

# Pending Sales Report by Region

## January 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)		
	Jan-2019	Jan-2020	+ / -	Jan-2019	Jan-2020	+ / -	Jan-2019	Jan-2020	+ / -
Cape Cod & Islands	240	194	-19.2%	\$402,500	\$435,000	+8.1%	\$16.7	\$11.6	-30.5%
Central	547	643	+17.6%	\$270,000	\$309,500	+14.6%	\$16.8	\$21.8	+29.8%
Greater Boston	767	805	+5.0%	\$589,500	\$605,000	+2.6%	\$60.4	\$63.2	+4.6%
Northeast	534	488	-8.6%	\$438,000	\$452,000	+3.2%	\$26.7	\$26.2	-1.9%
Southeast	382	482	+26.2%	\$300,000	\$335,000	+11.7%	\$13.6	\$17.7	+30.1%
South Shore	324	390	+20.4%	\$425,000	\$462,000	+8.7%	\$15.4	\$20.5	+33.1%
West	431	471	+9.3%	\$199,950	\$223,200	+11.6%	\$10.2	\$12.7	+24.5%
<b>State Totals</b>	<b>3,293</b>	<b>3,628</b>	<b>+10.2%</b>	<b>\$379,900</b>	<b>\$406,000</b>	<b>+6.9%</b>	<b>\$162.8</b>	<b>\$186.2</b>	<b>+14.4%</b>

### Condominium Sales

	Pending Sales			Median Sales Price			Total \$ Volume (in millions)		
	Jan-2019	Jan-2020	+ / -	Jan-2019	Jan-2020	+ / -	Jan-2019	Jan-2020	+ / -
Cape Cod & Islands	50	48	-4.0%	\$270,000	\$302,800	+12.1%	\$1.9	\$1.7	-10.5%
Central	131	165	+26.0%	\$206,000	\$244,750	+18.8%	\$3.1	\$4.3	+38.7%
Greater Boston	708	781	+10.3%	\$567,500	\$578,250	+1.9%	\$47.6	\$60.6	+27.3%
Northeast	269	269	0.0%	\$300,000	\$300,000	0.0%	\$9.2	\$9.4	+2.2%
Southeast	67	61	-9.0%	\$192,500	\$240,000	+24.7%	\$1.4	\$1.5	+7.1%
South Shore	120	160	+33.3%	\$330,000	\$378,500	+14.7%	\$4.2	\$6.4	+52.4%
West	81	64	-21.0%	\$170,500	\$150,000	-12.0%	\$1.7	\$1.2	-29.4%
<b>State Totals</b>	<b>1,435</b>	<b>1,580</b>	<b>+10.1%</b>	<b>\$366,250</b>	<b>\$404,500</b>	<b>+10.4%</b>	<b>\$69.5</b>	<b>\$87.7</b>	<b>+26.2%</b>