

Pending Sales Report by Region

October 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)		
	Oct-2015	Oct-2016	+ / -	Oct-2015	Oct-2016	+ / -	Oct-2015	Oct-2016	+ / -
Cape Cod & Islands	431	683	+58.5%	\$387,000	\$405,000	+4.7%	\$25.8	\$45.0	+74.4%
Central	764	915	+19.8%	\$249,900	\$270,000	+8.0%	\$21.4	\$26.6	+24.3%
Greater Boston	1,258	1,257	-0.1%	\$475,000	\$530,000	+11.6%	\$77.9	\$83.7	+7.4%
Northeast	786	871	+10.8%	\$374,000	\$390,000	+4.3%	\$34.2	\$39.8	+16.4%
Southeast	532	620	+16.5%	\$262,500	\$275,000	+4.8%	\$15.7	\$20.2	+28.7%
South Shore	490	572	+16.7%	\$361,500	\$400,000	+10.7%	\$20.6	\$26.0	+26.2%
West	567	656	+15.7%	\$193,500	\$189,500	-2.1%	\$13.2	\$14.7	+11.4%
State Totals	4,936	5,680	+15.1%	\$335,000	\$355,778	+6.2%	\$210.0	\$254.2	+21.0%

Condominium Sales

	Pending Sales			Median Sales Price			Total \$ Volume (in millions)		
	Oct-2015	Oct-2016	+ / -	Oct-2015	Oct-2016	+ / -	Oct-2015	Oct-2016	+ / -
Cape Cod & Islands	95	158	+66.3%	\$275,650	\$311,375	+13.0%	\$3.2	\$5.9	+84.4%
Central	156	164	+5.1%	\$199,000	\$201,400	+1.2%	\$3.5	\$3.6	+2.9%
Greater Boston	954	1,004	+5.2%	\$455,000	\$478,475	+5.2%	\$53.9	\$61.9	+14.8%
Northeast	320	341	+6.6%	\$232,750	\$254,000	+9.1%	\$8.7	\$9.8	+12.6%
Southeast	75	71	-5.3%	\$180,000	\$200,000	+11.1%	\$1.6	\$1.6	0.0%
South Shore	145	153	+5.5%	\$263,000	\$274,000	+4.2%	\$4.6	\$4.8	+4.3%
West	63	82	+30.2%	\$190,000	\$173,750	-8.6%	\$1.4	\$1.6	+14.3%
State Totals	1,825	1,984	+8.7%	\$318,000	\$327,000	+2.8%	\$75.0	\$87.7	+16.9%