

Pending Sales Report by Region

November 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) | | |
|---------------------|---------------|--------------|--------------|--------------------|------------------|--------------|-------------------------------|----------------|--------------|
| | Nov-2017 | Nov-2018 | + / - | Nov-2017 | Nov-2018 | + / - | Nov-2017 | Nov-2018 | + / - |
| Cape Cod & Islands | 366 | 321 | -12.3% | \$412,500 | \$443,250 | +7.5% | \$23.4 | \$20.0 | -14.5% |
| Central | 661 | 703 | +6.4% | \$280,000 | \$289,900 | +3.5% | \$20.8 | \$22.9 | +10.1% |
| Greater Boston | 898 | 920 | +2.4% | \$566,000 | \$586,000 | +3.5% | \$62.9 | \$69.2 | +10.0% |
| Northeast | 616 | 655 | +6.3% | \$420,000 | \$435,000 | +3.6% | \$30.3 | \$32.7 | +7.9% |
| Southeast | 447 | 456 | +2.0% | \$304,000 | \$330,000 | +8.6% | \$15.4 | \$16.5 | +7.1% |
| South Shore | 403 | 414 | +2.7% | \$406,750 | \$425,000 | +4.5% | \$18.8 | \$20.9 | +11.2% |
| West | 551 | 536 | -2.7% | \$207,250 | \$217,500 | +4.9% | \$13.5 | \$13.2 | -2.2% |
| State Totals | 4,036 | 4,126 | +2.2% | \$380,000 | \$397,000 | +4.5% | \$189.1 | \$207.4 | +9.7% |

Condominium Sales

| | Pending Sales | | | Median Sales Price | | | Total \$ Volume (in millions) | | |
|---------------------|---------------|--------------|--------------|--------------------|------------------|--------------|-------------------------------|---------------|--------------|
| | Nov-2017 | Nov-2018 | + / - | Nov-2017 | Nov-2018 | + / - | Nov-2017 | Nov-2018 | + / - |
| Cape Cod & Islands | 82 | 73 | -11.0% | \$295,000 | \$297,500 | +0.8% | \$3.0 | \$2.7 | -10.0% |
| Central | 153 | 154 | +0.7% | \$233,000 | \$224,500 | -3.6% | \$3.7 | \$3.8 | +2.7% |
| Greater Boston | 765 | 726 | -5.1% | \$540,000 | \$555,000 | +2.8% | \$53.3 | \$49.4 | -7.3% |
| Northeast | 276 | 260 | -5.8% | \$264,950 | \$300,000 | +13.2% | \$8.7 | \$8.5 | -2.3% |
| Southeast | 68 | 74 | +8.8% | \$200,500 | \$220,000 | +9.7% | \$1.5 | \$1.7 | +13.3% |
| South Shore | 146 | 127 | -13.0% | \$330,750 | \$360,000 | +8.8% | \$5.1 | \$4.8 | -5.9% |
| West | 70 | 81 | +15.7% | \$160,000 | \$160,000 | 0.0% | \$1.4 | \$1.7 | +21.4% |
| State Totals | 1,572 | 1,510 | -3.9% | \$369,900 | \$375,000 | +1.4% | \$77.2 | \$73.1 | -5.3% |