

MASSACHUSETTS ASSOCIATION OF REALTORS

DETACHED SINGLE FAMILY HOME SALES AND AVERAGE SELLING PRICES

REGIONAL COMPARISONS FOR 4TH QUARTER OF 1993 vs 4TH QUARTER OF 1992

DETACHED SINGLE FAMILY HOMES

SALES

<u>Region</u>	<u>1992</u>	<u>1993</u>	<u>Percentage Change</u>
Cape Cod	663	691	+ 4.2 %
Central	1,116	1,390	+24.6 %
Greater Boston	2,315	2,705	+16.8 %
Northeast	2,100	2,546	+21.2 %
Southeast	380	403	+ 6.1 %
South Shore	994	1,115	+12.2 %
West	1,194	1,344	+12.6 %
STATEWIDE	8,762	10,194	+16.3 %

AVERAGE SELLING PRICE

<u>Region</u>	<u>1992</u>	<u>1993</u>	<u>Percentage Change</u>
Cape Cod	\$155,209	\$147,552	- 4.9 %
Central	\$136,979	\$138,636	+ 1.2 %
Greater Boston	\$217,483	\$221,163	+ 1.7 %
Northeast	\$170,171	\$180,519	+ 6.1 %
Southeast	\$126,514	\$123,025	- 2.8 %
South Shore	\$151,502	\$158,754	+ 4.8 %
West	\$123,340	\$122,333	- 0.8 %
STATEWIDE	\$166,919	\$171,033	+ 2.5 %

MASSACHUSETTS ASSOCIATION OF REALTORS FOURTH QUARTER 1993 MLS SALES AND AVERAGE PRICES

	1993 Fourth Quarter				1992 Fourth Quarter			
	Single family sales	Average Selling Price	Condos	Average Selling Price	Single family sales	Average Selling Price	Condos	Average Selling Price
N. Bristol Cty	109	\$128,185	17	\$80,052	98	\$127,907	7	\$70,286
Plymouth/Q.SS	806	\$165,891	94	\$100,268	741	\$156,613	95	\$106,002
SOUTH SHORE	915	\$161,400	111	\$97,172	839	\$153,260	102	\$103,551
Fall River	164	\$126,344	15	\$46,460	145	\$128,497	6	\$32,067
New Bedford	239	\$120,747	13	\$31,138	235	\$125,290	25	\$36,960
SOUTHEAST	403	\$123,025	28	\$39,346	380	\$126,514	31	\$36,103
BOSTON	2,905	\$216,033	678	\$124,993	2,470	\$212,745	512	\$114,207
CAPE COD	691	\$147,552	75	\$86,768	663	\$155,209	71	\$89,449
E. Middlesex	530	\$174,574	100	\$105,393	444	\$170,362	66	\$102,398
Gr. Haverhill	140	\$128,260	51	\$75,389	97	\$134,694	30	\$80,257
Gr. Lawrence	399	\$202,341	80	\$80,467	290	\$182,762	46	\$79,310
Gr. Lowell	542	\$152,791	96	\$76,732	532	\$151,739	95	\$83,360
Gr. Newburport	215	\$168,999	24	\$93,850	160	\$153,422	28	\$89,168
Gr. Salem	720	\$207,277	181	\$109,401	577	\$191,299	112	\$105,322
NORTHEAST	2546	\$180,519	532	\$94,440	2100	\$170,171	377	\$92,908
Worcester	902	\$148,848	93	\$73,885	782	\$143,144	65	\$81,913
N. Worcester	488	\$119,759	88	\$32,030	334	\$122,546	27	\$49,007
CENTRAL	1390	\$138,636	181	\$53,536	1116	\$136,979	92	\$72,256
Berkshire Cty	237	\$129,869	20	\$106,170	247	\$133,086	11	\$122,082
Franklin-Hampshire	297	\$124,634	31	\$82,968	246	\$123,309	22	\$83,523
Holyoke-Chicopee	169	\$114,097	17	\$64,359	139	\$113,183	21	\$86,390
Gr. Springfield	641	\$120,653	56	\$81,636	562	\$121,581	47	\$79,934
WEST	1344	\$122,333	124	\$83,558	1194	\$123,340	101	\$86,649
STATEWIDE	10,194	\$171,033	1,729	\$100,309	8,762	\$166,919	1,286	\$98,700