

MASSACHUSETTS ASSOCIATION OF REALTORS

DETACHED SINGLE FAMILY HOME SALES AND AVERAGE SELLING PRICES

REGIONAL COMPARISONS FOR 3RD QUARTER OF 1997 vs 3RD QUARTER
OF 1996

DETACHED SINGLE FAMILY HOMES

SALES

<u>Region</u>	<u>1996</u>	<u>1997</u>	<u>Percentage Change</u>
Cape Cod	994	1,129	+13.6 %
Central	1,640	1,832	+11.7 %
Greater Boston	4,222	4,605	+ 9.1 %
Northeast	2,636	2,882	+ 9.3 %
Southeast	497	518	+ 4.2 %
South Shore	952	888	- 6.7 %
West	1,688	1,762	+ 4.4 %
STATEWIDE	12,629	13,616	+ 7.8 %

AVERAGE SELLING PRICE

<u>Region</u>	<u>1996</u>	<u>1997</u>	<u>Percentage Change</u>
Cape Cod	\$168,757	\$181,303	+ 7.4 %
Central	\$146,936	\$154,419	+ 5.1 %
Greater Boston	\$259,899	\$263,492	+ 1.4 %
Northeast	\$203,491	\$217,554	+ 6.9 %
Southeast	\$131,335	\$135,200	+ 2.9 %
South Shore	\$174,270	\$201,825	+15.8 %
West	\$124,679	\$131,216	+ 5.2 %
STATEWIDE	\$196,694	\$206,258	+ 4.9 %

MASSACHUSETTS ASSOCIATION OF REALTORS THIRD QUARTER 1997 MLS SALES AND AVERAGE PRICES

	<u>1997 Third Quarter</u>						<u>1996 Third 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	155	\$21,901,202	\$141,298	22	\$1,882,750	\$85,580	108	14042003	\$130,019	21	2175674	\$103,604
Plymouth County	733	\$157,319,035	\$214,624	73	\$10,060,923	\$137,821	844	151862686	\$179,932	65	8559865	\$131,690
SOUTH SHORE	888	\$179,220,237	\$201,825	95	\$11,943,673	\$125,723	952	165904689	\$174,270	86	10735539	\$124,832
Gr. Fall River	175	\$23,674,337	\$135,282	18	\$1,454,604	\$80,811	160	21189205	\$132,433	13	942647	\$72,511
Gr. New Bedford	343	\$46,359,008	\$135,157	10	\$843,400	\$84,340	337	44084468	\$130,814	13	1128897	\$86,838
SOUTHEAST	518	\$70,033,345	\$135,200	28	\$2,298,004	\$82,072	497	65273673	\$131,335	26	2071544	\$79,675
BOSTON	4605	\$1,213,378,810	\$263,492	1476	\$228,991,399	\$155,143	4222	1097292775	\$259,899	1270	179966422	\$141,706
CAPE COD	1129	\$204,691,209	\$181,303	179	\$20,833,150	\$116,386	994	167744822	\$168,757	153	14686785	\$95,992
E. Middlesex	492	\$106,144,342	\$215,741	97	\$9,591,250	\$98,879	440	89004735	\$202,283	77	8309009	\$107,909
Northeast*	441	\$118,276,272	\$268,200	85	\$7,682,000	\$90,376	418	100374782	\$240,131	87	7563775	\$86,940
Gr. Lowell	624	\$111,357,081	\$178,457	214	\$19,879,490	\$92,895	616	102553847	\$166,484	167	14129900	\$84,610
Gr. Newburyport	230	\$48,068,628	\$208,994	55	\$7,179,403	\$130,535	186	35105062	\$188,737	42	4857944	\$115,665
North Shore **	1095	\$243,144,644	\$222,050	330	\$44,056,436	\$133,504	976	209363988	\$214,512	318	39181514	\$123,212
NORTHEAST	2882	\$626,990,967	\$217,554	781	\$88,388,579	\$113,174	2636	536402414	\$203,491	691	74042142	\$107,152
Gr. Worcester	1196	\$193,212,847	\$161,549	164	\$15,789,157	\$96,275	1086	169980712	\$156,520	151	13671699	\$90,541
N. Worcester Cty.	636	\$89,682,152	\$141,010	54	\$3,724,950	\$68,981	554	70993817	\$128,148	37	2285501	\$61,770
CENTRAL	1832	\$282,894,999	\$154,419	218	\$19,514,107	\$89,514	1640	240974529	\$146,936	188	15957200	\$84,879
Berkshire Cty	337	\$48,542,211	\$144,042	14	\$1,574,000	\$112,429	251	33677075	\$134,172	16	2780699	\$173,794
Franklin-Hampshire	350	\$49,674,729	\$141,928	51	\$5,186,800	\$101,702	382	52528751	\$137,510	45	4125200	\$91,671
Holyoke-Chicopee	247	\$29,387,792	\$118,979	38	\$2,810,965	\$73,973	216	24428246	\$113,094	37	2607398	\$70,470
Gr. Springfield	828	\$103,597,272	\$125,117	59	\$4,512,635	\$76,485	839	99,824,406	\$118,980	79	6264701	\$79,300
WEST	1762	\$231,202,004	\$131,216	162	\$14,084,400	\$86,941	1688	210458478	\$124,679	177	15777998	\$89,141
STATEWIDE	13,616	\$2,808,411,571	\$206,258	2,939	\$386,053,312	\$131,355	12629	2484051380	\$196,694	2591	313237630	\$120,894

*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.