

Pending Sales Report by Region

June 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)		
	Jun-2015	Jun-2016	+ / -	Jun-2015	Jun-2016	+ / -	Jun-2015	Jun-2016	+ / -
Cape Cod & Islands	469	666	+42.0%	\$352,000	\$382,000	+8.5%	\$23.5	\$35.8	+52.3%
Central	946	1,101	+16.4%	\$273,500	\$275,000	+0.5%	\$29.5	\$34.6	+17.3%
Greater Boston	1,788	1,712	-4.3%	\$560,000	\$585,000	+4.5%	\$129.7	\$125.6	-3.2%
Northeast	1,054	1,020	-3.2%	\$383,000	\$413,000	+7.8%	\$47.5	\$47.7	+0.4%
Southeast	634	696	+9.8%	\$270,750	\$280,000	+3.4%	\$18.6	\$22.1	+18.8%
South Shore	666	716	+7.5%	\$385,000	\$403,500	+4.8%	\$30.5	\$34.4	+12.8%
West	743	815	+9.7%	\$207,600	\$209,000	+0.7%	\$19.0	\$19.2	+1.1%
State Totals	6,407	6,813	+6.3%	\$372,000	\$380,000	+2.2%	\$306.1	\$328.4	+7.3%

Condominium Sales

	Pending Sales			Median Sales Price			Total \$ Volume (in millions)		
	Jun-2015	Jun-2016	+ / -	Jun-2015	Jun-2016	+ / -	Jun-2015	Jun-2016	+ / -
Cape Cod & Islands	122	169	+38.5%	\$240,000	\$273,500	+14.0%	\$3.5	\$5.5	+57.1%
Central	168	235	+39.9%	\$205,500	\$203,000	-1.2%	\$3.7	\$5.2	+40.5%
Greater Boston	1,386	1,246	-10.1%	\$460,000	\$505,000	+9.8%	\$81.3	\$81.0	-0.4%
Northeast	443	446	+0.7%	\$235,000	\$250,000	+6.4%	\$11.6	\$12.4	+6.9%
Southeast	86	101	+17.4%	\$190,500	\$197,900	+3.9%	\$1.8	\$2.1	+16.7%
South Shore	196	219	+11.7%	\$254,500	\$278,900	+9.6%	\$5.8	\$7.4	+27.6%
West	102	83	-18.6%	\$177,500	\$152,000	-14.4%	\$2.1	\$1.6	-23.8%
State Totals	2,517	2,507	-0.4%	\$330,000	\$349,900	+6.0%	\$108.3	\$116.4	+7.5%