

Local Market Update – September 2016

A RESEARCH TOOL PROVIDED BY THE MASSACHUSETTS ASSOCIATION OF REALTORS®

Wilbraham

Single-Family Properties

Key Metrics	September			Year to Date		
	2015	2016	+ / -	2015	2016	+ / -
Pending Sales	9	16	+ 77.8%	128	146	+ 14.1%
Closed Sales	15	15	0.0%	127	128	+ 0.8%
Median Sales Price*	\$257,000	\$400,000	+ 55.6%	\$260,000	\$279,750	+ 7.6%
Inventory of Homes for Sale	102	90	- 11.8%	--	--	--
Months Supply of Inventory	7.6	6.4	- 15.8%	--	--	--
Cumulative Days on Market Until Sale	91	102	+ 12.1%	121	98	- 19.0%
Percent of Original List Price Received*	94.9%	93.8%	- 1.2%	93.0%	94.6%	+ 1.7%
New Listings	22	28	+ 27.3%	228	234	+ 2.6%

* Does not account for seller concessions. | Activity for one month can sometimes look extreme due to small sample size.

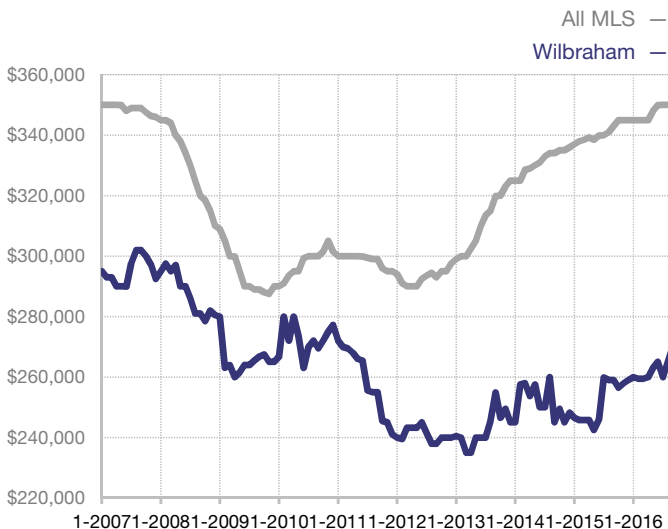
Condominium Properties

Key Metrics	September			Year to Date		
	2015	2016	+ / -	2015	2016	+ / -
Pending Sales	1	2	+ 100.0%	22	25	+ 13.6%
Closed Sales	5	2	- 60.0%	23	28	+ 21.7%
Median Sales Price*	\$215,500	\$317,950	+ 47.5%	\$282,900	\$293,000	+ 3.6%
Inventory of Homes for Sale	14	13	- 7.1%	--	--	--
Months Supply of Inventory	3.8	4.2	+ 10.5%	--	--	--
Cumulative Days on Market Until Sale	76	107	+ 40.8%	95	137	+ 44.2%
Percent of Original List Price Received*	97.1%	98.6%	+ 1.5%	96.1%	96.4%	+ 0.3%
New Listings	1	1	0.0%	36	31	- 13.9%

* Does not account for seller concessions. | Activity for one month can sometimes look extreme due to small sample size.

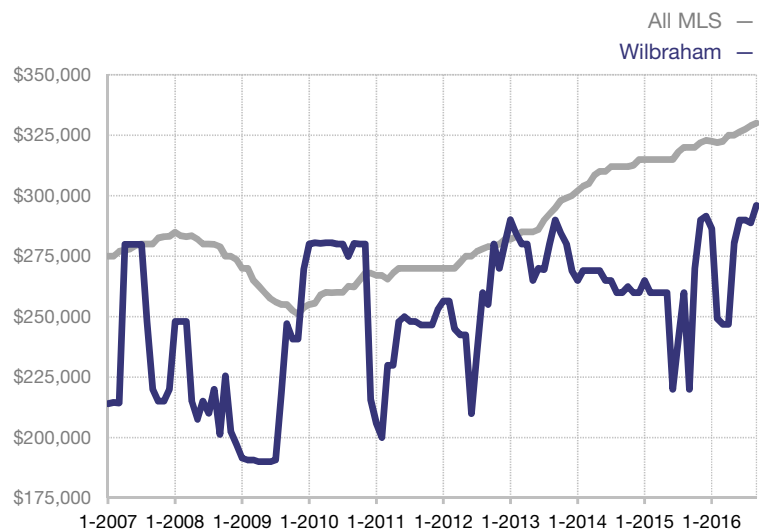
Median Sales Price – Single-Family Properties

Rolling 12-Month Calculation



Median Sales Price – Condominium Properties

Rolling 12-Month Calculation



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