

Local Market Update – December 2017

A RESEARCH TOOL PROVIDED BY THE MASSACHUSETTS ASSOCIATION OF REALTORS®

Wilbraham

Single-Family Properties

Key Metrics	December			Year to Date		
	2016	2017	+ / -	2016	2017	+ / -
Pending Sales	12	10	- 16.7%	187	206	+ 10.2%
Closed Sales	20	15	- 25.0%	179	209	+ 16.8%
Median Sales Price*	\$292,450	\$276,000	- 5.6%	\$279,500	\$285,000	+ 2.0%
Inventory of Homes for Sale	49	33	- 32.7%	--	--	--
Months Supply of Inventory	3.3	1.9	- 42.4%	--	--	--
Cumulative Days on Market Until Sale	89	92	+ 3.4%	92	92	0.0%
Percent of Original List Price Received*	94.7%	93.0%	- 1.8%	94.9%	94.8%	- 0.1%
New Listings	6	7	+ 16.7%	274	281	+ 2.6%

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

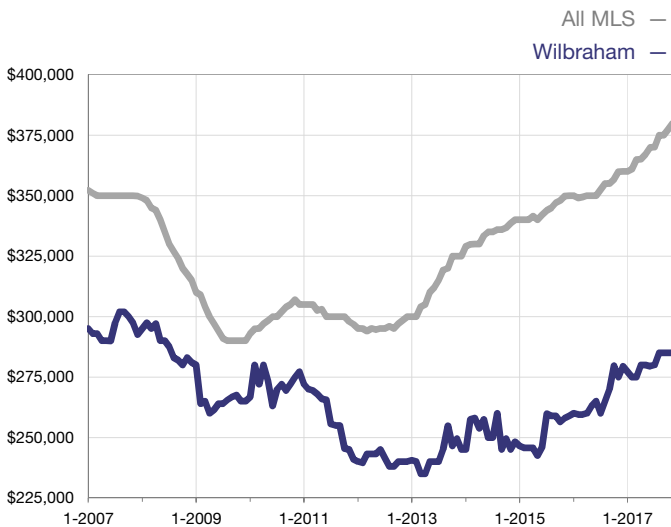
Condominium Properties

Key Metrics	December			Year to Date		
	2016	2017	+ / -	2016	2017	+ / -
Pending Sales	3	2	- 33.3%	32	33	+ 3.1%
Closed Sales	3	3	0.0%	34	33	- 2.9%
Median Sales Price*	\$365,000	\$368,000	+ 0.8%	\$293,000	\$305,000	+ 4.1%
Inventory of Homes for Sale	9	12	+ 33.3%	--	--	--
Months Supply of Inventory	2.9	4.4	+ 51.7%	--	--	--
Cumulative Days on Market Until Sale	189	97	- 48.7%	141	95	- 32.6%
Percent of Original List Price Received*	96.9%	120.2%	+ 24.0%	96.7%	99.4%	+ 2.8%
New Listings	3	5	+ 66.7%	36	46	+ 27.8%

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

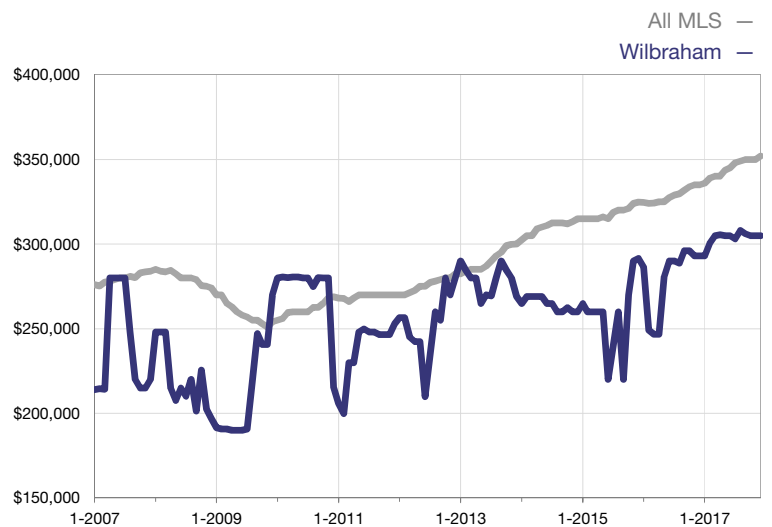
Median Sales Price – Single-Family Properties

Rolling 12-Month Calculation



Median Sales Price – Condominium Properties

Rolling 12-Month Calculation



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