

# Pending Sales Report by Region

## August 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)		
	Aug-2018	Aug-2019	+ / -	Aug-2018	Aug-2019	+ / -	Aug-2018	Aug-2019	+ / -
<b>Cape Cod &amp; Islands</b>	449	372	-17.1%	\$415,000	\$429,500	+3.5%	\$27.6	\$24.2	-12.3%
<b>Central</b>	868	974	+12.2%	\$315,000	\$327,250	+3.9%	\$30.5	\$35.3	+15.7%
<b>Greater Boston</b>	1,054	1,127	+6.9%	\$625,000	\$645,000	+3.2%	\$85.3	\$88.9	+4.2%
<b>Northeast</b>	767	855	+11.5%	\$465,000	\$480,000	+3.2%	\$40.1	\$46.3	+15.5%
<b>Southeast</b>	601	623	+3.7%	\$333,000	\$339,950	+2.1%	\$21.7	\$23.1	+6.5%
<b>South Shore</b>	502	593	+18.1%	\$440,000	\$460,000	+4.5%	\$25.9	\$31.9	+23.2%
<b>West</b>	681	796	+16.9%	\$225,000	\$230,000	+2.2%	\$17.9	\$21.0	+17.3%
<b>State Totals</b>	<b>5,023</b>	<b>5,519</b>	<b>+9.9%</b>	<b>\$418,200</b>	<b>\$430,000</b>	<b>+2.8%</b>	<b>\$262.5</b>	<b>\$291.2</b>	<b>+10.9%</b>

### Condominium Sales

	Pending Sales			Median Sales Price			Total \$ Volume (in millions)		
	Aug-2018	Aug-2019	+ / -	Aug-2018	Aug-2019	+ / -	Aug-2018	Aug-2019	+ / -
<b>Cape Cod &amp; Islands</b>	109	114	+4.6%	\$289,900	\$362,500	+25.0%	\$4.0	\$4.3	+7.5%
<b>Central</b>	188	194	+3.2%	\$218,750	\$240,000	+9.7%	\$4.4	\$5.1	+15.9%
<b>Greater Boston</b>	753	868	+15.3%	\$575,000	\$565,000	-1.7%	\$52.9	\$62.5	+18.1%
<b>Northeast</b>	349	355	+1.7%	\$290,000	\$300,500	+3.6%	\$11.2	\$12.1	+8.0%
<b>Southeast</b>	95	97	+2.1%	\$205,000	\$240,250	+17.2%	\$2.0	\$2.5	+25.0%
<b>South Shore</b>	169	166	-1.8%	\$326,450	\$350,500	+7.4%	\$6.0	\$6.3	+5.0%
<b>West</b>	85	90	+5.9%	\$180,500	\$182,250	+1.0%	\$1.9	\$2.2	+15.8%
<b>State Totals</b>	<b>1,765</b>	<b>1,920</b>	<b>+8.8%</b>	<b>\$388,000</b>	<b>\$400,000</b>	<b>+3.1%</b>	<b>\$88.9</b>	<b>\$100.4</b>	<b>+12.9%</b>