

MASSACHUSETTS ASSOCIATION OF REALTORS®

DETACHED SINGLE FAMILY HOME SALES AND AVERAGE SELLING PRICES

REGIONAL COMPARISONS FOR 1999 vs 1998

DETACHED SINGLE FAMILY HOMES
SALES

<u>Region</u>	<u>1998</u>	<u>1999</u>	<u>Percentage Change</u>
Cape Cod	5,034	4,075	-19.1 %
Central	7,788	8,049	+ 3.4 %
Greater Boston	14,898	14,605	- 2.0 %
Northeast	9,885	9,595	- 2.9 %
Southeast	2,140	2,040	- 4.7 %
South Shore	4,298	4,296	- 0.0 %
West	6,358	6,678	+ 5.5 %
STATEWIDE	50,401	49,338	- 2.1 %

AVERAGE SELLING PRICE

<u>Region</u>	<u>1998</u>	<u>1999</u>	<u>Percentage Change</u>
Cape Cod	\$200,012	\$244,578	+22.3 %
Central	\$172,840	\$187,672	+ 8.6 %
Greater Boston	\$286,168	\$323,911	+13.2 %
Northeast	\$231,635	\$259,840	+12.2 %
Southeast	\$140,565	\$155,905	+10.9 %
South Shore	\$209,126	\$233,722	+11.8 %
West	\$131,579	\$138,498	+ 5.3 %
STATEWIDE	\$217,103	\$242,777	+11.8 %

MASSACHUSETTS ASSOCIATION OF REALTORS YEAR END 1999 MLS SALES AND AVERAGE PRICES

	<u>1999 Year End</u>						<u>1998 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	788	\$129,746,036	\$164,652	138	\$13,368,688	\$96,875	607	\$90,466,951	\$149,039	119	\$10,783,109	\$90,614
South Shore	878	\$160,670,122	\$182,996	427	\$53,443,758	\$125,161	918	\$150,147,987	\$163,560	428	\$49,647,960	\$116,000
Plymouth County	2630	\$713,653,427	\$271,351	329	\$45,944,497	\$139,649	2,773	\$658,208,146	\$237,363	247	\$33,748,136	\$136,632
SOUTH SHORE	4296	\$1,004,069,585	\$233,722	894	\$112,756,943	\$126,126	4,298	\$898,823,084	\$209,126	794	\$94,179,205	\$118,614
Gr. Fall River	693	\$101,194,810	\$146,024	85	\$6,628,151	\$77,978	661	\$92,701,192	\$140,244	75	\$5,130,928	\$68,412
Gr. New Bedford	1347	\$216,852,139	\$160,989	105	\$12,713,845	\$121,084	1,479	\$208,108,105	\$140,709	59	\$5,871,698	\$99,520
SOUTHEAST	2040	\$318,046,949	\$155,905	190	\$19,341,996	\$101,800	2,140	\$300,809,297	\$140,565	134	\$11,002,626	\$82,109
Gr. Boston	14605	\$4,730,718,848	\$323,911	6054	\$1,163,819,041	\$192,240	14,898	\$4,263,323,581	\$286,168	5,351	\$878,342,339	\$164,145
CAPE COD	4075	\$996,655,782	\$244,578	720	\$81,917,169	\$113,774	5,034	\$1,006,859,683	\$200,012	782	\$82,771,674	\$105,846
E. Middlesex	1420	\$365,286,473	\$257,244	353	\$49,003,304	\$138,820	1,479	\$345,844,343	\$233,837	335	\$42,875,460	\$127,986
Northeast*	3993	\$993,672,225	\$248,854	1319	\$141,767,622	\$107,481	4,022	\$900,878,316	\$223,988	1,224	\$118,759,490	\$97,026
Gr. Newburyport	550	\$140,665,339	\$255,755	227	\$35,960,218	\$158,415	620	\$134,514,098	\$216,958	186	\$27,236,935	\$146,435
North Shore**	3632	\$993,537,908	\$273,551	1375	\$201,946,859	\$146,870	3,764	\$908,477,452	\$241,360	1,329	\$179,334,665	\$134,940
NORTHEAST	9595	\$2,493,161,945	\$259,840	3274	\$428,678,003	\$130,934	9,885	\$2,289,714,209	\$231,635	3,074	\$368,206,550	\$119,781
Gr. Worcester	5617	\$1,089,927,578	\$194,041	1089	\$119,535,131	\$109,766	5,431	\$965,254,987	\$177,731	990	\$96,158,542	\$97,130
N. Worcester Cty.	2432	\$420,641,223	\$172,961	318	\$25,802,365	\$81,140	2,357	\$380,825,716	\$161,572	273	\$21,632,440	\$79,240
CENTRAL	8049	\$1,510,568,801	\$187,672	1407	\$145,337,496	\$103,296	7,788	\$1,346,080,703	\$172,840	1,263	\$117,790,982	\$93,263
Berkshire Cty	1350	\$212,227,747	\$157,206	92	\$14,736,440	\$160,179	1,209	\$174,363,850	\$144,222	86	\$13,991,750	\$162,695
Franklin-Hampshire	1283	\$195,855,062	\$152,654	166	\$16,378,427	\$98,665	1,220	\$177,675,165	\$145,635	153	\$13,172,335	\$86,094
Gr. Springfield	4,045	\$516,805,380	\$127,764	527	\$49,723,360	\$94,352	3,929	\$484,539,996	\$123,324	511	\$42,552,407	\$83,273
WEST	6678	\$924,888,189	\$138,498	785	\$80,838,227	\$102,979	6,358	\$836,579,011	\$131,579	750	\$69,716,492	\$92,955
STATEWIDE	49,338	\$11,978,110,099	\$242,777	13,324	\$2,032,688,875	\$152,558	50,401	\$10,942,189,568	\$217,103	12,148	\$1,622,009,868	\$133,521

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

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