

Pending Sales Report by Region

July 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)		
	Jul-2015	Jul-2016	+ / -	Jul-2015	Jul-2016	+ / -	Jul-2015	Jul-2016	+ / -
Cape Cod & Islands	429	636	+48.3%	\$364,250	\$378,500	+3.9%	\$24.8	\$33.7	+35.9%
Central	830	985	+18.7%	\$260,000	\$282,000	+8.5%	\$25.1	\$31.1	+23.9%
Greater Boston	1,282	1,259	-1.8%	\$550,000	\$575,000	+4.5%	\$90.6	\$92.9	+2.5%
Northeast	897	968	+7.9%	\$392,750	\$402,500	+2.5%	\$40.5	\$45.5	+12.3%
Southeast	512	645	+26.0%	\$267,000	\$291,400	+9.1%	\$15.7	\$21.1	+34.4%
South Shore	601	626	+4.2%	\$374,000	\$399,900	+6.9%	\$26.4	\$29.0	+9.8%
West	732	704	-3.8%	\$207,000	\$222,000	+7.2%	\$16.8	\$17.7	+5.4%
State Totals	5,406	5,863	+8.5%	\$364,000	\$379,000	+4.1%	\$251.8	\$281.8	+11.9%

Condominium Sales

	Pending Sales			Median Sales Price			Total \$ Volume (in millions)		
	Jul-2015	Jul-2016	+ / -	Jul-2015	Jul-2016	+ / -	Jul-2015	Jul-2016	+ / -
Cape Cod & Islands	108	161	+49.1%	\$245,750	\$304,950	+24.1%	\$3.2	\$5.5	+71.9%
Central	169	207	+22.5%	\$209,000	\$199,950	-4.3%	\$3.9	\$4.6	+17.9%
Greater Boston	964	930	-3.5%	\$460,000	\$495,000	+7.6%	\$55.6	\$57.2	+2.9%
Northeast	354	398	+12.4%	\$255,000	\$250,000	-2.0%	\$10.1	\$11.1	+9.9%
Southeast	67	73	+9.0%	\$189,000	\$186,950	-1.1%	\$1.4	\$1.4	0.0%
South Shore	156	194	+24.4%	\$288,500	\$289,500	+0.3%	\$5.0	\$6.7	+34.0%
West	105	104	-1.0%	\$159,950	\$150,000	-6.2%	\$2.1	\$1.8	-14.3%
State Totals	1,955	2,082	+6.5%	\$340,000	\$360,000	+5.9%	\$85.1	\$95.1	+11.8%