

# Pending Sales Report by Region

## December 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)		
	Dec-2018	Dec-2019	+ / -	Dec-2018	Dec-2019	+ / -	Dec-2018	Dec-2019	+ / -
Cape Cod & Islands	253	176	-30.4%	\$393,750	\$434,000	+10.2%	\$15.2	\$11.3	-25.7%
Central	481	524	+8.9%	\$292,650	\$320,000	+9.3%	\$15.8	\$18.3	+15.8%
Greater Boston	592	624	+5.4%	\$589,000	\$610,000	+3.6%	\$42.6	\$48.1	+12.9%
Northeast	393	421	+7.1%	\$415,000	\$450,000	+8.4%	\$18.8	\$22.9	+21.8%
Southeast	329	349	+6.1%	\$319,200	\$341,500	+7.0%	\$11.3	\$13.0	+15.0%
South Shore	303	289	-4.6%	\$420,000	\$450,000	+7.1%	\$14.6	\$14.8	+1.4%
West	387	423	+9.3%	\$215,000	\$233,000	+8.4%	\$9.4	\$11.2	+19.1%
<b>State Totals</b>	<b>2,774</b>	<b>2,910</b>	<b>+4.9%</b>	<b>\$375,000</b>	<b>\$415,000</b>	<b>+10.7%</b>	<b>\$130.9</b>	<b>\$151.0</b>	<b>+15.4%</b>

### Condominium Sales

	Pending Sales			Median Sales Price			Total \$ Volume (in millions)		
	Dec-2018	Dec-2019	+ / -	Dec-2018	Dec-2019	+ / -	Dec-2018	Dec-2019	+ / -
Cape Cod & Islands	44	40	-9.1%	\$262,500	\$295,000	+12.4%	\$1.3	\$1.4	+7.7%
Central	91	109	+19.8%	\$212,750	\$223,000	+4.8%	\$2.1	\$2.7	+28.6%
Greater Boston	483	568	+17.6%	\$542,250	\$585,000	+7.9%	\$33.5	\$42.0	+25.4%
Northeast	166	186	+12.0%	\$280,000	\$314,950	+12.5%	\$5.2	\$6.5	+25.0%
Southeast	54	60	+11.1%	\$195,000	\$230,000	+17.9%	\$1.1	\$1.5	+36.4%
South Shore	93	94	+1.1%	\$350,948	\$340,000	-3.1%	\$3.4	\$3.7	+8.8%
West	44	58	+31.8%	\$159,000	\$161,300	+1.4%	\$1.0	\$1.1	+10.0%
<b>State Totals</b>	<b>980</b>	<b>1,132</b>	<b>+15.5%</b>	<b>\$358,635</b>	<b>\$385,000</b>	<b>+7.4%</b>	<b>\$47.4</b>	<b>\$58.2</b>	<b>+22.8%</b>