

MASSACHUSETTS ASSOCIATION OF REALTORS®

DETACHED SINGLE FAMILY HOME SALES AND AVERAGE SELLING PRICES

REGIONAL COMPARISONS FOR 1998 vs 1997

DETACHED SINGLE FAMILY HOMES
SALES

<u>Region</u>	<u>1997</u>	<u>1998</u>	<u>Percentage Change</u>
Cape Cod	4,185	5,034	+ 20.3 %
Central	5,987	7,788	+ 30.1 %
Greater Boston	15,865	14,898	- 6.1 %
Northeast	9,419	9,885	+ 4.5 %
Southeast	1,888	2,140	+ 13.3 %
South Shore	3,070	3,380	+ 10.1 %
West	5,727	6,331	+ 10.5 %
STATEWIDE	46,141	49,456	+ 7.2 %

AVERAGE SELLING PRICE

<u>Region</u>	<u>1997</u>	<u>1998</u>	<u>Percentage Change</u>
Cape Cod	\$178,191	\$200,012	+ 12.2 %
Central	\$150,557	\$172,840	+ 14.8 %
Greater Boston	\$251,967	\$286,168	+ 13.6 %
Northeast	\$212,769	\$231,635	+ 8.9 %
Southeast	\$129,891	\$140,565	+ 8.2 %
South Shore	\$201,375	\$221,502	+ 10.0 %
West	\$124,783	\$131,597	+ 5.5 %
STATEWIDE	\$199,968	\$218,146	+ 9.1 %

MASSACHUSETTS ASSOCIATION OF REALTORS YEAR END 1998 MLS SALES AND AVERAGE PRICES

	<u>1998 Year End</u>						<u>1997 Year End</u>					
	<u>Single family sales</u>	<u>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 \$ Volume</u>	<u>Average Selling Price</u>	<u>Condos</u>	<u>Total \$ Volume</u>	<u>Average Selling Price</u>
N. Bristol Cty	607	\$90,466,951	\$149,039	119	\$10,783,109	\$90,614	512	\$71,423,499	\$139,499	74	\$6,237,850	\$84,295
South Shore	918	\$150,147,987	\$163,560	428	\$49,647,960	\$116,000						
Plymouth County	2773	\$658,208,146	\$237,363	247	\$33,748,136	\$136,632	2558	\$546,799,052	\$213,760	243	\$33,903,398	\$139,520
SOUTH SHORE	4298	\$898,823,084	\$209,126	794	\$94,179,205	\$118,614	3070	\$618,222,551	\$201,375	317	\$40,141,248	\$126,629
Gr. Fall River	661	\$92,701,192	\$140,244	75	\$5,130,928	\$68,412	595	\$78,201,567	\$131,431	61	\$4,058,023	\$66,525
Gr. New Bedford	1479	\$208,108,105	\$140,709	59	\$5,871,698	\$99,520	1293	\$167,033,270	\$129,183	59	\$5,277,697	\$89,452
SOUTHEAST	2140	\$300,809,297	\$140,565	134	\$11,002,626	\$82,109	1888	\$245,234,837	\$129,891	120	\$9,335,720	\$77,798
Gr. Boston	14898	\$4,263,323,581	\$286,168	5351	\$878,342,339	\$164,145	15865	\$3,997,450,692	\$251,967	4886	\$750,636,360	\$153,630
CAPE COD	5034	\$1,006,859,683	\$200,012	782	\$82,771,674	\$105,846	4185	\$745,729,537	\$178,191	618	\$64,221,473	\$103,918
E. Middlesex	1479	\$345,844,343	\$233,837	335	\$42,875,460	\$127,986	1492	\$316,506,780	\$212,136	270	\$28,846,850	\$106,840
Northeast*	4022	\$900,878,316	\$223,988	1224	\$118,759,490	\$97,026	3648	\$767,541,569	\$210,401	993	\$87,120,987	\$87,735
Gr. Newburyport	620	\$134,514,098	\$216,958	186	\$27,236,935	\$146,435	672	\$134,155,241	\$199,636	183	\$23,460,401	\$128,199
North Shore**	3764	\$908,477,452	\$241,360	1329	\$179,334,665	\$134,940	3607	\$785,865,277	\$217,872	1202	\$153,190,920	\$127,447
NORTHEAST	9885	\$2,289,714,209	\$231,635	3074	\$368,206,550	\$119,781	9419	\$2,004,068,867	\$212,769	2648	\$292,619,158	\$110,506
Gr. Worcester	5431	\$965,254,987	\$177,731	990	\$96,158,542	\$97,130	3853	\$606,633,906	\$157,445	583	\$54,741,283	\$93,896
N. Worcester Cty.	2357	\$380,825,716	\$161,572	273	\$21,632,440	\$79,240	2134	\$294,749,647	\$138,121	207	\$14,173,150	\$68,469
CENTRAL	7788	\$1,346,080,703	\$172,840	1263	\$117,790,982	\$93,263	5987	\$901,383,553	\$150,557	790	\$68,914,433	\$87,233
Berkshire Cty	1209	\$174,363,850	\$144,222	86	\$13,991,750	\$162,695	970	\$137,969,338	\$142,236	46	\$7,168,834	\$155,844
Franklin-Hampshire	1220	\$177,675,165	\$145,635	153	\$13,172,335	\$86,094	1057	\$145,399,201	\$137,558	146	\$13,534,100	\$92,699
Gr. Springfield	3,902	\$481,102,344	\$123,296	511	\$42,552,407	\$83,273	3,700	\$431,261,685	\$116,557	395	\$30,653,016	\$77,603
WEST	6331	\$833,141,359	\$131,597	750	\$69,716,492	\$92,955	5727	\$714,630,224	\$124,783	587	\$51,355,950	\$87,489
STATEWIDE	50,374	\$10,938,751,916	\$217,151	12,148	\$1,622,009,868	\$133,521	46141	\$9,226,720,261	\$199,968	9966	\$1,277,224,342	\$128,158

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