

Pending Sales Report by Region

October 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)		
	Oct-2018	Oct-2019	+ / -	Oct-2018	Oct-2019	+ / -	Oct-2018	Oct-2019	+ / -
Cape Cod & Islands	422	395	-6.4%	\$485,000	\$438,750	-9.5%	\$31.7	\$23.9	-24.6%
Central	789	900	+14.1%	\$295,000	\$315,000	+6.8%	\$26.0	\$31.2	+20.0%
Greater Boston	1,239	1,357	+9.5%	\$605,000	\$595,000	-1.7%	\$98.3	\$104.3	+6.1%
Northeast	799	871	+9.0%	\$430,000	\$464,450	+8.0%	\$40.1	\$46.9	+17.0%
Southeast	492	634	+28.9%	\$315,000	\$337,000	+7.0%	\$16.8	\$23.1	+37.5%
South Shore	467	578	+23.8%	\$432,000	\$444,300	+2.8%	\$23.7	\$30.2	+27.4%
West	663	684	+3.2%	\$224,200	\$229,000	+2.1%	\$16.4	\$17.3	+5.5%
State Totals	4,956	5,581	+12.6%	\$392,450	\$400,000	+1.9%	\$253.2	\$276.4	+9.2%

Condominium Sales

	Pending Sales			Median Sales Price			Total \$ Volume (in millions)		
	Oct-2018	Oct-2019	+ / -	Oct-2018	Oct-2019	+ / -	Oct-2018	Oct-2019	+ / -
Cape Cod & Islands	100	95	-5.0%	\$345,250	\$297,000	-14.0%	\$3.9	\$3.8	-2.6%
Central	177	186	+5.1%	\$227,000	\$232,000	+2.2%	\$4.4	\$4.8	+9.1%
Greater Boston	855	1,057	+23.6%	\$540,000	\$547,500	+1.4%	\$56.4	\$72.6	+28.7%
Northeast	303	372	+22.8%	\$286,000	\$320,000	+11.9%	\$9.7	\$13.0	+34.0%
Southeast	80	97	+21.3%	\$217,500	\$210,250	-3.3%	\$1.8	\$2.2	+22.2%
South Shore	156	178	+14.1%	\$333,000	\$340,000	+2.1%	\$5.8	\$6.9	+19.0%
West	89	102	+14.6%	\$165,000	\$190,000	+15.2%	\$2.0	\$2.3	+15.0%
State Totals	1,786	2,113	+18.3%	\$355,000	\$368,000	+3.7%	\$82.7	\$102.6	+24.1%