

# Pending Sales Report by Region

## December 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) |                |               |
|-------------------------------|---------------|--------------|--------------|--------------------|------------------|--------------|-------------------------------|----------------|---------------|
|                               | Dec-2016      | Dec-2017     | + / -        | Dec-2016           | Dec-2017         | + / -        | Dec-2016                      | Dec-2017       | + / -         |
| <b>Cape Cod &amp; Islands</b> | 328           | 291          | -11.3%       | \$375,000          | \$430,000        | +14.7%       | \$18.0                        | \$17.3         | -3.9%         |
| <b>Central</b>                | 492           | 529          | +7.5%        | \$259,500          | \$269,000        | +3.7%        | \$14.6                        | \$16.5         | +13.0%        |
| <b>Greater Boston</b>         | 596           | 613          | +2.9%        | \$545,000          | \$588,500        | +8.0%        | \$41.8                        | \$45.6         | +9.1%         |
| <b>Northeast</b>              | 437           | 466          | +6.6%        | \$395,000          | \$425,000        | +7.6%        | \$19.6                        | \$23.3         | +18.9%        |
| <b>Southeast</b>              | 347           | 353          | +1.7%        | \$280,000          | \$296,000        | +5.7%        | \$10.6                        | \$11.8         | +11.3%        |
| <b>South Shore</b>            | 298           | 312          | +4.7%        | \$387,500          | \$404,000        | +4.3%        | \$13.4                        | \$14.0         | +4.5%         |
| <b>West</b>                   | 365           | 419          | +14.8%       | \$196,500          | \$200,000        | +1.8%        | \$8.3                         | \$11.1         | +33.7%        |
| <b>State Totals</b>           | <b>2,910</b>  | <b>3,028</b> | <b>+4.1%</b> | <b>\$354,900</b>   | <b>\$380,000</b> | <b>+7.1%</b> | <b>\$130.2</b>                | <b>\$144.5</b> | <b>+11.0%</b> |

### Condominium Sales

|                               | Pending Sales |              |              | Median Sales Price |                  |              | Total \$ Volume (in millions) |               |               |
|-------------------------------|---------------|--------------|--------------|--------------------|------------------|--------------|-------------------------------|---------------|---------------|
|                               | Dec-2016      | Dec-2017     | + / -        | Dec-2016           | Dec-2017         | + / -        | Dec-2016                      | Dec-2017      | + / -         |
| <b>Cape Cod &amp; Islands</b> | 75            | 58           | -22.7%       | \$260,000          | \$312,500        | +20.2%       | \$2.5                         | \$2.2         | -12.0%        |
| <b>Central</b>                | 96            | 106          | +10.4%       | \$182,500          | \$230,000        | +26.0%       | \$2.1                         | \$2.7         | +28.6%        |
| <b>Greater Boston</b>         | 514           | 541          | +5.3%        | \$466,500          | \$540,000        | +15.8%       | \$31.3                        | \$35.7        | +14.1%        |
| <b>Northeast</b>              | 175           | 203          | +16.0%       | \$244,000          | \$263,000        | +7.8%        | \$4.8                         | \$6.0         | +25.0%        |
| <b>Southeast</b>              | 64            | 56           | -12.5%       | \$177,450          | \$182,500        | +2.8%        | \$1.3                         | \$1.1         | -15.4%        |
| <b>South Shore</b>            | 93            | 105          | +12.9%       | \$297,500          | \$299,800        | +0.8%        | \$3.0                         | \$3.6         | +20.0%        |
| <b>West</b>                   | 50            | 46           | -8.0%        | \$161,300          | \$168,250        | +4.3%        | \$0.9                         | \$1.0         | +11.1%        |
| <b>State Totals</b>           | <b>1,068</b>  | <b>1,121</b> | <b>+5.0%</b> | <b>\$341,000</b>   | <b>\$357,535</b> | <b>+4.8%</b> | <b>\$47.2</b>                 | <b>\$52.2</b> | <b>+10.6%</b> |