

Pending Sales Report by Region

March 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)		
	Mar-2016	Mar-2017	+ / -	Mar-2016	Mar-2017	+ / -	Mar-2016	Mar-2017	+ / -
Cape Cod & Islands	420	436	+3.8%	\$345,000	\$380,000	+10.1%	\$22.0	\$22.0	0.0%
Central	890	1,004	+12.8%	\$245,500	\$255,000	+3.9%	\$25.4	\$28.1	+10.6%
Greater Boston	1,429	1,450	+1.5%	\$472,500	\$554,000	+17.2%	\$91.8	\$106.7	+16.2%
Northeast	793	836	+5.4%	\$370,000	\$400,000	+8.1%	\$34.9	\$37.7	+8.0%
Southeast	568	625	+10.0%	\$260,000	\$276,750	+6.4%	\$16.4	\$20.0	+22.0%
South Shore	575	586	+1.9%	\$349,000	\$380,000	+8.9%	\$23.0	\$26.1	+13.5%
West	693	724	+4.5%	\$182,500	\$187,250	+2.6%	\$14.6	\$15.1	+3.4%
State Totals	5,491	5,848	+6.5%	\$328,375	\$350,000	+6.6%	\$228.7	\$261.8	+14.5%

Condominium Sales

	Pending Sales			Median Sales Price			Total \$ Volume (in millions)		
	Mar-2016	Mar-2017	+ / -	Mar-2016	Mar-2017	+ / -	Mar-2016	Mar-2017	+ / -
Cape Cod & Islands	83	106	+27.7%	\$215,000	\$239,500	+11.4%	\$2.2	\$3.0	+36.4%
Central	175	243	+38.9%	\$186,000	\$169,000	-9.1%	\$3.8	\$5.1	+34.2%
Greater Boston	1,126	1,201	+6.7%	\$478,750	\$520,000	+8.6%	\$67.1	\$77.4	+15.4%
Northeast	364	422	+15.9%	\$235,000	\$253,000	+7.7%	\$9.4	\$12.2	+29.8%
Southeast	86	101	+17.4%	\$164,000	\$187,000	+14.0%	\$1.6	\$2.2	+37.5%
South Shore	155	218	+40.6%	\$249,250	\$266,000	+6.7%	\$4.5	\$7.0	+55.6%
West	90	95	+5.6%	\$150,000	\$146,500	-2.3%	\$1.6	\$1.7	+6.3%
State Totals	2,107	2,414	+14.6%	\$309,700	\$335,000	+8.2%	\$89.6	\$108.8	+21.4%