Massachusetts Association of Realtors®

Multi Family Unit Sales and Selling Prices

Regional Comparisons for 4th Quarter of 2010 vs. 4th Quarter of 2009

Sales

Region	2009	2010	Percentage Change
Cape Cod	17	9	-47.1%
Central	253	218	-13.8%
Greater Boston	550	467	-15.1%
Northeast	370	287	-22.4%
Southeast	170	120	-29.4%
South Shore	128	123	-3.9%
West	218	140	-35.8%
STATEWIDE	1,706	1,364	-20.0%

Median Selling Prices

Region	2009	2010	Percentage Change
Cape Cod	$ 240,000	$ 200,000	-16.7%
Central	$ 140,000	$ 139,000	-0.7%
Greater Boston	$ 330,000	$ 360,000	9.1%
Northeast	$ 201,250	$ 220,000	9.3%
Southeast	$ 158,700	$ 154,000	-3.0%
South Shore	$ 207,950	$ 230,450	10.8%
West	$ 116,000	$ 115,500	-0.4%
STATEWIDE	$ 210,000	$ 227,000	8.1%

Figures reflect data from 3 of 3 Realtor® affiliated Multiple Listing Services in Massachusetts as of January 16, 2011.

Massachusetts Association of REALTORS(R)
Q4 2010 vs. Q4 2009 Multi-Family Sales Data

	2010				2009			
RegionName	**SalesCount**	**MedianPrice**	**Volume**	**Average Price**	**Sales Count**	**Median Price**	**Volume**	**Average Price**
Cape Cod	9	$200,000	$2,564,000	$284,889	17	$240,000	$6,342,361	$373,080
Central	218	$139,000	$32,922,798	$151,022	253	$140,000	$36,754,056	$145,273
Greater Boston	467	$360,000	$218,850,496	$468,631	550	$330,000	$203,809,600	$370,563
Northeast	287	$220,000	$67,685,310	$235,837	370	$201,250	$85,327,796	$230,616
South Shore	120	$230,450	$30,488,657	$254,072	170	$207,950	$38,521,350	$226,596
Southeast	123	$154,000	$20,223,184	$164,416	128	$158,700	$20,517,271	$160,291
West	140	$115,500	$18,448,436	$131,775	218	$116,000	$27,783,562	$127,448
Total:	**1364**	**$227,000**	**$391,182,881**	**$286,791**	**1706**	**$210,000**	**$419,055,996**	**$245,637**

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