

Pending Sales Report by Region

January 2018



MASSACHUSETTS ASSOCIATION OF REALTORS®

A pending sale is defined as anything classified as one of the following statuses:
Pending, Contingent, Under Agreement or Active with a Flag.

Single-Family Sales

	Pending Sales			Median Sales Price			Total \$ Volume (in millions)		
	Jan-2017	Jan-2018	+ / -	Jan-2017	Jan-2018	+ / -	Jan-2017	Jan-2018	+ / -
Cape Cod & Islands	264	197	-25.4%	\$371,000	\$435,450	+17.4%	\$14.2	\$11.9	-16.2%
Central	564	610	+8.2%	\$250,000	\$266,000	+6.4%	\$16.4	\$18.6	+13.4%
Greater Boston	731	723	-1.1%	\$520,000	\$551,000	+6.0%	\$50.7	\$54.9	+8.3%
Northeast	479	486	+1.5%	\$399,000	\$423,450	+6.1%	\$22.4	\$23.4	+4.5%
Southeast	338	380	+12.4%	\$274,900	\$281,600	+2.4%	\$10.3	\$12.1	+17.5%
South Shore	327	392	+19.9%	\$395,000	\$417,000	+5.6%	\$15.3	\$18.7	+22.2%
West	446	453	+1.6%	\$194,000	\$197,000	+1.5%	\$9.5	\$10.3	+8.4%
State Totals	3,217	3,393	+5.5%	\$354,900	\$369,900	+4.2%	\$144.9	\$160.6	+10.8%

Condominium Sales

	Pending Sales			Median Sales Price			Total \$ Volume (in millions)		
	Jan-2017	Jan-2018	+ / -	Jan-2017	Jan-2018	+ / -	Jan-2017	Jan-2018	+ / -
Cape Cod & Islands	62	60	-3.2%	\$276,000	\$245,000	-11.2%	\$2.1	\$2.0	-4.8%
Central	121	139	+14.9%	\$197,750	\$184,250	-6.8%	\$2.8	\$3.1	+10.7%
Greater Boston	694	596	-14.1%	\$504,900	\$520,000	+3.0%	\$44.9	\$40.8	-9.1%
Northeast	254	286	+12.6%	\$274,000	\$282,500	+3.1%	\$7.8	\$8.8	+12.8%
Southeast	69	44	-36.2%	\$199,000	\$214,500	+7.8%	\$1.5	\$1.0	-33.3%
South Shore	135	143	+5.9%	\$303,100	\$302,000	-0.4%	\$4.6	\$5.1	+10.9%
West	57	73	+28.1%	\$165,000	\$174,975	+6.0%	\$1.1	\$1.4	+27.3%
State Totals	1,408	1,365	-3.1%	\$334,500	\$354,950	+6.1%	\$64.1	\$65.5	+2.2%