

Pending Sales Report by Region

December 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)		
	Dec-2020	Dec-2021	+ / -	Dec-2020	Dec-2021	+ / -	Dec-2020	Dec-2021	+ / -
Cape Cod & Islands	336	188	-44.0%	\$575,000	\$665,000	+15.7%	\$29.6	\$16.9	-42.9%
Central	505	484	-4.2%	\$352,125	\$385,000	+9.3%	\$19.9	\$20.8	+4.5%
Greater Boston	696	603	-13.4%	\$680,000	\$757,500	+11.4%	\$61.0	\$61.0	0.0%
Northeast	414	379	-8.5%	\$525,000	\$589,900	+12.4%	\$25.4	\$26.0	+2.4%
Southeast	377	329	-12.7%	\$390,000	\$437,750	+12.2%	\$16.3	\$16.4	+0.6%
South Shore	292	265	-9.2%	\$510,000	\$565,000	+10.8%	\$17.5	\$18.7	+6.9%
West	476	401	-15.8%	\$258,000	\$288,000	+11.6%	\$15.1	\$14.2	-6.0%
State Totals	3,139	2,716	-13.5%	\$475,000	\$528,500	+11.3%	\$189.9	\$184.0	-3.1%

Condominium Sales

	Pending Sales			Median Sales Price			Total \$ Volume (in millions)		
	Dec-2020	Dec-2021	+ / -	Dec-2020	Dec-2021	+ / -	Dec-2020	Dec-2021	+ / -
Cape Cod & Islands	83	96	+15.7%	\$399,950	\$393,500	-1.6%	\$3.9	\$4.4	+12.8%
Central	121	111	-8.3%	\$275,000	\$278,500	+1.3%	\$3.5	\$3.4	-2.9%
Greater Boston	722	655	-9.3%	\$569,950	\$629,000	+10.4%	\$49.8	\$52.0	+4.4%
Northeast	255	194	-23.9%	\$335,000	\$382,862	+14.3%	\$9.5	\$8.6	-9.5%
Southeast	77	77	0.0%	\$264,000	\$260,000	-1.5%	\$2.1	\$2.2	+4.8%
South Shore	116	88	-24.1%	\$355,000	\$392,000	+10.4%	\$4.8	\$4.3	-10.4%
West	59	75	+27.1%	\$184,000	\$212,500	+15.5%	\$1.5	\$2.0	+33.3%
State Totals	1,438	1,264	-12.1%	\$420,000	\$460,000	+9.5%	\$75.9	\$76.4	+0.7%