Massachusetts Association of Realtors®

Multi Family Unit Sales and Selling Prices

Regional Comparisons for 1st Quarter of 2008 vs. 1st Quarter of 2007

Sales

Region	2007	2008	Percentage Change
Cape Cod	14	11	-21.4%
Central	171	160	-6.4%
Greater Boston	462	321	-30.5%
Northeast	214	224	4.7%
Southeast	91	81	-11.0%
South Shore	107	104	-2.8%
West	233	132	-43.3%
STATEWIDE	1,292	1,033	-20.0%

Median Selling Prices

Region	2007	2008	Percentage Change
Cape Cod	$ 501,500	$ 240,000	-52.1%
Central	$ 252,000	$ 180,000	-28.6%
Greater Boston	$ 475,000	$ 380,000	-20.0%
Northeast	$ 325,000	$ 218,500	-32.8%
Southeast	$ 250,000	$ 195,000	-22.0%
South Shore	$ 359,900	$ 250,000	-30.5%
West	$ 179,000	$ 165,000	-7.8%
STATEWIDE	$ 335,000	$ 240,000	-28.4%

Figures reflect data from 3 of 3 Realtor® affiliated Multiple Listing Services in Massachusetts as of April 15, 2008.

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

	2008 First Quarter			2007 First Quarter		
	Multi family sales	***Median Selling Price***	***Average Selling Price***	***Multi family sales***	***Median Selling Price***	***Average Selling Price***
N. Bristol Cty	23	$235,000	$233,791	26	$322,500	$325,840
Tri-County	49	$200,000	$221,839	47	$345,000	$346,709
Plymouth-S Shore	32	$407,500	$417,025	34	$442,500	$441,788
SOUTH SHORE	**104**	**$250,000**	**$284,539**	**107**	**$359,900**	**$371,850**
Gr. Fall River	31	$202,600	$198,312	38	$274,750	$307,176
Gr. New Bedford	50	$192,500	$200,153	53	$245,000	$248,718
SOUTHEAST	**81**	**$195,000**	**$199,448**	**91**	**$250,000**	**$273,129**
BOSTON	**321**	**$380,000**	**$455,327**	**462**	**$475,000**	**$518,401**
CAPE COD	**11**	**$240,000**	**$341,009**	**14**	**$501,500**	**$543,650**
E. Middlesex	12	$338,500	$355,658	21	$395,000	$404,295
Northeast	122	$190,000	$196,358	93	$290,000	$288,957
Gr. Newburyport	6	$397,500	$411,250	4	$361,414	$369,457
North Shore	84	$247,450	$268,019	96	$350,000	$339,626
NORTHEAST	**224**	**$218,500**	**$237,521**	**214**	**$325,000**	**$324,510**
Worcester Reg	116	$191,500	$211,726	121	$265,000	$275,983
North Central Mass.	44	$139,000	$163,653	50	$220,750	$232,908
CENTRAL	**160**	**$180,000**	**$198,506**	**171**	**$252,000**	**$263,388**
Berkshire County	4	$167,500	$175,000	42	$140,000	$141,005
Pioneer Valley	128	$165,000	$171,639	191	$186,000	$198,318
WEST	**132**	**$165,000**	**$171,741**	**233**	**$179,000**	**$187,987**
STATEWIDE	**1,033**	**$240,000**	**$293,605**	**1,292**	**$335,000**	**$363,808**

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