

Pending Sales Report by Region

September 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)		
	Sep-2016	Sep-2017	+ / -	Sep-2016	Sep-2017	+ / -	Sep-2016	Sep-2017	+ / -
Cape Cod & Islands	443	430	-2.9%	\$385,000	\$398,000	+3.4%	\$24.1	\$26.7	+10.8%
Central	879	861	-2.0%	\$275,000	\$300,000	+9.1%	\$27.5	\$28.4	+3.3%
Greater Boston	1,111	1,180	+6.2%	\$575,000	\$605,000	+5.2%	\$80.8	\$91.6	+13.4%
Northeast	825	874	+5.9%	\$400,000	\$440,000	+10.0%	\$38.5	\$45.9	+19.2%
Southeast	612	643	+5.1%	\$293,000	\$299,995	+2.4%	\$20.3	\$22.2	+9.4%
South Shore	531	589	+10.9%	\$399,900	\$415,000	+3.8%	\$24.6	\$29.0	+17.9%
West	536	567	+5.8%	\$209,900	\$212,500	+1.2%	\$12.5	\$13.5	+8.0%
State Totals	5,056	5,288	+4.6%	\$378,750	\$395,876	+4.5%	\$241.5	\$267.7	+10.8%

Condominium Sales

	Pending Sales			Median Sales Price			Total \$ Volume (in millions)		
	Sep-2016	Sep-2017	+ / -	Sep-2016	Sep-2017	+ / -	Sep-2016	Sep-2017	+ / -
Cape Cod & Islands	96	97	+1.0%	\$290,000	\$251,000	-13.4%	\$3.3	\$3.2	-3.0%
Central	184	220	+19.6%	\$207,500	\$219,000	+5.5%	\$4.3	\$5.2	+20.9%
Greater Boston	873	837	-4.1%	\$500,000	\$530,000	+6.0%	\$55.8	\$54.6	-2.2%
Northeast	368	364	-1.1%	\$250,000	\$275,000	+10.0%	\$10.6	\$11.3	+6.6%
Southeast	86	92	+7.0%	\$175,000	\$182,500	+4.3%	\$1.7	\$1.9	+11.8%
South Shore	150	183	+22.0%	\$279,000	\$312,000	+11.8%	\$5.0	\$6.3	+26.0%
West	84	99	+17.9%	\$160,375	\$162,900	+1.6%	\$1.6	\$1.9	+18.8%
State Totals	1,855	1,918	+3.4%	\$345,000	\$349,000	+1.2%	\$85.6	\$89.8	+4.9%