

Pending Sales Report by Region

March 2018



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)		
	Mar-2017	Mar-2018	+ / -	Mar-2017	Mar-2018	+ / -	Mar-2017	Mar-2018	+ / -
Cape Cod & Islands	485	306	-36.9%	\$385,000	\$415,000	+7.8%	\$24.7	\$16.8	-32.0%
Central	866	893	+3.1%	\$253,000	\$265,000	+4.7%	\$24.1	\$26.9	+11.6%
Greater Boston	1,337	1,359	+1.6%	\$552,913	\$575,000	+4.0%	\$97.3	\$100.1	+2.9%
Northeast	746	801	+7.4%	\$399,000	\$420,000	+5.3%	\$33.4	\$39.4	+18.0%
Southeast	547	549	+0.4%	\$280,000	\$294,900	+5.3%	\$17.8	\$17.4	-2.2%
South Shore	519	543	+4.6%	\$379,000	\$415,000	+9.5%	\$23.1	\$26.1	+13.0%
West	658	705	+7.1%	\$188,500	\$200,000	+6.1%	\$13.8	\$16.5	+19.6%
State Totals	5,257	5,345	+1.7%	\$350,000	\$369,950	+5.7%	\$234.8	\$247.4	+5.4%

Condominium Sales

	Pending Sales			Median Sales Price			Total \$ Volume (in millions)		
	Mar-2017	Mar-2018	+ / -	Mar-2017	Mar-2018	+ / -	Mar-2017	Mar-2018	+ / -
Cape Cod & Islands	111	71	-36.0%	\$245,000	\$276,250	+12.8%	\$3.2	\$2.3	-28.1%
Central	216	208	-3.7%	\$169,000	\$205,000	+21.3%	\$4.5	\$5.0	+11.1%
Greater Boston	1,125	1,153	+2.5%	\$515,000	\$547,609	+6.3%	\$71.6	\$85.9	+20.0%
Northeast	380	396	+4.2%	\$251,000	\$257,950	+2.8%	\$10.9	\$12.3	+12.8%
Southeast	85	101	+18.8%	\$186,000	\$172,000	-7.5%	\$1.8	\$2.1	+16.7%
South Shore	197	158	-19.8%	\$259,000	\$307,500	+18.7%	\$6.1	\$5.4	-11.5%
West	85	87	+2.4%	\$148,000	\$138,900	-6.1%	\$1.6	\$1.8	+12.5%
State Totals	2,209	2,208	-0.0%	\$335,000	\$390,000	+16.4%	\$98.6	\$114.8	+16.4%