

Pending Sales Report by Region

August 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)		
	Aug-2016	Aug-2017	+ / -	Aug-2016	Aug-2017	+ / -	Aug-2016	Aug-2017	+ / -
Cape Cod & Islands	444	399	-10.1%	\$385,000	\$398,000	+3.4%	\$24.2	\$25.1	+3.7%
Central	880	927	+5.3%	\$275,000	\$300,000	+9.1%	\$27.5	\$30.6	+11.3%
Greater Boston	1,111	1,246	+12.2%	\$575,000	\$610,000	+6.1%	\$80.8	\$97.0	+20.0%
Northeast	825	935	+13.3%	\$400,000	\$445,000	+11.3%	\$38.5	\$49.4	+28.3%
Southeast	613	688	+12.2%	\$293,000	\$300,000	+2.4%	\$20.3	\$23.9	+17.7%
South Shore	532	625	+17.5%	\$399,900	\$415,000	+3.8%	\$24.7	\$30.8	+24.7%
West	536	626	+16.8%	\$209,900	\$211,000	+0.5%	\$12.5	\$14.9	+19.2%
State Totals	5,059	5,651	+11.7%	\$378,750	\$399,000	+5.3%	\$241.7	\$286.6	+18.6%

Condominium Sales

	Pending Sales			Median Sales Price			Total \$ Volume (in millions)		
	Aug-2016	Aug-2017	+ / -	Aug-2016	Aug-2017	+ / -	Aug-2016	Aug-2017	+ / -
Cape Cod & Islands	96	86	-10.4%	\$290,000	\$250,500	-13.6%	\$3.3	\$2.8	-15.2%
Central	185	230	+24.3%	\$207,500	\$218,000	+5.1%	\$4.3	\$5.4	+25.6%
Greater Boston	875	877	+0.2%	\$500,000	\$530,000	+6.0%	\$55.9	\$56.8	+1.6%
Northeast	368	383	+4.1%	\$250,000	\$276,000	+10.4%	\$10.6	\$11.9	+12.3%
Southeast	86	100	+16.3%	\$175,000	\$185,000	+5.7%	\$1.7	\$2.0	+17.6%
South Shore	150	190	+26.7%	\$279,000	\$312,000	+11.8%	\$5.0	\$6.6	+32.0%
West	84	103	+22.6%	\$160,750	\$162,700	+1.2%	\$1.6	\$2.0	+25.0%
State Totals	1,858	2,012	+8.3%	\$345,000	\$345,000	0.0%	\$85.7	\$93.5	+9.1%