

Pending Sales Report by Region

August 2016



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-2015	Aug-2016	+ / -	Aug-2015	Aug-2016	+ / -	Aug-2015	Aug-2016	+ / -
Cape Cod & Islands	437	701	+60.4%	\$365,000	\$385,550	+5.6%	\$23.1	\$37.5	+62.3%
Central	777	1,031	+32.7%	\$267,000	\$275,000	+3.0%	\$23.8	\$32.4	+36.1%
Greater Boston	1,122	1,209	+7.8%	\$528,900	\$578,500	+9.4%	\$76.7	\$88.5	+15.4%
Northeast	769	905	+17.7%	\$390,500	\$400,000	+2.4%	\$35.9	\$42.4	+18.1%
Southeast	518	716	+38.2%	\$270,000	\$294,950	+9.2%	\$15.5	\$23.8	+53.5%
South Shore	519	599	+15.4%	\$375,000	\$400,000	+6.7%	\$22.5	\$28.0	+24.4%
West	615	771	+25.4%	\$215,000	\$210,000	-2.3%	\$15.2	\$18.2	+19.7%
State Totals	4,863	6,052	+24.4%	\$365,000	\$375,000	+2.7%	\$223.6	\$287.5	+28.6%

Condominium Sales

	Pending Sales			Median Sales Price			Total \$ Volume (in millions)		
	Aug-2015	Aug-2016	+ / -	Aug-2015	Aug-2016	+ / -	Aug-2015	Aug-2016	+ / -
Cape Cod & Islands	91	150	+64.8%	\$295,000	\$295,000	0.0%	\$2.9	\$5.1	+75.9%
Central	171	211	+23.4%	\$211,800	\$205,950	-2.8%	\$4.0	\$5.0	+25.0%
Greater Boston	815	934	+14.6%	\$456,000	\$499,309	+9.5%	\$46.5	\$59.8	+28.6%
Northeast	381	410	+7.6%	\$235,000	\$246,500	+4.9%	\$10.2	\$11.7	+14.7%
Southeast	71	93	+31.0%	\$190,000	\$175,000	-7.9%	\$1.4	\$1.8	+28.6%
South Shore	156	173	+10.9%	\$265,000	\$276,500	+4.3%	\$4.7	\$5.7	+21.3%
West	91	105	+15.4%	\$159,900	\$156,250	-2.3%	\$1.7	\$1.9	+11.8%
State Totals	1,789	2,095	+17.1%	\$335,450	\$342,000	+2.0%	\$77.1	\$96.4	+25.0%