

Pending Sales Report by Region

March 2024



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) | | |
|-------------------------------|---------------|--------------|---------------|--------------------|------------------|---------------|-------------------------------|----------------|---------------|
| | Mar-2023 | Mar-2024 | + / - | Mar-2023 | Mar-2024 | + / - | Mar-2023 | Mar-2024 | + / - |
| Cape Cod & Islands | 433 | 562 | +29.8% | \$690,000 | \$670,000 | -2.9% | \$41.0 | \$35.4 | -13.7% |
| Central | 449 | 634 | +41.2% | \$430,000 | \$460,000 | +7.0% | \$19.5 | \$20.1 | +3.1% |
| Greater Boston | 829 | 1,066 | +28.6% | \$828,450 | \$907,730 | +9.6% | \$66.7 | \$68.5 | +2.7% |
| Northeast | 382 | 528 | +38.2% | \$615,000 | \$700,000 | +13.8% | \$28.3 | \$25.7 | -9.2% |
| Southeast | 332 | 409 | +23.2% | \$445,000 | \$490,000 | +10.1% | \$14.0 | \$14.6 | +4.3% |
| South Shore | 315 | 433 | +37.5% | \$578,400 | \$665,000 | +15.0% | \$17.9 | \$19.4 | +8.4% |
| West | 407 | 497 | +22.1% | \$285,000 | \$333,000 | +16.8% | \$13.4 | \$12.7 | -5.2% |
| State Totals | 3,138 | 4,126 | +31.5% | \$570,000 | \$615,000 | +7.9% | \$200.6 | \$196.4 | -2.1% |

Condominium Sales

| | Pending Sales | | | Median Sales Price | | | Total \$ Volume (in millions) | | |
|-------------------------------|---------------|--------------|---------------|--------------------|------------------|---------------|-------------------------------|---------------|---------------|
| | Mar-2023 | Mar-2024 | + / - | Mar-2023 | Mar-2024 | + / - | Mar-2023 | Mar-2024 | + / - |
| Cape Cod & Islands | 112 | 133 | +18.8% | \$425,600 | \$425,000 | -0.1% | \$5.0 | \$4.5 | -10.0% |
| Central | 136 | 198 | +45.6% | \$395,950 | \$370,000 | -6.6% | \$5.1 | \$5.0 | -2.0% |
| Greater Boston | 865 | 997 | +15.3% | \$681,000 | \$740,235 | +8.7% | \$61.4 | \$60.2 | -2.0% |
| Northeast | 206 | 304 | +47.6% | \$419,900 | \$439,950 | +4.8% | \$10.8 | \$9.0 | -16.7% |
| Southeast | 60 | 93 | +55.0% | \$354,950 | \$374,700 | +5.6% | \$2.1 | \$2.2 | +4.8% |
| South Shore | 121 | 170 | +40.5% | \$442,000 | \$435,000 | -1.6% | \$4.9 | \$5.1 | +4.1% |
| West | 67 | 86 | +28.4% | \$236,500 | \$267,500 | +13.1% | \$2.1 | \$1.7 | -19.0% |
| State Totals | 1,566 | 1,980 | +26.4% | \$515,000 | \$550,000 | +6.8% | \$91.5 | \$87.7 | -4.2% |