

Pending Sales Report by Region

December 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)		
	Dec-2016	Dec-2017	+ / -	Dec-2016	Dec-2017	+ / -	Dec-2016	Dec-2017	+ / -
Cape Cod & Islands	328	258	-21.3%	\$375,000	\$429,440	+14.5%	\$18.0	\$15.5	-13.9%
Central	492	569	+15.7%	\$259,500	\$270,000	+4.0%	\$14.6	\$17.9	+22.6%
Greater Boston	597	651	+9.0%	\$545,000	\$599,000	+9.9%	\$41.8	\$48.9	+17.0%
Northeast	437	499	+14.2%	\$395,000	\$429,375	+8.7%	\$19.6	\$25.2	+28.6%
Southeast	348	379	+8.9%	\$280,000	\$295,000	+5.4%	\$10.6	\$12.6	+18.9%
South Shore	300	333	+11.0%	\$387,500	\$404,000	+4.3%	\$13.5	\$15.1	+11.9%
West	286	387	+35.3%	\$199,250	\$200,000	+0.4%	\$6.2	\$9.3	+50.0%
State Totals	2,834	3,162	+11.6%	\$358,750	\$382,500	+6.6%	\$128.2	\$153.1	+19.4%

Condominium Sales

	Pending Sales			Median Sales Price			Total \$ Volume (in millions)		
	Dec-2016	Dec-2017	+ / -	Dec-2016	Dec-2017	+ / -	Dec-2016	Dec-2017	+ / -
Cape Cod & Islands	75	53	-29.3%	\$260,000	\$310,000	+19.2%	\$2.5	\$1.9	-24.0%
Central	96	113	+17.7%	\$182,500	\$226,000	+23.8%	\$2.1	\$2.8	+33.3%
Greater Boston	514	563	+9.5%	\$466,500	\$542,000	+16.2%	\$31.3	\$37.6	+20.1%
Northeast	175	212	+21.1%	\$244,000	\$255,000	+4.5%	\$4.8	\$6.3	+31.3%
Southeast	64	59	-7.8%	\$177,450	\$183,900	+3.6%	\$1.3	\$1.2	-7.7%
South Shore	94	113	+20.2%	\$297,500	\$299,600	+0.7%	\$3.0	\$3.8	+26.7%
West	49	43	-12.2%	\$162,500	\$161,000	-0.9%	\$0.9	\$0.9	0.0%
State Totals	1,068	1,164	+9.0%	\$342,500	\$352,500	+2.9%	\$47.3	\$54.6	+15.4%