

Local Market Update – July 2018

A RESEARCH TOOL PROVIDED BY THE MASSACHUSETTS ASSOCIATION OF REALTORS®

Belchertown

Single-Family Properties

Key Metrics	July			Year to Date		
	2017	2018	+ / -	2017	2018	+ / -
Pending Sales	17	13	- 23.5%	106	103	- 2.8%
Closed Sales	17	13	- 23.5%	94	97	+ 3.2%
Median Sales Price*	\$310,000	\$285,000	- 8.1%	\$281,000	\$275,000	- 2.1%
Inventory of Homes for Sale	92	59	- 35.9%	--	--	--
Months Supply of Inventory	6.1	4.1	- 32.8%	--	--	--
Cumulative Days on Market Until Sale	54	70	+ 29.6%	91	72	- 20.9%
Percent of Original List Price Received*	98.3%	95.3%	- 3.1%	97.8%	96.3%	- 1.5%
New Listings	28	20	- 28.6%	170	150	- 11.8%

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

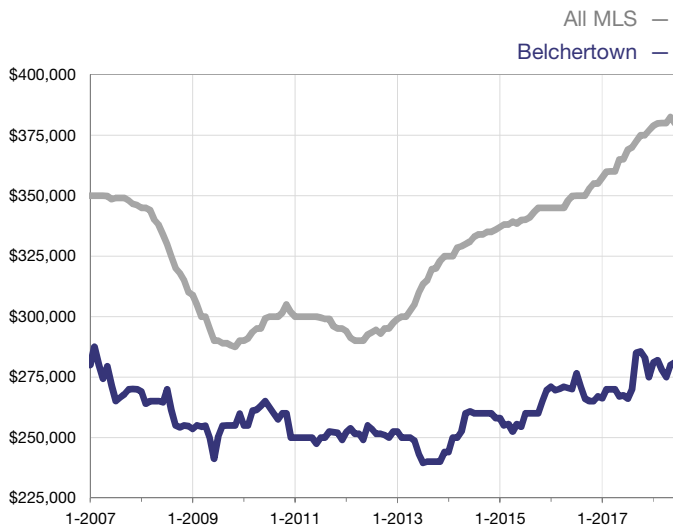
Condominium Properties

Key Metrics	July			Year to Date		
	2017	2018	+ / -	2017	2018	+ / -
Pending Sales	4	7	+ 75.0%	8	24	+ 200.0%
Closed Sales	0	4	--	12	10	- 16.7%
Median Sales Price*	\$0	\$290,996	--	\$225,000	\$233,500	+ 3.8%
Inventory of Homes for Sale	4	4	0.0%	--	--	--
Months Supply of Inventory	1.6	2.2	+ 37.5%	--	--	--
Cumulative Days on Market Until Sale	0	10	--	267	57	- 78.7%
Percent of Original List Price Received*	0.0%	103.9%	--	94.9%	100.1%	+ 5.5%
New Listings	1	1	0.0%	7	24	+ 242.9%

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

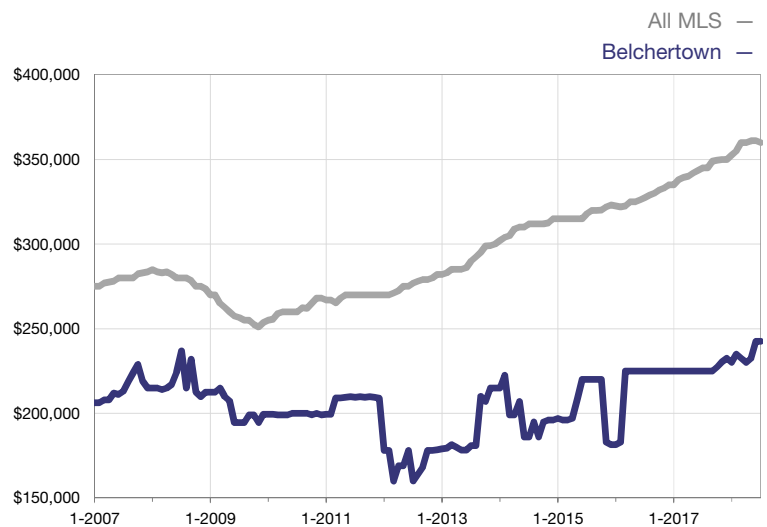
Median Sales Price – Single-Family Properties

Rolling 12-Month Calculation



Median Sales Price – Condominium Properties

Rolling 12-Month Calculation



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