

Pending Sales Report by Region

October 2017



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)		
	Oct-2016	Oct-2017	+ / -	Oct-2016	Oct-2017	+ / -	Oct-2016	Oct-2017	+ / -
Cape Cod & Islands	443	431	-2.7%	\$385,000	\$400,000	+3.9%	\$24.1	\$26.8	+11.2%
Central	879	846	-3.8%	\$275,000	\$300,000	+9.1%	\$27.5	\$27.9	+1.5%
Greater Boston	1,111	1,166	+5.0%	\$575,000	\$605,000	+5.2%	\$80.8	\$90.5	+12.0%
Northeast	824	857	+4.0%	\$400,000	\$440,000	+10.0%	\$38.4	\$45.0	+17.2%
Southeast	612	621	+1.5%	\$293,000	\$299,900	+2.4%	\$20.3	\$21.4	+5.4%
South Shore	531	570	+7.3%	\$399,900	\$415,000	+3.8%	\$24.6	\$28.0	+13.8%
West	536	553	+3.2%	\$209,900	\$212,250	+1.1%	\$12.5	\$13.1	+4.8%
State Totals	5,055	5,181	+2.5%	\$378,750	\$395,900	+4.5%	\$241.5	\$262.2	+8.6%

Condominium Sales

	Pending Sales			Median Sales Price			Total \$ Volume (in millions)		
	Oct-2016	Oct-2017	+ / -	Oct-2016	Oct-2017	+ / -	Oct-2016	Oct-2017	+ / -
Cape Cod & Islands	96	99	+3.1%	\$290,000	\$251,000	-13.4%	\$3.3	\$3.2	-3.0%
Central	184	212	+15.2%	\$207,500	\$219,000	+5.5%	\$4.3	\$5.0	+16.3%
Greater Boston	873	830	-4.9%	\$500,000	\$530,000	+6.0%	\$55.8	\$54.1	-3.0%
Northeast	367	357	-2.7%	\$250,000	\$275,000	+10.0%	\$10.6	\$11.1	+4.7%
Southeast	86	90	+4.7%	\$175,000	\$185,000	+5.7%	\$1.7	\$1.9	+11.8%
South Shore	150	185	+23.3%	\$279,000	\$312,000	+11.8%	\$5.0	\$6.4	+28.0%
West	84	96	+14.3%	\$160,375	\$164,950	+2.9%	\$1.6	\$1.8	+12.5%
State Totals	1,854	1,895	+2.2%	\$345,000	\$349,000	+1.2%	\$85.5	\$88.7	+3.7%