

Pending Sales Report by Region

November 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)		
	Nov-2018	Nov-2019	+ / -	Nov-2018	Nov-2019	+ / -	Nov-2018	Nov-2019	+ / -
Cape Cod & Islands	348	303	-12.9%	\$439,600	\$442,000	+0.5%	\$21.6	\$20.8	-3.7%
Central	615	718	+16.7%	\$289,000	\$306,450	+6.0%	\$20.0	\$24.8	+24.0%
Greater Boston	845	1,029	+21.8%	\$588,450	\$600,000	+2.0%	\$63.7	\$78.3	+22.9%
Northeast	604	653	+8.1%	\$435,000	\$455,000	+4.6%	\$30.0	\$34.1	+13.7%
Southeast	403	473	+17.4%	\$330,000	\$333,000	+0.9%	\$14.7	\$17.5	+19.0%
South Shore	376	482	+28.2%	\$425,000	\$435,000	+2.4%	\$19.1	\$25.2	+31.9%
West	482	562	+16.6%	\$220,000	\$230,000	+4.5%	\$12.0	\$15.1	+25.8%
State Totals	3,728	4,359	+16.9%	\$397,000	\$406,204	+2.3%	\$187.8	\$222.8	+18.6%

Condominium Sales

	Pending Sales			Median Sales Price			Total \$ Volume (in millions)		
	Nov-2018	Nov-2019	+ / -	Nov-2018	Nov-2019	+ / -	Nov-2018	Nov-2019	+ / -
Cape Cod & Islands	78	78	0.0%	\$297,500	\$288,650	-3.0%	\$2.9	\$2.7	-6.9%
Central	136	137	+0.7%	\$223,500	\$235,000	+5.1%	\$3.3	\$3.5	+6.1%
Greater Boston	688	818	+18.9%	\$560,000	\$565,000	+0.9%	\$46.8	\$55.7	+19.0%
Northeast	240	308	+28.3%	\$300,000	\$309,900	+3.3%	\$7.8	\$10.3	+32.1%
Southeast	61	84	+37.7%	\$222,500	\$215,000	-3.4%	\$1.4	\$1.8	+28.6%
South Shore	121	149	+23.1%	\$360,000	\$330,000	-8.3%	\$4.7	\$5.7	+21.3%
West	81	76	-6.2%	\$160,000	\$179,750	+12.3%	\$1.7	\$1.5	-11.8%
State Totals	1,414	1,674	+18.4%	\$380,000	\$382,975	+0.8%	\$68.9	\$82.8	+20.2%