

Pending Sales Report by Region

January 2017



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)		
	Jan-2016	Jan-2017	+ / -	Jan-2016	Jan-2017	+ / -	Jan-2016	Jan-2017	+ / -
Cape Cod & Islands	265	240	-9.4%	\$369,500	\$370,000	+0.1%	\$14.8	\$12.9	-12.8%
Central	566	656	+15.9%	\$240,000	\$250,000	+4.2%	\$15.2	\$19.1	+25.7%
Greater Boston	682	790	+15.8%	\$490,000	\$520,000	+6.1%	\$44.7	\$55.0	+23.0%
Northeast	509	534	+4.9%	\$355,000	\$399,000	+12.4%	\$21.2	\$25.0	+17.9%
Southeast	395	394	-0.3%	\$262,000	\$271,000	+3.4%	\$11.9	\$11.9	0.0%
South Shore	330	371	+12.4%	\$357,000	\$395,000	+10.6%	\$14.0	\$17.5	+25.0%
West	431	481	+11.6%	\$184,000	\$193,900	+5.4%	\$9.7	\$10.3	+6.2%
State Totals	3,254	3,600	+10.6%	\$329,700	\$354,000	+7.4%	\$140.8	\$162.6	+15.5%

Condominium Sales

	Pending Sales			Median Sales Price			Total \$ Volume (in millions)		
	Jan-2016	Jan-2017	+ / -	Jan-2016	Jan-2017	+ / -	Jan-2016	Jan-2017	+ / -
Cape Cod & Islands	51	54	+5.9%	\$277,000	\$267,500	-3.4%	\$1.8	\$1.7	-5.6%
Central	120	132	+10.0%	\$198,895	\$195,000	-2.0%	\$2.5	\$3.0	+20.0%
Greater Boston	648	736	+13.6%	\$443,250	\$492,000	+11.0%	\$35.1	\$46.8	+33.3%
Northeast	221	278	+25.8%	\$235,500	\$273,000	+15.9%	\$6.1	\$8.6	+41.0%
Southeast	58	83	+43.1%	\$180,000	\$199,000	+10.6%	\$1.1	\$1.8	+63.6%
South Shore	102	154	+51.0%	\$246,250	\$304,200	+23.5%	\$3.0	\$5.1	+70.0%
West	60	64	+6.7%	\$175,000	\$165,000	-5.7%	\$1.2	\$1.2	0.0%
State Totals	1,278	1,524	+19.2%	\$310,000	\$330,000	+6.5%	\$51.0	\$67.9	+33.1%