

# Pending Sales Report by Region

## December 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)		
	Dec-2017	Dec-2018	+ / -	Dec-2017	Dec-2018	+ / -	Dec-2017	Dec-2018	+ / -
Cape Cod & Islands	289	225	-22.1%	\$430,000	\$392,500	-8.7%	\$17.6	\$13.5	-23.3%
Central	496	563	+13.5%	\$269,200	\$290,000	+7.7%	\$15.5	\$18.4	+18.7%
Greater Boston	581	656	+12.9%	\$589,000	\$595,000	+1.0%	\$43.2	\$47.7	+10.4%
Northeast	445	444	-0.2%	\$425,000	\$420,000	-1.2%	\$22.3	\$21.6	-3.1%
Southeast	320	377	+17.8%	\$297,000	\$315,000	+6.1%	\$10.7	\$13.0	+21.5%
South Shore	286	331	+15.7%	\$405,000	\$420,000	+3.7%	\$12.9	\$15.9	+23.3%
West	395	431	+9.1%	\$200,000	\$215,500	+7.7%	\$10.4	\$10.5	+1.0%
<b>State Totals</b>	<b>2,847</b>	<b>3,122</b>	<b>+9.7%</b>	<b>\$380,000</b>	<b>\$375,000</b>	<b>-1.3%</b>	<b>\$136.3</b>	<b>\$147.7</b>	<b>+8.4%</b>

### Condominium Sales

	Pending Sales			Median Sales Price			Total \$ Volume (in millions)		
	Dec-2017	Dec-2018	+ / -	Dec-2017	Dec-2018	+ / -	Dec-2017	Dec-2018	+ / -
Cape Cod & Islands	62	44	-29.0%	\$315,000	\$267,500	-15.1%	\$2.3	\$1.3	-43.5%
Central	102	106	+3.9%	\$230,000	\$214,950	-6.5%	\$2.6	\$2.5	-3.8%
Greater Boston	521	518	-0.6%	\$540,000	\$534,190	-1.1%	\$34.4	\$35.3	+2.6%
Northeast	190	187	-1.6%	\$262,500	\$279,000	+6.3%	\$5.6	\$5.9	+5.4%
Southeast	54	66	+22.2%	\$182,500	\$198,750	+8.9%	\$1.1	\$1.4	+27.3%
South Shore	105	101	-3.8%	\$299,800	\$340,950	+13.7%	\$3.6	\$3.6	0.0%
West	47	46	-2.1%	\$168,250	\$160,500	-4.6%	\$1.0	\$1.1	+10.0%
<b>State Totals</b>	<b>1,083</b>	<b>1,077</b>	<b>-0.6%</b>	<b>\$359,900</b>	<b>\$352,500</b>	<b>-2.1%</b>	<b>\$50.6</b>	<b>\$50.8</b>	<b>+0.4%</b>