

Pending Sales Report by Region

June 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)		
	Jun-2017	Jun-2018	+ / -	Jun-2017	Jun-2018	+ / -	Jun-2017	Jun-2018	+ / -
Cape Cod & Islands	413	352	-14.8%	\$400,000	\$446,000	+11.5%	\$23.2	\$24.1	+3.9%
Central	1,002	1,163	+16.1%	\$293,750	\$319,900	+8.9%	\$33.2	\$41.7	+25.6%
Greater Boston	1,572	1,757	+11.8%	\$608,500	\$653,750	+7.4%	\$120.7	\$148.9	+23.4%
Northeast	992	1,084	+9.3%	\$440,000	\$468,250	+6.4%	\$49.2	\$58.1	+18.1%
Southeast	647	668	+3.2%	\$310,000	\$319,950	+3.2%	\$22.3	\$22.9	+2.7%
South Shore	683	753	+10.2%	\$427,450	\$455,000	+6.4%	\$34.9	\$39.9	+14.3%
West	823	854	+3.8%	\$218,000	\$232,350	+6.6%	\$20.0	\$22.7	+13.5%
State Totals	6,235	6,820	+9.4%	\$402,750	\$430,000	+6.8%	\$315.3	\$374.2	+18.7%

Condominium Sales

	Pending Sales			Median Sales Price			Total \$ Volume (in millions)		
	Jun-2017	Jun-2018	+ / -	Jun-2017	Jun-2018	+ / -	Jun-2017	Jun-2018	+ / -
Cape Cod & Islands	110	103	-6.4%	\$259,995	\$322,500	+24.0%	\$3.6	\$3.7	+2.8%
Central	194	208	+7.2%	\$216,200	\$226,000	+4.5%	\$4.6	\$5.3	+15.2%
Greater Boston	1,297	1,314	+1.3%	\$520,000	\$575,000	+10.6%	\$87.9	\$93.3	+6.1%
Northeast	419	457	+9.1%	\$263,950	\$295,000	+11.8%	\$12.3	\$14.8	+20.3%
Southeast	95	105	+10.5%	\$203,000	\$224,900	+10.8%	\$2.1	\$2.5	+19.0%
South Shore	202	209	+3.5%	\$320,000	\$345,262	+7.9%	\$7.3	\$7.6	+4.1%
West	112	127	+13.4%	\$169,000	\$175,000	+3.6%	\$2.2	\$2.8	+27.3%
State Totals	2,455	2,559	+4.2%	\$360,750	\$390,000	+8.1%	\$119.3	\$130.2	+9.1%