MASSACHUSETTS ASSOCIATION OF REALTORS®

DETACHED SINGLE FAMILY HOME SALES AND MEDIAN SELLING PRICES

REGIONAL COMPARISONS FOR 3RD QUARTER OF 2004 vs 3RD QUARTER OF 2003

SALES

Region	2003	2004	Percentage Change
Cape Cod	1,308	1,107	- 15.4%
Central	2,437	2,745	+ 12.6%
Greater Boston	3,116	3,567	+ 14.5%
Northeast	2,962	3,073	+ 3.8%
Southeast	533	624	+ 17.1%
South Shore	2,127	2,296	+ 7.9%
West	2,029	2,029	+ 0.0%
STATEWIDE	14,512	15,441	+ 6.4%

MEDIAN SELLING PRICE

Region	2003	2004	Percentage Change
Cape Cod	$335,000	$369,900	+ 10.4%
Central	$265,000	$285,000	+ 7.5%
Greater Boston	$434,950	$493,000	+ 13.3%
Northeast	$350,000	$385,000	+ 10.0%
Southeast	$239,900	$275,000	+ 14.6%
South Shore	$310,000	$349,000	+ 12.6%
West	$170,000	$190,000	+ 11.8%
STATEWIDE	$315,000	$350,000	+ 11.1%

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
THIRD QUARTER 2004
HOME SALES AND SELLING PRICES

	2004 Third Quarter						2003 Third 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	185	$314,950	$329,159	28	$221,825	$217,923	256	$279,900	$298,130	45	$182,600	$197,822
Brockton	762	$308,500	$334,860	240	$239,700	$248,865	772	$280,000	$306,393	200	$218,950	$218,617
Plymouth-S Shore	1349	$389,900	$469,799	370	$255,000	$297,898	1099	$349,000	$407,470	323	$226,500	$247,632
SOUTH SHORE	**2296**	**$349,000**	**$413,684**	**638**	**$247,500**	**$275,943**	**2127**	**$310,000**	**$357,624**	**568**	**$220,000**	**$233,470**
Gr. Fall River	234	$278,500	$319,757	24	$179,500	$169,000	176	$250,000	$276,908	40	$129,900	$137,240
Gr. New Bedford	390	$279,900	$349,825	46	$252,500	$250,160	357	$230,500	$260,837	43	$110,000	$146,607
SOUTHEAST	**624**	**$275,000**	**$338,550**	**70**	**$183,100**	**$222,334**	**533**	**$239,900**	**$266,144**	**83**	**$125,500**	**$142,093**
BOSTON	**3567**	**$493,000**	**$631,814**	**2,908**	**$342,000**	**$399,448**	**3116**	**$434,950**	**$559,073**	**2,005**	**$310,000**	**$352,212**
CAPE COD	**1107**	**$369,900**	**$547,843**	**266**	**$254,500**	**$292,847**	**1308**	**$335,000**	**$449,846**	**221**	**$220,000**	**$253,364**
E. Middlesex	451	$410,000	$446,465	116	$234,950	$267,951	474	$382,875	$422,839	110	$264,000	$278,592
Northeast	1217	$363,700	$426,093	525	$206,000	$224,196	1083	$322,500	$376,837	425	$185,000	$201,164
Gr. Newburyport	182	$417,000	$476,703	135	$280,000	$307,434	210	$380,000	$430,974	110	$241,500	$271,924
North Shore	1223	$390,000	$481,520	660	$240,000	$264,633	1195	$350,000	$426,237	499	$232,000	$249,146
NORTHEAST	**3073**	**$385,000**	**$454,139**	**1436**	**$229,900**	**$254,141**	**2962**	**$350,000**	**$407,967**	**1144**	**$217,250**	**$236,342**
Gr. Worcester	1922	$299,950	$345,801	512	$210,000	$225,711	1705	$277,000	$314,224	411	$172,000	$189,316
N. Worcester Cty.	823	$253,000	$299,360	121	$175,000	$185,031	732	$230,000	$273,858	113	$153,750	$162,216
CENTRAL	**2745**	**$285,000**	**$331,877**	**633**	**$197,500**	**$217,935**	**2437**	**$265,000**	**$302,099**	**524**	**$168,900**	**$183,471**
Berkshire Cty	359	$197,700	$316,946	24	$217,500	$349,090	370	$185,000	$253,106	30	$257,250	$239,938
Pioneer Valley	1670	$189,100	$225,101	253	$132,000	$145,540	1659	$159,400	$203,668	262	$106,000	$125,282
WEST	**2029**	**$190,000**	**$241,352**	**277**	**$135,000**	**$163,176**	**2029**	**$170,000**	**$212,683**	**292**	**$119,900**	**$137,062**
STATEWIDE	**15,441**	**$350,000**	**$441,519**	**6,228**	**$267,850**	**$317,792**	**14,512**	**$315,000**	**$386,517**	**4,837**	**$233,000**	**$271,474**