

# Pending Sales Report by Region

## February 2017



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)		
	Feb-2016	Feb-2017	+ / -	Feb-2016	Feb-2017	+ / -	Feb-2016	Feb-2017	+ / -
<b>Cape Cod &amp; Islands</b>	303	254	-16.2%	\$340,000	\$365,000	+7.4%	\$15.7	\$13.5	-14.0%
<b>Central</b>	621	669	+7.7%	\$228,500	\$245,000	+7.2%	\$16.0	\$18.3	+14.4%
<b>Greater Boston</b>	883	898	+1.7%	\$517,500	\$505,000	-2.4%	\$59.9	\$60.0	+0.2%
<b>Northeast</b>	559	548	-2.0%	\$347,225	\$370,500	+6.7%	\$22.6	\$24.0	+6.2%
<b>Southeast</b>	417	498	+19.4%	\$243,250	\$265,000	+8.9%	\$11.3	\$14.9	+31.9%
<b>South Shore</b>	390	402	+3.1%	\$350,000	\$383,650	+9.6%	\$15.4	\$18.4	+19.5%
<b>West</b>	499	512	+2.6%	\$178,000	\$184,450	+3.6%	\$10.3	\$10.7	+3.9%
<b>State Totals</b>	<b>3,852</b>	<b>3,967</b>	<b>+3.0%</b>	<b>\$309,000</b>	<b>\$330,000</b>	<b>+6.8%</b>	<b>\$154.0</b>	<b>\$166.1</b>	<b>+7.9%</b>

### Condominium Sales

	Pending Sales			Median Sales Price			Total \$ Volume (in millions)		
	Feb-2016	Feb-2017	+ / -	Feb-2016	Feb-2017	+ / -	Feb-2016	Feb-2017	+ / -
<b>Cape Cod &amp; Islands</b>	59	57	-3.4%	\$360,000	\$242,500	-32.6%	\$2.2	\$1.9	-13.6%
<b>Central</b>	156	158	+1.3%	\$186,900	\$173,500	-7.2%	\$3.2	\$3.2	0.0%
<b>Greater Boston</b>	821	767	-6.6%	\$449,000	\$515,000	+14.7%	\$48.1	\$47.1	-2.1%
<b>Northeast</b>	256	254	-0.8%	\$219,000	\$232,450	+6.1%	\$6.4	\$6.6	+3.1%
<b>Southeast</b>	72	88	+22.2%	\$173,750	\$181,250	+4.3%	\$1.3	\$1.8	+38.5%
<b>South Shore</b>	108	145	+34.3%	\$252,500	\$249,900	-1.0%	\$3.1	\$4.3	+38.7%
<b>West</b>	64	59	-7.8%	\$141,250	\$157,500	+11.5%	\$1.1	\$1.1	0.0%
<b>State Totals</b>	<b>1,566</b>	<b>1,558</b>	<b>-0.5%</b>	<b>\$290,000</b>	<b>\$313,000</b>	<b>+7.9%</b>	<b>\$62.8</b>	<b>\$65.7</b>	<b>+4.6%</b>