

# Pending Sales Report by Region

## May 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)		
	May-2017	May-2018	+ / -	May-2017	May-2018	+ / -	May-2017	May-2018	+ / -
<b>Cape Cod &amp; Islands</b>	480	434	-9.6%	\$420,000	\$429,000	+2.1%	\$27.7	\$26.1	-5.8%
<b>Central</b>	1,104	1,190	+7.8%	\$279,900	\$296,000	+5.8%	\$34.5	\$38.9	+12.8%
<b>Greater Boston</b>	1,826	1,893	+3.7%	\$597,000	\$630,000	+5.5%	\$135.5	\$151.6	+11.9%
<b>Northeast</b>	1,009	1,106	+9.6%	\$419,000	\$445,250	+6.3%	\$48.3	\$58.2	+20.5%
<b>Southeast</b>	640	755	+18.0%	\$295,000	\$290,000	-1.7%	\$20.4	\$25.0	+22.5%
<b>South Shore</b>	770	746	-3.1%	\$422,000	\$441,500	+4.6%	\$36.9	\$37.6	+1.9%
<b>West</b>	823	916	+11.3%	\$206,000	\$215,000	+4.4%	\$19.7	\$22.2	+12.7%
<b>State Totals</b>	<b>6,725</b>	<b>7,226</b>	<b>+7.4%</b>	<b>\$383,000</b>	<b>\$405,000</b>	<b>+5.7%</b>	<b>\$321.6</b>	<b>\$370.6</b>	<b>+15.2%</b>

### Condominium Sales

	Pending Sales			Median Sales Price			Total \$ Volume (in millions)		
	May-2017	May-2018	+ / -	May-2017	May-2018	+ / -	May-2017	May-2018	+ / -
<b>Cape Cod &amp; Islands</b>	115	106	-7.8%	\$285,000	\$282,500	-0.9%	\$4.2	\$3.6	-14.3%
<b>Central</b>	229	236	+3.1%	\$197,500	\$219,000	+10.9%	\$5.4	\$5.9	+9.3%
<b>Greater Boston</b>	1,313	1,364	+3.9%	\$525,000	\$550,000	+4.8%	\$83.7	\$91.3	+9.1%
<b>Northeast</b>	457	455	-0.4%	\$275,000	\$285,000	+3.6%	\$14.1	\$14.6	+3.5%
<b>Southeast</b>	96	130	+35.4%	\$207,000	\$233,950	+13.0%	\$2.1	\$3.1	+47.6%
<b>South Shore</b>	208	265	+27.4%	\$317,250	\$360,000	+13.5%	\$7.5	\$10.5	+40.0%
<b>West</b>	130	95	-26.9%	\$157,500	\$164,000	+4.1%	\$2.4	\$1.9	-20.8%
<b>State Totals</b>	<b>2,562</b>	<b>2,690</b>	<b>+5.0%</b>	<b>\$370,000</b>	<b>\$385,000</b>	<b>+4.1%</b>	<b>\$120.6</b>	<b>\$131.8</b>	<b>+9.3%</b>