

Local Market Update – November 2016

A RESEARCH TOOL PROVIDED BY THE MASSACHUSETTS ASSOCIATION OF REALTORS®

South Hadley

Single-Family Properties

Key Metrics	November			Year to Date		
	2015	2016	+ / -	2015	2016	+ / -
Pending Sales	9	13	+ 44.4%	152	171	+ 12.5%
Closed Sales	5	13	+ 160.0%	152	160	+ 5.3%
Median Sales Price*	\$224,900	\$255,900	+ 13.8%	\$208,000	\$217,250	+ 4.4%
Inventory of Homes for Sale	62	47	- 24.2%	--	--	--
Months Supply of Inventory	4.5	3.3	- 26.7%	--	--	--
Cumulative Days on Market Until Sale	89	96	+ 7.9%	121	89	- 26.4%
Percent of Original List Price Received*	96.9%	92.3%	- 4.7%	93.2%	93.3%	+ 0.1%
New Listings	13	8	- 38.5%	216	205	- 5.1%

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

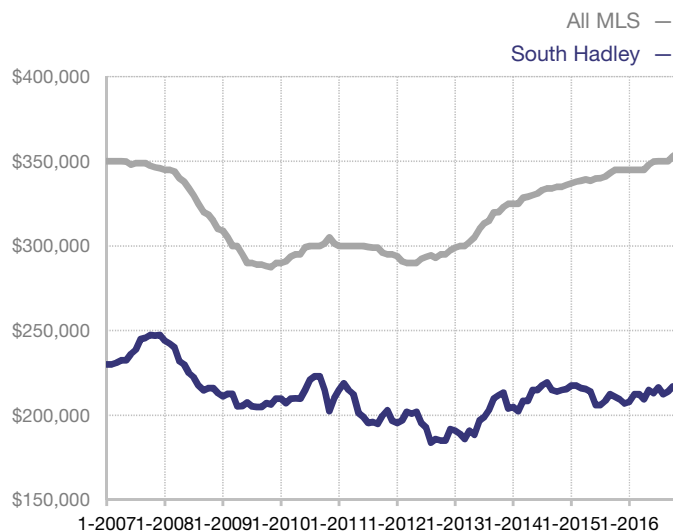
Condominium Properties

Key Metrics	November			Year to Date		
	2015	2016	+ / -	2015	2016	+ / -
Pending Sales	3	2	- 33.3%	58	68	+ 17.2%
Closed Sales	2	7	+ 250.0%	58	62	+ 6.9%
Median Sales Price*	\$227,600	\$310,000	+ 36.2%	\$178,600	\$184,250	+ 3.2%
Inventory of Homes for Sale	33	23	- 30.3%	--	--	--
Months Supply of Inventory	6.2	4.2	- 32.3%	--	--	--
Cumulative Days on Market Until Sale	120	326	+ 171.7%	149	152	+ 2.0%
Percent of Original List Price Received*	95.7%	100.2%	+ 4.7%	93.7%	96.6%	+ 3.1%
New Listings	4	3	- 25.0%	77	79	+ 2.6%

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

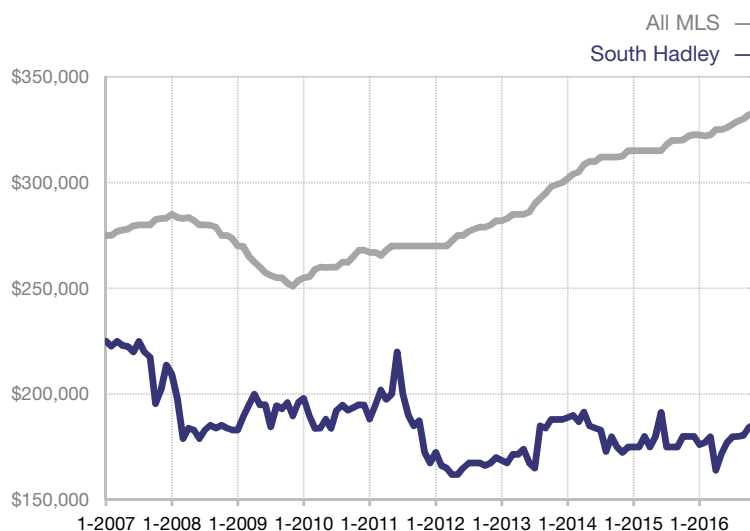
Median Sales Price – Single-Family Properties

Rolling 12-Month Calculation



Median Sales Price – Condominium Properties

Rolling 12-Month Calculation



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