

# Pending Sales Report by Region

## November 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)		
	Nov-2016	Nov-2017	+ / -	Nov-2016	Nov-2017	+ / -	Nov-2016	Nov-2017	+ / -
<b>Cape Cod &amp; Islands</b>	425	325	<b>-23.5%</b>	\$408,000	\$413,750	<b>+1.4%</b>	\$25.9	\$21.0	<b>-18.9%</b>
<b>Central</b>	614	740	<b>+20.5%</b>	\$254,000	\$280,000	<b>+10.2%</b>	\$18.0	\$23.3	<b>+29.4%</b>
<b>Greater Boston</b>	944	976	<b>+3.4%</b>	\$524,500	\$569,000	<b>+8.5%</b>	\$63.8	\$68.5	<b>+7.4%</b>
<b>Northeast</b>	599	676	<b>+12.9%</b>	\$390,000	\$422,500	<b>+8.3%</b>	\$27.2	\$33.4	<b>+22.8%</b>
<b>Southeast</b>	419	510	<b>+21.7%</b>	\$286,500	\$305,000	<b>+6.5%</b>	\$13.7	\$17.7	<b>+29.2%</b>
<b>South Shore</b>	401	447	<b>+11.5%</b>	\$405,000	\$405,000	<b>0.0%</b>	\$18.7	\$20.8	<b>+11.2%</b>
<b>West</b>	397	527	<b>+32.7%</b>	\$189,500	\$211,000	<b>+11.3%</b>	\$8.6	\$12.6	<b>+46.5%</b>
<b>State Totals</b>	<b>3,871</b>	<b>4,359</b>	<b>+12.6%</b>	<b>\$369,000</b>	<b>\$385,000</b>	<b>+4.3%</b>	<b>\$178.0</b>	<b>\$207.4</b>	<b>+16.5%</b>

### Condominium Sales

	Pending Sales			Median Sales Price			Total \$ Volume (in millions)		
	Nov-2016	Nov-2017	+ / -	Nov-2016	Nov-2017	+ / -	Nov-2016	Nov-2017	+ / -
<b>Cape Cod &amp; Islands</b>	79	79	<b>0.0%</b>	\$273,000	\$280,000	<b>+2.6%</b>	\$2.8	\$2.9	<b>+3.6%</b>
<b>Central</b>	146	172	<b>+17.8%</b>	\$205,000	\$233,500	<b>+13.9%</b>	\$3.3	\$4.2	<b>+27.3%</b>
<b>Greater Boston</b>	742	808	<b>+8.9%</b>	\$500,000	\$540,000	<b>+8.0%</b>	\$49.4	\$56.6	<b>+14.6%</b>
<b>Northeast</b>	305	301	<b>-1.3%</b>	\$262,250	\$264,000	<b>+0.7%</b>	\$9.0	\$9.4	<b>+4.4%</b>
<b>Southeast</b>	66	77	<b>+16.7%</b>	\$187,000	\$205,000	<b>+9.6%</b>	\$1.4	\$1.7	<b>+21.4%</b>
<b>South Shore</b>	97	164	<b>+69.1%</b>	\$292,000	\$330,750	<b>+13.3%</b>	\$3.1	\$5.8	<b>+87.1%</b>
<b>West</b>	67	65	<b>-3.0%</b>	\$150,000	\$157,000	<b>+4.7%</b>	\$1.3	\$1.2	<b>-7.7%</b>
<b>State Totals</b>	<b>1,510</b>	<b>1,691</b>	<b>+12.0%</b>	<b>\$341,000</b>	<b>\$367,750</b>	<b>+7.8%</b>	<b>\$70.2</b>	<b>\$83.2</b>	<b>+18.5%</b>