

Pending Sales Report by Region

July 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)		
	Jul-2016	Jul-2017	+ / -	Jul-2016	Jul-2017	+ / -	Jul-2016	Jul-2017	+ / -
Cape Cod & Islands	414	299	-27.8%	\$373,000	\$384,000	+2.9%	\$21.4	\$16.9	-21.0%
Central	839	763	-9.1%	\$279,900	\$290,000	+3.6%	\$26.3	\$25.4	-3.4%
Greater Boston	1,134	1,035	-8.7%	\$575,000	\$617,000	+7.3%	\$83.3	\$79.7	-4.3%
Northeast	843	750	-11.0%	\$401,500	\$442,000	+10.1%	\$39.4	\$37.8	-4.1%
Southeast	560	539	-3.8%	\$291,200	\$317,000	+8.9%	\$18.2	\$18.4	+1.1%
South Shore	542	538	-0.7%	\$399,000	\$425,000	+6.5%	\$25.2	\$27.2	+7.9%
West	504	531	+5.4%	\$222,000	\$225,000	+1.4%	\$12.3	\$13.6	+10.6%
State Totals	4,902	4,616	-5.8%	\$380,000	\$405,000	+6.6%	\$236.3	\$234.8	-0.6%

Condominium Sales

	Pending Sales			Median Sales Price			Total \$ Volume (in millions)		
	Jul-2016	Jul-2017	+ / -	Jul-2016	Jul-2017	+ / -	Jul-2016	Jul-2017	+ / -
Cape Cod & Islands	95	71	-25.3%	\$299,900	\$306,500	+2.2%	\$3.1	\$2.6	-16.1%
Central	170	174	+2.4%	\$195,900	\$197,500	+0.8%	\$3.7	\$4.0	+8.1%
Greater Boston	870	763	-12.3%	\$495,000	\$534,000	+7.9%	\$53.6	\$49.5	-7.6%
Northeast	358	303	-15.4%	\$250,000	\$263,750	+5.5%	\$10.0	\$9.1	-9.0%
Southeast	64	86	+34.4%	\$184,950	\$224,000	+21.1%	\$1.3	\$2.1	+61.5%
South Shore	167	141	-15.6%	\$289,500	\$335,000	+15.7%	\$5.7	\$5.3	-7.0%
West	82	82	0.0%	\$146,500	\$169,500	+15.7%	\$1.4	\$1.6	+14.3%
State Totals	1,824	1,632	-10.5%	\$358,950	\$382,000	+6.4%	\$83.4	\$78.7	-5.6%