MASSACHUSETTS ASSOCIATION OF REALTORS®

DETACHED SINGLE FAMILY HOME SALES AND SELLING PRICES

REGIONAL COMPARISONS FOR 1ST QUARTER OF 2004 vs 1ST QUARTER OF 2003

SALES

Region	2003	2004	Percentage Change
Cape Cod	957	1,013	+ 5.9 %
Central	1,292	1,371	+ 6.1 %
Greater Boston	1,643	1,664	+ 1.3 %
Northeast	1,558	1,541	- 1.1 %
Southeast	334	301	- 9.9%
South Shore	1,134	1,265	+ 11.6 %
West	1,042	1,081	+ 3.7 %
STATEWIDE	7,960	8,236	+ 3.5 %

MEDIAN SELLING PRICES

Region	2003	2004	Percentage Change
Cape Cod	$299,000	$335,000	+ 12.1 %
Central	$245,000	$260,000	+ 6.1 %
Greater Boston	$396,000	$432,875	+ 9.3 %
Northeast	$328,950	$345,000	+ 4.9 %
Southeast	$219,450	$242,000	+ 10.3 %
South Shore	$289,900	$314,000	+ 8.3 %
West	$147,750	$165,000	+ 11.7 %
STATEWIDE	$289,000	$310,000	+ 7.3 %

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 2004
HOME SALES AND SELLING PRICES

			2004 First Quarter						2003 First Quarter			
	Single family sales	***Median Selling Price***	***Average Selling Price***	***Condo Sales***	***Median Selling Price***	***Average Selling Price***	***Single family sales***	***Median Selling Price***	***Average Selling Price***	***Condo Sales***	***Median Selling Price***	***Average Selling Price***
N. Bristol Cty	155	$277,900	$305,262	14	$193,250	$215,914	154	$257,250	$299,983	20	$157,750	$175,668
Tri-County/Brockton	462	$276,500	$303,664	113	$195,000	$215,143	422	$259,903	$280,642	111	$199,900	$194,437
Plymouth-S Shore	648	$349,950	$412,771	203	$237,721	$265,912	558	$324,450	$387,144	192	$207,500	$230,297
SOUTH SHORE	**1265**	**$314,000**	**$359,750**	**330**	**$218,000**	**$246,406**	**1134**	**$289,900**	**$335,674**	**323**	**$193,000**	**$214,591**
Gr. Fall River	96	$249,950	$268,393	30	$119,500	$128,930	107	$240,000	$244,117	19	$132,000	$135,268
Gr. New Bedford	205	$237,500	$269,868	28	$170,000	$184,923	227	$208,000	$231,290	26	$104,900	$116,046
SOUTHEAST	**301**	**$242,000**	**$269,397**	**58**	**$117,000**	**$155,961**	**334**	**$219,450**	**$235,399**	**45**	**$104,900**	**$124,162**
BOSTON	**1664**	**$432,875**	**$574,442**	**1,230**	**$310,000**	**$375,229**	**1643**	**$396,000**	**$523,848**	**1,043**	**$269,000**	**$322,837**
CAPE COD	**1013**	**$335,000**	**$456,952**	**172**	**$218,000**	**$249,917**	**957**	**$299,000**	**$401,735**	**168**	**$179,450**	**$205,623**
E. Middlesex	243	$375,000	$432,514	81	$220,000	$249,131	231	$367,000	$396,293	81	$229,000	$238,174
Northeast	584	$308,750	$362,491	275	$182,000	$210,521	590	$300,625	$353,184	277	$165,000	$174,607
Gr. Newburyport	98	$382,500	$427,401	64	$269,950	$325,462	85	$345,000	$401,558	49	$209,900	$229,180
North Shore	616	$359,950	$433,046	333	$215,000	$242,955	652	$335,000	$384,813	310	$214,750	$241,525
NORTHEAST	**1541**	**$345,000**	**$405,864**	**753**	**$205,000**	**$238,787**	**1558**	**$328,950**	**$375,451**	**717**	**$193,000**	**$214,450**
Worcester Regional	940	$269,900	$313,556	282	$170,500	$192,349	899	$252,500	$297,843	266	$157,000	$187,816
North Central Mass.	431	$240,000	$280,669	61	$169,900	$156,162	393	$214,950	$261,827	74	$140,000	$147,574
CENTRAL	**1371**	**$260,000**	**$303,217**	**343**	**$170,000**	**$185,914**	**1292**	**$245,000**	**$286,888**	**340**	**$154,900**	**$179,057**
Berkshire Cty	219	$170,000	$275,633	18	$299,500	$324,917	210	$145,000	$220,370	9	$259,500	$231,711
Pioneer Valley	862	$165,000	$199,345	128	$121,000	$138,786	832	$142,000	$176,645	137	$89,400	$117,177
WEST	**1081**	**$165,000**	**$214,800**	**146**	**$128,300**	**$161,733**	**1042**	**$147,750**	**$185,458**	**146**	**$106,000**	**$124,238**
STATEWIDE	**8,236**	**$310,000**	**$391,972**	**3,032**	**$232,000**	**$284,322**	**7,960**	**$289,000**	**$358,452**	**2,782**	**$203,000**	**$244,049**