

MASSACHUSETTS ASSOCIATION OF REALTORS®

DETACHED SINGLE FAMILY HOME SALES AND AVERAGE SELLING PRICES

REGIONAL COMPARISONS FOR 1ST QUARTER OF 2003 vs 1ST QUARTER OF 2002

SALES

<u>Region</u>	<u>2002</u>	<u>2003</u>	<u>Percentage Change</u>
Cape Cod	836	810	- 3.1 %
Central	1,508	1,345	- 10.8 %
Greater Boston	2,179	1,945	- 10.7 %
Northeast	1,800	1,590	- 11.7 %
Southeast	355	360	+ 1.4 %
South Shore	1,336	1,102	- 17.5 %
West	1,158	1,047	- 9.6 %
STATEWIDE	9,172	8,199	- 10.6 %

AVERAGE SELLING PRICE

<u>Region</u>	<u>2002</u>	<u>2003</u>	<u>Percentage Change</u>
Cape Cod	\$321,696	\$410,376	+ 27.6 %
Central	\$244,894	\$279,124	+ 14.0 %
Greater Boston	\$441,060	\$508,354	+ 15.3 %
Northeast	\$330,216	\$372,283	+ 12.7 %
Southeast	\$197,289	\$266,131	+ 34.9 %
South Shore	\$286,541	\$331,997	+ 15.9 %
West	\$168,394	\$179,373	+ 6.5 %
STATEWIDE	\$309,807	\$358,334	+ 15.7 %

Data for this report reflects residential sales reported to Realtor®-affiliated multiple listing services systems in Massachusetts, including the MLS Property Information Network, Inc.; the Multiple Listing Service of the Berkshire County Board of Realtors®; Cape Cod & Islands Multiple Listing Service, Inc.; the North Bristol County Board of Realtors® MLS; and Southeastern Mass. MLS.

MASSACHUSETTS ASSOCIATION OF REALTORS FIRST QUARTER 2003 MLS SALES AND AVERAGE PRICES

	<u>2003 First Quarter</u>						<u>2002 First Quarter</u>					
	<i>Single family sales</i>	<i>Single family Total \$ Volume</i>	<i>Average Selling Price</i>	<i>Condos</i>	<i>Total \$ Volume</i>	<i>Average Selling Price</i>	<i>Single family sales</i>	<i>Single family Total \$ Volume</i>	<i>Average Selling Price</i>	<i>Condos</i>	<i>Total \$ Volume</i>	<i>Average Selling Price</i>
North Bristol Cty	123	\$32,308,600	\$262,672	19	\$3,198,350	\$168,334	144	\$35,756,045	\$248,306	26	\$3,960,550	\$152,329
Brockton Area	410	\$113,172,537	\$276,031	100	\$19,447,161	\$194,472	469	\$114,804,045	\$244,785	132	\$21,611,185	\$163,721
Plymouth-South Shore	569	\$220,379,452	\$387,310	206	\$46,981,911	\$228,068	723	\$232,259,100	\$321,244	181	\$34,990,012	\$193,315
SOUTH SHORE	1102	\$365,860,589	\$331,997	325	\$69,627,422	\$214,238	1336	\$382,819,190	\$286,541	339	\$60,561,747	\$178,648
Gr. Fall River	104	\$25,131,500	\$241,649	18	\$2,390,200	\$132,789	116	\$21,984,070	\$189,518	34	\$3,199,650	\$94,107
Gr. New Bedford	256	\$70,675,524	\$276,076	30	\$4,011,200	\$133,707	239	\$48,053,508	\$201,061	17	\$1,457,900	\$85,759
SOUTHEAST	360	\$95,807,024	\$266,131	48	\$6,401,400	\$133,363	355	\$70,037,578	\$197,289	51	\$4,657,550	\$91,325
GR. BOSTON	1945	\$988,748,904	\$508,354	1261	\$401,035,535	\$318,030	2179	\$961,068,661	\$441,060	1309	\$393,891,994	\$300,911
CAPE COD	810	\$332,404,715	\$410,376	158	\$32,095,276	\$203,135	836	\$268,938,032	\$321,696	174	\$29,643,670	\$170,366
E. Middlesex	244	\$95,530,718	\$391,519	87	\$20,324,600	\$233,616	262	\$87,897,327	\$335,486	75	\$14,997,200	\$199,963
Northeast	606	\$210,537,206	\$347,421	285	\$50,019,099	\$175,506	708	\$225,102,450	\$317,941	308	\$51,007,837	\$165,610
Gr. Newburyport	83	\$32,782,472	\$394,970	49	\$11,393,815	\$232,527	130	\$44,230,136	\$340,232	77	\$15,757,832	\$204,647
North Shore	657	\$253,079,626	\$385,205	314	\$74,834,800	\$238,327	700	\$237,158,210	\$338,797	246	\$49,072,426	\$199,481
NORTHEAST	1590	\$591,930,022	\$372,283	735	\$156,572,314	\$213,024	1800	\$594,388,123	\$330,216	706	\$130,835,295	\$185,319
Gr. Worcester	930	\$269,250,894	\$289,517	275	\$51,202,400	\$186,191	1024	\$263,690,107	\$257,510	239	\$36,219,840	\$151,547
N. Worcester County	415	\$106,171,257	\$255,834	78	\$11,383,995	\$145,949	484	\$105,610,638	\$218,204	84	\$10,757,605	\$128,067
CENTRAL	1345	\$375,422,151	\$279,124	353	\$62,586,395	\$177,299	1508	\$369,300,745	\$244,894	323	\$46,977,445	\$145,441
Berkshire County	218	\$45,516,272	\$208,790	8	\$1,965,500	\$245,688	235	\$52,493,925	\$223,378	12	\$2,587,900	\$215,658
Franklin-Hampshire	160	\$34,123,516	\$213,272	48	\$6,327,250	\$131,818	196	\$35,615,646	\$181,712	26	\$2,791,650	\$107,371
Springfield	669	\$108,163,770	\$161,680	89	\$9,269,038	\$104,146	727	\$106,890,567	\$147,030	84	\$8,723,228	\$103,848
WEST	1047	\$187,803,558	\$179,373	145	\$17,561,788	\$121,116	1158	\$195,000,138	\$168,394	122	\$14,102,778	\$115,597
STATEWIDE	8,199	\$2,937,976,963	\$358,334	3,025	\$745,880,130	\$246,572	9,172	\$2,841,552,467	\$309,807	3,024	\$680,670,479	\$225,089