

# Local Market Update – November 2018

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## Chicopee

### Single-Family Properties

| Key Metrics                              | November  |                  |         | Year to Date |                  |        |
|--|-----------|------------------|---------|--------------|------------------|--------|
|  | 2017      | 2018             | + / -   | 2017         | 2018             | + / -  |
| Pending Sales                            | 29        | 24               | - 17.2% | 398          | 409              | + 2.8% |
| Closed Sales                             | 34        | 47               | + 38.2% | 390          | 397              | + 1.8% |
| Median Sales Price*                      | \$157,000 | <b>\$185,000</b> | + 17.8% | \$175,000    | <b>\$185,000</b> | + 5.7% |
| Inventory of Homes for Sale              | 106       | 66               | - 37.7% | --           | --               | --     |
| Months Supply of Inventory               | 3.0       | 1.9              | - 36.7% | --           | --               | --     |
| Cumulative Days on Market Until Sale     | 55        | 52               | - 5.5%  | 59           | 58               | - 1.7% |
| Percent of Original List Price Received* | 96.6%     | <b>96.8%</b>     | + 0.2%  | 96.4%        | <b>96.9%</b>     | + 0.5% |
| New Listings                             | 29        | 25               | - 13.8% | 494          | 483              | - 2.2% |

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

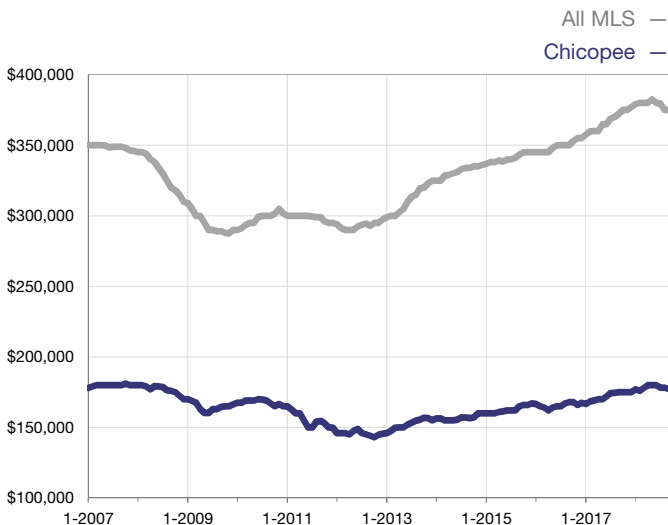
### Condominium Properties

| Key Metrics                              | November  |                  |         | Year to Date |                  |         |
|--|-----------|------------------|---------|--------------|------------------|---------|
|  | 2017      | 2018             | + / -   | 2017         | 2018             | + / -   |
| Pending Sales                            | 7         | 6                | - 14.3% | 107          | 102              | - 4.7%  |
| Closed Sales                             | 9         | 3                | - 66.7% | 104          | 100              | - 3.8%  |
| Median Sales Price*                      | \$121,000 | <b>\$126,600</b> | + 4.6%  | \$116,950    | <b>\$126,800</b> | + 8.4%  |
| Inventory of Homes for Sale              | 18        | 14               | - 22.2% | --           | --               | --      |
| Months Supply of Inventory               | 1.9       | 1.5              | - 21.1% | --           | --               | --      |
| Cumulative Days on Market Until Sale     | 62        | 13               | - 79.0% | 91           | 49               | - 46.2% |
| Percent of Original List Price Received* | 96.3%     | <b>101.6%</b>    | + 5.5%  | 96.4%        | <b>97.2%</b>     | + 0.8%  |
| New Listings                             | 8         | 5                | - 37.5% | 106          | 118              | + 11.3% |

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

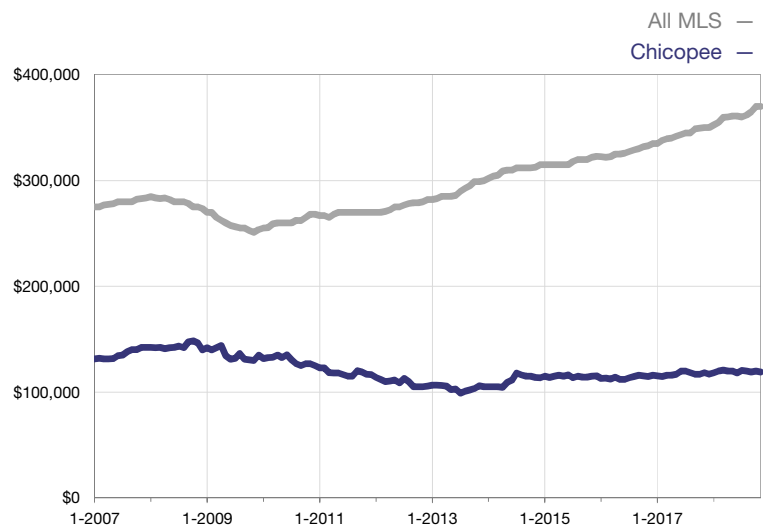
### Median Sales Price – Single-Family Properties

Rolling 12-Month Calculation



### Median Sales Price – Condominium Properties

Rolling 12-Month Calculation



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