END 2007
MULTI FAMILY SALES

	2007 Year End			2006 Year End		
	Multi family sales	***Median Selling Price***	***Average Selling Price***	***Multi-family sales***	***Median Selling Price***	***Average Selling Price***
N. Bristol Cty	135	$300,000	$313,079	182	$319,900	$322,601
Tri-County	195	$317,000	$331,501	293	$370,000	$378,854
Plymouth-S Shore	136	$430,000	$446,453	196	$441,000	$449,647
SOUTH SHORE	**466**	**$340,000**	**$359,712**	**671**	**$375,000**	**$384,275**
Gr. Fall River	162	$269,000	$290,300	196	$307,500	$307,707
Gr. New Bedford	218	$227,000	$226,126	258	$276,000	$272,458
SOUTHEAST	**380**	**$242,892**	**$253,484**	**454**	**$285,587**	**$287,676**
BOSTON	**1847**	**$469,500**	**$528,497**	**2280**	**$507,000**	**$550,057**
CAPE COD	**59**	**$375,000**	**$531,034**	**88**	**$390,000**	**$509,260**
E. Middlesex	75	$385,000	$400,003	85	$457,000	$471,256
Northeast	357	$270,000	$275,425	474	$335,000	$337,637
Gr. Newburyport	26	$359,414	$381,186	36	$377,500	$438,653
North Shore	406	$327,450	$341,783	558	$385,500	$404,076
NORTHEAST	**864**	**$309,500**	**$320,604**	**1153**	**$367,000**	**$382,795**
Worcester Reg	479	$248,000	$260,184	629	$294,000	$303,031
North Central Mass.	171	$215,000	$224,767	260	$246,050	$256,842
CENTRAL	**650**	**$235,000**	**$250,867**	**889**	**$281,000**	**$289,522**
Berkshire County	154	$150,000	$157,388	171	$149,900	$157,091
Pioneer Valley	650	$185,000	$193,302	968	$190,000	$201,267
WEST	**804**	**$178,000**	**$186,423**	**1139**	**$184,900**	**$194,635**
STATEWIDE	**5,070**	**$321,750**	**$367,133**	**6,674**	**$360,000**	**$390,745**

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