

Pending Sales Report by Region

April 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)		
	Apr-2017	Apr-2018	+ / -	Apr-2017	Apr-2018	+ / -	Apr-2017	Apr-2018	+ / -
Cape Cod & Islands	410	347	-15.4%	\$400,000	\$401,500	+0.4%	\$22.6	\$20.6	-8.8%
Central	916	1,109	+21.1%	\$251,000	\$277,500	+10.6%	\$26.6	\$35.5	+33.5%
Greater Boston	1,391	1,571	+12.9%	\$590,000	\$613,500	+4.0%	\$107.1	\$122.1	+14.0%
Northeast	755	900	+19.2%	\$399,900	\$440,000	+10.0%	\$34.5	\$47.8	+38.6%
Southeast	551	663	+20.3%	\$290,000	\$315,000	+8.6%	\$17.6	\$21.7	+23.3%
South Shore	566	662	+17.0%	\$399,438	\$450,000	+12.7%	\$26.7	\$34.3	+28.5%
West	695	807	+16.1%	\$197,500	\$210,050	+6.4%	\$15.6	\$19.4	+24.4%
State Totals	5,399	6,279	+16.3%	\$360,000	\$385,000	+6.9%	\$249.4	\$311.9	+25.1%

Condominium Sales

	Pending Sales			Median Sales Price			Total \$ Volume (in millions)		
	Apr-2017	Apr-2018	+ / -	Apr-2017	Apr-2018	+ / -	Apr-2017	Apr-2018	+ / -
Cape Cod & Islands	85	86	+1.2%	\$261,000	\$315,000	+20.7%	\$3.0	\$3.0	0.0%
Central	157	230	+46.5%	\$184,500	\$216,000	+17.1%	\$3.5	\$5.4	+54.3%
Greater Boston	1,131	1,237	+9.4%	\$520,000	\$601,500	+15.7%	\$78.9	\$87.6	+11.0%
Northeast	366	409	+11.7%	\$264,950	\$250,828	-5.3%	\$11.4	\$12.1	+6.1%
Southeast	88	111	+26.1%	\$178,250	\$206,500	+15.8%	\$1.9	\$2.4	+26.3%
South Shore	182	211	+15.9%	\$285,000	\$310,000	+8.8%	\$5.5	\$7.6	+38.2%
West	89	124	+39.3%	\$146,625	\$161,500	+10.1%	\$1.6	\$2.7	+68.8%
State Totals	2,117	2,438	+15.2%	\$345,000	\$386,000	+11.9%	\$103.1	\$122.6	+18.9%