

Pending Sales Report by Region

February 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)		
	Feb-2017	Feb-2018	+ / -	Feb-2017	Feb-2018	+ / -	Feb-2017	Feb-2018	+ / -
Cape Cod & Islands	302	260	-13.9%	\$365,000	\$399,890	+9.6%	\$16.0	\$17.7	+10.6%
Central	584	684	+17.1%	\$245,000	\$260,000	+6.1%	\$16.0	\$19.8	+23.8%
Greater Boston	838	829	-1.1%	\$504,000	\$548,000	+8.7%	\$55.7	\$60.4	+8.4%
Northeast	493	567	+15.0%	\$368,000	\$399,900	+8.7%	\$21.5	\$26.4	+22.8%
Southeast	440	476	+8.2%	\$260,000	\$293,500	+12.9%	\$13.1	\$15.4	+17.6%
South Shore	366	473	+29.2%	\$382,769	\$405,000	+5.8%	\$16.6	\$23.1	+39.2%
West	459	526	+14.6%	\$184,450	\$195,000	+5.7%	\$9.6	\$12.1	+26.0%
State Totals	3,560	3,981	+11.8%	\$327,200	\$350,000	+7.0%	\$148.2	\$181.7	+22.6%

Condominium Sales

	Pending Sales			Median Sales Price			Total \$ Volume (in millions)		
	Feb-2017	Feb-2018	+ / -	Feb-2017	Feb-2018	+ / -	Feb-2017	Feb-2018	+ / -
Cape Cod & Islands	62	68	+9.7%	\$240,000	\$351,250	+46.4%	\$2.0	\$2.8	+40.0%
Central	143	147	+2.8%	\$174,200	\$180,500	+3.6%	\$3.0	\$3.3	+10.0%
Greater Boston	712	857	+20.4%	\$520,000	\$546,000	+5.0%	\$43.6	\$58.9	+35.1%
Northeast	232	267	+15.1%	\$235,000	\$253,250	+7.8%	\$6.0	\$7.5	+25.0%
Southeast	83	70	-15.7%	\$182,500	\$211,000	+15.6%	\$1.7	\$1.6	-5.9%
South Shore	116	165	+42.2%	\$252,500	\$288,000	+14.1%	\$3.5	\$5.8	+65.7%
West	56	64	+14.3%	\$157,000	\$162,000	+3.2%	\$1.0	\$1.7	+70.0%
State Totals	1,415	1,668	+17.9%	\$315,000	\$350,000	+11.1%	\$59.7	\$79.0	+32.3%