

Pending Sales Report by Region

September 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)		
	Sep-2015	Sep-2016	+ / -	Sep-2015	Sep-2016	+ / -	Sep-2015	Sep-2016	+ / -
Cape Cod & Islands	433	725	+67.4%	\$400,000	\$390,000	-2.5%	\$26.4	\$44.5	+68.6%
Central	763	884	+15.9%	\$247,500	\$260,000	+5.1%	\$21.3	\$26.5	+24.4%
Greater Boston	1,214	1,279	+5.4%	\$491,700	\$510,000	+3.7%	\$78.9	\$85.6	+8.5%
Northeast	736	835	+13.5%	\$375,000	\$394,000	+5.1%	\$32.1	\$38.7	+20.6%
Southeast	514	614	+19.5%	\$265,000	\$286,000	+7.9%	\$15.4	\$19.6	+27.3%
South Shore	537	608	+13.2%	\$376,000	\$386,000	+2.7%	\$23.8	\$26.6	+11.8%
West	594	734	+23.6%	\$195,000	\$205,000	+5.1%	\$13.5	\$17.2	+27.4%
State Totals	4,902	5,769	+17.7%	\$340,000	\$350,000	+2.9%	\$215.2	\$256.3	+19.1%

Condominium Sales

	Pending Sales			Median Sales Price			Total \$ Volume (in millions)		
	Sep-2015	Sep-2016	+ / -	Sep-2015	Sep-2016	+ / -	Sep-2015	Sep-2016	+ / -
Cape Cod & Islands	113	165	+46.0%	\$263,750	\$262,500	-0.5%	\$3.7	\$5.2	+40.5%
Central	139	196	+41.0%	\$207,400	\$175,000	-15.6%	\$3.2	\$4.1	+28.1%
Greater Boston	860	989	+15.0%	\$425,450	\$509,065	+19.7%	\$44.7	\$67.9	+51.9%
Northeast	275	364	+32.4%	\$249,900	\$246,750	-1.3%	\$7.6	\$10.2	+34.2%
Southeast	82	85	+3.7%	\$195,000	\$245,000	+25.6%	\$1.8	\$2.2	+22.2%
South Shore	130	150	+15.4%	\$254,000	\$292,500	+15.2%	\$4.1	\$4.9	+19.5%
West	68	95	+39.7%	\$153,000	\$171,100	+11.8%	\$1.2	\$1.9	+58.3%
State Totals	1,681	2,056	+22.3%	\$305,000	\$334,900	+9.8%	\$65.1	\$97.8	+50.2%