

Pending Sales Report by Region

December 2020



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-2019	Dec-2020	+ / -	Dec-2019	Dec-2020	+ / -	Dec-2019	Dec-2020	+ / -
Cape Cod & Islands	233	345	+48.1%	\$435,000	\$575,000	+32.2%	\$14.9	\$30.4	+104.0%
Central	456	571	+25.2%	\$319,000	\$352,125	+10.4%	\$15.8	\$22.6	+43.0%
Greater Boston	564	753	+33.5%	\$600,500	\$681,250	+13.4%	\$43.0	\$65.9	+53.3%
Northeast	375	440	+17.3%	\$450,000	\$527,500	+17.2%	\$20.1	\$27.1	+34.8%
Southeast	301	415	+37.9%	\$342,000	\$390,000	+14.0%	\$11.1	\$18.0	+62.2%
South Shore	258	311	+20.5%	\$450,100	\$510,500	+13.4%	\$13.3	\$18.7	+40.6%
West	384	511	+33.1%	\$232,000	\$259,900	+12.0%	\$10.1	\$16.2	+60.4%
State Totals	2,610	3,421	+31.1%	\$410,375	\$479,000	+16.7%	\$134.5	\$207.5	+54.3%

Condominium Sales

	Pending Sales			Median Sales Price			Total \$ Volume (in millions)		
	Dec-2019	Dec-2020	+ / -	Dec-2019	Dec-2020	+ / -	Dec-2019	Dec-2020	+ / -
Cape Cod & Islands	56	70	+25.0%	\$292,500	\$369,900	+26.5%	\$1.9	\$3.7	+94.7%
Central	98	134	+36.7%	\$223,500	\$275,000	+23.0%	\$2.4	\$3.9	+62.5%
Greater Boston	525	748	+42.5%	\$585,000	\$565,000	-3.4%	\$38.9	\$51.4	+32.1%
Northeast	165	262	+58.8%	\$315,000	\$335,000	+6.3%	\$5.8	\$9.8	+69.0%
Southeast	56	87	+55.4%	\$229,500	\$265,000	+15.5%	\$1.3	\$2.4	+84.6%
South Shore	81	128	+58.0%	\$347,250	\$355,000	+2.2%	\$3.2	\$5.2	+62.5%
West	52	63	+21.2%	\$162,000	\$180,000	+11.1%	\$1.0	\$1.6	+60.0%
State Totals	1,038	1,520	+46.4%	\$390,000	\$419,900	+7.7%	\$54.0	\$79.9	+48.0%