

Local Market Update – June 2017

A RESEARCH TOOL PROVIDED BY THE MASSACHUSETTS ASSOCIATION OF REALTORS®

Northampton

Single-Family Properties

Key Metrics	June			Year to Date		
	2016	2017	+ / -	2016	2017	+ / -
Pending Sales	36	29	- 19.4%	129	116	- 10.1%
Closed Sales	21	28	+ 33.3%	79	88	+ 11.4%
Median Sales Price*	\$362,950	\$324,400	- 10.6%	\$345,000	\$319,000	- 7.5%
Inventory of Homes for Sale	86	45	- 47.7%	--	--	--
Months Supply of Inventory	4.9	2.4	- 51.0%	--	--	--
Cumulative Days on Market Until Sale	121	53	- 56.2%	122	75	- 38.5%
Percent of Original List Price Received*	94.7%	99.0%	+ 4.5%	95.0%	96.6%	+ 1.7%
New Listings	41	26	- 36.6%	185	143	- 22.7%

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

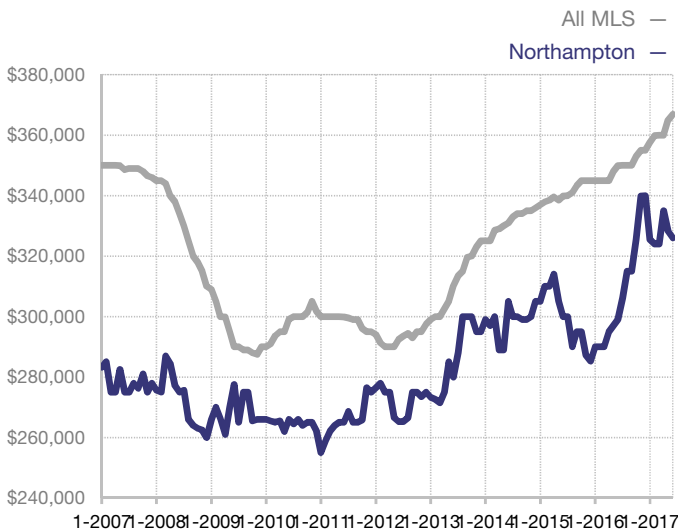
Condominium Properties

Key Metrics	June			Year to Date		
	2016	2017	+ / -	2016	2017	+ / -
Pending Sales	7	13	+ 85.7%	50	67	+ 34.0%
Closed Sales	17	13	- 23.5%	49	48	- 2.0%
Median Sales Price*	\$199,000	\$200,000	+ 0.5%	\$200,000	\$190,250	- 4.9%
Inventory of Homes for Sale	55	48	- 12.7%	--	--	--
Months Supply of Inventory	5.6	5.6	0.0%	--	--	--
Cumulative Days on Market Until Sale	79	77	- 2.5%	117	128	+ 9.4%
Percent of Original List Price Received*	103.5%	97.3%	- 6.0%	98.5%	97.0%	- 1.5%
New Listings	12	19	+ 58.3%	75	98	+ 30.7%

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

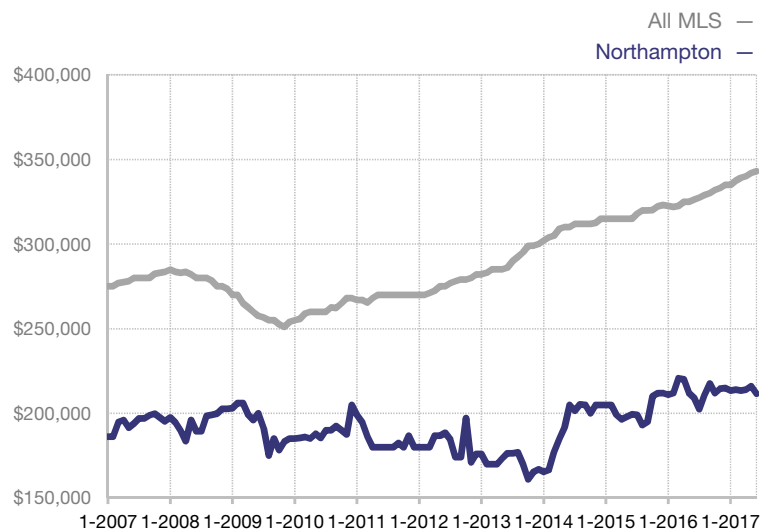
Median Sales Price – Single-Family Properties

Rolling 12-Month Calculation



Median Sales Price – Condominium Properties

Rolling 12-Month Calculation



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