

# Pending Sales Report by Region

## August 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)		
	Aug-2019	Aug-2020	+ / -	Aug-2019	Aug-2020	+ / -	Aug-2019	Aug-2020	+ / -
<b>Cape Cod &amp; Islands</b>	387	646	<b>+66.9%</b>	\$428,750	\$546,350	<b>+27.4%</b>	\$24.9	\$52.5	<b>+110.8%</b>
<b>Central</b>	858	1,128	<b>+31.5%</b>	\$327,000	\$372,250	<b>+13.8%</b>	\$31.2	\$46.7	<b>+49.7%</b>
<b>Greater Boston</b>	1,026	1,563	<b>+52.3%</b>	\$640,000	\$722,000	<b>+12.8%</b>	\$80.5	\$146.0	<b>+81.4%</b>
<b>Northeast</b>	769	1,014	<b>+31.9%</b>	\$480,000	\$560,000	<b>+16.7%</b>	\$41.7	\$64.4	<b>+54.4%</b>
<b>Southeast</b>	554	747	<b>+34.8%</b>	\$340,000	\$380,000	<b>+11.8%</b>	\$20.6	\$31.3	<b>+51.9%</b>
<b>South Shore</b>	532	703	<b>+32.1%</b>	\$465,000	\$520,000	<b>+11.8%</b>	\$28.7	\$43.8	<b>+52.6%</b>
<b>West</b>	740	940	<b>+27.0%</b>	\$229,900	\$260,238	<b>+13.2%</b>	\$19.5	\$29.3	<b>+50.3%</b>
<b>State Totals</b>	<b>4,971</b>	<b>6,955</b>	<b>+39.9%</b>	<b>\$430,000</b>	<b>\$495,000</b>	<b>+15.1%</b>	<b>\$261.8</b>	<b>\$436.7</b>	<b>+66.8%</b>

### Condominium Sales

	Pending Sales			Median Sales Price			Total \$ Volume (in millions)		
	Aug-2019	Aug-2020	+ / -	Aug-2019	Aug-2020	+ / -	Aug-2019	Aug-2020	+ / -
<b>Cape Cod &amp; Islands</b>	117	155	<b>+32.5%</b>	\$360,000	\$350,000	<b>-2.8%</b>	\$4.5	\$6.1	<b>+35.6%</b>
<b>Central</b>	181	234	<b>+29.3%</b>	\$240,000	\$266,875	<b>+11.2%</b>	\$4.7	\$6.6	<b>+40.4%</b>
<b>Greater Boston</b>	811	1,018	<b>+25.5%</b>	\$569,000	\$589,250	<b>+3.6%</b>	\$58.5	\$70.3	<b>+20.2%</b>
<b>Northeast</b>	336	416	<b>+23.8%</b>	\$301,000	\$335,000	<b>+11.3%</b>	\$11.5	\$15.8	<b>+37.4%</b>
<b>Southeast</b>	86	143	<b>+66.3%</b>	\$235,000	\$262,900	<b>+11.9%</b>	\$2.2	\$4.1	<b>+86.4%</b>
<b>South Shore</b>	153	243	<b>+58.8%</b>	\$354,000	\$375,000	<b>+5.9%</b>	\$5.9	\$10.2	<b>+72.9%</b>
<b>West</b>	85	112	<b>+31.8%</b>	\$180,000	\$218,750	<b>+21.5%</b>	\$2.1	\$2.9	<b>+38.1%</b>
<b>State Totals</b>	<b>1,787</b>	<b>2,373</b>	<b>+32.8%</b>	<b>\$402,500</b>	<b>\$425,000</b>	<b>+5.6%</b>	<b>\$93.6</b>	<b>\$122.9</b>	<b>+31.3%</b>