

MASSACHUSETTS ASSOCIATION OF REALTORS

DETACHED SINGLE FAMILY HOME SALES AND AVERAGE SELLING PRICES  
REGIONAL COMPARISONS FOR 4TH QUARTER OF 1996 vs 4TH QUARTER  
OF 1995

DETACHED SINGLE FAMILY HOMES

SALES

<u>Region</u>	<u>1995</u>	<u>1996</u>	<u>Percentage Change</u>
Cape Cod	1004	1003	- 0.0 %
Central	1178	1413	+29.0 %
Greater Boston	3157	3649	+15.6 %
Northeast	1992	2253	+13.1 %
Southeast	390	503	+29.0 %
South Shore	989	616	-37.7 %
West	1342	1280	- 4.6 %
STATEWIDE	10052	10717	+ 6.6 %

AVERAGE SELLING PRICE

<u>Region</u>	<u>1995</u>	<u>1996</u>	<u>Percentage Change</u>
Cape Cod	\$167,216	\$179,466	+ 7.3 %
Central	\$138,254	\$148,509	+ 7.4 %
Greater Boston	\$230,753	\$227,119	- 1.6 %
Northeast	\$188,910	\$197,931	+ 4.8 %
Southeast	\$124,462	\$128,890	+ 3.6 %
South Shore	\$166,132	\$189,171	+13.9 %
West	\$117,769	\$121,055	+ 2.8 %
STATEWIDE	\$179,709	\$186,699	+ 3.9 %

MASSACHUSETTS ASSOCIATION OF REALTORS FOURTH QUARTER 1996 MLS SALES AND AVERAGE PRICES

	<u>1996 Fourth Quarter</u>						<u>1995 Fourth Quarter</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	84	\$10,762,630	\$128,127	16	\$1,353,900	\$84,619	103	12173732	\$118,192	18	1422640	\$79,036
South Shore	247	\$36,876,027	\$149,296	87	\$9,423,780	\$108,319	222	36203025	\$163,077	73	7655450	\$104,869
Plymouth County	532	\$105,767,001	\$198,810	58	\$8,477,418	\$146,162	463	86544120	\$186,920	36	4864073	\$135,113
<b>SOUTH SHORE</b>	<b>863</b>	<b>\$153,405,658</b>	<b>\$177,759</b>	<b>161</b>	<b>\$19,255,098</b>	<b>\$119,597</b>	<b>788</b>	<b>134920877</b>	<b>\$171,219</b>	<b>127</b>	<b>13942163</b>	<b>\$109,781</b>
Gr. Fall River	138	\$18,086,102	\$131,059	17	\$1,243,800	\$73,165	114	13604154	\$119,335	13	1005499	\$77,346
Gr. New Bedford	365	\$46,745,786	\$128,071	15	\$1,433,375	\$95,558	276	34936204	\$126,580	24	1973754	\$82,240
<b>SOUTHEAST</b>	<b>503</b>	<b>\$64,831,888</b>	<b>\$128,890</b>	<b>32</b>	<b>\$2,677,175</b>	<b>\$83,662</b>	<b>390</b>	<b>48540358</b>	<b>\$124,462</b>	<b>37</b>	<b>2979253</b>	<b>\$80,520</b>
<b>BOSTON</b>	3649	\$828,758,678	\$227,119	1017	\$143,261,574	\$140,867	3157	728488217	\$230,753	879	114422344	\$130,173
<b>CAPE COD</b>	1003	\$180,003,915	\$179,466	149	\$14,276,553	\$95,816	1004	167885021	\$167,216	142	12414439	\$87,426
E. Middlesex	391	\$79,032,948	\$202,130	60	\$6,239,900	\$103,998	329	63343373	\$192,533	66	7239950	\$109,696
Northeast*	320	\$74,189,115	\$231,841	67	\$5,573,918	\$83,193	330	73936334	\$224,049	56	4802110	\$85,752
Gr. Lowell	541	\$89,176,859	\$164,837	177	\$15,101,631	\$85,320	420	65153876	\$155,128	168	13140220	\$78,216
Gr. Newburyport	161	\$29,045,263	\$180,405	33	\$3,429,102	\$103,912	130	23029069	\$177,147	25	2492001	\$99,680
North Shore**	840	\$174,493,565	\$207,730	267	\$31,501,410	\$117,983	783	150846678	\$192,652	236	26537416	\$112,447
<b>NORTHEAST</b>	<b>2253</b>	<b>\$445,937,750</b>	<b>\$197,931</b>	<b>604</b>	<b>\$61,845,961</b>	<b>\$102,394</b>	<b>1992</b>	<b>376309330</b>	<b>\$188,910</b>	<b>551</b>	<b>54211697</b>	<b>\$98,388</b>
Gr. Worcester	923	\$145,307,814	\$157,430	138	\$12,809,012	\$92,819	732	108029188	\$147,581	103	9077555	\$88,132
N. Worcester Cty.	490	\$64,535,072	\$131,704	38	\$2,661,054	\$70,028	446	54833818	\$122,946	34	1811634	\$53,283
<b>CENTRAL</b>	<b>1413</b>	<b>\$209,842,886</b>	<b>\$148,509</b>	<b>176</b>	<b>\$15,470,066</b>	<b>\$87,898</b>	<b>1178</b>	<b>162863006</b>	<b>\$138,254</b>	<b>137</b>	<b>10889189</b>	<b>\$79,483</b>
Berkshire Cty	242	\$33,177,209	\$137,096	12	\$1,599,000	\$133,250	208	28342548	\$136,262	9	1858500	\$206,500
Franklin-Hampshire	240	\$30,724,455	\$128,019	18	\$1,493,275	\$82,960	363	44032113	\$121,301	31	2027242	\$65,395
Holyoke-Chicopee	181	\$20,522,434	\$113,384	35	\$2,537,850	\$72,510	183	19871681	\$108,588	13	776380	\$59,722
Gr. Springfield	617	\$70,526,033	\$114,305	59	\$4,167,692	\$70,639	588	65800230	\$111,905	57	4326656	\$75,906
<b>WEST</b>	<b>1280</b>	<b>\$154,950,131</b>	<b>\$121,055</b>	<b>124</b>	<b>\$9,797,817</b>	<b>\$79,015</b>	<b>1342</b>	<b>158046572</b>	<b>\$117,769</b>	<b>110</b>	<b>8988778</b>	<b>\$81,716</b>
<b>STATEWIDE</b>	<b>10,964</b>	<b>\$2,037,730,906</b>	<b>\$185,857</b>	<b>2,263</b>	<b>\$266,584,244</b>	<b>\$117,801</b>	<b>9851</b>	<b>1777053381</b>	<b>\$180,393</b>	<b>1983</b>	<b>217847863</b>	<b>\$109,858</b>

\*Northeast Assn. covers the Gr. Lawrence area, and was formerly recognized as Gr. Lawrence in past records.

\*\*North Shore covers the Gr. Salem and Gr. Haverhill areas, and was formerly recognized as Gr. Salem in past reports.