

MASSACHUSETTS ASSOCIATION OF REALTORS

DETACHED SINGLE FAMILY HOME SALES AND AVERAGE SELLING PRICES
REGIONAL COMPARISONS FOR 3RD QUARTER OF 1998 vs 3RD QUARTER
OF 1997

DETACHED SINGLE FAMILY HOMES

SALES

<u>Region</u>	<u>1997</u>	<u>1998</u>	<u>Percentage Change</u>
Cape Cod	1,129	1,359	+20.4 %
Central	1,832	2,350	+28.3 %
Greater Boston	4,605	4,458	- 3.3 %
Northeast	2,882	2,837	- 1.6 %
Southeast	518	593	+14.5 %
South Shore	888	997	+12.3 %
West	1,784	1,865	+ 4.5 %
STATEWIDE	13,638	14,459	+ 6.0 %

AVERAGE SELLING PRICE

<u>Region</u>	<u>1997</u>	<u>1998</u>	<u>Percentage Change</u>
Cape Cod	\$181,303	\$210,497	+16.1 %
Central	\$154,419	\$175,419	+13.6 %
Greater Boston	\$263,492	\$299,341	+13.6 %
Northeast	\$217,554	\$239,340	+10.0 %
Southeast	\$135,200	\$140,430	+ 3.9 %
South Shore	\$201,825	\$228,995	+13.5 %
West	\$130,208	\$134,573	+ 3.4 %
STATEWIDE	\$206,005	\$225,502	+ 9.5 %

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

	<u>1998 Third Quarter</u>						<u>1997 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	174	\$25,952,953	\$149,155	35	\$2,980,250	\$85,150	155	\$21,901,202	\$141,298	22	\$1,882,750	\$85,580
South Shore	245	\$41,453,500	\$169,198	144	\$16,569,540	\$115,066	n/a	n/a	n/a	n/a	n/a	n/a
Plymouth County	823	\$202,354,882	\$245,875	85	\$13,108,750	\$154,221	733	\$157,319,035	\$214,624	73	\$10,060,923	\$137,821
SOUTH SHORE	1242	\$269,761,335	\$217,199	264	\$32,658,540	\$123,707	888	\$179,220,237	\$201,825	95	\$11,943,673	\$125,723
Gr. Fall River	171	\$23,444,426	\$137,102	20	\$1,457,900	\$72,895	175	\$23,674,337	\$135,282	18	\$1,454,604	\$80,811
Gr. New Bedford	422	\$59,830,317	\$141,778	13	\$1,176,745	\$90,519	343	\$46,359,008	\$135,157	10	\$843,400	\$84,340
SOUTHEAST	593	\$83,274,743	\$140,430	33	\$2,634,645	\$79,838	518	\$70,033,345	\$135,200	28	\$2,298,004	\$82,072
BOSTON	4458	\$1,334,464,195	\$299,341	1819	\$308,012,767	\$169,331	4,605	\$1,213,378,810	\$263,492	1,476	\$228,991,399	\$155,143
CAPE COD	1359	\$286,064,992	\$210,497	222	\$24,762,044	\$111,541	1,129	\$204,691,209	\$181,303	179	\$20,833,150	\$116,386
E. Middlesex	402	\$94,005,369	\$233,844	107	\$13,941,510	\$130,294	492	\$106,144,342	\$215,741	97	\$9,591,250	\$98,879
Northeast*	1158	\$264,781,000	\$228,654	367	\$35,375,058	\$96,390	1,065	\$229,633,353	\$215,618	299	\$27,561,490	\$92,179
Gr. Newburyport	177	\$40,286,477	\$227,607	60	\$8,611,076	\$143,518	230	\$48,068,628	\$208,994	55	\$7,179,403	\$130,535
North Shore **	1100	\$279,935,967	\$254,487	411	\$58,971,744	\$143,484	1,095	\$243,144,644	\$222,050	330	\$44,056,436	\$133,504
NORTHEAST	2837	\$679,008,813	\$239,340	945	\$116,899,388	\$123,703	2,882	\$626,990,967	\$217,554	781	\$88,388,579	\$113,174
Gr. Worcester	1675	\$308,742,980	\$184,324	289	\$28,296,315	\$97,911	1,196	\$193,212,847	\$161,549	164	\$15,789,157	\$96,275
N. Worcester Cty.	675	\$103,491,605	\$153,321	95	\$7,585,900	\$79,852	636	\$89,682,152	\$141,010	54	\$3,724,950	\$68,981
CENTRAL	2350	\$412,234,585	\$175,419	384	\$35,882,215	\$93,443	1,832	\$282,894,999	\$154,419	218	\$19,514,107	\$89,514
Berkshire Cty	335	\$46,959,695	\$140,178	29	\$5,434,700	\$187,403	337	\$48,542,211	\$144,042	14	\$1,574,000	\$112,429
Franklin-Hampshire	402	\$60,401,710	\$150,253	57	\$4,908,050	\$86,106	350	\$49,674,729	\$141,928	51	\$5,186,800	\$101,702
Gr. Springfield	1,131	\$143,843,973	\$127,183	149	\$12,735,870	\$85,476	1,097	\$134,074,243	\$122,219	97	\$7,323,600	\$75,501
WEST	1868	\$251,205,378	\$134,478	235	\$23,078,620	\$98,207	1,784	\$232,291,183	\$130,208	162	\$14,084,400	\$86,941
STATEWIDE	14,707	\$3,316,014,041	\$225,472	3,902	\$543,928,219	\$139,397	13,638	\$2,809,500,750	\$206,005	2,939	\$386,053,312	\$131,355

*Northeast Assn. now covers both the Gr. Lawrence and Greater Lowell areas. In previous reports, the "Northeast" jurisdiction only included Gr. Lawrence, and prior to 1997 was recognized as Gr. Lawrence.

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