

# Pending Sales Report by Region

## November 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)		
	Nov-2015	Nov-2016	+ / -	Nov-2015	Nov-2016	+ / -	Nov-2015	Nov-2016	+ / -
<b>Cape Cod &amp; Islands</b>	338	600	<b>+77.5%</b>	\$380,000	\$411,000	<b>+8.2%</b>	\$19.4	\$36.2	<b>+86.6%</b>
<b>Central</b>	579	722	<b>+24.7%</b>	\$238,950	\$252,600	<b>+5.7%</b>	\$15.7	\$21.0	<b>+33.8%</b>
<b>Greater Boston</b>	949	1,024	<b>+7.9%</b>	\$517,000	\$525,000	<b>+1.5%</b>	\$63.4	\$69.3	<b>+9.3%</b>
<b>Northeast</b>	589	676	<b>+14.8%</b>	\$370,000	\$390,000	<b>+5.4%</b>	\$26.6	\$30.7	<b>+15.4%</b>
<b>Southeast</b>	384	478	<b>+24.5%</b>	\$260,000	\$289,900	<b>+11.5%</b>	\$11.2	\$15.8	<b>+41.1%</b>
<b>South Shore</b>	364	440	<b>+20.9%</b>	\$370,000	\$405,000	<b>+9.5%</b>	\$16.0	\$20.6	<b>+28.8%</b>
<b>West</b>	440	539	<b>+22.5%</b>	\$195,000	\$188,550	<b>-3.3%</b>	\$9.9	\$12.1	<b>+22.2%</b>
<b>State Totals</b>	<b>3,698</b>	<b>4,563</b>	<b>+23.4%</b>	<b>\$344,500</b>	<b>\$365,000</b>	<b>+6.0%</b>	<b>\$165.6</b>	<b>\$208.0</b>	<b>+25.6%</b>

### Condominium Sales

	Pending Sales			Median Sales Price			Total \$ Volume (in millions)		
	Nov-2015	Nov-2016	+ / -	Nov-2015	Nov-2016	+ / -	Nov-2015	Nov-2016	+ / -
<b>Cape Cod &amp; Islands</b>	79	114	<b>+44.3%</b>	\$310,000	\$279,000	<b>-10.0%</b>	\$2.8	\$3.9	<b>+39.3%</b>
<b>Central</b>	122	160	<b>+31.1%</b>	\$189,750	\$205,000	<b>+8.0%</b>	\$2.7	\$3.6	<b>+33.3%</b>
<b>Greater Boston</b>	722	808	<b>+11.9%</b>	\$450,455	\$498,820	<b>+10.7%</b>	\$42.3	\$53.9	<b>+27.4%</b>
<b>Northeast</b>	269	325	<b>+20.8%</b>	\$243,000	\$262,500	<b>+8.0%</b>	\$7.5	\$9.6	<b>+28.0%</b>
<b>Southeast</b>	61	76	<b>+24.6%</b>	\$185,000	\$186,000	<b>+0.5%</b>	\$1.2	\$1.6	<b>+33.3%</b>
<b>South Shore</b>	125	113	<b>-9.6%</b>	\$288,725	\$293,500	<b>+1.7%</b>	\$4.0	\$3.6	<b>-10.0%</b>
<b>West</b>	63	77	<b>+22.2%</b>	\$175,100	\$150,000	<b>-14.3%</b>	\$1.3	\$1.5	<b>+15.4%</b>
<b>State Totals</b>	<b>1,448</b>	<b>1,678</b>	<b>+15.9%</b>	<b>\$335,000</b>	<b>\$339,859</b>	<b>+1.5%</b>	<b>\$62.9</b>	<b>\$77.6</b>	<b>+23.4%</b>