

Pending Sales Report by Region

December 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)		
	Dec-2022	Dec-2023	+ / -	Dec-2022	Dec-2023	+ / -	Dec-2022	Dec-2023	+ / -
Cape Cod & Islands	318	322	+1.3%	\$637,000	\$700,000	+9.9%	\$45.8	\$39.4	-14.0%
Central	396	460	+16.2%	\$415,750	\$430,000	+3.4%	\$29.6	\$25.9	-12.5%
Greater Boston	510	566	+11.0%	\$741,909	\$801,000	+8.0%	\$87.7	\$69.5	-20.8%
Northeast	305	376	+23.3%	\$570,000	\$639,888	+12.3%	\$36.2	\$32.6	-9.9%
Southeast	267	262	-1.9%	\$439,500	\$475,000	+8.1%	\$20.2	\$15.4	-23.8%
South Shore	270	271	+0.4%	\$572,000	\$662,500	+15.8%	\$27.0	\$22.5	-16.7%
West	348	456	+31.0%	\$311,000	\$315,000	+1.3%	\$19.6	\$16.4	-16.3%
State Totals	2,413	2,709	+12.3%	\$540,000	\$575,000	+6.5%	\$266.0	\$221.5	-16.7%

Condominium Sales

	Pending Sales			Median Sales Price			Total \$ Volume (in millions)		
	Dec-2022	Dec-2023	+ / -	Dec-2022	Dec-2023	+ / -	Dec-2022	Dec-2023	+ / -
Cape Cod & Islands	80	97	+21.3%	\$380,000	\$450,000	+18.4%	\$4.7	\$5.0	+6.4%
Central	106	129	+21.7%	\$310,000	\$371,000	+19.7%	\$5.5	\$4.6	-16.4%
Greater Boston	501	482	-3.8%	\$611,500	\$695,000	+13.7%	\$55.8	\$50.8	-9.0%
Northeast	151	177	+17.2%	\$420,000	\$428,000	+1.9%	\$9.4	\$10.9	+16.0%
Southeast	42	50	+19.0%	\$307,700	\$355,000	+15.4%	\$2.6	\$2.0	-23.1%
South Shore	79	84	+6.3%	\$419,900	\$425,000	+1.2%	\$5.2	\$3.6	-30.8%
West	56	63	+12.5%	\$218,000	\$243,000	+11.5%	\$2.2	\$1.8	-18.2%
State Totals	1,015	1,081	+6.5%	\$450,000	\$520,000	+15.6%	\$85.2	\$78.6	-7.7%