

MASSACHUSETTS ASSOCIATION OF REALTORS®

DETACHED SINGLE FAMILY HOME SALES AND AVERAGE SELLING PRICES  
REGIONAL COMPARISONS FOR 3RD QUARTER OF 2003 vs 3RD QUARTER OF 2002

DETACHED SINGLE FAMILY HOMES  
SALES

<u>Region</u>	<u>2002</u>	<u>2003</u>	<u>Percentage Change</u>
Cape Cod	1,036	1,134	+ 9.5%
Central	2,252	2,603	+ 15.6%
Greater Boston	3,314	3,751	+ 13.2%
Northeast	2,546	3,140	+ 23.3%
Southeast	533	593	+ 11.3%
South Shore	1,752	2,173	+ 24.0%
West	1,830	2,008	+ 9.7%
STATEWIDE	13,263	15,402	+ 16.1%

AVERAGE SELLING PRICE

<u>Region</u>	<u>2002</u>	<u>2003</u>	<u>Percentage Change</u>
Cape Cod	\$390,343	\$456,626	+ 17.0%
Central	\$268,919	\$300,857	+ 11.9%
Greater Boston	\$534,727	\$547,982	+ 2.5%
Northeast	\$388,930	\$408,200	+ 5.0%
Southeast	\$246,517	\$286,390	+ 16.2%
South Shore	\$344,707	\$363,049	+ 5.3%
West	\$186,181	\$206,380	+ 10.8%
STATEWIDE	\$365,553	\$390,295	+ 6.8%

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

	<u>2003 Third Quarter</u>						<u>2002 Third Quarter</u>					
	<i>Single family sales</i>	<i>Single family Total \$ Volume</i>	<i>Average Selling Price</i>	<i>Condos do Total \$ Volume</i>	<i>Average Selling Price</i>		<i>Single family sales</i>	<i>Total \$</i>	<i>Average Selling Price</i>	<i>Condos</i>	<i>Total \$</i>	<i>Average Selling Price</i>
N. Bristol Cty	235	\$67,964,004	\$289,209	46	\$8,656,000	\$188,174	163	\$40,931,495	\$251,113	39	\$6,694,724	\$171,660
Brockton	762	\$231,373,532	\$303,640	193	\$41,684,324	\$215,981	546	\$150,787,278	\$276,167	170	\$30,544,741	\$179,675
Plymouth-S Shore	1176	\$489,568,241	\$416,300	352	\$89,455,545	\$254,135	1043	\$412,207,133	\$395,213	293	\$69,936,529	\$238,691
<b>SOUTH SHORE</b>	<b>2173</b>	<b>\$788,905,777</b>	<b>\$363,049</b>	<b>591</b>	<b>\$139,795,869</b>	<b>\$236,541</b>	<b>1752</b>	<b>\$603,925,906</b>	<b>\$344,707</b>	<b>502</b>	<b>\$107,175,994</b>	<b>\$213,498</b>
Gr. Fall River	178	\$48,186,414	\$270,710	39	\$5,329,587	\$136,656	131	\$28,678,844	\$218,922	30	\$3,028,744	\$100,958
Gr. New Bedford	415	\$121,642,789	\$293,115	51	\$8,752,800	\$171,624	402	\$102,714,589	\$255,509	23	\$2,673,500	\$116,239
<b>SOUTHEAST</b>	<b>593</b>	<b>\$169,829,203</b>	<b>\$286,390</b>	<b>90</b>	<b>\$14,082,387</b>	<b>\$156,471</b>	<b>533</b>	<b>\$131,393,433</b>	<b>\$246,517</b>	<b>53</b>	<b>\$5,702,244</b>	<b>\$107,590</b>
<b>BOSTON</b>	3,751	\$2,055,481,344	\$547,982	2,540	\$878,298,463	\$345,787	3,314	\$1,772,085,946	\$534,727	1,839	\$600,196,372	\$326,371
<b>CAPE COD</b>	1134	\$517,814,120	\$456,626	214	\$53,001,063	\$247,669	1036	\$404,395,033	\$390,343	186	\$37,138,365	\$199,669
E. Middlesex	497	\$207,452,876	\$417,410	117	\$31,676,561	\$270,740	401	\$156,946,957	\$391,389	86	\$19,711,050	\$229,198
Northeast	1210	\$466,226,422	\$385,311	453	\$90,077,010	\$198,845	1002	\$375,362,272	\$374,613	379	\$68,700,716	\$181,268
Gr. Newburyport	212	\$88,431,693	\$417,131	111	\$29,989,650	\$270,177	191	\$73,801,560	\$386,396	84	\$18,817,435	\$224,017
North Shore	1221	\$519,636,193	\$425,582	521	\$127,894,429	\$245,479	952	\$384,106,117	\$403,473	420	\$96,375,006	\$229,464
<b>NORTHEAST</b>	<b>3140</b>	<b>\$1,281,747,184</b>	<b>\$408,200</b>	<b>1202</b>	<b>\$279,637,650</b>	<b>\$232,644</b>	<b>2546</b>	<b>\$990,216,906</b>	<b>\$388,930</b>	<b>969</b>	<b>\$203,604,207</b>	<b>\$210,118</b>
Gr. Worcester	1823	\$570,618,211	\$313,011	441	\$83,833,397	\$190,098	1556	\$428,785,221	\$275,569	333	\$57,867,438	\$173,776
N. Worcester Cty.	780	\$212,512,766	\$272,452	123	\$19,664,765	\$159,876	696	\$176,821,153	\$254,053	100	\$13,339,349	\$133,393
<b>CENTRAL</b>	<b>2603</b>	<b>\$783,130,977</b>	<b>\$300,857</b>	<b>564</b>	<b>\$103,498,162</b>	<b>\$183,507</b>	<b>2252</b>	<b>\$605,606,374</b>	<b>\$268,919</b>	<b>433</b>	<b>\$71,206,787</b>	<b>\$164,450</b>
Berkshire Cty	337	\$82,086,674	\$243,581	21	\$5,274,799	\$251,181	408	\$85,645,847	\$209,916	25	\$5,509,825	\$220,393
Franklin-Hampshire	435	\$101,882,732	\$234,213	86	\$11,689,820	\$135,928	381	\$81,542,813	\$214,023	52	\$6,791,585	\$130,607
Gr. Springfield	1,236	\$230,440,648	\$186,441	178	\$20,785,082	\$116,770	1,041	\$173,522,041	\$166,688	135	\$15,641,000	\$115,859
<b>WEST</b>	<b>2008</b>	<b>\$414,410,054</b>	<b>\$206,380</b>	<b>285</b>	<b>\$37,749,701</b>	<b>\$132,455</b>	<b>1830</b>	<b>\$340,710,701</b>	<b>\$186,181</b>	<b>212</b>	<b>\$27,942,410</b>	<b>\$131,804</b>
<b>STATEWIDE</b>	<b>15,402</b>	<b>\$6,011,318,659</b>	<b>\$390,295</b>	<b>5,486</b>	<b>\$1,506,063,295</b>	<b>\$274,528</b>	<b>13,263</b>	<b>\$4,848,334,299</b>	<b>\$365,553</b>	<b>4,194</b>	<b>\$1,052,966,379</b>	<b>\$251,065</b>