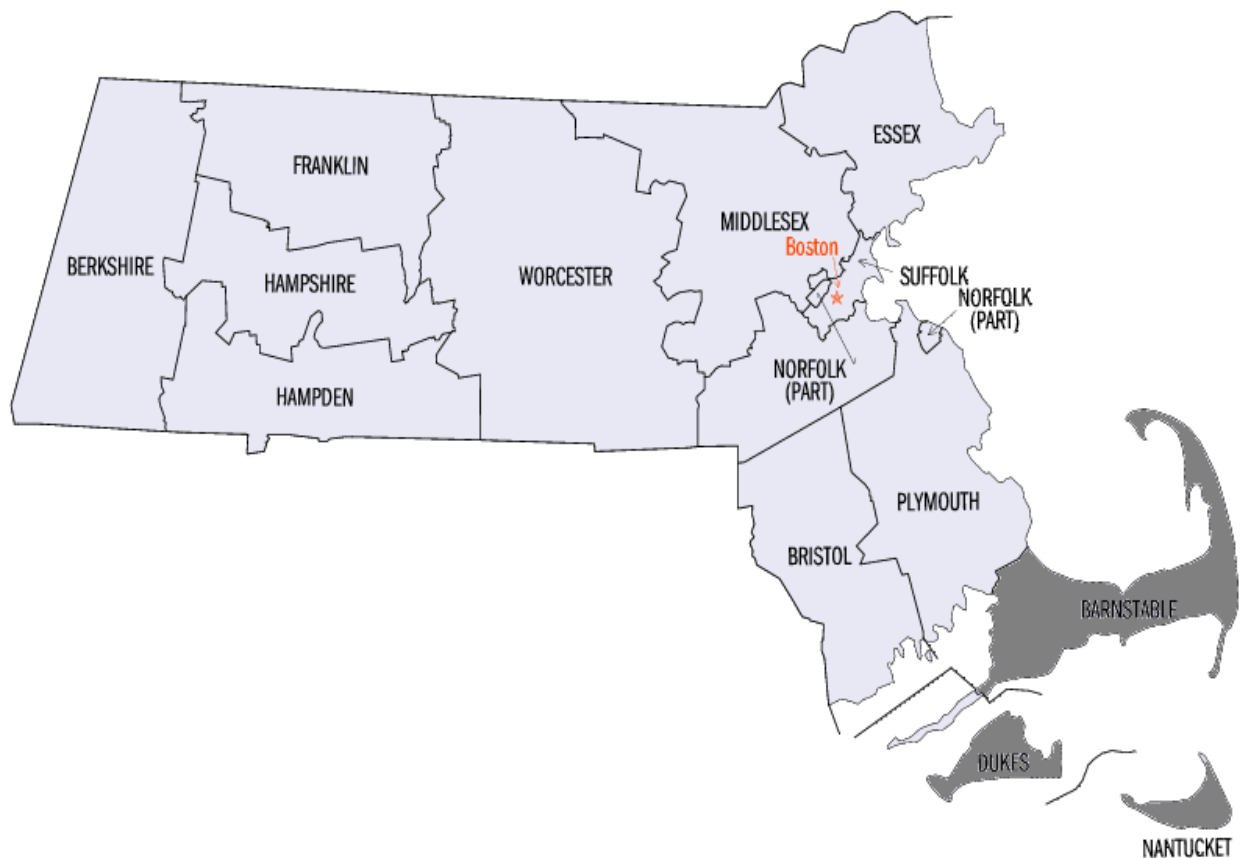


# Economic and Market Watch Report

2<sup>nd</sup> Quarter, 2003



\*Click on a County to view economic and real estate information at the county and zip code level

MLS Property Information Network, Inc. and  
NATIONAL ASSOCIATION OF REALTORS®

Reproduction, reprinting, or retransmission in any form is prohibited without written permission.

# **MLS Property Information Network, Inc.**

## **Economic and Market Watch Report**

MLS Property Information Network, Inc. is the largest multiple listing service in Massachusetts, as well as in New England. It provides service to more than 19,000 real estate professionals throughout the state with a comprehensive database of more than 26,500 active listings and 480,000 off-market listings. This database also includes complete statewide assessments, tax and deed transfers. MLS PIN prides itself in its quality customer service and technical support with a professional and experienced staff, evening and weekend support, and hands-on training at locations throughout the state. We offer state-of-the art technology, which includes FNIS' RE/Xplorer, as well as our own in-house products WebHunter, WebAssist and PINwheel 360 Virtual Tours. It is our goal to connect real estate professionals everyday with our service, technical expertise, credibility and drive to always offer the best and most up to date services to our customers.

## **Index**

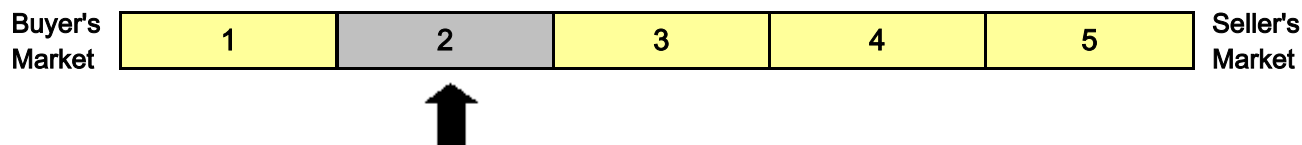
### **Local Report**

#### **Massachusetts**

<b>Berkshire County</b> .....	<b>1</b>
<b>Bristol County</b> .....	<b>2</b>
<b>Essex County</b> .....	<b>4</b>
<b>Franklin County</b> .....	<b>6</b>
<b>Hampden County</b> .....	<b>8</b>
<b>Hampshire County</b> .....	<b>10</b>
<b>Middlesex County</b> .....	<b>12</b>
<b>Norfolk County</b> .....	<b>16</b>
<b>Plymouth County</b> .....	<b>18</b>
<b>Suffolk County</b> .....	<b>20</b>
<b>Worcester County</b> .....	<b>22</b>
<b>Others</b> .....	<b>25</b>
<b>Trends</b> .....	<b>27</b>
<b>Chief Economist's Commentary*</b> .....	<b>29</b>
<b>Local Forecast</b> .....	<b>30</b>
<b>Economic Monitor*</b> .....	<b>32</b>

\*Reprinted from Real Estate Outlook: Market Trends and Insights, ©2003 NATIONAL ASSOCIATION OF REALTORS®. Used with permission. Reproduction, reprinting, or retransmission of this article in any form (electronic media included) is prohibited without written permission. For subscription information please call 1-800-874-6500

**BERKSHIRE COUNTY, MA**



**Labor Market :**

In the first two months of the second quarter, 307 jobs were added to the payrolls of Berkshire County. As a result of these new jobs, the average monthly unemployment rate fell from 5.8% during the first quarter to 4.8% for April and May. The strong employment climate may help to create demand for home purchases. Favorable mortgage rates should augment this trend.

**Housing Market :**

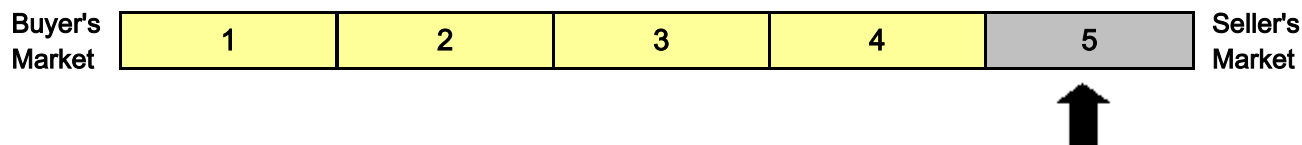
	Q1' 03	Q2' 03	Q3' 03 (Forecast)
Average Price	\$125,700	\$71,500	↑
# Homes on the Market *	5	11	↔
# Homes Sold **	5	2	↓
# New Homes Built	7	7	↓
Avg # of Days on Market	114	16	↑

\* Available as of Jun. 30, 2003.  
\*\* May not add to total of zip codes

**Data by Zip Codes**

Zip Code	Average Price	Price Change (1 Year)	Total # Homes Sold (Quarter)	% Change in # Homes Sold (1 Year)	Average Days on Market	% of Asking Price (Sold/List Price)
01201	\$71,500	-	2	-	16	96.7%

**BRISTOL COUNTY, MA**



**Labor Market :**

In the first two months of the second quarter, 1,778 jobs were added to the payrolls of Bristol County. As a result of these new jobs, the average monthly unemployment rate fell from 7.8% during the first quarter to 6.3% for April and May. The strong employment climate may help to create demand for home purchases. Favorable mortgage rates should augment this trend.

**Housing Market :**

	Q1' 03	Q2' 03	Q3' 03 (Forecast)
<b>Average Price</b>	\$282,700	\$293,000	↑
<b># Homes on the Market *</b>	1,352	1,653	↔
<b># Homes Sold **</b>	575	796	↓
<b># New Homes Built</b>	208	251	↓
<b>Avg # of Days on Market</b>	63	67	↑

\* Available as of Jun. 30, 2003.

\*\* May not add to total of zip codes

**Data by Zip Codes**

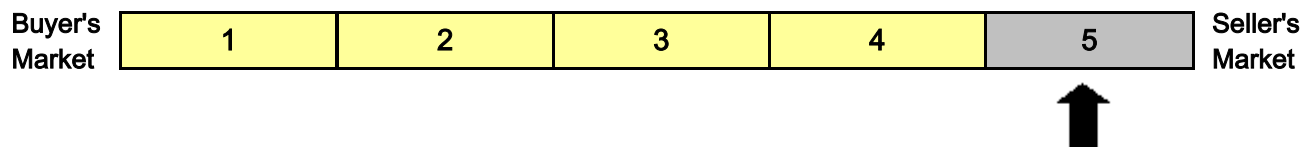
Zip Code	Average Price	Price Change (1 Year)	Total # Homes Sold (Quarter)	% Change in # Homes Sold (1 Year)	Average Days on Market	% of Asking Price (Sold/List Price)
02048	\$429,700	16.93%	42	-30.00%	49	98.7%
02072	\$322,000	-	1	-	79	97.6%
02334	\$342,700	-17.42%	4	300.00%	115	97.9%
02356	\$408,700	-8.12%	31	10.71%	71	99.3%
02375	\$402,300	22.54%	18	-10.00%	67	98.7%
02702	\$238,900	-10.69%	6	-40.00%	58	97.7%
02703	\$273,500	10.10%	130	-3.70%	58	98.7%
02715	\$279,000	-0.46%	1	-85.71%	36	96.5%
02717	\$290,700	30.48%	4	-60.00%	87	97.2%

**BRISTOL COUNTY, MA**

**Data by Zip Codes**

Zip Code	Average Price	Price Change (1 Year)	Total # Homes Sold (Quarter)	% Change in # Homes Sold (1 Year)	Average Days on Market	% of Asking Price (Sold/List Price)
02718	\$266,400	18.93%	11	-21.43%	61	97.6%
02719	\$241,600	31.09%	24	84.62%	68	96.8%
02720	\$212,700	20.31%	27	0.00%	82	95.4%
02721	\$197,100	26.10%	6	-66.67%	84	97.5%
02723	\$171,100	-6.81%	6	20.00%	95	96.0%
02724	\$211,300	32.73%	9	-47.06%	90	99.5%
02725	\$207,200	9.63%	5	25.00%	68	89.0%
02726	\$257,300	20.35%	31	0.00%	48	96.1%
02740	\$180,700	30.66%	32	77.78%	52	97.4%
02743	\$243,400	40.05%	8	14.29%	32	97.1%
02744	\$164,500	28.62%	2	-60.00%	35	98.2%
02745	\$192,300	36.09%	22	120.00%	67	97.7%
02746	\$137,700	4.64%	3	50.00%	17	95.4%
02747	\$335,300	47.58%	20	11.11%	48	97.0%
02748	\$233,300	-6.23%	13	44.44%	76	97.1%
02760	\$347,700	26.02%	84	33.33%	86	99.2%
02763	\$275,300	89.21%	3	200.00%	130	99.5%
02764	\$291,700	8.44%	8	-20.00%	61	96.9%
02766	\$325,000	13.32%	56	1.82%	68	98.8%
02767	\$310,900	-1.21%	24	-42.86%	70	98.6%
02769	\$368,800	7.52%	11	-42.11%	109	98.7%
02770	\$275,000	-	1	-	2	94.9%
02771	\$320,200	21.98%	9	12.50%	98	96.8%
02777	\$271,300	10.46%	25	-37.50%	61	97.8%
02779	\$317,700	12.74%	6	-57.14%	84	98.3%
02780	\$267,500	21.48%	83	23.88%	56	98.8%
02790	\$279,900	12.14%	18	63.64%	114	94.2%
OTHER	\$327,800	16.49%	12	-25.00%	78	101.0%

**ESSEX COUNTY, MA**



**Labor Market :**

In the first two months of the second quarter, 564 jobs were added to the payrolls of Essex County. As a result of these new jobs, the average monthly unemployment rate fell from 6.6% during the first quarter to 6.2% for April and May. The strong employment climate may help to create demand for home purchases. Favorable mortgage rates should augment this trend.

**Housing Market :**

	<b>Q1' 03</b>	<b>Q2' 03</b>	<b>Q3' 03 (Forecast)</b>
<b>Average Price</b>	<b>\$387,600</b>	<b>\$418,200</b>	↑
<b># Homes on the Market *</b>	<b>1,996</b>	<b>2,851</b>	↔
<b># Homes Sold **</b>	<b>963</b>	<b>1,538</b>	↓
<b># New Homes Built</b>	<b>192</b>	<b>182</b>	↓
<b>Avg # of Days on Market</b>	<b>73</b>	<b>69</b>	↑

\* Available as of Jun. 30, 2003.

\*\* May not add to total of zip codes

**Data by Zip Codes**

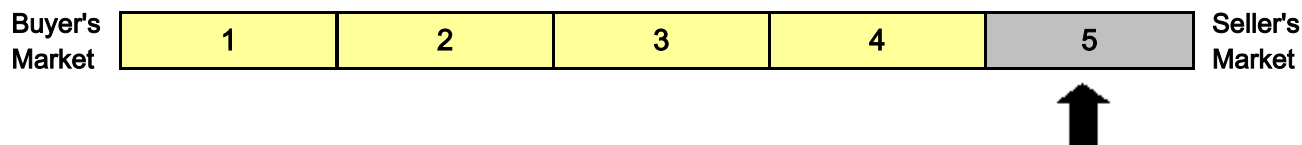
<b>Zip Code</b>	<b>Average Price</b>	<b>Price Change (1 Year)</b>	<b>Total # Homes Sold (Quarter)</b>	<b>% Change in # Homes Sold (1 Year)</b>	<b>Average Days on Market</b>	<b>% of Asking Price (Sold/List Price)</b>
01810	\$571,100	3.95%	103	0.00%	62	97.4%
01830	\$273,900	-0.33%	64	-29.67%	62	97.8%
01832	\$323,900	16.09%	35	16.67%	73	98.7%
01833	\$395,400	2.86%	22	-33.33%	75	97.6%
01834	\$340,900	-9.26%	17	-5.56%	85	98.4%
01835	\$289,800	4.28%	40	-4.76%	92	98.6%
01840	\$237,000	-	2	-	38	99.4%
01841	\$205,000	25.46%	32	-11.11%	50	98.0%
01843	\$233,100	16.09%	35	34.62%	59	98.8%

## ESSEX COUNTY, MA

### Data by Zip Codes

Zip Code	Average Price	Price Change (1 Year)	Total # Homes Sold (Quarter)	% Change in # Homes Sold (1 Year)	Average Days on Market	% of Asking Price (Sold/List Price)
01844	\$287,800	9.97%	130	35.42%	49	98.5%
01845	\$525,700	0.96%	98	30.67%	59	99.3%
01860	\$304,500	2.56%	12	-45.45%	82	97.8%
01902	\$244,700	13.44%	40	-31.03%	67	96.9%
01904	\$292,100	1.85%	46	-13.21%	54	96.6%
01905	\$243,500	4.69%	34	54.55%	76	96.5%
01906	\$327,700	-3.50%	54	-36.47%	65	96.4%
01907	\$460,200	8.59%	29	-30.95%	65	96.6%
01908	\$359,400	-29.36%	5	0.00%	65	92.0%
01913	\$349,100	25.26%	60	27.66%	77	98.7%
01915	\$427,200	2.62%	75	-2.60%	78	94.9%
01921	\$656,500	10.88%	26	-16.13%	121	96.8%
01922	\$640,400	54.31%	9	125.00%	90	96.9%
01923	\$478,200	32.91%	36	-36.84%	63	94.2%
01929	\$423,000	-37.56%	5	-61.54%	65	93.9%
01930	\$625,100	46.57%	56	5.66%	97	91.4%
01938	\$507,100	7.16%	46	9.52%	85	96.0%
01940	\$488,000	6.25%	34	0.00%	80	92.0%
01944	\$797,200	13.05%	17	-39.29%	104	93.5%
01945	\$666,700	19.37%	60	-23.08%	71	95.6%
01949	\$571,200	13.85%	17	-34.62%	86	96.4%
01950	\$403,600	-3.84%	56	-30.86%	64	96.7%
01951	\$448,400	11.57%	8	-46.67%	75	97.4%
01952	\$318,700	40.27%	20	-23.08%	86	102.3%
01960	\$367,500	12.56%	76	35.71%	56	97.7%
01966	\$491,700	1.91%	20	42.86%	62	96.5%
01969	\$468,900	17.34%	14	-6.67%	86	101.1%
01970	\$337,400	12.02%	53	23.26%	70	96.5%
01982	\$568,000	-13.83%	14	-12.50%	68	96.7%
01983	\$630,700	27.18%	9	-10.00%	84	97.8%
01984	\$750,500	7.23%	13	-18.75%	116	93.1%
01985	\$571,200	19.07%	6	-50.00%	110	98.1%
OTHER	\$238,800	-44.75%	10	-44.44%	71	95.9%

**FRANKLIN COUNTY, MA**



**Labor Market :**

Franklin County saw 66 layoffs occur during April and May. Despite the decline in employment, the average monthly unemployment rate fell from 4.9% during the first quarter to 4.1% in the first two months of the second quarter. Despite the job losses, the labor market remains relatively strong leaving record low mortgage rates to drive home sales.

**Housing Market :**

	<b>Q1' 03</b>	<b>Q2' 03</b>	<b>Q3' 03 (Forecast)</b>
<b>Average Price</b>	\$189,300	\$170,600	↑
<b># Homes on the Market *</b>	203	294	↔
<b># Homes Sold **</b>	69	131	↓
<b># New Homes Built</b>	14	25	↓
<b>Avg # of Days on Market</b>	106	84	↑

\* Available as of Jun. 30, 2003.

\*\* May not add to total of zip codes

**Data by Zip Codes**

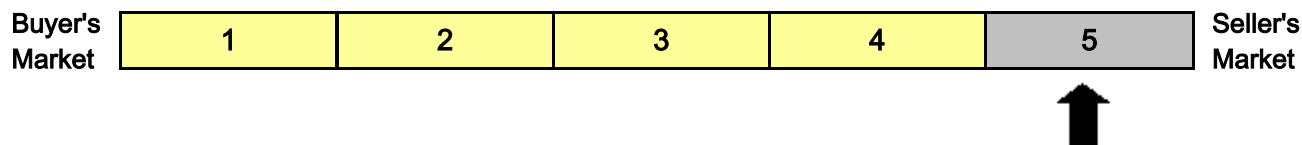
<b>Zip Code</b>	<b>Average Price</b>	<b>Price Change (1 Year)</b>	<b>Total # Homes Sold (Quarter)</b>	<b>% Change in # Homes Sold (1 Year)</b>	<b>Average Days on Market</b>	<b>% of Asking Price (Sold/List Price)</b>
01054	\$270,700	12.23%	5	25.00%	119	98.9%
01072	\$214,000	36.57%	6	-14.29%	120	93.1%
01093	\$180,000	-3.07%	1	-66.67%	10	98.6%
01301	\$138,100	-1.50%	31	-24.39%	66	98.0%
01337	\$140,400	-39.19%	5	-16.67%	77	98.9%
01338	\$157,500	18.96%	2	0.00%	229	94.3%
01339	\$236,000	132.97%	3	-25.00%	64	96.5%
01340	\$159,700	26.15%	3	0.00%	81	97.8%
01341	\$338,900	112.74%	7	40.00%	117	98.8%



**FRANKLIN COUNTY, MA**

Data by Zip Codes						
Zip Code	Average Price	Price Change (1 Year)	Total # Homes Sold (Quarter)	% Change in # Homes Sold (1 Year)	Average Days on Market	% of Asking Price (Sold/List Price)
01342	\$304,500	55.36%	2	0.00%	3	99.2%
01344	\$128,100	-3.83%	4	33.33%	83	97.6%
01349	\$111,000	3.54%	2	-33.33%	29	101.0%
01351	\$253,700	-0.51%	3	200.00%	95	98.2%
01355	\$245,000	31.51%	1	-66.67%	3	104.3%
01360	\$178,800	40.90%	6	-45.45%	174	94.5%
01364	\$131,300	14.77%	25	0.00%	83	97.4%
01370	\$254,500	27.51%	2	-77.78%	55	100.8%
01373	\$178,700	-10.20%	2	-75.00%	88	94.1%
01375	\$206,000	-15.57%	3	-50.00%	68	90.9%
01376	\$132,400	3.60%	16	166.67%	78	98.4%
01378	\$130,000	-	1	-	13	100.0%
OTHER	\$242,500	506.25%	1	0.00%	64	95.1%

## HAMPDEN COUNTY, MA



### Labor Market :

In the first two months of the second quarter, 2,040 jobs were added to the payrolls of Hampden County. As a result of these new jobs, the average monthly unemployment rate fell from 6.9% during the first quarter to 6% for April and May. The strong employment climate may help to create demand for home purchases. Favorable mortgage rates should augment this trend.

### Housing Market :

	Q1' 03	Q2' 03	Q3' 03 (Forecast)
<b>Average Price</b>	\$159,500	\$173,500	↑
<b># Homes on the Market *</b>	1,143	1,494	↔
<b># Homes Sold **</b>	585	892	↓
<b># New Homes Built</b>	62	95	↓
<b>Avg # of Days on Market</b>	71	63	↑

\* Available as of Jun. 30, 2003.

\*\* May not add to total of zip codes

### Data by Zip Codes

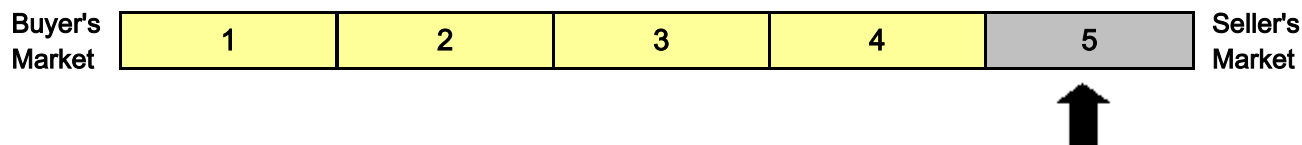
Zip Code	Average Price	Price Change (1 Year)	Total # Homes Sold (Quarter)	% Change in # Homes Sold (1 Year)	Average Days on Market	% of Asking Price (Sold/List Price)
01001	\$173,700	8.77%	26	0.00%	67	98.1%
01008	\$167,100	16.04%	1	-66.67%	169	92.9%
01009	\$139,900	27.18%	1	0.00%	37	100.0%
01010	\$184,300	19.44%	10	-33.33%	78	97.6%
01011	\$239,900	45.84%	1	-50.00%	29	96.0%
01013	\$124,300	11.38%	25	-21.88%	53	99.1%
01020	\$138,900	6.68%	42	-17.65%	57	97.8%
01028	\$259,700	43.88%	40	-28.57%	75	95.9%
01030	\$206,800	23.39%	24	60.00%	78	98.4%

## HAMPDEN COUNTY, MA

### Data by Zip Codes

Zip Code	Average Price	Price Change (1 Year)	Total # Homes Sold (Quarter)	% Change in # Homes Sold (1 Year)	Average Days on Market	% of Asking Price (Sold/List Price)
01034	\$217,700	29.97%	4	-33.33%	87	98.3%
01036	\$174,900	-28.32%	6	-45.45%	26	98.7%
01040	\$184,300	37.03%	42	-2.33%	63	98.5%
01056	\$173,900	9.03%	33	-5.71%	49	97.6%
01057	\$190,400	6.61%	21	-30.00%	69	98.1%
01069	\$186,000	4.55%	21	0.00%	63	101.2%
01071	\$137,000	44.21%	2	0.00%	51	101.5%
01077	\$228,200	8.31%	26	0.00%	59	99.4%
01080	\$155,500	33.71%	3	-40.00%	73	98.3%
01081	\$134,800	-2.81%	3	-62.50%	124	93.0%
01085	\$209,300	8.05%	79	-31.90%	58	98.4%
01089	\$183,200	22.21%	51	2.00%	37	98.6%
01095	\$266,100	8.04%	40	42.86%	65	98.7%
01104	\$98,400	5.92%	50	-7.41%	70	97.9%
01105	\$95,400	-31.42%	3	-66.67%	123	93.0%
01106	\$338,700	10.04%	51	8.51%	59	96.7%
01107	\$99,300	12.33%	5	25.00%	61	99.3%
01108	\$105,700	-10.80%	47	11.90%	79	96.9%
01109	\$83,500	2.20%	58	41.46%	81	97.8%
01118	\$128,000	8.11%	62	8.77%	56	98.9%
01119	\$116,800	16.22%	35	-14.63%	48	100.0%
01128	\$150,000	13.72%	14	40.00%	77	98.1%
01129	\$149,800	19.17%	26	23.81%	53	99.2%
01151	\$102,700	-10.62%	11	37.50%	85	98.3%
01521	\$163,000	-4.06%	24	100.00%	77	97.7%
OTHER	\$163,400	6.52%	5	0.00%	59	97.3%

**HAMPSHIRE COUNTY, MA**



**Labor Market :**

In the first two months of the second quarter, 967 jobs were added to the payrolls of Hampshire County. As a result of these new jobs, the average monthly unemployment rate fell from 3.9% during the first quarter to 3.4% for April and May. The strong employment climate may help to create demand for home purchases. Favorable mortgage rates should augment this trend.

**Housing Market :**

	<b>Q1' 03</b>	<b>Q2' 03</b>	<b>Q3' 03 (Forecast)</b>
<b>Average Price</b>	<b>\$210,600</b>	<b>\$231,300</b>	↑
<b># Homes on the Market *</b>	<b>471</b>	<b>604</b>	↔
<b># Homes Sold **</b>	<b>172</b>	<b>272</b>	↓
<b># New Homes Built</b>	<b>42</b>	<b>48</b>	↓
<b>Avg # of Days on Market</b>	<b>71</b>	<b>92</b>	↑

\* Available as of Jun. 30, 2003.

\*\* May not add to total of zip codes

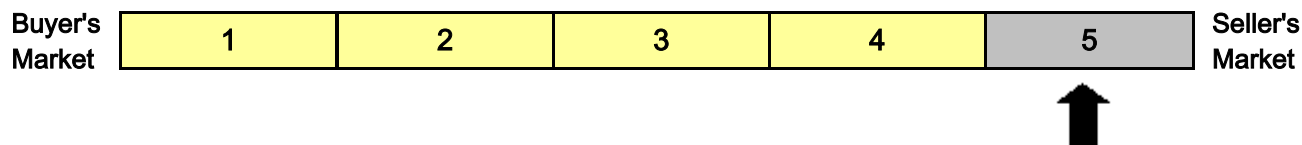
**Data by Zip Codes**

<b>Zip Code</b>	<b>Average Price</b>	<b>Price Change (1 Year)</b>	<b>Total # Homes Sold (Quarter)</b>	<b>% Change in # Homes Sold (1 Year)</b>	<b>Average Days on Market</b>	<b>% of Asking Price (Sold/List Price)</b>
01002	\$300,000	21.56%	50	11.11%	129	97.1%
01007	\$219,100	8.41%	37	-39.34%	92	98.1%
01012	\$90,000	-63.41%	1	-50.00%	181	95.7%
01026	\$155,000	-73.73%	1	0.00%	12	100.0%
01027	\$197,600	11.64%	34	-24.44%	52	99.2%
01032	\$207,400	22.87%	7	250.00%	160	102.1%
01033	\$259,100	25.78%	9	-35.71%	66	98.0%
01035	\$222,800	1.83%	7	-36.36%	64	96.4%
01038	\$261,800	16.72%	9	12.50%	67	94.2%

**HAMPSHIRE COUNTY, MA**

Data by Zip Codes						
Zip Code	Average Price	Price Change (1 Year)	Total # Homes Sold (Quarter)	% Change in # Homes Sold (1 Year)	Average Days on Market	% of Asking Price (Sold/List Price)
01039	\$305,800	45.62%	4	33.33%	117	98.0%
01050	\$180,300	5.62%	2	-60.00%	12	97.5%
01053	\$202,800	-31.25%	2	0.00%	48	97.8%
01060	\$259,100	26.14%	19	-13.64%	130	97.1%
01062	\$244,600	28.26%	20	-16.67%	71	96.6%
01063	\$159,000	-	1	-	15	99.4%
01066	\$163,000	-	2	-	264	97.6%
01073	\$213,500	-12.39%	5	-54.55%	83	98.2%
01075	\$226,300	22.19%	28	40.00%	76	98.2%
01082	\$154,400	1.51%	22	-8.33%	74	98.5%
01088	\$30,000	-	1	-	37	80.0%
01096	\$163,700	-4.83%	4	300.00%	126	96.6%
01098	\$176,700	2.49%	3	-40.00%	219	99.0%
OTHER	\$206,700	29.43%	4	-20.00%	57	96.9%

**MIDDLESEX COUNTY, MA**



**Labor Market :**

In the first two months of the second quarter, 1,661 jobs were added to the payrolls of Middlesex County. As a result of these new jobs, the average monthly unemployment rate fell from 5% during the first quarter to 4.7% for April and May. The strong employment climate may help to create demand for home purchases. Favorable mortgage rates should augment this trend.

**Housing Market :**

	Q1' 03	Q2' 03	Q3' 03 (Forecast)
<b>Average Price</b>	\$454,700	\$480,200	↑
<b># Homes on the Market *</b>	3,508	5,053	↔
<b># Homes Sold **</b>	1,648	2,781	↓
<b># New Homes Built</b>	313	399	↓
<b>Avg # of Days on Market</b>	66	61	↑

\* Available as of Jun. 30, 2003.

\*\* May not add to total of zip codes

**Data by Zip Codes**

Zip Code	Average Price	Price Change (1 Year)	Total # Homes Sold (Quarter)	% Change in # Homes Sold (1 Year)	Average Days on Market	% of Asking Price (Sold/List Price)
01431	\$249,100	16.18%	8	-20.00%	82	102.6%
01432	\$278,900	2.05%	22	83.33%	53	97.8%
01450	\$468,200	11.98%	45	7.14%	130	98.2%
01460	\$400,500	4.32%	31	-31.11%	107	95.3%
01463	\$327,800	16.57%	41	-4.65%	62	98.9%
01464	\$280,400	3.51%	16	-23.81%	129	98.5%
01469	\$270,100	14.30%	17	-22.73%	112	99.1%
01474	\$324,800	32.79%	3	-57.14%	57	98.5%
01701	\$357,700	-4.82%	94	-11.32%	42	98.2%

**MIDDLESEX COUNTY, MA**

Data by Zip Codes						
Zip Code	Average Price	Price Change (1 Year)	Total # Homes Sold (Quarter)	% Change in # Homes Sold (1 Year)	Average Days on Market	% of Asking Price (Sold/List Price)
01702	\$363,000	2.31%	40	-16.67%	64	96.1%
01719	\$574,000	-0.45%	18	28.57%	97	98.7%
01720	\$525,900	13.41%	54	-8.47%	55	97.9%
01721	\$419,300	6.94%	43	7.50%	45	99.0%
01730	\$534,300	13.54%	26	-38.10%	74	98.1%
01741	\$990,100	17.13%	18	0.00%	126	96.4%
01742	\$847,000	-4.00%	30	-30.23%	79	95.4%
01746	\$452,200	9.94%	29	-32.56%	118	97.7%
01748	\$589,200	9.99%	53	1.92%	51	98.2%
01749	\$326,000	0.84%	48	-12.73%	57	97.4%
01752	\$366,100	17.42%	97	-9.35%	60	98.2%
01754	\$286,000	-3.87%	51	15.91%	48	97.5%
01760	\$473,500	-0.55%	104	14.29%	53	98.1%
01770	\$1,019,400	1.51%	10	42.86%	75	104.0%
01773	\$1,003,800	-6.58%	10	-16.67%	107	92.7%
01775	\$472,100	3.69%	25	-3.85%	87	98.5%
01776	\$705,300	4.27%	73	-17.98%	89	96.4%
01778	\$721,100	25.10%	48	33.33%	87	95.1%
01801	\$339,300	3.92%	54	-18.18%	38	97.9%
01803	\$389,300	7.54%	42	-27.59%	40	97.9%
01821	\$324,400	2.85%	70	-15.66%	59	97.4%
01824	\$348,000	3.33%	66	-5.71%	72	97.1%
01826	\$288,800	10.27%	62	-1.59%	55	98.8%
01827	\$395,800	-14.57%	13	85.71%	82	95.9%
01850	\$201,400	8.98%	29	20.83%	59	99.1%
01851	\$232,000	6.76%	35	-16.67%	55	97.8%
01852	\$250,800	5.29%	32	-34.69%	73	96.8%
01854	\$245,600	-1.33%	34	13.33%	63	98.2%
01862	\$328,100	0.61%	23	15.00%	68	97.8%
01863	\$317,200	5.77%	14	0.00%	68	97.5%
01864	\$544,800	2.04%	51	30.77%	65	99.2%
01865	\$365,400	45.87%	1	-50.00%	54	103.0%
01867	\$408,100	0.07%	79	38.60%	46	97.8%
01876	\$330,400	1.69%	63	-27.59%	53	98.2%
01879	\$335,400	6.44%	31	10.71%	69	97.0%

**MIDDLESEX COUNTY, MA**

**Data by Zip Codes**

Zip Code	Average Price	Price Change (1 Year)	Total # Homes Sold (Quarter)	% Change in # Homes Sold (1 Year)	Average Days on Market	% of Asking Price (Sold/List Price)
01880	\$403,000	11.85%	44	-25.42%	39	98.4%
01886	\$426,500	-1.11%	76	-12.64%	94	98.4%
01887	\$356,000	2.86%	62	-1.59%	51	98.4%
01890	\$727,700	5.86%	65	-17.72%	48	97.4%
02138	\$1,335,600	-7.89%	19	-9.52%	45	96.1%
02139	\$696,800	-9.64%	10	11.11%	65	93.1%
02140	\$594,200	-19.56%	5	-50.00%	147	95.6%
02141	\$381,000	-10.77%	6	50.00%	84	98.5%
02143	\$366,300	-18.85%	6	-40.00%	32	97.5%
02144	\$520,100	20.23%	4	-50.00%	84	97.0%
02145	\$338,400	7.43%	7	-50.00%	94	96.3%
02148	\$323,600	13.27%	68	21.43%	49	98.3%
02149	\$287,300	5.82%	20	-23.08%	49	92.3%
02155	\$375,400	7.53%	58	-29.27%	43	98.3%
02176	\$424,000	13.31%	44	-38.03%	46	98.7%
02180	\$396,900	14.98%	38	26.67%	47	97.1%
02420	\$879,700	26.21%	45	15.38%	41	97.1%
02421	\$779,400	6.00%	43	-8.51%	58	97.0%
02451	\$366,500	0.55%	34	-15.00%	39	97.2%
02452	\$416,600	-16.13%	12	-20.00%	27	96.1%
02453	\$425,000	23.01%	36	28.57%	29	96.5%
02458	\$846,000	8.00%	14	-39.13%	75	93.8%
02459	\$736,900	9.27%	33	-29.79%	51	97.2%
02460	\$741,800	2.93%	14	-6.67%	38	98.2%
02461	\$762,800	29.00%	24	33.33%	55	95.5%
02462	\$454,600	-4.27%	3	-57.14%	44	95.3%
02464	\$431,500	0.89%	3	-57.14%	59	94.9%
02465	\$668,900	-38.49%	26	-21.21%	69	95.0%
02466	\$622,600	10.37%	11	-8.33%	53	97.2%
02467	\$1,167,600	-12.15%	9	0.00%	93	94.1%
02468	\$865,700	20.02%	16	-5.88%	65	94.1%
02472	\$492,900	21.34%	24	-27.27%	63	96.9%
02474	\$442,000	-4.02%	36	-25.00%	32	99.8%
02476	\$507,000	14.09%	33	10.00%	32	98.6%
02478	\$705,800	9.53%	35	-33.96%	86	95.3%

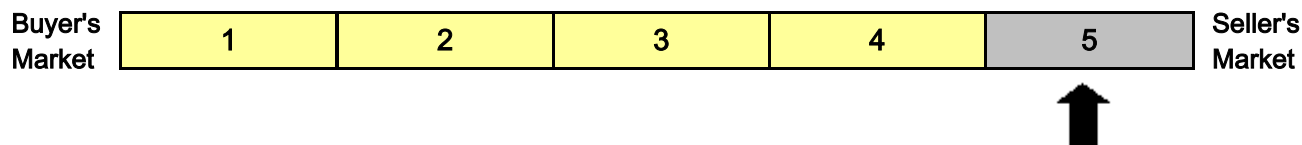


**MIDDLESEX COUNTY, MA**

**Data by Zip Codes**

Zip Code	Average Price	Price Change (1 Year)	Total # Homes Sold (Quarter)	% Change in # Homes Sold (1 Year)	Average Days on Market	% of Asking Price (Sold/List Price)
02493	\$1,653,900	15.14%	29	-36.96%	100	92.7%
OTHER	\$457,700	-4.49%	16	-48.39%	65	96.8%

**NORFOLK COUNTY, MA**



**Labor Market :**

In the first two months of the second quarter, 678 jobs were added to the payrolls of Norfolk County. As a result of these new jobs, the average monthly unemployment rate fell from 4.5% during the first quarter to 4.3% for April and May. The strong employment climate may help to create demand for home purchases. Favorable mortgage rates should augment this trend.

**Housing Market :**

	Q1' 03	Q2' 03	Q3' 03 (Forecast)
<b>Average Price</b>	\$483,100	\$484,100	↑
<b># Homes on the Market *</b>	1,807	2,433	↔
<b># Homes Sold **</b>	913	1,413	↓
<b># New Homes Built</b>	181	143	↓
<b>Avg # of Days on Market</b>	63	54	↑

\* Available as of Jun. 30, 2003.

\*\* May not add to total of zip codes

**Data by Zip Codes**

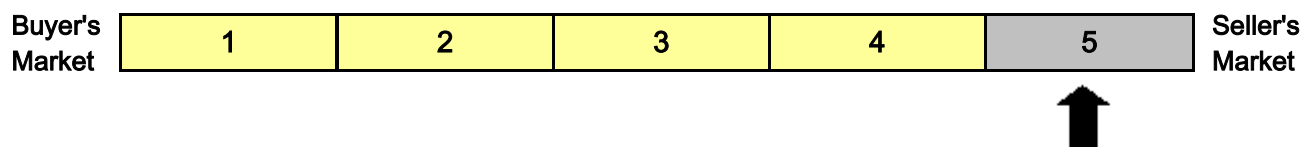
Zip Code	Average Price	Price Change (1 Year)	Total # Homes Sold (Quarter)	% Change in # Homes Sold (1 Year)	Average Days on Market	% of Asking Price (Sold/List Price)
02019	\$300,900	10.75%	52	0.00%	45	99.0%
02021	\$457,300	6.80%	44	-15.38%	73	97.2%
02025	\$791,600	-1.81%	27	-3.57%	131	95.2%
02026	\$399,200	6.25%	57	-20.83%	52	96.9%
02030	\$1,051,000	11.30%	25	-16.67%	109	94.2%
02032	\$404,000	18.72%	6	-14.29%	18	98.4%
02035	\$393,500	3.88%	43	43.33%	49	97.9%
02038	\$420,400	16.65%	100	-18.03%	47	98.3%
02052	\$591,100	20.76%	31	-24.39%	52	99.5%

**NORFOLK COUNTY, MA**

**Data by Zip Codes**

Zip Code	Average Price	Price Change (1 Year)	Total # Homes Sold (Quarter)	% Change in # Homes Sold (1 Year)	Average Days on Market	% of Asking Price (Sold/List Price)
02053	\$394,300	15.83%	43	0.00%	48	98.4%
02054	\$403,500	20.23%	28	-12.50%	46	98.2%
02056	\$546,500	30.15%	29	-36.96%	66	98.3%
02062	\$352,200	2.21%	33	10.00%	49	97.0%
02067	\$429,200	9.77%	48	-27.27%	59	96.1%
02071	\$461,200	17.32%	2	0.00%	21	95.6%
02072	\$328,000	19.10%	66	-5.71%	46	97.9%
02081	\$397,700	-0.43%	36	-23.40%	39	98.1%
02090	\$607,400	-5.90%	36	-36.84%	67	95.0%
02093	\$438,600	10.42%	26	-7.14%	68	97.1%
02155	\$283,000	-	1	-	65	95.9%
02169	\$337,500	12.39%	60	-1.64%	58	96.0%
02170	\$370,400	11.16%	24	-4.00%	38	97.4%
02171	\$370,700	12.85%	28	86.67%	52	95.8%
02184	\$347,600	7.12%	64	30.61%	41	97.5%
02186	\$538,800	15.03%	47	-17.54%	61	98.0%
02188	\$300,400	9.96%	24	-20.00%	59	98.3%
02189	\$289,300	10.67%	23	21.05%	47	97.7%
02190	\$336,900	10.68%	33	57.14%	42	97.9%
02191	\$317,100	26.44%	18	5.88%	42	95.1%
02322	\$280,000	17.11%	7	-30.00%	64	96.6%
02343	\$295,800	18.84%	24	26.32%	67	98.1%
02368	\$288,100	11.45%	82	-2.38%	42	97.7%
02445	\$1,072,900	-21.35%	15	-6.25%	77	94.9%
02446	\$1,435,000	-11.78%	6	-14.29%	96	91.0%
02467	\$864,200	-19.82%	22	15.79%	73	96.1%
02481	\$1,151,900	15.84%	54	-26.03%	50	95.4%
02482	\$835,000	0.77%	39	-15.22%	67	95.1%
02492	\$647,500	-0.58%	60	-30.23%	44	97.0%
02494	\$519,400	-4.75%	19	-47.22%	29	98.0%
02762	\$365,400	17.68%	15	-28.57%	66	99.7%
OTHER	\$517,900	11.28%	16	-36.00%	48	95.9%

**PLYMOUTH COUNTY, MA**



**Labor Market :**

In the first two months of the second quarter, 1,253 jobs were added to the payrolls of Plymouth County. As a result of these new jobs, the average monthly unemployment rate fell from 5.5% during the first quarter to 4.9% for April and May. The strong employment climate may help to create demand for home purchases. Favorable mortgage rates should augment this trend.

**Housing Market :**

	<b>Q1' 03</b>	<b>Q2' 03</b>	<b>Q3' 03 (Forecast)</b>
<b>Average Price</b>	\$335,400	\$352,900	↑
<b># Homes on the Market *</b>	1,902	2,782	↔
<b># Homes Sold **</b>	718	1,177	↓
<b># New Homes Built</b>	293	218	↓
<b>Avg # of Days on Market</b>	74	70	↑

\* Available as of Jun. 30, 2003.

\*\* May not add to total of zip codes

**Data by Zip Codes**

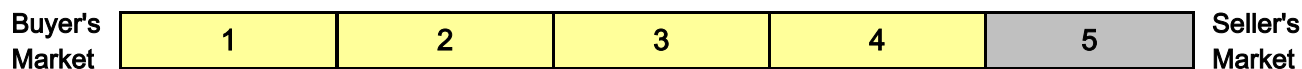
<b>Zip Code</b>	<b>Average Price</b>	<b>Price Change (1 Year)</b>	<b>Total # Homes Sold (Quarter)</b>	<b>% Change in # Homes Sold (1 Year)</b>	<b>Average Days on Market</b>	<b>% of Asking Price (Sold/List Price)</b>
02020	\$355,000	63.97%	2	100.00%	65	98.0%
02041	\$385,000	27.27%	1	0.00%	14	101.3%
02043	\$625,000	-1.30%	63	8.62%	80	96.9%
02045	\$421,600	22.52%	23	-23.33%	84	95.7%
02047	\$511,000	-	3	-	64	96.1%
02050	\$399,900	6.67%	68	-25.27%	64	98.1%
02061	\$497,400	-9.73%	13	-58.06%	167	97.3%
02066	\$540,900	15.31%	45	-6.25%	79	97.0%
02301	\$248,800	18.19%	109	3.81%	56	98.8%

**PLYMOUTH COUNTY, MA**

**Data by Zip Codes**

Zip Code	Average Price	Price Change (1 Year)	Total # Homes Sold (Quarter)	% Change in # Homes Sold (1 Year)	Average Days on Market	% of Asking Price (Sold/List Price)
02302	\$223,500	18.63%	75	-11.76%	59	97.9%
02324	\$344,300	10.14%	27	-25.00%	61	98.9%
02327	\$439,900	-	1	-	271	100.0%
02330	\$298,300	17.95%	45	50.00%	86	98.6%
02332	\$580,300	9.06%	42	-14.29%	100	94.8%
02333	\$286,000	4.57%	16	-52.94%	65	97.8%
02338	\$279,600	4.21%	13	0.00%	78	95.6%
02339	\$588,000	23.04%	23	-36.11%	56	97.8%
02341	\$340,100	21.38%	17	-15.00%	77	98.1%
02345	\$449,100	-	1	-	54	104.5%
02346	\$298,200	9.83%	47	-11.32%	64	98.2%
02347	\$324,300	3.54%	36	9.09%	53	98.1%
02351	\$304,800	8.93%	34	6.25%	55	97.6%
02359	\$357,200	2.70%	26	-48.00%	59	98.1%
02360	\$317,600	12.35%	209	-7.11%	73	97.7%
02364	\$426,900	32.50%	38	-22.45%	83	98.2%
02367	\$395,100	24.64%	13	116.67%	98	98.3%
02368	\$395,000	-	2	-	153	96.9%
02370	\$264,300	1.34%	21	-19.23%	36	98.7%
02379	\$311,800	17.09%	17	-5.56%	66	97.8%
02382	\$273,000	7.91%	23	-30.30%	41	97.7%
02532	\$281,200	-8.55%	4	100.00%	96	98.9%
02538	\$225,200	31.24%	16	60.00%	71	96.2%
02558	\$237,800	-40.85%	8	100.00%	85	95.4%
02571	\$223,700	11.57%	31	-26.19%	62	97.0%
02576	\$276,800	-	11	-	80	97.5%
02738	\$412,800	25.66%	12	0.00%	75	96.3%
02739	\$392,900	-42.92%	6	0.00%	97	96.4%
02770	\$328,400	20.07%	13	44.44%	80	96.9%
OTHER	\$309,500	11.98%	23	0.00%	78	96.8%

**SUFFOLK COUNTY, MA**



**Labor Market :**

In the first two months of the second quarter, 615 jobs were added to the payrolls of Suffolk County. As a result of these new jobs, the average monthly unemployment rate fell from 6% during the first quarter to 5.9% for April and May. The strong employment climate may help to create demand for home purchases. Favorable mortgage rates should augment this trend.

**Housing Market :**

	<b>Q1' 03</b>	<b>Q2' 03</b>	<b>Q3' 03 (Forecast)</b>
<b>Average Price</b>	<b>\$395,700</b>	<b>\$420,400</b>	↑
<b># Homes on the Market *</b>	<b>417</b>	<b>615</b>	↔
<b># Homes Sold **</b>	<b>173</b>	<b>303</b>	↓
<b># New Homes Built</b>	<b>26</b>	<b>8</b>	↓
<b>Avg # of Days on Market</b>	<b>60</b>	<b>53</b>	↑

\* Available as of Jun. 30, 2003.

\*\* May not add to total of zip codes

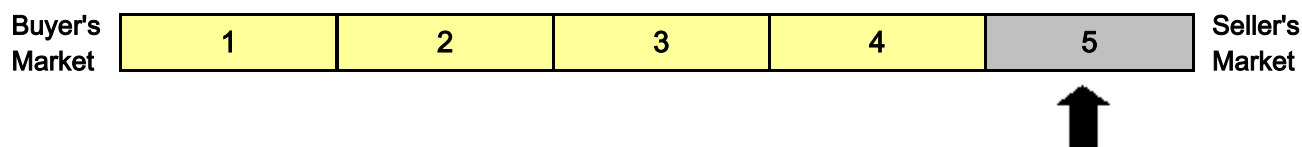
**Data by Zip Codes**

<b>Zip Code</b>	<b>Average Price</b>	<b>Price Change (1 Year)</b>	<b>Total # Homes Sold (Quarter)</b>	<b>% Change in # Homes Sold (1 Year)</b>	<b>Average Days on Market</b>	<b>% of Asking Price (Sold/List Price)</b>
02108	\$2,750,000	109.44%	2	100.00%	336	90.2%
02114	\$1,100,000	-20.29%	1	-50.00%	41	100.0%
02115	\$1,995,000	8.13%	1	0.00%	19	100.0%
02116	\$3,614,300	20.98%	3	50.00%	163	97.3%
02119	\$428,500	58.82%	4	-33.33%	50	93.0%
02122	\$347,800	6.72%	4	300.00%	54	99.2%
02124	\$353,800	22.80%	12	-25.00%	77	94.1%
02125	\$244,000	-19.92%	2	-66.67%	104	99.8%
02126	\$254,500	17.72%	14	7.69%	38	97.9%

**SUFFOLK COUNTY, MA**

Data by Zip Codes						
Zip Code	Average Price	Price Change (1 Year)	Total # Homes Sold (Quarter)	% Change in # Homes Sold (1 Year)	Average Days on Market	% of Asking Price (Sold/List Price)
02127	\$421,000	4.65%	6	100.00%	55	91.6%
02128	\$240,100	19.63%	9	-10.00%	58	93.3%
02129	\$528,300	-16.18%	10	42.86%	33	96.6%
02130	\$502,700	-2.08%	31	10.71%	40	97.1%
02131	\$350,600	3.85%	44	37.50%	35	97.3%
02132	\$390,700	11.66%	53	-13.11%	50	97.4%
02134	\$415,000	25.49%	4	33.33%	34	94.7%
02135	\$415,900	10.20%	8	-27.27%	37	95.7%
02136	\$304,900	6.46%	28	-33.33%	44	97.4%
02150	\$284,300	12.86%	9	0.00%	54	98.9%
02151	\$307,900	23.46%	38	-11.63%	73	97.3%
02152	\$361,200	7.09%	18	50.00%	77	95.8%
OTHER	\$281,300	1.55%	2	-50.00%	5	94.4%

**WORCESTER COUNTY, MA**



**Labor Market :**

In the first two months of the second quarter, 1,205 jobs were added to the payrolls of Worcester County. As a result of these new jobs, the average monthly unemployment rate fell from 6.8% during the first quarter to 6.2% for April and May. The strong employment climate may help to create demand for home purchases. Favorable mortgage rates should augment this trend.

**Housing Market :**

	Q1' 03	Q2' 03	Q3' 03 (Forecast)
<b>Average Price</b>	\$271,200	\$285,300	↑
<b># Homes on the Market *</b>	2,879	4,023	↔
<b># Homes Sold **</b>	1,143	1,855	↓
<b># New Homes Built</b>	459	526	↓
<b>Avg # of Days on Market</b>	71	65	↑

\* Available as of Jun. 30, 2003.

\*\* May not add to total of zip codes

**Data by Zip Codes**

Zip Code	Average Price	Price Change (1 Year)	Total # Homes Sold (Quarter)	% Change in # Homes Sold (1 Year)	Average Days on Market	% of Asking Price (Sold/List Price)
01005	\$201,900	7.34%	17	-15.00%	96	98.7%
01031	\$124,700	10.35%	3	200.00%	79	100.4%
01037	\$170,900	-51.42%	4	100.00%	50	79.0%
01068	\$257,900	0.19%	6	200.00%	88	99.5%
01083	\$179,800	7.47%	11	22.22%	60	97.7%
01092	\$161,600	-	3	-	51	97.0%
01331	\$168,800	25.78%	51	2.00%	97	98.7%
01368	\$233,900	19.95%	2	-50.00%	211	96.5%
01420	\$186,000	15.46%	72	-24.21%	70	96.8%



**WORCESTER COUNTY, MA**

**Data by Zip Codes**

Zip Code	Average Price	Price Change (1 Year)	Total # Homes Sold (Quarter)	% Change in # Homes Sold (1 Year)	Average Days on Market	% of Asking Price (Sold/List Price)
01430	\$196,700	9.22%	18	-14.29%	139	95.9%
01432	\$343,000	-6.28%	3	200.00%	155	101.4%
01436	\$162,100	14.32%	8	166.67%	33	97.0%
01438	\$265,000	84.67%	1	0.00%	94	98.2%
01440	\$189,400	10.76%	55	25.00%	54	99.6%
01451	\$616,800	39.11%	17	0.00%	129	95.0%
01452	\$250,100	10.42%	8	-55.56%	59	98.5%
01453	\$255,000	20.74%	95	18.75%	63	97.0%
01462	\$308,600	13.75%	32	14.29%	63	98.2%
01468	\$246,100	11.81%	15	0.00%	71	101.9%
01473	\$311,700	23.84%	23	-17.86%	80	98.8%
01475	\$187,000	14.02%	37	15.63%	69	98.4%
01501	\$230,000	7.78%	48	17.07%	34	98.2%
01503	\$569,900	32.60%	4	-20.00%	111	98.1%
01504	\$275,400	12.87%	13	-31.58%	49	98.5%
01505	\$375,500	7.93%	17	41.67%	69	98.6%
01506	\$225,200	6.28%	8	-11.11%	63	98.1%
01507	\$285,900	13.23%	35	-2.78%	69	98.5%
01510	\$264,200	54.59%	22	57.14%	41	98.4%
01515	\$220,500	-14.83%	4	-55.56%	42	97.5%
01516	\$275,900	4.75%	25	-16.67%	73	97.7%
01518	\$226,500	-25.42%	3	-25.00%	64	93.2%
01519	\$373,100	-2.41%	19	-29.63%	80	97.4%
01520	\$276,400	-0.04%	44	-18.52%	58	98.5%
01522	\$264,000	7.98%	4	-60.00%	81	98.7%
01523	\$348,900	17.08%	19	26.67%	63	98.5%
01524	\$216,300	0.98%	15	-6.25%	43	98.4%
01527	\$272,100	16.88%	29	31.82%	50	97.7%
01529	\$320,700	10.05%	7	-12.50%	46	102.6%
01531	\$195,000	12.72%	1	0.00%	28	103.2%
01532	\$413,600	20.06%	44	-22.81%	63	98.8%
01534	\$286,200	-3.08%	19	26.67%	72	99.0%
01535	\$203,500	27.67%	13	-23.53%	72	96.2%
01536	\$293,700	6.03%	18	20.00%	38	98.9%
01537	\$211,000	22.53%	3	-40.00%	11	100.8%

**WORCESTER COUNTY, MA**

**Data by Zip Codes**

Zip Code	Average Price	Price Change (1 Year)	Total # Homes Sold (Quarter)	% Change in # Homes Sold (1 Year)	Average Days on Market	% of Asking Price (Sold/List Price)
01540	\$201,300	5.50%	22	-24.14%	55	98.9%
01541	\$321,500	-6.49%	10	-23.08%	117	94.7%
01542	\$227,500	11.68%	2	-50.00%	38	96.8%
01543	\$244,600	2.90%	17	-26.09%	64	98.2%
01545	\$382,100	-4.31%	103	-8.04%	76	98.1%
01550	\$177,900	13.38%	23	-17.86%	76	97.9%
01560	\$400,700	6.23%	7	0.00%	117	99.7%
01562	\$205,600	6.75%	20	-16.67%	63	97.5%
01564	\$357,500	-10.65%	21	-12.50%	83	99.8%
01566	\$282,300	15.84%	41	86.36%	113	100.9%
01568	\$435,800	13.43%	34	100.00%	53	100.1%
01569	\$272,200	-7.10%	30	-6.25%	58	97.9%
01570	\$227,500	17.21%	38	-11.63%	55	97.2%
01571	\$250,100	14.15%	21	-32.26%	62	99.5%
01581	\$471,200	13.76%	55	22.22%	55	97.5%
01583	\$257,900	3.24%	15	66.67%	76	98.1%
01585	\$215,500	-3.10%	12	9.09%	69	98.3%
01588	\$299,000	24.58%	27	68.75%	73	99.1%
01590	\$362,600	5.25%	27	12.50%	67	99.7%
01602	\$223,700	12.58%	61	-1.61%	50	98.4%
01603	\$187,800	20.85%	30	0.00%	35	98.3%
01604	\$206,800	11.97%	53	-5.36%	50	98.3%
01605	\$230,600	31.02%	39	2.63%	53	98.1%
01606	\$205,700	13.02%	54	31.71%	41	98.2%
01607	\$159,900	11.35%	9	28.57%	38	99.4%
01609	\$319,600	-9.62%	19	-34.48%	62	98.9%
01610	\$161,400	-28.01%	8	-11.11%	102	102.1%
01611	\$160,000	15.52%	1	0.00%	19	97.0%
01612	\$352,400	41.64%	13	-27.78%	104	98.5%
01740	\$420,700	-24.93%	18	-10.00%	86	80.4%
01747	\$380,600	5.69%	12	-33.33%	35	99.2%
01756	\$445,900	24.14%	18	5.88%	89	98.8%
01757	\$319,600	7.72%	48	-17.24%	51	98.4%
01772	\$602,500	-5.96%	39	62.50%	52	97.5%
OTHER	\$279,200	18.20%	13	-43.48%	70	99.0%

**Others**

Data by Zip Codes						
Zip Code	Average Price	Price Change (1 Year)	Total # Homes Sold (Quarter)	% Change in # Homes Sold (1 Year)	Average Days on Market	% of Asking Price (Sold/List Price)
01844	\$435,000	-	1	-	18	96.7%
02532	\$276,300	17.83%	4	-69.23%	81	92.9%
02536	\$312,500	24.01%	1	-50.00%	29	95.9%
02539	\$285,000	-	1	-	21	98.3%
02559	\$185,000	-	1	-	77	92.5%
02562	\$289,300	-25.32%	3	-40.00%	53	98.8%
02563	\$295,000	13.20%	1	-50.00%	134	98.7%
02601	\$234,000	-	1	-	110	97.5%
02648	\$264,000	-	1	-	20	91.1%
02649	\$585,000	225.00%	2	100.00%	138	92.5%
02652	\$325,000	-	1	-	137	90.3%
02703	\$182,000	-	1	-	55	99.2%
02806	\$262,500	-	2	-	75	95.5%
02825	\$335,000	-	1	-	8	98.6%
02837	\$411,000	-	1	-	196	96.7%
02838	\$174,900	-	1	-	58	100.0%
02859	\$313,000	-	1	-	12	97.8%
02860	\$247,000	153.33%	1	-50.00%	111	93.2%
02861	\$147,000	12.21%	1	-50.00%	21	98.1%
02864	\$369,300	45.80%	9	50.00%	93	98.4%
02865	\$222,500	-66.03%	1	0.00%	14	97.2%
02878	\$195,100	1.61%	8	-11.11%	67	94.9%
02885	\$255,000	-	1	-	24	98.1%
02891	\$863,000	-	1	-	258	96.4%
02895	\$205,000	-	1	-	33	97.7%
02911	\$205,000	-	1	-	124	97.7%
02915	\$156,000	-	1	-	22	94.6%
03033	\$220,000	-	1	-	53	97.8%
03036	\$344,900	-	2	-	253	100.0%
03038	\$252,000	-	2	-	27	98.9%
03042	\$345,000	-	1	-	63	98.6%
03048	\$48,500	-57.08%	2	-50.00%	28	97.1%
03051	\$344,100	60.64%	2	0.00%	201	102.0%

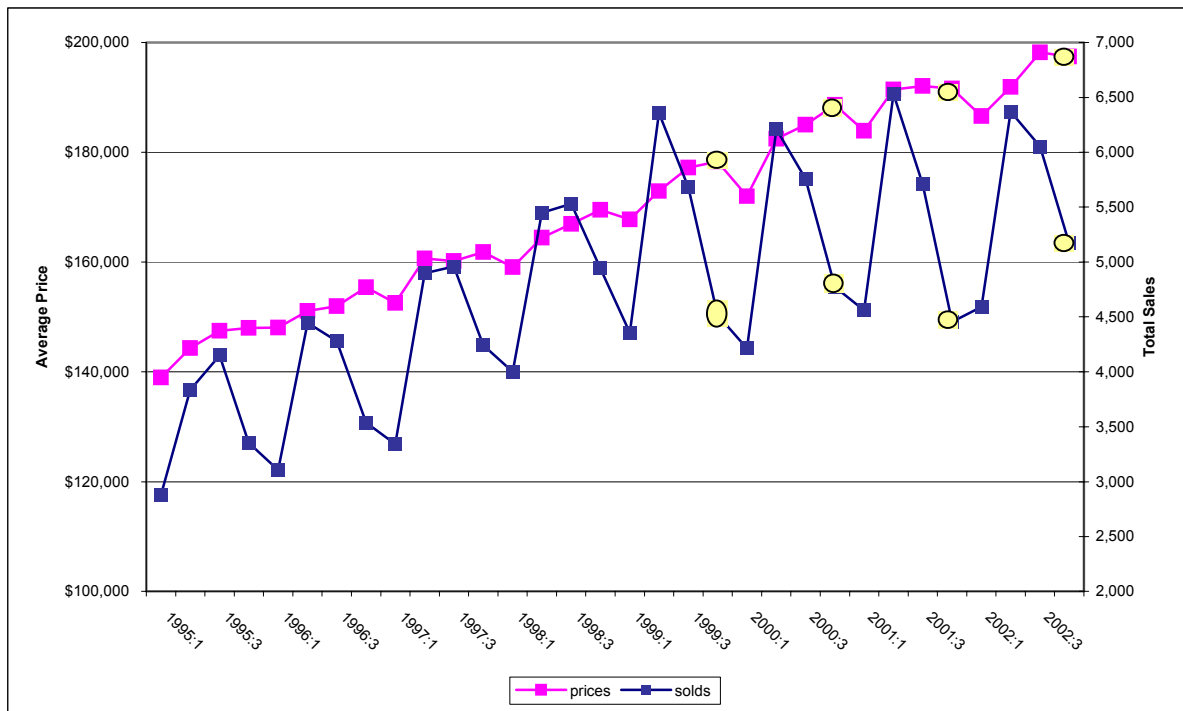
## Others

Data by Zip Codes						
Zip Code	Average Price	Price Change (1 Year)	Total # Homes Sold (Quarter)	% Change in # Homes Sold (1 Year)	Average Days on Market	% of Asking Price (Sold/List Price)
03053	\$287,500	-	1	-	23	99.2%
03071	\$181,600	-18.64%	3	-72.73%	82	99.8%
03076	\$348,100	12.29%	13	8.33%	115	102.4%
03077	\$234,900	-19.00%	1	0.00%	83	97.9%
03079	\$292,900	7.41%	18	50.00%	98	99.4%
03084	\$115,900	-	1	-	58	96.7%
03087	\$387,200	6.17%	8	33.33%	104	99.1%
03101	\$215,000	-	1	-	28	97.8%
03104	\$242,500	-	2	-	124	100.0%
03269	\$550,000	-	1	-	152	89.4%
03452	\$194,500	-0.26%	1	-50.00%	37	100.0%
03461	\$191,400	-0.16%	6	500.00%	63	96.6%
03801	\$293,500	-	2	-	61	98.7%
03811	\$386,300	-	2	-	66	96.6%
03827	\$437,800	-	5	-	145	94.2%
03841	\$310,000	-	1	-	326	94.0%
03842	\$475,700	220.34%	3	50.00%	111	92.4%
03848	\$315,000	-	1	-	37	91.3%
03858	\$217,700	-36.44%	3	50.00%	81	98.4%
03865	\$327,500	27.93%	2	0.00%	168	96.4%
03873	\$348,000	-3.33%	1	0.00%	42	99.5%
03874	\$261,000	-7.58%	3	-62.50%	69	99.5%
06026	\$182,200	-	1	-	109	101.3%
06071	\$445,000	-19.09%	1	0.00%	175	99.1%
06076	\$242,000	81.95%	1	0.00%	163	93.1%
06078	\$271,000	-11.15%	7	250.00%	52	97.6%
06082	\$159,000	-10.42%	1	-66.67%	75	96.4%
06242	\$192,900	-	1	-	34	100.0%
06374	\$150,000	-	1	-	16	88.3%
OTHER	\$198,000	-13.69%	1	-83.33%	15	94.3%

## There's More to it than Meets the Eye, Mr. Grasshopper

By Ken Fears, Economist

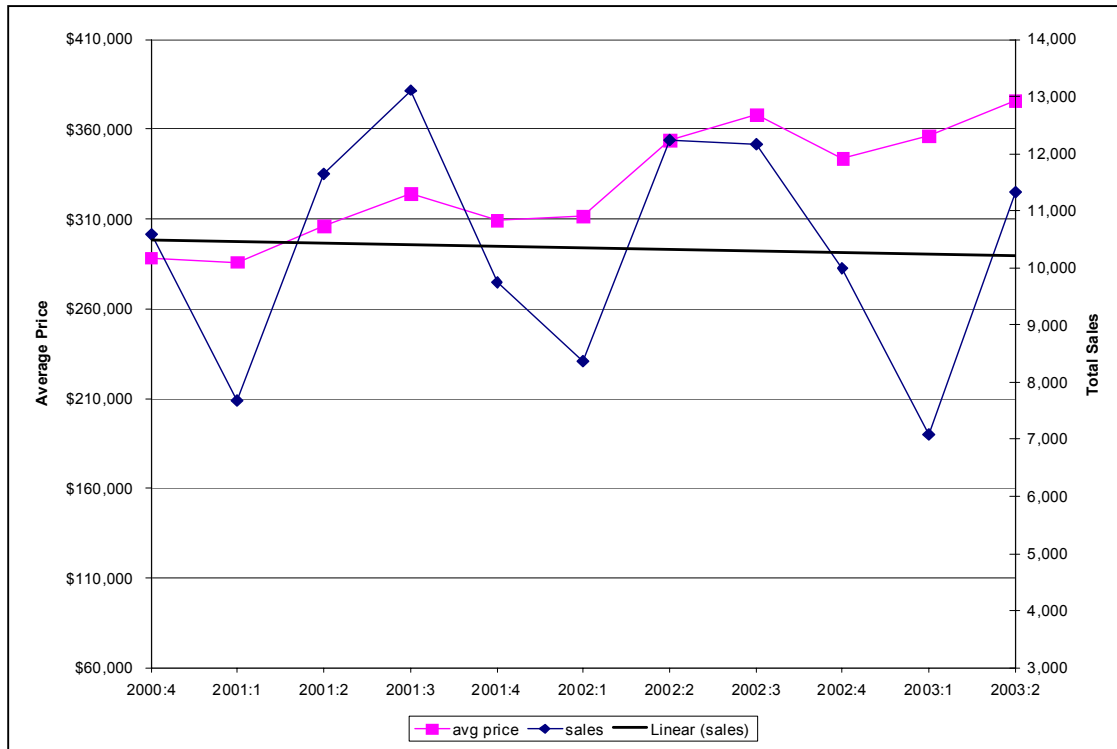
At the top of each county page in your local report is what we refer to as the buyer's/seller's market bar. It is a visual description of what we feel the current state of the housing market is at the county level. Over the last few quarters, you may have noticed strange patterns in the buyer's/seller's market bar. In particular, you may wonder why the bar could indicate that the market is in very good shape during the winter when sales are off from the previous quarter. Or, you may wonder why the bar is indicating that the market is not showing a top ranking when sales levels appear to be very strong.



As the example graphed above shows, typically, sales tend to fluctuate over the course of a year. This pattern, though not in absolute magnitude, is repeated each year. For instance, sales tend to dip during the fourth quarter every year and then rise in the spring and summer. This pattern is called “seasonality” and is caused by weather, social, and economic factors. More specifically, in the winter: fewer people look for homes when the weather turns; there are many more social events in the fall (holidays, etc.); finally, there are other large expenditures in the fall (bills go up, Holiday parties, gifts, holiday travel expenses, etc.). For all of these reasons, home sales tend to drop off almost EVERY fourth quarter. Consequently, home sales in the fourth quarter are almost ALWAYS lower than in the third or second quarter. Sales in the area covered by the MLS Property Information Network dropped 17.7% between the third and fourth quarters of 2002. Thus, comparing sales in the fourth and third quarters is like comparing apples and oranges. A market may still be strong for a fourth quarter, but when compared to the previous third quarter it looks weak. To this end, we should only compare fourth quarter measures and as you can see from the example graph, the sales and prices in the fourth quarter of 2002 were higher than any other fourth quarter (the fourth quarter data points are highlighted on both lines for the past four years).

# Trends

Likewise, sales tend to rise during the summer because the weather allows for better shopping, jobs tend to turnover this time of year, and the school year ends. This last rationale is important. Families often wait until the end of a school year to purchase a new home in order to minimize the strain of moving for their children. This pattern also accounts for an interesting seasonal phenomenon in prices; home prices tend to rise in the spring and summer and decline in the winter. Families with children require larger homes and more rooms, which are higher priced. Thus, prices will follow the moving patterns of families, accounting for the lower winter price levels when smaller homes tend to sell.



The best way to tell whether sales are doing well in the area covered by the MLS Property Information Network is to look at the trend in sales over time. The relatively flat trend line (the straight black line) suggests that sales movements in the area covered by the MLS Property Information Network are doing well. Furthermore, this observation supports our assessment of a moderate to strong “seller’s market” for most of the counties covered by the MLS Property Information Network.

Though an experienced Realtor® may have observed this seasonal pattern over time, a Realtor® who is new to the industry, say a year and a half or less, might not recognize the natural fluctuation in sales during the fall and winter. Like the ant in Aesop’s fable about the grasshopper and the ant, Realtors® must work hard in the summer and plan ahead of time to reap the rewards of their labor and to weather the fall and winter when the market regularly contracts.

## Once More, With Feeling

by David Lereah, Chief Economist

Here we go again. Let me say it one more time so the people in the nose bleed seats can hear: *a healthy housing market and rising home prices are not incompatible.*

Our nation's housing sector continues to raise eyebrows as both home sales and home prices soar to record-breaking heights. Existing homes sales and new homes sales are both on pace to shatter last year's records of 5.56 million and 977,000 units, respectively. Existing homes sold at a 5.85 million annualized pace for the first five months of this year, while new homes have been selling at a 1.029 million annualized pace. Home price appreciation has hovered near the historically high seven percent range all year.

But with success comes scrutiny. There are some housing academics and those in the media who are posing like prophets of doom, with pronouncements suggesting recent home price increases will end in a bust just like that of the stock market three years ago.

Poppycock. There are no signs of home prices declining nationwide anytime soon, let alone portents of a price bubble bursting. Existing home prices have risen at a healthy seven percent growth rate so far this year, and prices across the nation continue to climb, not decline. The latest metropolitan area price data from NAR (first quarter of 2003) show 109 metro areas posted price gains from a year earlier; 31 of them registered double-digit gains, and 72 of them experienced price increases that were at least two percentage points above the rate of inflation. Only eight metro areas experienced price drops. It is not an overstatement to say housing markets are healthy—both home sales and home price appreciation.

But those prophets of doom still rail against housing's fate. Provocatively titled books and headlines suggest that the housing markets will come tumbling down – and they mislead the public into thinking that there is something inherently wrong with our nation's housing sector. There isn't. So before this escalates into “Godzilla Meets Housing” let's confront our current assailants.

Many detractors make the case that an increasingly large number of metropolitan areas are beginning to experience serious home price declines. Upon closer inspection, the price declines are only within a 6-month time period, ending March 31, 2003. Any experienced housing analyst would reject 6-month price changes and tell you that home prices can only be meaningfully compared on a year ago basis. Why? Because home price data are not adjusted for seasonal variations, which skews the numbers. For example, bigger homes are usually sold in the summer because families with children prefer moving in the summer prior to the new school year. Thus, home price changes from the summer to the winter months may show a decline due to the seasonality of homebuying behavior.

This is borne out by the historical price data. During the past 11 years, home price changes from the third quarter (July-September) to the first quarter of the next year (January-March) have been negative in every year except one, which had no change. The average decline for the 1992 to 2002 period was a negative 1.3 percent. In fact, home prices, on a year over-year basis, have not declined nationwide since the Great Depression. The closest our nation has come was in 1989 when home prices nationwide grew by only 0.5 percent. And that was a time when the housing markets were contracting (i.e., in recession) and there was an over-supply of homes on the market. The inventory of homes was over a 9 months' supply in 1989, compared with today's relatively lean, 4.7 months' supply.

Here's why some of our nation's metropolitan areas are experiencing such healthy home price increases. For example, over the past several years, Nassau-Suffolk (i.e., Long Island, NY), Bergen-Passaic (i.e., upper New Jersey), San Francisco, San Diego, and Washington, DC, have all experienced double-digit home price increases. A cursory glance shows that each of those areas experienced significant housing shortages during the past decade. The ratio of new jobs to new homes for each of these areas highlights this point. The ratio of new jobs to new homes for the nation has averaged 1.6 from 1993 to 2002. In contrast, the new job/new home ratio for the Nassau-Suffok/Bergen-Passaic areas was almost 16! The new job/new home ratios for San Francisco, San Diego and Washington DC were 12.5, 4.5 and 2.5, respectively. It is clear that most of the fast-appreciating home price markets in the U.S. are a result of housing shortages. Housing inventories have not kept pace with jobs created, creating excess demand for the existing homes on the market. Something has to give when demand exceeds supply and it is usually prices.

Today's above-norm home price appreciation is driven by fundamentals of strong demand and tight supply. The inventory of homes are at historical lows, household income growth has kept pace with home price growth over the past two decades, and the mortgage debt service cost is at cyclical lows due to historic lows in mortgage rates. It is not surprising that the metropolitan areas with the sharpest price increases in the nation are associated with local housing shortages relative to demand. The laws of supply and demand have not been revoked. And so – one more time — a healthy housing market and rising home prices are compatible, at least for the next year or two.

## The Forecast

By Lawrence Yun, *Senior Research Forecaster*

A rising standard of living depends critically on technological advances and rising worker productivity. A larger pie from a given set of resources is surely a good thing. At the turn of the 20<sup>th</sup> century, it was not uncommon for people to work 60 hours a week and the life expectancy was 47 years.

### Good news/bad news

Though technological advances and the accompanying increase in worker productivity are definitively good in the long haul, they can, nonetheless, impose short-term costs. Productivity advanced 4.8% in 2002 — the highest rate of increase in over 50 years. It implies one of two things: that the economy grew robustly by 4.8% with the same number of workers, or that the same output can be achieved with fewer workers.

The data suggest the latter — that the country produced just a little bit more but with a lot fewer workers. Since the employment peak in February 2001, 2.6 million workers have lost their jobs, pushing the unemployment rate to 6.4%. That's the highest level in nine years. The manufacturing sector took the brunt of it, accounting for about 90% of those job cuts. It's true that job losses in the manufacturing sector have been occurring for quite a while (believe it or not, since way back in 1979). But they seem more visible today since these job losses are not being picked up by other sectors of the economy, as would be the norm during a non-recession year. There were 19.4 million workers employed in the manufacturing sector in 1979 compared to 14.7 million currently. In fact, in 1979 manufacturing jobs represented one out of every five jobs. Now, the ratio is roughly one out of ten.

But other non-manufacturing job cuts had been masked by job gains elsewhere, particularly in the service sectors providing education, health care, management consulting, information, and financial activities. The flexibility of the U.S. labor market has provided ample job creation opportunities. The U.S. economy has created 40 million net new jobs since 1979 — the year when the manufacturing jobs began to slip. The net transitional effect over these years has improved lives for those who view today's standard of living as better than what it was back then.

### Outlook

The job market conditions in the U.S. are likely to improve in the near future. The aggregate demand is set to pick up solidly from the third quarter, at which point hirings in both manufacturing and non-manufacturing sec-

tors will begin to increase. Tax cuts, lower oil prices, restocking of depleted business inventories, positive wealth effect from rising stock and home prices, turnaround in corporate profits — another beneficial byproduct of rising productivity — and rising export orders resulting from the weaker dollar will all add to the overall demand for good and services and demand for workers. The forecast calls for close to three million net new jobs over the next two years. The exact composition between manufacturing and non-manufacturing is hard to say. But, one thing is sure, most will view it as a better life than before.

A turnaround in the economy will also be good news for the housing sector. Housing needs a new set of homebuyers wrought from job creations. Low mortgage rates have done wonders in lifting housing-related indicators, including sales, prices, refinancings, home improvement spending, and real-estate-related jobs.

But the bottoming of mortgage rates is likely to have already occurred. Rising mortgage rates are not housing's friend. Luckily, any rise in rates is projected to be very modest. This is because technological advancement put downward pressure on prices, thus keeping inflation in check. The current low inflation rate and the low future inflation expectations, as evidenced by low long-term interest rates, are yet other tangible byproducts of strong productivity gains.

### Local Market

The manufacturing sector employment is slightly below that of the national average in the region, but due to the fall off in the high-tech sector, particularly in the Boston area, the number of people on the unemployment line has been the upswing since January 2001. In fact job cuts appear to be have accelerated in the past two quarters. A solid turnaround in the job market is not expected occur until spring of 2004. Therefore, the expected rising mortgage rates will hurt home sales in the region. The fastly rising home price will also work against home buying activity. Furthermore, new single-family home construction has fallen sharply by 20% in the first quarter. This implies that not enough supply of homes will be hitting the market, thereby continuing to fuel home price even in face of expected fall in sales. Home sales are expected to decline in 2003 and in 2004. But, home prices will likely increase 8% in 2003 and then 5% in 2004.



## U.S. Economic Outlook: August 2003

	2002				2003				2004				2001	2002	2003	2004
	III	IV	I	II	III	IV	I	II	III	IV						
<b>U.S. Economy</b>																
<i>Annual Growth Rate</i>																
Real GDP	4.0	1.4	1.4	2.4	3.7	3.8	4.3	3.9	3.9	3.7	0.3	2.4	2.1	3.8		
Nonfarm Payroll Employment	-0.5	0.3	-0.3	-0.5	1.3	1.9	2.2	2.0	2.0	2.2	0.0	-1.1	0.1	1.8		
Consumer Prices	2.2	2.0	3.9	0.7	1.1	1.9	1.6	1.6	2.0	2.2	2.8	1.6	2.2	1.6		
Real Disposable Income	1.8	1.4	2.1	2.0	8.4	1.3	7.3	-0.1	1.4	3.3	1.8	4.2	2.7	3.5		
Consumer Confidence	95	82	68	83	93	95	99	102	103	106	107	97	85	102		
<i>Percent</i>																
Unemployment	5.8	5.9	5.8	6.1	6.1	6.0	5.8	5.7	5.6	5.5	4.8	5.8	6.0	5.7		
<i>Interest Rates, Percent</i>																
Fed Funds Rate	1.7	1.4	1.3	1.2	1.0	1.0	1.0	1.3	1.8	2.0	3.9	1.7	1.1	1.5		
3-Month T-Bill Rate	1.6	1.3	1.2	1.0	0.8	1.0	1.1	1.4	1.9	2.2	3.4	1.6	1.0	1.6		
Prime Rate	4.8	4.4	4.3	4.2	4.0	4.0	4.0	4.3	4.8	5.0	6.9	4.7	4.1	4.5		
Discount Rate	1.3	0.9	0.8	0.7	0.5	0.5	0.5	0.8	1.3	1.5	3.4	1.2	0.6	1.0		
Corporate Aaa Bond Yield	6.3	6.3	6.0	5.3	5.4	5.4	5.5	5.5	5.6	5.7	7.1	6.5	5.5	5.6		
30-Year Government Bond	5.2	5.1	5.0	4.7	4.7	4.8	4.8	4.8	4.9	5.0	5.5	5.4	4.8	4.9		
<i>Mortgage Rates, percent</i>																
30-Year Fixed Rate	6.3	6.1	5.8	5.5	6.0	6.2	6.4	6.4	6.5	6.6	7.0	6.5	5.9	6.5		
1-Year Adjustable	4.4	4.2	3.9	3.7	3.5	3.6	3.7	3.9	4.3	4.5	5.8	4.6	3.7	4.1		
<b>Housing Indicators</b>																
<i>Thousands</i>																
Existing Single-Family Sales	5,400	5,773	5,830	5,860	5,621	5,595	5,574	5,503	5,521	5,541	5,296	5,566	5,726	5,535		
New Single-Family Sales	1,014	1,026	987	1,057	985	978	963	961	970	969	909	972	1,002	966		
Housing Starts	1,702	1,743	1,737	1,701	1,721	1,696	1,677	1,687	1,695	1,688	1,603	1,705	1,714	1,687		
Single-Family Units	1,342	1,410	1,405	1,385	1,396	1,387	1,364	1,372	1,369	1,362	1,273	1,359	1,393	1,367		
Multifamily Units	360	332	332	317	325	309	312	315	326	327	330	347	321	320		
Residential Construction*	387	396	406	401	401	402	401	401	403	404	373	388	402	402		
<i>Percent Change -- Year Ago</i>																
Existing Single-Family Sales	2.1	9.3	2.0	6.6	4.1	-3.1	-4.4	-6.1	-1.8	-1.0	2.8	5.1	2.9	-3.3		
New Single-Family Sales	17.0	10.7	8.0	11.0	-2.8	-4.6	-2.4	-9.0	-1.5	-0.9	3.6	6.9	3.1	-3.6		
Housing Starts	6.4	11.0	1.2	1.1	1.1	-2.7	-3.4	-0.8	-1.5	-0.4	2.2	6.4	0.5	-1.6		
Single-Family Units	5.2	12.3	3.2	3.2	4.0	-1.7	-2.9	-0.9	-2.0	-1.8	3.4	6.8	2.5	-1.9		
Multifamily Units	11.0	6.0	-6.7	-7.3	-9.8	-7.0	-5.9	-0.5	0.5	5.7	-2.4	5.3	-7.7	-0.1		
Residential Construction	3.4	6.7	5.7	4.0	3.5	1.5	-1.2	-0.2	0.4	0.5	0.3	4.1	3.7	-0.1		
<b>Median Home Prices</b>																
<i>Thousands of Dollars</i>																
Existing Home Prices	161.4	161.0	161.2	168.2	170.5	169.3	169.1	175.3	178.8	176.3	147.8	158.2	167.8	175.4		
New Home Prices	177.3	189.3	184.1	196.1	193.8	200.8	198.5	204.1	204.1	209.8	175.2	187.6	194.7	204.4		
<i>Percent Change -- Year Ago</i>																
Existing Home Prices	7.0	8.4	6.8	6.6	5.6	5.2	4.9	4.2	4.9	4.1	6.3	7.0	6.1	4.5		
New Home Prices	3.3	9.3	-1.7	5.3	9.3	6.1	7.8	4.1	5.3	4.5	3.7	7.1	3.8	5.0		
<b>Local Region</b>																
Jobs (in thousands)	3312.1	3312.7	3254.5	3259.1	3272.3	3292.8	3257.8	3291.7	3311.6	3342.2	3268.0	3301.0	3269.7	3300.8		
Home Sales	12165	10008	7086	11320	11654	9157	6654	11071	11806	9313	42214	42778	39217	38843		
Home Prices (in thousand \$)	368.1	343.9	356.3	375.8	389.1	361.4	373.0	391.6	405.8	378.4	306.5	344.4	372.9	389.6		
<i>Percent Change -- Year Ago</i>																
Jobs	1.3%	1.1%	-1.1%	-1.3%	-1.2%	-0.6%	0.1%	1.0%	1.2%	1.5%	1.2%	1.0%	-0.9%	1.0%		
Home Sales	-7.3%	2.6%	-15.3%	-7.5%	-4.2%	-8.5%	-6.1%	-2.2%	1.3%	1.7%	-3.2%	1.3%	-8.3%	-1.0%		
Home Prices	13.5%	11.2%	14.4%	6.1%	5.7%	5.1%	4.7%	4.2%	4.3%	4.7%	8.3%	12.4%	8.3%	4.5%		

National quarterly figures are seasonally adjusted annual rates.

Some data for the second quarter 2003 are actuals while others are estimates

Source: Forecast produced using Macroeconomic Advisers quarterly model of the U.S. economy.

Assumptions and simulations by Dr. David Lereah and Dr. Lawrence Yun.

This table reflects data available through July 7, 2003.

Monthly Indicator	Recent Statistics	Likely Direction Over the Next Six Months	Forecast
<b>Mortgage Rates</b> The 30-year fixed-rate mortgage dropped 25 basis points to 5.23% in June. The 15-year fixed rate is at 4.63%, a 23 basis point decline from May. Overall, rates remain at record lows.	Apr 5.81 May 5.48 Jun 5.23	↔	Most favorable conditions in 45 Years
<b>Existing Home Sales</b> increased 1.2 % to a seasonally adjusted annual rate of 5.92 million units in May. This represents the third highest monthly pace on record. The months' supply of homes available for sale fell from 5.1 in April to 4.7 in May. The median sales price rose 7.7%.	Mar 5,530 Apr 5,850 May 5,920	↔	Setting records three successive years.
<b>New Home Sales</b> rose to an all-time record in May of 1.157 million units, an increase of 12.5% from April's level. Sales were up in three of the four Census regions, with a slight decline recorded in the Northeast. The West posted the strongest increase.	Mar 1,018 Apr 1,028 May 1,157	↔	Million home sales now becoming the norm.
<b>Housing Starts</b> Residential construction rose 6.1% in May to a seasonally adjusted annual rate of 1.732 million units. Housing permits were up 3.7% from April, which is a good indication that building activity will remain healthy.	Mar 1,742 Apr 1,632 May 1,730	↔	Permit issuances point toward plentiful starts.
<b>Employment Growth</b> Payroll employment declined by 30,000 in June, more than anticipated. Leisure and hospitality employment rose for the first time since January. Construction payrolls continued to rise for a fourth consecutive month.	Apr -22 May -70 Jun -30	↑	The worst of the labor market is past.
<b>Purchase Applications</b> Mortgage loan application activity remains at strong levels. The index posted its second highest recording since May's record of 416.4.	Apr 373.2 May 416.6 Jun 416.4	↔	Home purchase loans will remain strong, but look out for steep drop in refinances.
<b>Housing Affordability</b> remains at a high level although NAR's affordability index slipped to 144.4 in May. Homes remain affordable as mortgage stay low. An increase in the median price of existing homes was primarily responsible for the slight decline in the index.	Mar 145.2 Apr 145.4 May 144.4	↓	Some slippage as home prices outpace income growth
<b>Inflation</b> The consumer price index remained unchanged in May, after falling 0.3% in April. The core inflation rate, which excludes the volatile food and energy components, rose 0.3%.	Mar +0.3% Apr -0.3% May 0.0%	↔	Prices are well under control.

Notes: All rates are seasonally adjusted. Existing home sales, new home sales and housing starts are shown in thousands. Employment growth is shown as month-to-month change in thousands. Inflation is shown as month-to-month percent change in the Consumer Price Index. Sources: NAR, Bureau of the Census, Bureau of Labor Statistics, Mortgage Bankers Association, and Freddie Mac.

The purchasing index, a.k.a. mortgage loan applications, is often a leading indicator of home sales. More specifically, mortgage applications typically lead existing home sales by one to three months. Since March 2003, mortgage applications have been running at extremely strong levels, and in June the index posted its second highest level of 416.4. Of course, underlying the strength of mortgage applications activity are record low interest rates, which have kept people applying for loans in droves. Climbing mortgage loan applications signifies that the hot housing market will not be cooling off any time soon.

By Wannasiri Chompoopet

