

Pending Sales Report by Region

March 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)		
	Mar-2015	Mar-2016	+ / -	Mar-2015	Mar-2016	+ / -	Mar-2015	Mar-2016	+ / -
Cape Cod & Islands	352	857	+143.5%	\$360,000	\$345,000	-4.2%	\$19.1	\$44.9	+135.1%
Central	702	1,026	+46.2%	\$227,500	\$247,500	+8.8%	\$18.3	\$29.4	+60.7%
Greater Boston	1,118	1,564	+39.9%	\$469,000	\$475,000	+1.3%	\$70.3	\$101.3	+44.1%
Northeast	650	889	+36.8%	\$364,250	\$370,000	+1.6%	\$27.0	\$39.2	+45.2%
Southeast	410	665	+62.2%	\$250,000	\$265,500	+6.2%	\$11.2	\$19.4	+73.2%
South Shore	442	661	+49.5%	\$325,000	\$349,000	+7.4%	\$17.1	\$26.6	+55.6%
West	505	772	+52.9%	\$180,000	\$184,450	+2.5%	\$11.2	\$16.3	+45.5%
State Totals	4,177	6,431	+54.0%	\$320,000	\$329,900	+3.1%	\$172.4	\$269.2	+56.1%

Condominium Sales

	Pending Sales			Median Sales Price			Total \$ Volume (in millions)		
	Mar-2015	Mar-2016	+ / -	Mar-2015	Mar-2016	+ / -	Mar-2015	Mar-2016	+ / -
Cape Cod & Islands	86	177	+105.8%	\$240,000	\$190,000	-20.8%	\$2.3	\$4.3	+87.0%
Central	166	204	+22.9%	\$179,900	\$180,000	+0.1%	\$3.6	\$4.4	+22.2%
Greater Boston	995	1,204	+21.0%	\$455,000	\$477,000	+4.8%	\$54.8	\$71.6	+30.7%
Northeast	318	425	+33.6%	\$225,000	\$235,000	+4.4%	\$8.1	\$11.0	+35.8%
Southeast	79	106	+34.2%	\$192,000	\$174,000	-9.4%	\$1.6	\$2.0	+25.0%
South Shore	175	188	+7.4%	\$230,000	\$250,000	+8.7%	\$5.0	\$5.4	+8.0%
West	87	97	+11.5%	\$148,700	\$149,250	+0.4%	\$1.4	\$1.7	+21.4%
State Totals	1,906	2,401	+26.0%	\$307,000	\$307,500	+0.2%	\$75.4	\$101.7	+34.9%