

MASSACHUSETTS ASSOCIATION OF REALTORS®

DETACHED SINGLE FAMILY HOME SALES AND AVERAGE SELLING PRICES

REGIONAL COMPARISONS FOR 1997 vs 1996

DETACHED SINGLE FAMILY HOMES
SALES

<u>Region</u>	<u>1996</u>	<u>1997</u>	<u>Percentage Change</u>
Cape Cod	3,691	4,185	+ 13.4 %
Central	5,416	5,987	+ 10.5 %
Greater Boston	13,874	15,865	+ 14.4 %
Northeast	8,663	9,419	+ 8.7 %
Southeast	1,798	1,888	+ 5.0 %
South Shore	2,727	3,070	+ 12.6 %
West	5,221	5,659	+ 8.4 %
STATEWIDE	41,390	46,073	+ 11.3 %

AVERAGE SELLING PRICE

<u>Region</u>	<u>1996</u>	<u>1997</u>	<u>Percentage Change</u>
Cape Cod	\$169,328	\$178,191	+ 5.2 %
Central	\$144,573	\$150,557	+ 4.1 %
Greater Boston	\$241,508	\$251,967	+ 4.3 %
Northeast	\$207,179	\$212,769	+ 2.7 %
Southeast	\$129,572	\$129,891	+ 0.2 %
South Shore	\$203,611	\$201,375	- 1.1 %
West	\$122,290	\$125,337	+ 2.5 %
STATEWIDE	\$192,804	\$200,147	+ 3.8 %

MASSACHUSETTS ASSOCIATION OF REALTORS YEAR END 1997 MLS SALES AND AVERAGE PRICES

	<u>1997 Year End</u>						<u>1996 Year End</u>					
	<u>Single family sales</u>	<u>Single family Total \$ Volume</u>	<u>Average Selling Price</u>	<u>Condos do</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	512	\$71,423,499	\$139,499	74	\$6,237,850	\$84,295	350	\$44,319,913	\$126,628	67	\$6,092,101	\$90,927
Plymouth County	2558	\$546,799,052	\$213,760	243	\$33,903,398	\$139,520	2377	\$510,926,094	\$214,946	212	\$27,703,208	\$130,676
SOUTH SHORE	3070	\$618,222,551	\$201,375	317	\$40,141,248	\$126,629	2727	\$555,246,007	\$203,611	279	\$33,795,309	\$121,130
Gr. Fall River	595	\$78,201,567	\$131,431	61	\$4,058,023	\$66,525	584	\$75,668,209	\$129,569	54	\$3,952,344	\$73,192
Gr. New Bedford	1293	\$167,033,270	\$129,183	59	\$5,277,697	\$89,452	1214	\$157,302,212	\$129,573	45	\$3,846,316	\$85,474
SOUTHEAST	1888	\$245,234,837	\$129,891	120	\$9,335,720	\$77,798	1798	\$232,970,421	\$129,572	99	\$7,798,660	\$78,774
Gr. Boston	15865	\$3,997,450,692	\$251,967	4886	\$750,636,360	\$153,630	13874	\$3,350,684,845	\$241,508	3886	\$555,631,394	\$142,983
CAPE COD	4185	\$745,729,537	\$178,191	618	\$64,221,473	\$103,918	3691	\$624,989,224	\$169,328	546	\$51,981,886	\$95,205
E. Middlesex	1492	\$316,506,780	\$212,136	270	\$28,846,850	\$106,840	1501	\$303,981,419	\$202,519	229	\$23,928,850	\$104,493
Northeast*	1442	\$366,573,893	\$254,212	274	\$24,003,507	\$87,604	1429	\$328,741,338	\$230,050	275	\$22,980,408	\$83,565
Gr. Lowell	2206	\$400,967,676	\$181,762	719	\$63,117,480	\$87,785	1759	\$343,145,934	\$195,080	641	\$54,426,583	\$84,909
Gr. Newburyport	672	\$134,155,241	\$199,636	183	\$23,460,401	\$128,199	605	\$112,831,757	\$186,499	151	\$16,857,527	\$111,639
North Shore**	3607	\$785,865,277	\$217,872	1202	\$153,190,920	\$127,447	3369	\$706,092,343	\$209,585	1046	\$122,705,722	\$117,309
NORTHEAST	9419	\$2,004,068,867	\$212,769	2648	\$292,619,158	\$110,506	8663	\$1,794,792,791	\$207,179	2342	\$240,899,090	\$102,860
Gr. Worcester	3853	\$606,633,906	\$157,445	583	\$54,741,283	\$93,896	3570	\$544,217,582	\$152,442	528	\$47,574,531	\$90,103
N. Worcester Cty.	2134	\$294,749,647	\$138,121	207	\$14,173,150	\$68,469	1846	\$238,791,402	\$129,356	141	\$9,110,565	\$64,614
CENTRAL	5987	\$901,383,553	\$150,557	790	\$68,914,433	\$87,233	5416	\$783,008,984	\$144,573	669	\$56,685,096	\$84,731
Berkshire Cty	970	\$137,969,338	\$142,236	46	\$7,168,834	\$155,844	850	\$115,618,391	\$136,022	45	\$7,012,199	\$155,827
Franklin-Hampshire	1057	\$145,399,201	\$137,558	146	\$13,534,100	\$92,699	1058	\$140,217,198	\$132,530	120	\$10,098,675	\$84,156
Holyoke-Chicopee	787	\$89,468,683	\$113,683	118	\$9,090,239	\$77,036	693	\$78,211,128	\$112,859	114	\$8,122,648	\$71,251
Gr. Springfield	2845	\$336,444,009	\$118,258	277	\$21,562,777	\$77,844	2620	\$304,430,679	\$116,195	239	\$18,438,285	\$77,148
WEST	5659	\$709,281,231	\$125,337	587	\$51,355,950	\$87,489	5221	\$638,477,396	\$122,290	518	\$43,671,807	\$84,309
STATEWIDE	46,073	\$9,221,371,268	\$200,147	9,966	\$1,277,224,342	\$128,158	41390	\$7,980,169,668	\$192,804	8339	\$990,463,242	\$118,775

*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.