MASSACHUSETTS ASSOCIATION OF REALTORS®

DETACHED SINGLE FAMILY HOME SALES AND SELLING PRICES

REGIONAL COMPARISONS FOR 2ND QUARTER OF 2004 vs 2ND QUARTER OF 2003

SALES

Region	2003	2004	Percentage Change
Cape Cod	1,232	1,462	+ 18.7 %
Central	2,049	2,483	+ 21.2 %
Greater Boston	2,583	3,365	+ 30.1 %
Northeast	2,411	2,863	+ 18.7 %
Southeast	459	573	+ 24.8 %
South Shore	1,787	2,118	+ 18.5 %
West	1,574	1,849	+ 17.5 %
STATEWIDE	12,095	14,713	+ 21.6 %

MEDIAN SELLING PRICES

Region	2003	2004	Percentage Change
Cape Cod	$320,000	$372,750	+ 16.5 %
Central	$259,000	$283,000	+ 9.3 %
Greater Boston	$418,000	$475,000	+ 13.6 %
Northeast	$340,000	$370,000	+ 8.8 %
Southeast	$227,000	$263,900	+ 16.3 %
South Shore	$299,950	$345,000	+ 15.0 %
West	$159,000	$180,000	+ 13.2 %
STATEWIDE	$305,000	$343,000	+ 12.5 %

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 2004
HOME SALES AND SELLING PRICES

	2004 Second Quarter						2003 Second Quarter					
	Single family sales	*Median Selling Price*	*Average Selling Price*	*Condos*	*Median Selling Price*	*Average Selling Price*	*Single family sales*	*Median Selling Price*	*Average Selling Price*	*Condos*	*Median Selling Price*	*Average Selling Price*
N. Bristol Cty	211	$319,000	$340,513	43	$219,000	$223,381	234	$259,900	$278,354	28	$202,400	$210,832
Tri-County/Brockton	718	$299,900	$318,238	193	$244,500	$245,772	643	$269,900	$291,530	170	$209,900	$204,733
Plymouth-S Shore	1189	$382,500	$474,963	358	$249,900	$287,345	910	$334,450	$395,762	279	$219,000	$248,490
SOUTH SHORE	**2118**	**$345,000**	**$408,439**	**594**	**$244,700**	**$269,207**	**1787**	**$299,950**	**$342,883**	**477**	**$209,000**	**$230,685**
Gr. Fall River	207	$270,000	$294,981	25	$146,000	$163,501	146	$234,500	$249,483	26	$117,500	$129,362
Gr. New Bedford	366	$260,000	$324,611	39	$197,866	$200,431	313	$220,000	$247,266	35	$163,000	$157,508
SOUTHEAST	**573**	**$263,900**	**$313,907**	**64**	**$154,950**	**$186,005**	**459**	**$227,000**	**$247,971**	**61**	**$149,900**	**$145,511**
GREATER BOSTON	**3365**	**$475,000**	**$625,811**	**2,579**	**$330,000**	**$407,885**	**2583**	**$418,000**	**$549,926**	**1,759**	**$304,000**	**$351,615**
CAPE COD	**1462**	**$372,750**	**$506,711**	**348**	**$255,000**	**$289,912**	**1232**	**$320,000**	**$419,974**	**247**	**$190,000**	**$234,539**
E. Middlesex	392	$409,950	$453,273	100	$239,500	$262,829	369	$374,426	$416,161	132	$225,700	$242,862
Northeast	1103	$342,000	$389,805	515	$209,000	$227,359	951	$315,000	$373,965	360	$181,250	$203,487
Gr. Newburyport	173	$419,900	$471,637	129	$279,000	$318,123	170	$377,000	$423,377	83	$210,000	$246,116
North Shore	1195	$374,000	$467,704	624	$230,000	$256,041	921	$339,000	$434,427	432	$220,000	$240,897
NORTHEAST	**2863**	**$370,000**	**$435,954**	**1368**	**$225,000**	**$251,594**	**2411**	**$340,000**	**$407,004**	**1007**	**$207,000**	**$228,211**
Worcester Regional	1691	$296,000	$329,007	498	$195,500	$213,038	1425	$268,900	$309,226	368	$186,500	$202,521
North Central Mass.	792	$257,000	$300,380	127	$166,000	$170,363	624	$221,000	$272,088	84	$140,000	$147,140
CENTRAL	**2483**	**$283,000**	**$319,876**	**625**	**$182,500**	**$204,367**	**2049**	**$259,000**	**$297,916**	**452**	**$169,450**	**$192,229**
Berkshire Cty	384	$200,000	$286,605	23	$190,000	$261,217	296	$151,250	$204,603	27	$205,000	$274,863
Gr. Springfield	1465	$179,000	$216,505	215	$129,900	$143,561	1,278	$149,900	$191,205	211	$95,000	$146,283
WEST	**1849**	**$180,000**	**$231,064**	**238**	**$131,500**	**$154,931**	**1574**	**$159,000**	**$193,725**	**238**	**$110,000**	**$160,870**
STATEWIDE	**14,713**	**$343,000**	**$432,355**	**5,816**	**$259,950**	**$315,238**	**12,095**	**$305,000**	**$377,103**	**4,241**	**$229,900**	**$271,237**