

# Pending Sales Report by Region

## September 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)		
	Sep-2017	Sep-2018	+ / -	Sep-2017	Sep-2018	+ / -	Sep-2017	Sep-2018	+ / -
<b>Cape Cod &amp; Islands</b>	390	350	-10.3%	\$439,000	\$455,000	+3.6%	\$24.7	\$25.7	+4.0%
<b>Central</b>	857	828	-3.4%	\$277,750	\$308,250	+11.0%	\$27.1	\$28.5	+5.2%
<b>Greater Boston</b>	1,163	1,196	+2.8%	\$573,000	\$600,000	+4.7%	\$87.8	\$87.5	-0.3%
<b>Northeast</b>	767	743	-3.1%	\$410,000	\$445,000	+8.5%	\$38.5	\$38.9	+1.0%
<b>Southeast</b>	496	554	+11.7%	\$300,000	\$320,000	+6.7%	\$16.7	\$20.1	+20.4%
<b>South Shore</b>	518	554	+6.9%	\$425,000	\$429,250	+1.0%	\$25.7	\$27.2	+5.8%
<b>West</b>	630	620	-1.6%	\$215,000	\$218,180	+1.5%	\$15.6	\$16.0	+2.6%
<b>State Totals</b>	<b>4,919</b>	<b>5,090</b>	<b>+3.5%</b>	<b>\$375,000</b>	<b>\$390,000</b>	<b>+4.0%</b>	<b>\$237.4</b>	<b>\$251.7</b>	<b>+6.0%</b>

### Condominium Sales

	Pending Sales			Median Sales Price			Total \$ Volume (in millions)		
	Sep-2017	Sep-2018	+ / -	Sep-2017	Sep-2018	+ / -	Sep-2017	Sep-2018	+ / -
<b>Cape Cod &amp; Islands</b>	117	83	-29.1%	\$290,000	\$276,250	-4.7%	\$4.2	\$2.8	-33.3%
<b>Central</b>	173	157	-9.2%	\$217,000	\$220,900	+1.8%	\$4.2	\$3.9	-7.1%
<b>Greater Boston</b>	916	832	-9.2%	\$497,500	\$567,000	+14.0%	\$60.6	\$57.9	-4.5%
<b>Northeast</b>	314	347	+10.5%	\$285,000	\$269,900	-5.3%	\$9.8	\$10.6	+8.2%
<b>Southeast</b>	76	75	-1.3%	\$200,000	\$194,000	-3.0%	\$1.7	\$1.6	-5.9%
<b>South Shore</b>	180	158	-12.2%	\$341,500	\$303,000	-11.3%	\$7.1	\$5.5	-22.5%
<b>West</b>	81	89	+9.9%	\$182,500	\$171,250	-6.2%	\$1.7	\$1.8	+5.9%
<b>State Totals</b>	<b>1,862</b>	<b>1,778</b>	<b>-4.5%</b>	<b>\$350,000</b>	<b>\$337,750</b>	<b>-3.5%</b>	<b>\$86.4</b>	<b>\$82.6</b>	<b>-4.4%</b>