

# Pending Sales Report by Region

## March 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)		
	Mar-2019	Mar-2020	+ / -	Mar-2019	Mar-2020	+ / -	Mar-2019	Mar-2020	+ / -
Cape Cod & Islands	381	332	-12.9%	\$420,000	\$437,500	+4.2%	\$23.1	\$20.2	-12.6%
Central	803	894	+11.3%	\$285,500	\$319,250	+11.8%	\$26.1	\$31.7	+21.5%
Greater Boston	1,234	1,227	-0.6%	\$599,900	\$645,000	+7.5%	\$94.3	\$105.8	+12.2%
Northeast	733	702	-4.2%	\$437,000	\$481,250	+10.1%	\$36.1	\$37.3	+3.3%
Southeast	469	528	+12.6%	\$319,000	\$335,000	+5.0%	\$16.2	\$19.7	+21.6%
South Shore	515	537	+4.3%	\$420,000	\$462,000	+10.0%	\$25.7	\$28.8	+12.1%
West	660	649	-1.7%	\$208,000	\$223,500	+7.5%	\$15.6	\$16.6	+6.4%
<b>State Totals</b>	<b>4,908</b>	<b>4,993</b>	<b>+1.7%</b>	<b>\$390,500</b>	<b>\$415,000</b>	<b>+6.3%</b>	<b>\$240.4</b>	<b>\$263.4</b>	<b>+9.6%</b>

### Condominium Sales

	Pending Sales			Median Sales Price			Total \$ Volume (in millions)		
	Mar-2019	Mar-2020	+ / -	Mar-2019	Mar-2020	+ / -	Mar-2019	Mar-2020	+ / -
Cape Cod & Islands	93	68	-26.9%	\$261,500	\$314,000	+20.1%	\$2.9	\$2.6	-10.3%
Central	156	150	-3.8%	\$212,500	\$244,500	+15.1%	\$3.6	\$3.9	+8.3%
Greater Boston	1,056	875	-17.1%	\$550,000	\$631,094	+14.7%	\$71.2	\$67.8	-4.8%
Northeast	367	293	-20.2%	\$300,000	\$331,000	+10.3%	\$12.1	\$10.7	-11.6%
Southeast	100	78	-22.0%	\$213,000	\$227,450	+6.8%	\$2.4	\$1.9	-20.8%
South Shore	196	150	-23.5%	\$388,318	\$354,450	-8.7%	\$9.2	\$5.6	-39.1%
West	95	74	-22.1%	\$155,500	\$212,000	+36.3%	\$1.9	\$2.1	+10.5%
<b>State Totals</b>	<b>2,088</b>	<b>1,718</b>	<b>-17.7%</b>	<b>\$375,000</b>	<b>\$426,000</b>	<b>+13.6%</b>	<b>\$102.1</b>	<b>\$95.5</b>	<b>-6.5%</b>