

# Pending Sales Report by Region

## July 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)		
	Jul-2019	Jul-2020	+ / -	Jul-2019	Jul-2020	+ / -	Jul-2019	Jul-2020	+ / -
Cape Cod & Islands	434	680	+56.7%	\$435,000	\$500,000	+14.9%	\$25.9	\$51.0	+96.9%
Central	862	1,071	+24.2%	\$325,000	\$364,250	+12.1%	\$30.8	\$44.0	+42.9%
Greater Boston	1,186	1,597	+34.7%	\$655,000	\$700,000	+6.9%	\$100.8	\$143.5	+42.4%
Northeast	856	1,004	+17.3%	\$490,000	\$525,000	+7.1%	\$46.8	\$61.8	+32.1%
Southeast	568	734	+29.2%	\$350,000	\$359,900	+2.8%	\$21.1	\$29.5	+39.8%
South Shore	594	778	+31.0%	\$467,000	\$514,900	+10.3%	\$31.8	\$47.1	+48.1%
West	789	948	+20.2%	\$237,500	\$260,000	+9.5%	\$21.1	\$30.0	+42.2%
<b>State Totals</b>	<b>5,374</b>	<b>7,011</b>	<b>+30.5%</b>	<b>\$438,000</b>	<b>\$475,000</b>	<b>+8.4%</b>	<b>\$294.8</b>	<b>\$424.2</b>	<b>+43.9%</b>

### Condominium Sales

	Pending Sales			Median Sales Price			Total \$ Volume (in millions)		
	Jul-2019	Jul-2020	+ / -	Jul-2019	Jul-2020	+ / -	Jul-2019	Jul-2020	+ / -
Cape Cod & Islands	112	159	+42.0%	\$264,000	\$334,500	+26.7%	\$3.8	\$5.9	+55.3%
Central	210	240	+14.3%	\$219,000	\$235,000	+7.3%	\$5.0	\$6.4	+28.0%
Greater Boston	932	1,160	+24.5%	\$580,000	\$592,500	+2.2%	\$66.4	\$81.3	+22.4%
Northeast	355	464	+30.7%	\$299,900	\$335,000	+11.7%	\$11.8	\$17.0	+44.1%
Southeast	79	99	+25.3%	\$221,450	\$238,888	+7.9%	\$1.9	\$2.5	+31.6%
South Shore	187	238	+27.3%	\$344,500	\$378,500	+9.9%	\$7.5	\$9.8	+30.7%
West	107	135	+26.2%	\$183,000	\$185,000	+1.1%	\$2.2	\$3.2	+45.5%
<b>State Totals</b>	<b>2,005</b>	<b>2,552</b>	<b>+27.3%</b>	<b>\$399,500</b>	<b>\$424,500</b>	<b>+6.3%</b>	<b>\$104.3</b>	<b>\$132.1</b>	<b>+26.7%</b>