

MASSACHUSETTS ASSOCIATION OF REALTORS®

DETACHED SINGLE FAMILY HOME SALES AND AVERAGE SELLING PRICES
REGIONAL COMPARISONS FOR 4TH QUARTER OF 2003 vs 4TH QUARTER OF 2002

DETACHED SINGLE FAMILY HOMES
SALES

<u>Region</u>	<u>2002</u>	<u>2003</u>	<u>Percentage Change</u>
Cape Cod	965	1,106	+14.6 %
Central	1,895	2,248	+18.6 %
Greater Boston	2,422	2,856	+17.9 %
Northeast	2,123	2,409	+13.5 %
Southeast	461	570	+23.6 %
South Shore	1,460	1,797	+23.1 %
West	1,714	1,802	+ 5.1 %
STATEWIDE	11,040	12,788	+15.8 %

AVERAGE SELLING PRICE

<u>Region</u>	<u>2002</u>	<u>2003</u>	<u>Percentage Change</u>
Cape Cod	\$373,998	\$442,116	+18.2 %
Central	\$266,567	\$285,100	+ 7.0 %
Greater Boston	\$479,998	\$513,199	+ 6.9 %
Northeast	\$382,347	\$410,212	+ 7.3 %
Southeast	\$255,960	\$301,816	+17.9 %
South Shore	\$341,222	\$357,760	+ 4.8 %
West	\$185,559	\$201,143	+ 8.4 %
STATEWIDE	\$341,899	\$372,316	+ 8.9 %

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 FOURTH QUARTER 2003 MLS SALES AND AVERAGE PRICES

	<u>2003 Fourth Quarter</u>						<u>2002 Fourth 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>
N. Bristol Cty	199	\$59,858,730	\$300,798	30	\$6,338,700	\$211,290	106	\$27,890,383	\$263,117	21	\$3,774,400	\$179,733
Brockton	660	\$195,271,724	\$295,866	172	\$38,868,655	\$225,981	522	\$150,928,248	\$289,135	115	\$22,965,098	\$199,697
Plymouth-S Shore	938	\$387,764,662	\$413,395	241	\$59,955,430	\$248,778	832	\$319,365,766	\$383,853	205	\$50,453,776	\$246,116
SOUTH SHORE	1797	\$642,895,116	\$357,760	443	\$105,162,785	\$237,388	1460	\$498,184,397	\$341,222	341	\$77,193,274	\$226,373
Gr. Fall River	161	\$45,725,764	\$284,011	28	\$4,181,500	\$149,339	128	\$29,307,013	\$228,961	20	\$2,696,950	\$134,848
Gr. New Bedford	409	\$126,309,184	\$308,824	35	\$6,910,564	\$197,445	333	\$88,690,427	\$266,338	29	\$6,432,600	\$221,814
SOUTHEAST	570	\$172,034,948	\$301,816	63	\$11,092,064	\$176,065	461	\$117,997,440	\$255,960	49	\$9,129,550	\$186,317
BOSTON	2856	\$1,465,695,206	\$513,199	1756	\$608,554,564	\$346,557	2422	\$1,162,555,340	\$479,998	1384	\$447,773,737	\$323,536
CAPE COD	1106	\$488,980,691	\$442,116	252	\$60,661,990	\$240,722	965	\$360,907,918	\$373,998	204	\$44,724,806	\$219,239
E. Middlesex	357	\$144,911,709	\$405,915	94	\$16,041,300	\$170,652	292	\$113,768,853	\$389,619	71	\$15,942,402	\$224,541
Northeast	973	\$368,902,588	\$379,139	384	\$78,331,389	\$203,988	842	\$299,558,313	\$355,770	332	\$60,852,601	\$183,291
Gr. Newburyport	131	\$60,546,639	\$462,188	95	\$25,214,494	\$265,416	161	\$63,053,691	\$391,638	62	\$14,266,799	\$230,110
North Shore	948	\$413,840,815	\$436,541	425	\$105,750,374	\$248,824	828	\$335,341,655	\$405,002	328	\$74,681,425	\$227,687
NORTHEAST	2409	\$988,201,751	\$410,212	998	\$225,337,557	\$225,789	2123	\$811,722,512	\$382,347	793	\$165,743,227	\$209,008
Gr. Worcester	1602	\$474,976,109	\$296,489	348	\$69,196,432	\$198,840	1243	\$340,673,125	\$274,073	302	\$51,684,227	\$171,140
N. Worcester Cty.	646	\$165,929,453	\$256,857	126	\$20,998,554	\$166,655	652	\$164,471,753	\$252,257	98	\$14,270,231	\$145,615
CENTRAL	2248	\$640,905,562	\$285,100	474	\$90,194,986	\$190,285	1895	\$505,144,878	\$266,567	400	\$65,954,458	\$164,886
Berkshire Cty	388	\$92,053,700	\$237,252	21	\$5,123,207	\$243,962	363	\$79,428,023	\$218,810	16	\$2,715,425	\$169,714
Franklin-Hampshire	306	\$67,354,483	\$220,113	57	\$7,968,100	\$139,791	290	\$58,138,775	\$200,479	43	\$5,678,950	\$132,069
Gr. Springfield	1108	\$203,051,107	\$183,259	143	\$15,957,875	\$111,594	1061	\$180,480,895	\$170,105	139	\$15,736,582	\$113,213
WEST	1802	\$362,459,290	\$201,143	221	\$29,049,182	\$131,444	1714	\$318,047,693	\$185,559	198	\$24,130,957	\$121,874
STATEWIDE	12,788	\$4,761,172,564	\$372,316	4,207	\$1,130,053,128	\$268,613	11,040	\$3,774,560,178	\$341,899	3,369	\$834,650,009	\$247,744