

# Pending Sales Report by Region

## October 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)		
	Oct-2017	Oct-2018	+ / -	Oct-2017	Oct-2018	+ / -	Oct-2017	Oct-2018	+ / -
<b>Cape Cod &amp; Islands</b>	433	396	-8.5%	\$439,000	\$490,000	+11.6%	\$27.8	\$30.0	+7.9%
<b>Central</b>	830	865	+4.2%	\$280,000	\$293,000	+4.6%	\$25.2	\$28.4	+12.7%
<b>Greater Boston</b>	1,145	1,313	+14.7%	\$565,000	\$605,000	+7.1%	\$80.2	\$104.5	+30.3%
<b>Northeast</b>	742	883	+19.0%	\$410,000	\$429,950	+4.9%	\$36.1	\$44.3	+22.7%
<b>Southeast</b>	582	558	-4.1%	\$285,000	\$315,500	+10.7%	\$18.9	\$19.0	+0.5%
<b>South Shore</b>	525	515	-1.9%	\$422,950	\$430,000	+1.7%	\$26.3	\$26.1	-0.8%
<b>West</b>	631	731	+15.8%	\$206,000	\$222,750	+8.1%	\$16.1	\$18.0	+11.8%
<b>State Totals</b>	<b>4,976</b>	<b>5,423</b>	<b>+9.0%</b>	<b>\$370,000</b>	<b>\$390,000</b>	<b>+5.4%</b>	<b>\$233.3</b>	<b>\$276.4</b>	<b>+18.5%</b>

### Condominium Sales

	Pending Sales			Median Sales Price			Total \$ Volume (in millions)		
	Oct-2017	Oct-2018	+ / -	Oct-2017	Oct-2018	+ / -	Oct-2017	Oct-2018	+ / -
<b>Cape Cod &amp; Islands</b>	105	92	-12.4%	\$305,000	\$348,750	+14.3%	\$3.9	\$3.6	-7.7%
<b>Central</b>	191	195	+2.1%	\$209,300	\$228,000	+8.9%	\$4.4	\$4.8	+9.1%
<b>Greater Boston</b>	971	910	-6.3%	\$505,000	\$541,375	+7.2%	\$63.5	\$60.2	-5.2%
<b>Northeast</b>	346	325	-6.1%	\$268,000	\$280,000	+4.5%	\$10.1	\$10.4	+3.0%
<b>Southeast</b>	93	87	-6.5%	\$189,950	\$217,500	+14.5%	\$2.0	\$2.0	0.0%
<b>South Shore</b>	198	165	-16.7%	\$310,000	\$329,000	+6.1%	\$7.2	\$6.0	-16.7%
<b>West</b>	96	100	+4.2%	\$153,500	\$165,000	+7.5%	\$1.9	\$2.2	+15.8%
<b>State Totals</b>	<b>2,024</b>	<b>1,916</b>	<b>-5.3%</b>	<b>\$339,000</b>	<b>\$353,000</b>	<b>+4.1%</b>	<b>\$93.2</b>	<b>\$88.6</b>	<b>-4.9%</b>