

Pending Sales Report by Region

January 2016



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)		
	Jan-2015	Jan-2016	+ / -	Jan-2015	Jan-2016	+ / -	Jan-2015	Jan-2016	+ / -
Cape Cod & Islands	224	426	+90.2%	\$358,000	\$369,500	+3.2%	\$12.2	\$22.9	+87.7%
Central	431	672	+55.9%	\$233,200	\$240,000	+2.9%	\$11.5	\$18.2	+58.3%
Greater Boston	725	881	+21.5%	\$445,000	\$456,000	+2.5%	\$46.9	\$54.7	+16.6%
Northeast	520	680	+30.8%	\$380,000	\$370,000	-2.6%	\$22.4	\$29.2	+30.4%
Southeast	130	211	+62.3%	\$233,000	\$245,000	+5.2%	\$3.7	\$6.3	+70.3%
South Shore	366	504	+37.7%	\$319,000	\$350,000	+9.7%	\$13.9	\$20.7	+48.9%
West	365	490	+34.2%	\$185,000	\$184,900	-0.1%	\$8.0	\$11.0	+37.5%
State Totals	2,802	3,914	+39.7%	\$329,700	\$330,000	+0.1%	\$123.3	\$169.6	+37.6%

Condominium Sales

	Pending Sales			Median Sales Price			Total \$ Volume (in millions)		
	Jan-2015	Jan-2016	+ / -	Jan-2015	Jan-2016	+ / -	Jan-2015	Jan-2016	+ / -
Cape Cod & Islands	50	80	+60.0%	\$290,000	\$280,000	-3.4%	\$1.8	\$2.8	+55.6%
Central	89	145	+62.9%	\$190,000	\$204,250	+7.5%	\$2.0	\$3.1	+55.0%
Greater Boston	559	713	+27.5%	\$442,500	\$443,750	+0.3%	\$31.7	\$38.5	+21.5%
Northeast	247	302	+22.3%	\$247,125	\$239,950	-2.9%	\$7.3	\$8.4	+15.1%
Southeast	7	22	+214.3%	\$121,000	\$174,900	+44.5%	\$0.1	\$0.4	+300.0%
South Shore	95	148	+55.8%	\$266,500	\$236,500	-11.3%	\$3.0	\$4.1	+36.7%
West	47	67	+42.6%	\$170,000	\$180,000	+5.9%	\$0.9	\$1.3	+44.4%
State Totals	1,103	1,480	+34.2%	\$311,860	\$309,438	-0.8%	\$46.4	\$59.2	+27.6%