

# Pending Sales Report by Region

## September 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)		
	Sep-2019	Sep-2020	+ / -	Sep-2019	Sep-2020	+ / -	Sep-2019	Sep-2020	+ / -
<b>Cape Cod &amp; Islands</b>	395	666	<b>+68.6%</b>	\$451,000	\$555,000	<b>+23.1%</b>	\$25.6	\$55.7	<b>+117.6%</b>
<b>Central</b>	838	1,059	<b>+26.4%</b>	\$315,500	\$373,000	<b>+18.2%</b>	\$28.9	\$43.1	<b>+49.1%</b>
<b>Greater Boston</b>	1,102	1,505	<b>+36.6%</b>	\$605,000	\$680,000	<b>+12.4%</b>	\$84.2	\$129.6	<b>+53.9%</b>
<b>Northeast</b>	746	946	<b>+26.8%</b>	\$457,500	\$545,000	<b>+19.1%</b>	\$39.7	\$58.7	<b>+47.9%</b>
<b>Southeast</b>	499	631	<b>+26.5%</b>	\$335,000	\$395,000	<b>+17.9%</b>	\$18.7	\$28.4	<b>+51.9%</b>
<b>South Shore</b>	526	697	<b>+32.5%</b>	\$444,000	\$525,000	<b>+18.2%</b>	\$27.0	\$44.3	<b>+64.1%</b>
<b>West</b>	670	876	<b>+30.7%</b>	\$235,000	\$271,000	<b>+15.3%</b>	\$18.8	\$28.6	<b>+52.1%</b>
<b>State Totals</b>	<b>4,875</b>	<b>6,526</b>	<b>+33.9%</b>	<b>\$410,000</b>	<b>\$490,000</b>	<b>+19.5%</b>	<b>\$245.0</b>	<b>\$402.1</b>	<b>+64.1%</b>

### Condominium Sales

	Pending Sales			Median Sales Price			Total \$ Volume (in millions)		
	Sep-2019	Sep-2020	+ / -	Sep-2019	Sep-2020	+ / -	Sep-2019	Sep-2020	+ / -
<b>Cape Cod &amp; Islands</b>	102	178	<b>+74.5%</b>	\$347,000	\$350,000	<b>+0.9%</b>	\$4.1	\$7.7	<b>+87.8%</b>
<b>Central</b>	170	216	<b>+27.1%</b>	\$219,000	\$268,500	<b>+22.6%</b>	\$4.2	\$6.2	<b>+47.6%</b>
<b>Greater Boston</b>	940	1,042	<b>+10.9%</b>	\$550,000	\$592,500	<b>+7.7%</b>	\$64.3	\$74.4	<b>+15.7%</b>
<b>Northeast</b>	325	431	<b>+32.6%</b>	\$318,929	\$365,000	<b>+14.4%</b>	\$11.9	\$17.0	<b>+42.9%</b>
<b>Southeast</b>	83	114	<b>+37.3%</b>	\$230,000	\$247,000	<b>+7.4%</b>	\$2.0	\$2.9	<b>+45.0%</b>
<b>South Shore</b>	175	213	<b>+21.7%</b>	\$349,900	\$371,500	<b>+6.2%</b>	\$7.0	\$8.9	<b>+27.1%</b>
<b>West</b>	86	102	<b>+18.6%</b>	\$165,000	\$196,000	<b>+18.8%</b>	\$1.8	\$2.5	<b>+38.9%</b>
<b>State Totals</b>	<b>1,906</b>	<b>2,338</b>	<b>+22.7%</b>	<b>\$379,950</b>	<b>\$420,000</b>	<b>+10.5%</b>	<b>\$92.7</b>	<b>\$120.6</b>	<b>+30.1%</b>