

Pending Sales Report by Region

January 2023



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-2022	Jan-2023	+ / -	Jan-2022	Jan-2023	+ / -	Jan-2022	Jan-2023	+ / -
Cape Cod & Islands	404	418	+3.5%	\$625,000	\$654,500	+4.7%	\$44.4	\$26.4	-40.5%
Central	422	496	+17.5%	\$399,900	\$415,000	+3.8%	\$24.7	\$17.7	-28.3%
Greater Boston	511	635	+24.3%	\$725,000	\$710,000	-2.1%	\$75.2	\$48.8	-35.1%
Northeast	316	408	+29.1%	\$575,000	\$577,500	+0.4%	\$29.9	\$19.0	-36.5%
Southeast	276	328	+18.8%	\$439,900	\$450,000	+2.3%	\$18.0	\$12.2	-32.2%
South Shore	222	310	+39.6%	\$579,000	\$560,000	-3.3%	\$23.8	\$14.7	-38.2%
West	398	418	+5.0%	\$285,700	\$290,000	+1.5%	\$17.5	\$10.8	-38.3%
State Totals	2,547	3,005	+18.0%	\$525,000	\$525,000	0.0%	\$233.3	\$149.2	-36.0%

Condominium Sales

	Pending Sales			Median Sales Price			Total \$ Volume (in millions)		
	Jan-2022	Jan-2023	+ / -	Jan-2022	Jan-2023	+ / -	Jan-2022	Jan-2023	+ / -
Cape Cod & Islands	102	86	-15.7%	\$369,900	\$480,000	+29.8%	\$6.2	\$4.2	-32.3%
Central	102	133	+30.4%	\$306,000	\$317,500	+3.8%	\$3.6	\$3.3	-8.3%
Greater Boston	643	673	+4.7%	\$596,367	\$691,035	+15.9%	\$60.2	\$45.8	-23.9%
Northeast	204	250	+22.5%	\$370,000	\$390,000	+5.4%	\$9.0	\$6.9	-23.3%
Southeast	64	80	+25.0%	\$240,500	\$334,950	+39.3%	\$1.6	\$1.5	-6.3%
South Shore	85	101	+18.8%	\$419,000	\$420,000	+0.2%	\$5.3	\$3.6	-32.1%
West	64	73	+14.1%	\$235,000	\$235,000	0.0%	\$2.2	\$1.6	-27.3%
State Totals	1,262	1,396	+10.6%	\$450,000	\$500,000	+11.1%	\$88.1	\$67.0	-24.0%