

Pending Sales Report by Region

January 2021



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)		
	Jan-2020	Jan-2021	+ / -	Jan-2020	Jan-2021	+ / -	Jan-2020	Jan-2021	+ / -
Cape Cod & Islands	222	294	+32.4%	\$427,500	\$555,000	+29.8%	\$13.1	\$25.2	+92.4%
Central	568	540	-4.9%	\$309,500	\$355,500	+14.9%	\$19.3	\$21.5	+11.4%
Greater Boston	745	742	-0.4%	\$605,000	\$675,000	+11.6%	\$58.2	\$67.3	+15.6%
Northeast	449	438	-2.4%	\$452,000	\$522,000	+15.5%	\$24.1	\$26.8	+11.2%
Southeast	416	425	+2.2%	\$333,500	\$380,000	+13.9%	\$15.1	\$17.9	+18.5%
South Shore	335	361	+7.8%	\$463,450	\$517,500	+11.7%	\$17.5	\$21.8	+24.6%
West	425	535	+25.9%	\$222,000	\$258,000	+16.2%	\$11.4	\$16.4	+43.9%
State Totals	3,233	3,447	+6.6%	\$405,000	\$467,450	+15.4%	\$165.1	\$210.4	+27.4%

Condominium Sales

	Pending Sales			Median Sales Price			Total \$ Volume (in millions)		
	Jan-2020	Jan-2021	+ / -	Jan-2020	Jan-2021	+ / -	Jan-2020	Jan-2021	+ / -
Cape Cod & Islands	59	98	+66.1%	\$305,000	\$300,000	-1.6%	\$2.1	\$3.6	+71.4%
Central	150	170	+13.3%	\$243,500	\$235,000	-3.5%	\$3.9	\$4.5	+15.4%
Greater Boston	737	946	+28.4%	\$578,250	\$589,000	+1.9%	\$57.1	\$63.9	+11.9%
Northeast	242	261	+7.9%	\$302,950	\$310,000	+2.3%	\$8.5	\$9.3	+9.4%
Southeast	53	79	+49.1%	\$240,000	\$230,000	-4.2%	\$1.3	\$2.1	+61.5%
South Shore	149	128	-14.1%	\$378,500	\$380,000	+0.4%	\$5.9	\$5.9	0.0%
West	57	82	+43.9%	\$150,000	\$164,750	+9.8%	\$1.1	\$1.7	+54.5%
State Totals	1,468	1,795	+22.3%	\$405,000	\$416,000	+2.7%	\$81.7	\$91.3	+11.8%