

Pending Sales Report by Region

February 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)		
	Feb-2019	Feb-2020	+ / -	Feb-2019	Feb-2020	+ / -	Feb-2019	Feb-2020	+ / -
Cape Cod & Islands	296	351	+18.6%	\$409,000	\$446,250	+9.1%	\$18.2	\$20.8	+14.3%
Central	577	708	+22.7%	\$280,000	\$280,000	0.0%	\$17.8	\$22.2	+24.7%
Greater Boston	802	976	+21.7%	\$572,750	\$622,250	+8.6%	\$58.0	\$84.5	+45.7%
Northeast	484	580	+19.8%	\$430,000	\$480,000	+11.6%	\$23.5	\$30.9	+31.5%
Southeast	401	533	+32.9%	\$303,900	\$327,000	+7.6%	\$13.6	\$18.8	+38.2%
South Shore	351	467	+33.0%	\$415,000	\$450,000	+8.4%	\$16.7	\$23.5	+40.7%
West	494	611	+23.7%	\$209,000	\$210,000	+0.5%	\$11.1	\$14.6	+31.5%
State Totals	3,501	4,383	+25.2%	\$379,000	\$396,900	+4.7%	\$163.4	\$221.0	+35.3%

Condominium Sales

	Pending Sales			Median Sales Price			Total \$ Volume (in millions)		
	Feb-2019	Feb-2020	+ / -	Feb-2019	Feb-2020	+ / -	Feb-2019	Feb-2020	+ / -
Cape Cod & Islands	56	73	+30.4%	\$262,500	\$325,000	+23.8%	\$1.6	\$2.9	+81.3%
Central	121	165	+36.4%	\$200,500	\$219,000	+9.2%	\$2.7	\$4.0	+48.1%
Greater Boston	774	934	+20.7%	\$530,000	\$576,500	+8.8%	\$49.6	\$72.6	+46.4%
Northeast	279	290	+3.9%	\$266,500	\$310,000	+16.3%	\$8.3	\$10.3	+24.1%
Southeast	69	79	+14.5%	\$196,000	\$219,900	+12.2%	\$1.5	\$1.8	+20.0%
South Shore	135	159	+17.8%	\$299,950	\$332,000	+10.7%	\$4.4	\$6.1	+38.6%
West	71	82	+15.5%	\$155,000	\$147,850	-4.6%	\$1.3	\$2.0	+53.8%
State Totals	1,523	1,806	+18.6%	\$349,000	\$395,000	+13.2%	\$68.2	\$98.2	+44.0%