

Pending Sales Report by Region

June 2020



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) | | |
|-------------------------------|---------------|--------------|---------------|--------------------|------------------|--------------|-------------------------------|----------------|---------------|
| | Jun-2019 | Jun-2020 | + / - | Jun-2019 | Jun-2020 | + / - | Jun-2019 | Jun-2020 | + / - |
| Cape Cod & Islands | 398 | 671 | +68.6% | \$449,000 | \$477,000 | +6.2% | \$25.4 | \$45.9 | +80.7% |
| Central | 1,002 | 1,265 | +26.2% | \$329,900 | \$333,000 | +0.9% | \$36.6 | \$47.4 | +29.5% |
| Greater Boston | 1,507 | 1,867 | +23.9% | \$650,000 | \$675,000 | +3.8% | \$122.8 | \$160.7 | +30.9% |
| Northeast | 1,035 | 1,153 | +11.4% | \$478,000 | \$520,000 | +8.8% | \$56.8 | \$68.0 | +19.7% |
| Southeast | 612 | 819 | +33.8% | \$345,000 | \$362,500 | +5.1% | \$22.9 | \$32.7 | +42.8% |
| South Shore | 665 | 872 | +31.1% | \$461,250 | \$499,950 | +8.4% | \$35.6 | \$49.6 | +39.3% |
| West | 768 | 982 | +27.9% | \$239,750 | \$255,000 | +6.4% | \$21.3 | \$29.1 | +36.6% |
| State Totals | 6,081 | 7,893 | +29.8% | \$440,000 | \$455,000 | +3.4% | \$332.7 | \$451.7 | +35.8% |

Condominium Sales

| | Pending Sales | | | Median Sales Price | | | Total \$ Volume (in millions) | | |
|-------------------------------|---------------|--------------|---------------|--------------------|------------------|--------------|-------------------------------|----------------|---------------|
| | Jun-2019 | Jun-2020 | + / - | Jun-2019 | Jun-2020 | + / - | Jun-2019 | Jun-2020 | + / - |
| Cape Cod & Islands | 104 | 125 | +20.2% | \$315,000 | \$330,425 | +4.9% | \$4.1 | \$4.6 | +12.2% |
| Central | 196 | 244 | +24.5% | \$237,000 | \$240,200 | +1.4% | \$5.0 | \$6.6 | +32.0% |
| Greater Boston | 1,210 | 1,347 | +11.3% | \$619,900 | \$595,500 | -3.9% | \$103.2 | \$93.9 | -9.0% |
| Northeast | 373 | 473 | +26.8% | \$302,800 | \$327,000 | +8.0% | \$12.9 | \$16.8 | +30.2% |
| Southeast | 86 | 114 | +32.6% | \$223,750 | \$235,000 | +5.0% | \$2.1 | \$2.7 | +28.6% |
| South Shore | 192 | 226 | +17.7% | \$360,000 | \$372,500 | +3.5% | \$7.8 | \$8.9 | +14.1% |
| West | 101 | 98 | -3.0% | \$180,000 | \$188,450 | +4.7% | \$2.1 | \$2.3 | +9.5% |
| State Totals | 2,277 | 2,678 | +17.6% | \$430,000 | \$400,000 | -7.0% | \$138.6 | \$133.6 | -3.6% |