

# Pending Sales Report by Region

## October 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)		
	Oct-2019	Oct-2020	+ / -	Oct-2019	Oct-2020	+ / -	Oct-2019	Oct-2020	+ / -
<b>Cape Cod &amp; Islands</b>	408	581	<b>+42.4%</b>	\$438,750	\$555,000	<b>+26.5%</b>	\$24.6	\$47.6	<b>+93.5%</b>
<b>Central</b>	817	1,034	<b>+26.6%</b>	\$315,000	\$353,955	<b>+12.4%</b>	\$28.3	\$40.6	<b>+43.5%</b>
<b>Greater Boston</b>	1,267	1,552	<b>+22.5%</b>	\$593,000	\$700,000	<b>+18.0%</b>	\$97.0	\$138.0	<b>+42.3%</b>
<b>Northeast</b>	807	957	<b>+18.6%</b>	\$461,000	\$520,000	<b>+12.8%</b>	\$43.3	\$61.5	<b>+42.0%</b>
<b>Southeast</b>	564	670	<b>+18.8%</b>	\$338,000	\$393,000	<b>+16.3%</b>	\$20.6	\$29.9	<b>+45.1%</b>
<b>South Shore</b>	511	649	<b>+27.0%</b>	\$440,000	\$510,000	<b>+15.9%</b>	\$26.6	\$40.4	<b>+51.9%</b>
<b>West</b>	634	854	<b>+34.7%</b>	\$229,400	\$265,050	<b>+15.5%</b>	\$16.1	\$27.9	<b>+73.3%</b>
<b>State Totals</b>	<b>5,094</b>	<b>6,449</b>	<b>+26.6%</b>	<b>\$400,000</b>	<b>\$470,900</b>	<b>+17.7%</b>	<b>\$252.3</b>	<b>\$394.1</b>	<b>+56.2%</b>

### Condominium Sales

	Pending Sales			Median Sales Price			Total \$ Volume (in millions)		
	Oct-2019	Oct-2020	+ / -	Oct-2019	Oct-2020	+ / -	Oct-2019	Oct-2020	+ / -
<b>Cape Cod &amp; Islands</b>	97	153	<b>+57.7%</b>	\$297,000	\$404,500	<b>+36.2%</b>	\$3.8	\$7.0	<b>+84.2%</b>
<b>Central</b>	165	210	<b>+27.3%</b>	\$233,000	\$294,500	<b>+26.4%</b>	\$4.2	\$6.5	<b>+54.8%</b>
<b>Greater Boston</b>	985	1,141	<b>+15.8%</b>	\$549,500	\$575,000	<b>+4.6%</b>	\$68.3	\$80.9	<b>+18.4%</b>
<b>Northeast</b>	356	452	<b>+27.0%</b>	\$319,000	\$333,750	<b>+4.6%</b>	\$12.5	\$16.3	<b>+30.4%</b>
<b>Southeast</b>	90	119	<b>+32.2%</b>	\$210,250	\$252,500	<b>+20.1%</b>	\$2.1	\$3.3	<b>+57.1%</b>
<b>South Shore</b>	171	204	<b>+19.3%</b>	\$341,250	\$361,000	<b>+5.8%</b>	\$6.7	\$8.9	<b>+32.8%</b>
<b>West</b>	98	97	<b>-1.0%</b>	\$188,750	\$210,000	<b>+11.3%</b>	\$2.2	\$2.7	<b>+22.7%</b>
<b>State Totals</b>	<b>1,981</b>	<b>2,413</b>	<b>+21.8%</b>	<b>\$370,000</b>	<b>\$405,000</b>	<b>+9.5%</b>	<b>\$97.1</b>	<b>\$123.6</b>	<b>+27.3%</b>