

# Pending Sales Report by Region

## January 2019



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)		
	Jan-2018	Jan-2019	+ / -	Jan-2018	Jan-2019	+ / -	Jan-2018	Jan-2019	+ / -
Cape Cod & Islands	212	224	+5.7%	\$435,000	\$400,000	-8.0%	\$12.7	\$15.7	+23.6%
Central	540	616	+14.1%	\$265,000	\$270,000	+1.9%	\$16.5	\$19.0	+15.2%
Greater Boston	669	826	+23.5%	\$550,000	\$590,000	+7.3%	\$50.6	\$65.1	+28.7%
Northeast	438	576	+31.5%	\$419,950	\$435,000	+3.6%	\$21.1	\$28.6	+35.5%
Southeast	336	427	+27.1%	\$280,000	\$302,000	+7.9%	\$10.6	\$15.3	+44.3%
South Shore	343	366	+6.7%	\$417,500	\$425,000	+1.8%	\$16.3	\$17.3	+6.1%
West	404	486	+20.3%	\$195,500	\$199,000	+1.8%	\$9.2	\$11.5	+25.0%
<b>State Totals</b>	<b>3,026</b>	<b>3,667</b>	<b>+21.2%</b>	<b>\$367,500</b>	<b>\$379,000</b>	<b>+3.1%</b>	<b>\$142.7</b>	<b>\$181.5</b>	<b>+27.2%</b>

### Condominium Sales

	Pending Sales			Median Sales Price			Total \$ Volume (in millions)		
	Jan-2018	Jan-2019	+ / -	Jan-2018	Jan-2019	+ / -	Jan-2018	Jan-2019	+ / -
Cape Cod & Islands	63	48	-23.8%	\$241,250	\$270,000	+11.9%	\$2.1	\$1.8	-14.3%
Central	126	149	+18.3%	\$184,250	\$206,000	+11.8%	\$2.8	\$3.5	+25.0%
Greater Boston	553	746	+34.9%	\$520,000	\$570,000	+9.6%	\$37.7	\$50.2	+33.2%
Northeast	265	289	+9.1%	\$284,000	\$300,000	+5.6%	\$8.2	\$9.9	+20.7%
Southeast	40	78	+95.0%	\$215,000	\$195,500	-9.1%	\$0.9	\$1.6	+77.8%
South Shore	131	129	-1.5%	\$306,875	\$330,000	+7.5%	\$4.8	\$4.5	-6.3%
West	67	88	+31.3%	\$174,975	\$176,000	+0.6%	\$1.3	\$1.8	+38.5%
<b>State Totals</b>	<b>1,258</b>	<b>1,545</b>	<b>+22.8%</b>	<b>\$355,000</b>	<b>\$369,900</b>	<b>+4.2%</b>	<b>\$60.4</b>	<b>\$75.0</b>	<b>+24.2%</b>