

MASSACHUSETTS ASSOCIATION OF REALTORS®

DETACHED SINGLE FAMILY HOME SALES AND AVERAGE SELLING PRICES

REGIONAL COMPARISONS FOR 2ND QUARTER OF 2003 VS 2ND QUARTER OF 2002

SALES

<u>Region</u>	<u>2002</u>	<u>2003</u>	<u>Percentage Change</u>
Cape Cod	1,238	1,053	- 14.9%
Central	2,093	2,137	+ 2.1%
Greater Boston	3,355	3,064	- 8.7%
Northeast	2,551	2,519	- 1.2%
Southeast	579	522	- 9.8%
South Shore	1,760	1,770	+ 0.6%
West	1,719	1,585	- 7.8%
STATEWIDE	13,295	12,650	- 4.9%

AVERAGE SELLING PRICE

<u>Region</u>	<u>2002</u>	<u>2003</u>	<u>Percentage Change</u>
Cape Cod	\$361,103	\$423,446	+ 17.3%
Central	\$262,890	\$291,456	+ 10.9%
Greater Boston	\$512,304	\$528,547	+ 3.2%
Northeast	\$371,321	\$398,416	+ 7.3%
Southeast	\$232,217	\$259,286	+ 11.7%
South Shore	\$326,556	\$351,056	+ 7.5%
West	\$177,601	\$187,829	+ 5.8%
STATEWIDE	\$351,845	\$375,196	+ 6.6%

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 SECOND QUARTER 2003 MLS SALES AND AVERAGE PRICES

	2003 Second Quarter						2002 Second Quarter					
	Single family sales	Single family Total \$ Volume	Average Selling Price	Condos	Condo Total \$ Vol	Average Selling Price	Single family sales	Single family Total \$ Volume	Average Selling Price	Condos do Total	\$ Volume	Average Selling Price
N. Bristol Cty	192	\$52,454,124	\$273,199	27	\$5,546,400	\$205,422	184	\$53,024,197	\$288,175	39	\$6,277,050	\$160,950
Brockton Area	614	\$178,146,261	\$290,140	157	\$32,006,514	\$203,863	594	\$154,554,537	\$260,193	156	\$28,199,100	\$180,763
Plymouth-S. Shore	964	\$390,767,879	\$405,361	294	\$74,233,543	\$252,495	982	\$367,160,112	\$373,890	265	\$55,568,630	\$209,693
SOUTH SHORE	1770	\$621,368,264	\$351,056	478	\$111,786,457	\$233,863	1760	\$574,738,846	\$326,556	460	\$90,044,780	\$195,750
Gr. Fall River	138	\$33,511,550	\$242,837	24	\$3,203,900	\$133,496	178	\$37,943,400	\$213,165	40	\$4,071,900	\$101,798
Gr. New Bedford	384	\$101,835,711	\$265,197	36	\$6,117,171	\$169,921	401	\$96,510,238	\$240,674	28	\$3,906,050	\$139,502
SOUTHEAST	522	\$135,347,261	\$259,286	60	\$9,321,071	\$155,351	579	\$134,453,638	\$232,217	68	\$7,977,950	\$117,323
GR. BOSTON	3064	\$1,619,468,288	\$528,547	2107	\$728,660,919	\$345,829	3355	\$1,718,780,245	\$512,304	1922	\$638,825,995	\$332,376
CAPE COD	1053	\$445,888,156	\$423,446	227	\$51,404,805	\$226,453	1238	\$447,045,869	\$361,103	267	\$48,588,500	\$181,979
E. Middlesex	377	\$153,385,337	\$406,858	127	\$30,814,899	\$242,637	376	\$141,966,326	\$377,570	105	\$24,607,433	\$234,357
Northeast	1030	\$386,965,180	\$375,694	379	\$75,048,835	\$198,018	924	\$321,543,871	\$347,991	401	\$65,898,245	\$164,335
Gr. Newburyport	173	\$69,169,174	\$399,822	83	\$19,694,588	\$237,284	196	\$71,407,705	\$364,325	95	\$22,022,271	\$231,813
North Shore	939	\$394,090,598	\$419,692	440	\$104,595,180	\$237,716	1055	\$412,321,674	\$390,826	348	\$76,257,923	\$219,132
NORTHEAST	2519	\$1,003,610,289	\$398,416	1029	\$230,153,502	\$223,667	2551	\$947,239,576	\$371,321	949	\$188,785,872	\$198,931
Gr. Worcester	1476	\$446,586,811	\$302,566	379	\$73,391,024	\$193,644	1443	\$398,812,040	\$276,377	377	\$60,204,987	\$159,695
N. Worcester Cty.	661	\$176,254,925	\$266,649	91	\$12,956,540	\$142,380	650	\$151,417,374	\$232,950	93	\$12,263,869	\$131,870
CENTRAL	2137	\$622,841,736	\$291,456	470	\$86,347,564	\$183,718	2093	\$550,229,414	\$262,890	470	\$72,468,856	\$154,189
Berkshire Cty	310	\$60,749,065	\$195,965	27	\$6,632,800	\$245,659	347	\$76,247,477	\$219,733	17	\$3,538,500	\$208,147
Franklin-Hampshire	278	\$60,557,759	\$217,834	63	\$8,341,721	\$132,408	315	\$58,195,105	\$184,746	45	\$5,882,290	\$130,718
Gr. Springfield	997	\$176,401,898	\$176,933	145	\$15,519,360	\$107,030	1057	\$170,852,855	\$161,639	127	\$13,402,550	\$105,532
WEST	1585	\$297,708,722	\$187,829	235	\$30,493,881	\$129,761	1719	\$305,295,437	\$177,601	189	\$22,823,340	\$120,758
STATEWIDE	12,650	\$4,746,232,716	\$375,196	4,606	\$1,248,168,199	\$270,987	13,295	\$4,677,783,025	\$351,845	4,325	\$1,069,515,293	\$247,287