

Pending Sales Report by Region

September 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)		
	Sep-2020	Sep-2021	+ / -	Sep-2020	Sep-2021	+ / -	Sep-2020	Sep-2021	+ / -
Cape Cod & Islands	637	442	-30.6%	\$553,750	\$617,500	+11.5%	\$53.1	\$36.2	-31.8%
Central	956	892	-6.7%	\$372,700	\$402,500	+8.0%	\$38.9	\$40.0	+2.8%
Greater Boston	1,427	1,318	-7.6%	\$680,000	\$750,000	+10.3%	\$122.1	\$128.9	+5.6%
Northeast	882	812	-7.9%	\$545,000	\$580,000	+6.4%	\$54.7	\$54.8	+0.2%
Southeast	567	540	-4.8%	\$395,000	\$435,000	+10.1%	\$25.5	\$26.0	+2.0%
South Shore	649	550	-15.3%	\$520,999	\$570,000	+9.4%	\$40.9	\$36.5	-10.8%
West	831	793	-4.6%	\$271,750	\$300,000	+10.4%	\$27.2	\$29.4	+8.1%
State Totals	6,041	5,464	-9.6%	\$490,000	\$525,000	+7.1%	\$370.4	\$358.1	-3.3%

Condominium Sales

	Pending Sales			Median Sales Price			Total \$ Volume (in millions)		
	Sep-2020	Sep-2021	+ / -	Sep-2020	Sep-2021	+ / -	Sep-2020	Sep-2021	+ / -
Cape Cod & Islands	180	129	-28.3%	\$352,500	\$400,000	+13.5%	\$7.9	\$6.1	-22.8%
Central	202	195	-3.5%	\$271,000	\$300,000	+10.7%	\$5.9	\$6.1	+3.4%
Greater Boston	996	1,183	+18.8%	\$593,000	\$620,000	+4.6%	\$71.2	\$94.9	+33.3%
Northeast	418	374	-10.5%	\$365,450	\$365,000	-0.1%	\$16.5	\$15.4	-6.7%
Southeast	108	108	0.0%	\$246,000	\$285,000	+15.9%	\$2.7	\$3.2	+18.5%
South Shore	201	187	-7.0%	\$370,000	\$405,000	+9.5%	\$8.4	\$9.2	+9.5%
West	99	144	+45.5%	\$190,000	\$202,500	+6.6%	\$2.3	\$3.7	+60.9%
State Totals	2,237	2,344	+4.8%	\$420,000	\$460,000	+9.5%	\$115.5	\$140.7	+21.8%