

# Pending Sales Report by Region

## November 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)		
	Nov-2019	Nov-2020	+ / -	Nov-2019	Nov-2020	+ / -	Nov-2019	Nov-2020	+ / -
Cape Cod & Islands	363	429	+18.2%	\$441,250	\$585,000	+32.6%	\$24.8	\$34.3	+38.3%
Central	644	812	+26.1%	\$307,000	\$355,000	+15.6%	\$22.2	\$32.0	+44.1%
Greater Boston	941	1,139	+21.0%	\$599,900	\$700,000	+16.7%	\$71.2	\$99.9	+40.3%
Northeast	596	699	+17.3%	\$455,000	\$527,000	+15.8%	\$31.0	\$41.8	+34.8%
Southeast	423	517	+22.2%	\$334,700	\$390,000	+16.5%	\$15.6	\$23.1	+48.1%
South Shore	442	511	+15.6%	\$435,000	\$505,000	+16.1%	\$22.9	\$30.8	+34.5%
West	517	682	+31.9%	\$230,000	\$270,000	+17.4%	\$13.7	\$22.5	+64.2%
<b>State Totals</b>	<b>3,990</b>	<b>4,982</b>	<b>+24.9%</b>	<b>\$405,000</b>	<b>\$480,000</b>	<b>+18.5%</b>	<b>\$202.7</b>	<b>\$297.8</b>	<b>+46.9%</b>

### Condominium Sales

	Pending Sales			Median Sales Price			Total \$ Volume (in millions)		
	Nov-2019	Nov-2020	+ / -	Nov-2019	Nov-2020	+ / -	Nov-2019	Nov-2020	+ / -
Cape Cod & Islands	95	84	-11.6%	\$288,650	\$405,000	+40.3%	\$3.3	\$4.0	+21.2%
Central	120	154	+28.3%	\$235,000	\$261,000	+11.1%	\$3.1	\$4.5	+45.2%
Greater Boston	769	914	+18.9%	\$565,000	\$576,750	+2.1%	\$52.2	\$65.9	+26.2%
Northeast	277	316	+14.1%	\$309,900	\$348,250	+12.4%	\$9.3	\$11.9	+28.0%
Southeast	81	96	+18.5%	\$215,000	\$234,000	+8.8%	\$1.8	\$2.5	+38.9%
South Shore	138	154	+11.6%	\$339,000	\$390,000	+15.0%	\$5.3	\$6.5	+22.6%
West	69	79	+14.5%	\$175,000	\$175,950	+0.5%	\$1.4	\$1.8	+28.6%
<b>State Totals</b>	<b>1,562</b>	<b>1,823</b>	<b>+16.7%</b>	<b>\$385,000</b>	<b>\$415,000</b>	<b>+7.8%</b>	<b>\$77.3</b>	<b>\$96.1</b>	<b>+24.3%</b>