

Pending Sales Report by Region

August 2018



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)		
	Aug-2017	Aug-2018	+ / -	Aug-2017	Aug-2018	+ / -	Aug-2017	Aug-2018	+ / -
Cape Cod & Islands	429	414	-3.5%	\$397,500	\$415,000	+4.4%	\$26.6	\$25.4	-4.5%
Central	822	978	+19.0%	\$300,000	\$315,000	+5.0%	\$27.2	\$34.2	+25.7%
Greater Boston	1,152	1,145	-0.6%	\$605,000	\$625,000	+3.3%	\$89.4	\$93.2	+4.3%
Northeast	845	841	-0.5%	\$440,000	\$468,000	+6.4%	\$44.4	\$43.9	-1.1%
Southeast	603	677	+12.3%	\$299,900	\$332,500	+10.9%	\$20.8	\$24.4	+17.3%
South Shore	561	557	-0.7%	\$415,000	\$437,450	+5.4%	\$27.6	\$28.7	+4.0%
West	711	762	+7.2%	\$212,900	\$225,000	+5.7%	\$17.8	\$20.1	+12.9%
State Totals	5,228	5,572	+6.6%	\$392,000	\$419,900	+7.1%	\$262.3	\$292.0	+11.3%

Condominium Sales

	Pending Sales			Median Sales Price			Total \$ Volume (in millions)		
	Aug-2017	Aug-2018	+ / -	Aug-2017	Aug-2018	+ / -	Aug-2017	Aug-2018	+ / -
Cape Cod & Islands	99	98	-1.0%	\$251,000	\$292,000	+16.3%	\$3.2	\$3.7	+15.6%
Central	206	201	-2.4%	\$219,000	\$220,250	+0.6%	\$4.9	\$4.7	-4.1%
Greater Boston	827	812	-1.8%	\$530,000	\$570,500	+7.6%	\$53.9	\$57.3	+6.3%
Northeast	351	385	+9.7%	\$275,500	\$290,650	+5.5%	\$10.9	\$12.3	+12.8%
Southeast	91	113	+24.2%	\$185,000	\$205,000	+10.8%	\$1.9	\$2.4	+26.3%
South Shore	180	186	+3.3%	\$312,000	\$331,500	+6.3%	\$6.2	\$6.6	+6.5%
West	103	92	-10.7%	\$176,500	\$177,750	+0.7%	\$2.0	\$2.0	0.0%
State Totals	1,880	1,923	+2.3%	\$349,000	\$385,000	+10.3%	\$87.7	\$96.7	+10.3%