

MASSACHUSETTS ASSOCIATION OF REALTORS®

DETACHED SINGLE FAMILY HOME SALES AND AVERAGE SELLING PRICES

REGIONAL COMPARISONS FOR 1995 vs 1994

DETACHED SINGLE FAMILY HOMES  
SALES

<u>Region</u>	<u>1994</u>	<u>1995</u>	<u>Percentage Change</u>
Cape Cod	2,751	3,120	+ 13.4 %
Central	5,079	4,390	- 13.6 %
Greater Boston	11,899	11,807	- 0.8 %
Northeast	8,398	7,524	- 10.4 %
Southeast	1,737	1,485	- 14.5 %
South Shore	3,434	3,122	- 9.1 %
West	5,067	5,208	+ 2.8 %
STATEWIDE	38,365	36,656	- 4.5 %

AVERAGE SELLING PRICE

<u>Region</u>	<u>1994</u>	<u>1995</u>	<u>Percentage Change</u>
Cape Cod	\$150,325	\$158,887	+ 5.7 %
Central	\$141,495	\$142,457	+ 0.7 %
Greater Boston	\$232,576	\$233,811	+ 0.5 %
Northeast	\$181,392	\$192,742	+ 6.3 %
Southeast	\$124,377	\$125,682	+ 1.0 %
South Shore	\$164,870	\$176,999	+ 7.4 %
West	\$120,841	\$118,053	- 2.3 %
STATEWIDE	\$177,700	\$182,397	+ 2.6 %

MASSACHUSETTS ASSOCIATION OF REALTORS YEAR END 1995 MLS SALES AND AVERAGE PRICES

	<u>1995 Year End</u>						<u>1994 Year End</u>					
	<u>Single family sales</u>	<u>Single family Total \$ Volume</u>	<u>Average Selling Price</u>	<u>Condos</u>	<u>Total \$ Volume</u>	<u>Average Selling Price</u>	<u>Single family sales</u>	<u>Total \$</u>	<u>Average Selling Price</u>	<u>Condos</u>	<u>Total \$</u>	<u>Average Selling Price</u>
N. Bristol Cty	330	\$41,663,916	\$126,254	52	\$4,491,740	\$86,380	429	52915342	\$123,346	49	3988700	\$81,402
Plymouth/Q.SS	2591	\$481,542,068	\$185,852	405	\$45,026,329	\$111,176	3005	513249604	\$170,799	452	47326703	\$104,705
<b>SOUTH SHORE</b>	<b>2921</b>	<b>\$523,205,984</b>	<b>\$179,119</b>	<b>457</b>	<b>\$49,518,069</b>	<b>\$108,355</b>	<b>3434</b>	<b>566164946</b>	<b>\$164,870</b>	<b>501</b>	<b>51315403</b>	<b>\$102,426</b>
Gr. Fall River	466	\$58,516,861	\$125,573	50	\$3,728,376	\$74,568	589	74933732	\$127,222	71	4795760	\$67,546
Gr. New Bedford	1019	\$128,120,457	\$125,732	55	\$3,626,054	\$65,928	1148	141109872	\$122,918	39	2168200	\$55,595
<b>SOUTHEAST</b>	<b>1485</b>	<b>\$186,637,318</b>	<b>\$125,682</b>	<b>105</b>	<b>\$7,354,430</b>	<b>\$70,042</b>	<b>1737</b>	<b>216043604</b>	<b>\$124,377</b>	<b>110</b>	<b>6963960</b>	<b>\$63,309</b>
<b>Gr. Boston</b>	11807	\$2,760,603,459	\$233,811	3191	\$451,303,991	\$141,430	11899	2767416238	\$232,576	2970	410042699	\$138,062
<b>CAPE COD</b>	3120	\$495,728,487	\$158,887	444	\$42,036,048	\$94,676	2751	413543287	\$150,325	344	28861010	\$83,898
E. Middlesex	1124	\$209,109,261	\$186,040	197	\$21,936,245	\$111,351	1468	264691370	\$180,307	231	24166683	\$104,618
Gr. Haverhill	522	\$74,110,905	\$141,975	202	\$17,526,497	\$86,765	453	59809656	\$132,030	174	15720274	\$90,346
Gr. Lawrence	1274	\$274,644,608	\$215,577	227	\$18,312,060	\$80,670	1326	275680219	\$207,904	327	25054011	\$76,618
Gr. Lowell	1730	\$266,058,242	\$153,791	538	\$40,466,087	\$75,216	1946	295717236	\$151,962	490	36219665	\$73,918
Gr. Newburyport	543	\$95,158,836	\$175,246	111	\$12,731,211	\$114,696	649	107262692	\$165,274	108	10106984	\$93,583
Gr. Salem	2331	\$531,108,183	\$227,846	633	\$77,162,415	\$121,900	2556	520166687	\$203,508	573	69719207	\$121,674
<b>NORTHEAST</b>	<b>7524</b>	<b>\$1,450,190,035</b>	<b>\$192,742</b>	<b>1908</b>	<b>\$188,134,515</b>	<b>\$98,603</b>	<b>8398</b>	<b>1523327860</b>	<b>\$181,392</b>	<b>1903</b>	<b>180986824</b>	<b>\$95,106</b>
Gr. Worcester	2788	\$425,415,091	\$152,588	366	\$32,281,562	\$88,201	3474	521203081	\$150,030	429	34935042	\$81,434
N. Worcester Cty.	1602	\$199,970,371	\$124,825	128	\$7,199,286	\$56,244	1605	197452239	\$123,023	151	8564796	\$56,721
<b>CENTRAL</b>	<b>4390</b>	<b>\$625,385,462</b>	<b>\$142,457</b>	<b>494</b>	<b>\$39,480,848</b>	<b>\$79,921</b>	<b>5079</b>	<b>718655320</b>	<b>\$141,495</b>	<b>580</b>	<b>43499838</b>	<b>\$75,000</b>
Berkshire Cty	792	\$99,723,444	\$125,913	36	\$5,099,900	\$141,664	835	105490856	\$126,336	28	2947150	\$105,255
Franklin-Hampshire	1395	\$172,995,263	\$124,011	133	\$10,490,274	\$78,874	1132	144836315	\$127,947	121	10654987	\$88,058
Holyoke-Chicopee	680	\$72,350,101	\$106,397	62	\$3,892,530	\$62,783	738	81480087	\$110,407	75	5624829	\$74,998
Gr. Springfield	2341	\$269,751,057	\$115,229	224	\$16,704,526	\$74,574	2362	280494000	\$118,753	241	17867927	\$74,141
<b>WEST</b>	<b>5208</b>	<b>\$614,819,865</b>	<b>\$118,053</b>	<b>455</b>	<b>\$36,187,230</b>	<b>\$79,532</b>	<b>5067</b>	<b>612301258</b>	<b>\$120,841</b>	<b>465</b>	<b>37094893</b>	<b>\$79,774</b>
<b>STATEWIDE</b>	<b>36,455</b>	<b>\$6,656,570,610</b>	<b>\$182,597</b>	<b>7,054</b>	<b>\$814,015,131</b>	<b>\$115,398</b>	<b>38365</b>	<b>6817452513</b>	<b>\$177,700</b>	<b>6873</b>	<b>758764627</b>	<b>\$110,398</b>