

Pending Sales Report by Region

March 2019



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)		
	Mar-2018	Mar-2019	+ / -	Mar-2018	Mar-2019	+ / -	Mar-2018	Mar-2019	+ / -
Cape Cod & Islands	347	363	+4.6%	\$414,550	\$420,000	+1.3%	\$19.1	\$21.5	+12.6%
Central	786	913	+16.2%	\$263,250	\$285,000	+8.3%	\$23.6	\$29.6	+25.4%
Greater Boston	1,245	1,344	+8.0%	\$575,000	\$599,400	+4.2%	\$91.2	\$102.7	+12.6%
Northeast	711	800	+12.5%	\$415,000	\$435,000	+4.8%	\$34.7	\$39.2	+13.0%
Southeast	485	542	+11.8%	\$290,500	\$316,000	+8.8%	\$15.3	\$18.7	+22.2%
South Shore	493	575	+16.6%	\$417,000	\$419,900	+0.7%	\$23.7	\$28.2	+19.0%
West	611	741	+21.3%	\$200,000	\$207,500	+3.8%	\$14.2	\$17.4	+22.5%
State Totals	4,759	5,488	+15.3%	\$368,000	\$390,000	+6.0%	\$219.7	\$266.7	+21.4%

Condominium Sales

	Pending Sales			Median Sales Price			Total \$ Volume (in millions)		
	Mar-2018	Mar-2019	+ / -	Mar-2018	Mar-2019	+ / -	Mar-2018	Mar-2019	+ / -
Cape Cod & Islands	71	85	+19.7%	\$275,000	\$255,000	-7.3%	\$2.3	\$2.7	+17.4%
Central	185	173	-6.5%	\$204,900	\$212,500	+3.7%	\$4.4	\$4.0	-9.1%
Greater Boston	1,081	1,127	+4.3%	\$549,000	\$550,000	+0.2%	\$81.7	\$76.2	-6.7%
Northeast	370	387	+4.6%	\$257,900	\$301,000	+16.7%	\$11.4	\$12.9	+13.2%
Southeast	95	114	+20.0%	\$175,000	\$210,000	+20.0%	\$2.0	\$2.7	+35.0%
South Shore	146	214	+46.6%	\$310,000	\$382,500	+23.4%	\$5.1	\$9.9	+94.1%
West	81	107	+32.1%	\$138,900	\$156,000	+12.3%	\$1.7	\$2.2	+29.4%
State Totals	2,054	2,248	+9.4%	\$395,000	\$375,000	-5.1%	\$108.3	\$109.7	+1.3%