

Local Market Update – December 2016

A RESEARCH TOOL PROVIDED BY THE MASSACHUSETTS ASSOCIATION OF REALTORS®

Belchertown

Single-Family Properties

Key Metrics	December			Year to Date		
	2015	2016	+ / -	2015	2016	+ / -
Pending Sales	10	4	- 60.0%	167	192	+ 15.0%
Closed Sales	12	16	+ 33.3%	163	187	+ 14.7%
Median Sales Price*	\$213,750	\$307,000	+ 43.6%	\$269,500	\$267,000	- 0.9%
Inventory of Homes for Sale	90	56	- 37.8%	--	--	--
Months Supply of Inventory	6.6	3.6	- 45.5%	--	--	--
Cumulative Days on Market Until Sale	144	138	- 4.2%	145	122	- 15.9%
Percent of Original List Price Received*	94.0%	90.2%	- 4.0%	94.8%	94.5%	- 0.3%
New Listings	12	7	- 41.7%	299	270	- 9.7%

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

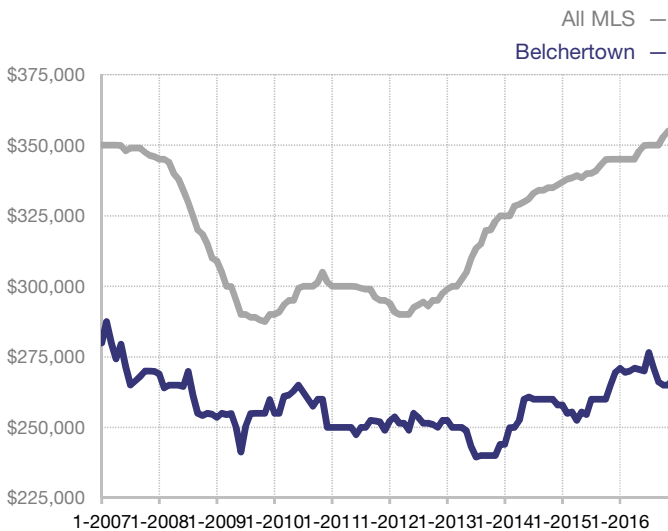
Condominium Properties

Key Metrics	December			Year to Date		
	2015	2016	+ / -	2015	2016	+ / -
Pending Sales	0	3	--	12	33	+ 175.0%
Closed Sales	1	3	+ 200.0%	12	27	+ 125.0%
Median Sales Price*	\$177,000	\$231,000	+ 30.5%	\$181,450	\$225,000	+ 24.0%
Inventory of Homes for Sale	19	7	- 63.2%	--	--	--
Months Supply of Inventory	12.7	2.6	- 79.5%	--	--	--
Cumulative Days on Market Until Sale	244	446	+ 82.8%	219	323	+ 47.5%
Percent of Original List Price Received*	84.3%	99.0%	+ 17.4%	94.0%	96.9%	+ 3.1%
New Listings	1	0	- 100.0%	24	25	+ 4.2%

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

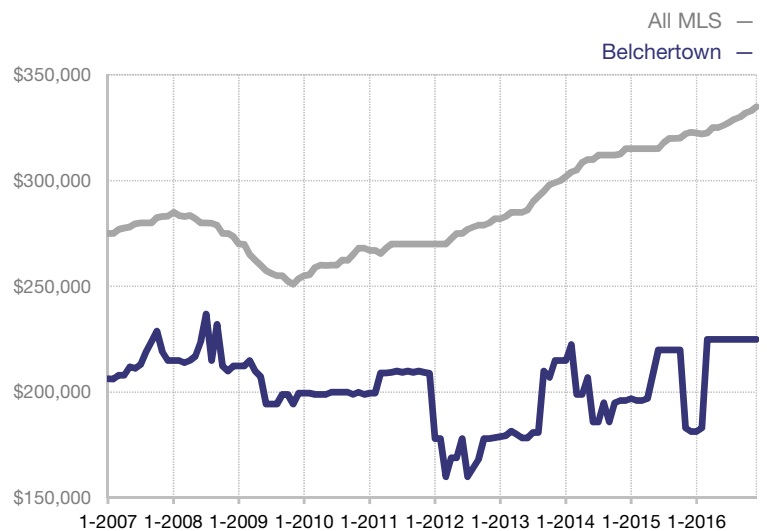
Median Sales Price – Single-Family Properties

Rolling 12-Month Calculation



Median Sales Price – Condominium Properties

Rolling 12-Month Calculation



MASSACHUSETTS ASSOCIATION OF REALTORS®

