

# Pending Sales Report by Region

## July 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)		
	Jul-2017	Jul-2018	+ / -	Jul-2017	Jul-2018	+ / -	Jul-2017	Jul-2018	+ / -
<b>Cape Cod &amp; Islands</b>	428	386	-9.8%	\$382,000	\$436,125	+14.2%	\$24.8	\$23.5	-5.2%
<b>Central</b>	810	955	+17.9%	\$290,000	\$300,000	+3.4%	\$26.6	\$32.8	+23.3%
<b>Greater Boston</b>	1,129	1,289	+14.2%	\$601,000	\$650,000	+8.2%	\$84.8	\$102.8	+21.2%
<b>Northeast</b>	819	917	+12.0%	\$435,000	\$457,000	+5.1%	\$40.6	\$48.5	+19.5%
<b>Southeast</b>	550	612	+11.3%	\$317,500	\$325,000	+2.4%	\$18.9	\$22.1	+16.9%
<b>South Shore</b>	588	686	+16.7%	\$410,550	\$440,000	+7.2%	\$28.8	\$35.4	+22.9%
<b>West</b>	682	817	+19.8%	\$216,250	\$227,000	+5.0%	\$17.1	\$21.7	+26.9%
<b>State Totals</b>	<b>5,075</b>	<b>5,832</b>	<b>+14.9%</b>	<b>\$395,000</b>	<b>\$423,250</b>	<b>+7.2%</b>	<b>\$250.2</b>	<b>\$303.9</b>	<b>+21.5%</b>

### Condominium Sales

	Pending Sales			Median Sales Price			Total \$ Volume (in millions)		
	Jul-2017	Jul-2018	+ / -	Jul-2017	Jul-2018	+ / -	Jul-2017	Jul-2018	+ / -
<b>Cape Cod &amp; Islands</b>	109	97	-11.0%	\$297,000	\$283,500	-4.5%	\$3.6	\$3.1	-13.9%
<b>Central</b>	179	204	+14.0%	\$216,450	\$215,000	-0.7%	\$4.2	\$5.0	+19.0%
<b>Greater Boston</b>	877	993	+13.2%	\$530,000	\$600,000	+13.2%	\$56.3	\$69.1	+22.7%
<b>Northeast</b>	342	390	+14.0%	\$264,450	\$300,000	+13.4%	\$10.5	\$12.9	+22.9%
<b>Southeast</b>	94	108	+14.9%	\$218,000	\$210,000	-3.7%	\$2.2	\$2.5	+13.6%
<b>South Shore</b>	160	190	+18.8%	\$315,000	\$330,000	+4.8%	\$5.7	\$6.8	+19.3%
<b>West</b>	98	114	+16.3%	\$180,000	\$168,500	-6.4%	\$2.0	\$2.3	+15.0%
<b>State Totals</b>	<b>1,869</b>	<b>2,133</b>	<b>+14.1%</b>	<b>\$370,000</b>	<b>\$398,950</b>	<b>+7.8%</b>	<b>\$88.2</b>	<b>\$109.5</b>	<b>+24.1%</b>