

Pending Sales Report by Region

December 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)		
	Dec-2015	Dec-2016	+ / -	Dec-2015	Dec-2016	+ / -	Dec-2015	Dec-2016	+ / -
Cape Cod & Islands	283	459	+62.2%	\$390,000	\$372,500	-4.5%	\$16.1	\$25.3	+57.1%
Central	503	570	+13.3%	\$248,000	\$258,000	+4.0%	\$14.1	\$16.9	+19.9%
Greater Boston	659	680	+3.2%	\$500,001	\$550,000	+10.0%	\$43.6	\$47.9	+9.9%
Northeast	456	493	+8.1%	\$365,000	\$399,900	+9.6%	\$19.3	\$22.3	+15.5%
Southeast	341	421	+23.5%	\$260,000	\$279,000	+7.3%	\$9.7	\$12.8	+32.0%
South Shore	276	353	+27.9%	\$360,000	\$390,000	+8.3%	\$11.9	\$16.1	+35.3%
West	405	414	+2.2%	\$188,000	\$199,950	+6.4%	\$9.3	\$9.5	+2.2%
State Totals	2,993	3,430	+14.6%	\$342,500	\$356,950	+4.2%	\$131.2	\$154.1	+17.5%

Condominium Sales

	Pending Sales			Median Sales Price			Total \$ Volume (in millions)		
	Dec-2015	Dec-2016	+ / -	Dec-2015	Dec-2016	+ / -	Dec-2015	Dec-2016	+ / -
Cape Cod & Islands	78	100	+28.2%	\$285,000	\$263,500	-7.5%	\$2.4	\$3.4	+41.7%
Central	95	107	+12.6%	\$185,000	\$186,000	+0.5%	\$2.1	\$2.4	+14.3%
Greater Boston	519	555	+6.9%	\$443,750	\$463,000	+4.3%	\$29.0	\$33.6	+15.9%
Northeast	185	199	+7.6%	\$220,000	\$247,500	+12.5%	\$4.7	\$5.5	+17.0%
Southeast	55	68	+23.6%	\$177,500	\$167,200	-5.8%	\$1.1	\$1.3	+18.2%
South Shore	85	112	+31.8%	\$294,950	\$304,950	+3.4%	\$3.0	\$3.6	+20.0%
West	45	56	+24.4%	\$150,000	\$161,300	+7.5%	\$0.9	\$1.0	+11.1%
State Totals	1,075	1,198	+11.4%	\$323,767	\$340,000	+5.0%	\$44.5	\$52.8	+18.7%