

# Pending Sales Report by Region

## September 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)		
	Sep-2018	Sep-2019	+ / -	Sep-2018	Sep-2019	+ / -	Sep-2018	Sep-2019	+ / -
<b>Cape Cod &amp; Islands</b>	394	372	-5.6%	\$452,500	\$455,000	+0.6%	\$28.6	\$24.6	-14.0%
<b>Central</b>	699	945	+35.2%	\$309,000	\$315,000	+1.9%	\$24.1	\$32.7	+35.7%
<b>Greater Boston</b>	1,102	1,211	+9.9%	\$595,000	\$601,500	+1.1%	\$80.0	\$92.7	+15.9%
<b>Northeast</b>	666	835	+25.4%	\$447,900	\$455,000	+1.6%	\$35.0	\$44.3	+26.6%
<b>Southeast</b>	484	563	+16.3%	\$319,900	\$335,000	+4.7%	\$17.5	\$21.2	+21.1%
<b>South Shore</b>	500	590	+18.0%	\$430,500	\$449,000	+4.3%	\$24.7	\$30.5	+23.5%
<b>West</b>	553	715	+29.3%	\$218,360	\$235,100	+7.7%	\$14.3	\$20.2	+41.3%
<b>State Totals</b>	<b>4,518</b>	<b>5,435</b>	<b>+20.3%</b>	<b>\$390,000</b>	<b>\$410,000</b>	<b>+5.1%</b>	<b>\$223.2</b>	<b>\$274.9</b>	<b>+23.2%</b>

### Condominium Sales

	Pending Sales			Median Sales Price			Total \$ Volume (in millions)		
	Sep-2018	Sep-2019	+ / -	Sep-2018	Sep-2019	+ / -	Sep-2018	Sep-2019	+ / -
<b>Cape Cod &amp; Islands</b>	91	94	+3.3%	\$273,750	\$347,000	+26.8%	\$3.0	\$3.7	+23.3%
<b>Central</b>	141	191	+35.5%	\$222,000	\$215,000	-3.2%	\$3.5	\$4.7	+34.3%
<b>Greater Boston</b>	777	1,014	+30.5%	\$575,000	\$542,769	-5.6%	\$54.2	\$69.4	+28.0%
<b>Northeast</b>	312	355	+13.8%	\$270,000	\$318,858	+18.1%	\$9.5	\$12.9	+35.8%
<b>Southeast</b>	67	92	+37.3%	\$194,500	\$232,500	+19.5%	\$1.4	\$2.3	+64.3%
<b>South Shore</b>	152	183	+20.4%	\$312,450	\$349,900	+12.0%	\$5.3	\$7.3	+37.7%
<b>West</b>	82	93	+13.4%	\$166,000	\$166,875	+0.5%	\$1.7	\$1.9	+11.8%
<b>State Totals</b>	<b>1,646</b>	<b>2,055</b>	<b>+24.8%</b>	<b>\$340,000</b>	<b>\$375,000</b>	<b>+10.3%</b>	<b>\$77.0</b>	<b>\$99.3</b>	<b>+29.0%</b>