

MASSACHUSETTS ASSOCIATION OF REALTORS®

DETACHED SINGLE FAMILY HOME SALES AND AVERAGE SELLING PRICES

REGIONAL COMPARISONS FOR 1996 vs 1995

DETACHED SINGLE FAMILY HOMES
SALES

<u>Region</u>	<u>1995</u>	<u>1996</u>	<u>Percentage Change</u>
Cape Cod	3,120	3,691	+ 18.3 %
Central	4,390	5,416	+ 23.4 %
Greater Boston	11,807	13,874	+ 17.5 %
Northeast	7,524	8,663	+ 15.1 %
Southeast	1,485	1,798	+ 21.1 %
South Shore	2,921	3,704	+ 26.8 %
West	5,208	5,207	- 0.0 %
STATEWIDE	36,455	42,353	+ 16.2 %

AVERAGE SELLING PRICE

<u>Region</u>	<u>1995</u>	<u>1996</u>	<u>Percentage Change</u>
Cape Cod	\$158,887	\$169,328	+ 6.6 %
Central	\$142,457	\$144,573	+ 1.5 %
Greater Boston	\$233,811	\$241,508	+ 3.3 %
Northeast	\$192,742	\$207,179	+ 7.5 %
Southeast	\$125,682	\$129,572	+ 3.1 %
South Shore	\$179,119	\$193,739	+ 8.2 %
West	\$118,053	\$121,441	+ 2.9 %
STATEWIDE	\$182,697	\$192,109	+ 5.2 %

MASSACHUSETTS ASSOCIATION OF REALTORS YEAR END 1996 MLS SALES AND AVERAGE PRICES

	<u>1996 Year End</u>						<u>1995 Year End</u>					
	<i>Single family sales</i>	<i>Total \$ Volume</i>	<i>Average Selling Price</i>	<i>Condos</i>	<i>Total \$ Volume</i>	<i>Average Selling Price</i>	<i>Single family sales</i>	<i>Total \$ Volume</i>	<i>Average Selling Price</i>	<i>Condos</i>	<i>Total \$ Volume</i>	<i>Average Selling Price</i>
N. Bristol Cty	350	\$44,319,913	\$126,628	67	\$6,092,101	\$90,927	330	41663916	\$126,254	52	4491740	\$86,380
South Shore	977	\$162,363,872	\$166,186	365	\$36,823,809	\$100,887	780	115899350	\$148,589	254	25454586	\$100,215
Plymouth County	2377	\$510,926,094	\$214,946	212	\$27,703,208	\$130,676	1811	365642718	\$201,901	151	19571743	\$129,614
SOUTH SHORE	3704	\$717,609,879	\$193,739	644	\$70,619,118	\$109,657	2921	523205984	\$179,119	457	49518069	\$108,355
Gr. Fall River	584	\$75,668,209	\$129,569	54	\$3,952,344	\$73,192	466	58516861	\$125,573	50	3728376	\$74,568
Gr. New Bedford	1214	\$157,302,212	\$129,573	45	\$3,846,316	\$85,474	1019	128120457	\$125,732	55	3626054	\$65,928
SOUTHEAST	1798	\$232,970,421	\$129,572	99	\$7,798,660	\$78,774	1485	186637318	\$125,682	105	7354430	\$70,042
Gr. Boston	13874	\$3,350,684,845	\$241,508	3886	\$555,631,394	\$142,983	11807	2760603459	\$233,811	3191	451303991	\$141,430
CAPE COD	3691	\$624,989,224	\$169,328	546	\$51,981,886	\$95,205	3120	495728487	\$158,887	444	42036048	\$94,676
E. Middlesex	1501	\$303,981,419	\$202,519	229	\$23,928,850	\$104,493	1124	209109261	\$186,040	197	21936245	\$111,351
Northeast*	1429	\$328,741,338	\$230,050	275	\$22,980,408	\$83,565	1274	274644608	\$215,577	227	18312060	\$80,670
Gr. Lowell	1759	\$343,145,934	\$195,080	641	\$54,426,583	\$84,909	1730	266058242	\$153,791	538	40466087	\$75,216
Gr. Newburyport	605	\$112,831,757	\$186,499	151	\$16,857,527	\$111,639	543	95158836	\$175,246	111	12731211	\$114,696
North Shore**	3369	\$706,092,343	\$209,585	1046	\$122,705,722	\$117,309	2853	605219088	\$212,134	835	94688912	\$113,400
NORTHEAST	8663	\$1,794,792,791	\$207,179	2342	\$240,899,090	\$102,860	7524	1450190035	\$192,742	1908	188134515	\$98,603
Gr. Worcester	3570	\$544,217,582	\$152,442	528	\$47,574,531	\$90,103	2788	425415091	\$152,588	366	32281562	\$88,201
N. Worcester Cty.	1846	\$238,791,402	\$129,356	141	\$9,110,565	\$64,614	1602	199970371	\$124,825	128	7199286	\$56,244
CENTRAL	5416	\$783,008,984	\$144,573	669	\$56,685,096	\$84,731	4390	625385462	\$142,457	494	39480848	\$79,921
Berkshire Cty	850	\$115,618,391	\$136,022	45	\$7,012,199	\$155,827	792	99723444	\$125,913	36	5099900	\$141,664
Franklin-Hampshire	1058	\$140,217,198	\$132,530	120	\$10,098,675	\$84,156	1395	172995263	\$124,011	133	10490274	\$78,874
Holyoke-Chicopee	693	\$78,211,128	\$112,859	114	\$8,122,648	\$71,251	680	72350101	\$106,397	62	3892530	\$62,783
Gr. Springfield	3406	\$392,940,002	\$115,367	239	\$18,438,285	\$77,148	2341	269751057	\$115,229	224	16704526	\$74,574
WEST	6007	\$726,986,719	\$121,023	518	\$43,671,807	\$84,309	5208	614819865	\$118,053	455	36187230	\$79,532
STATEWIDE	43,153	\$8,231,042,863	\$190,741	8,704	\$1,027,287,051	\$118,025	36455	6656570610	\$182,597	7054	814015131	\$115,398

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

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