

# Pending Sales Report by Region

## April 2016



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)		
	Apr-2015	Apr-2016	+ / -	Apr-2015	Apr-2016	+ / -	Apr-2015	Apr-2016	+ / -
<b>Cape Cod &amp; Islands</b>	361	807	<b>+123.5%</b>	\$360,000	\$365,000	<b>+1.4%</b>	\$18.0	\$41.4	<b>+130.0%</b>
<b>Central</b>	876	1,168	<b>+33.3%</b>	\$236,750	\$255,000	<b>+7.7%</b>	\$24.4	\$33.8	<b>+38.5%</b>
<b>Greater Boston</b>	1,547	1,751	<b>+13.2%</b>	\$512,250	\$535,000	<b>+4.4%</b>	\$101.4	\$122.7	<b>+21.0%</b>
<b>Northeast</b>	848	1,050	<b>+23.8%</b>	\$356,000	\$379,900	<b>+6.7%</b>	\$34.4	\$45.1	<b>+31.1%</b>
<b>Southeast</b>	494	748	<b>+51.4%</b>	\$255,000	\$261,000	<b>+2.4%</b>	\$14.6	\$21.7	<b>+48.6%</b>
<b>South Shore</b>	627	698	<b>+11.3%</b>	\$360,000	\$390,000	<b>+8.3%</b>	\$26.3	\$32.1	<b>+22.1%</b>
<b>West</b>	619	812	<b>+31.2%</b>	\$185,000	\$188,250	<b>+1.8%</b>	\$13.3	\$18.2	<b>+36.8%</b>
<b>State Totals</b>	<b>5,477</b>	<b>7,139</b>	<b>+30.3%</b>	<b>\$325,000</b>	<b>\$350,688</b>	<b>+7.9%</b>	<b>\$226.7</b>	<b>\$316.2</b>	<b>+39.5%</b>

### Condominium Sales

	Pending Sales			Median Sales Price			Total \$ Volume (in millions)		
	Apr-2015	Apr-2016	+ / -	Apr-2015	Apr-2016	+ / -	Apr-2015	Apr-2016	+ / -
<b>Cape Cod &amp; Islands</b>	107	188	<b>+75.7%</b>	\$289,000	\$261,500	<b>-9.5%</b>	\$3.3	\$6.0	<b>+81.8%</b>
<b>Central</b>	207	250	<b>+20.8%</b>	\$191,000	\$196,500	<b>+2.9%</b>	\$4.5	\$5.8	<b>+28.9%</b>
<b>Greater Boston</b>	1,274	1,397	<b>+9.7%</b>	\$436,000	\$480,000	<b>+10.1%</b>	\$71.6	\$82.3	<b>+14.9%</b>
<b>Northeast</b>	410	477	<b>+16.3%</b>	\$235,000	\$249,000	<b>+6.0%</b>	\$11.1	\$12.7	<b>+14.4%</b>
<b>Southeast</b>	90	134	<b>+48.9%</b>	\$174,900	\$190,000	<b>+8.6%</b>	\$1.7	\$2.6	<b>+52.9%</b>
<b>South Shore</b>	197	202	<b>+2.5%</b>	\$241,000	\$282,250	<b>+17.1%</b>	\$5.9	\$6.3	<b>+6.8%</b>
<b>West</b>	124	113	<b>-8.9%</b>	\$138,700	\$140,500	<b>+1.3%</b>	\$2.2	\$1.9	<b>-13.6%</b>
<b>State Totals</b>	<b>2,449</b>	<b>2,782</b>	<b>+13.6%</b>	<b>\$305,000</b>	<b>\$329,628</b>	<b>+8.1%</b>	<b>\$99.0</b>	<b>\$119.6</b>	<b>+20.8%</b>