

Local Market Update – December 2018

A RESEARCH TOOL PROVIDED BY THE MASSACHUSETTS ASSOCIATION OF REALTORS®

Northampton

Single-Family Properties

Key Metrics	December			Year to Date		
	2017	2018	+ / -	2017	2018	+ / -
Pending Sales	9	11	+ 22.2%	195	177	- 9.2%
Closed Sales	21	21	0.0%	200	177	- 11.5%
Median Sales Price*	\$332,000	\$309,900	- 6.7%	\$320,250	\$339,000	+ 5.9%
Inventory of Homes for Sale	36	33	- 8.3%	--	--	--
Months Supply of Inventory	2.2	2.2	0.0%	--	--	--
Cumulative Days on Market Until Sale	41	66	+ 61.0%	60	67	+ 11.7%
Percent of Original List Price Received*	98.2%	95.7%	- 2.5%	97.1%	96.7%	- 0.4%
New Listings	3	4	+ 33.3%	243	225	- 7.4%

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

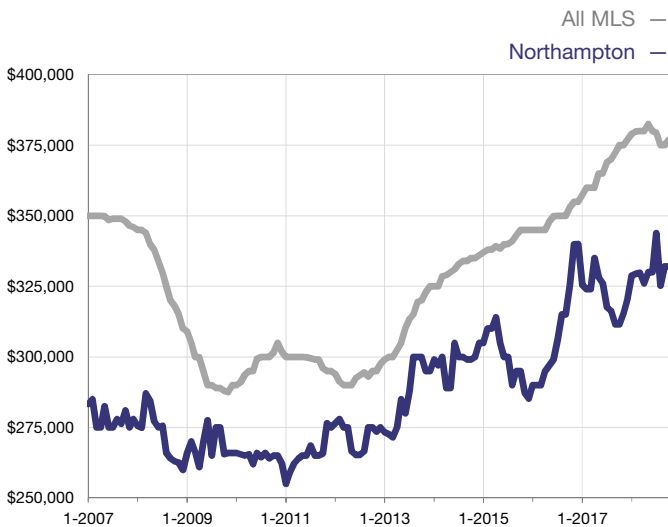
Condominium Properties

Key Metrics	December			Year to Date		
	2017	2018	+ / -	2017	2018	+ / -
Pending Sales	6	2	- 66.7%	124	84	- 32.3%
Closed Sales	9	6	- 33.3%	130	92	- 29.2%
Median Sales Price*	\$467,500	\$184,000	- 60.6%	\$244,950	\$220,088	- 10.2%
Inventory of Homes for Sale	33	20	- 39.4%	--	--	--
Months Supply of Inventory	3.0	2.6	- 13.3%	--	--	--
Cumulative Days on Market Until Sale	91	89	- 2.2%	85	72	- 15.3%
Percent of Original List Price Received*	100.2%	101.0%	+ 0.8%	98.3%	98.9%	+ 0.6%
New Listings	0	4	--	150	96	- 36.0%

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

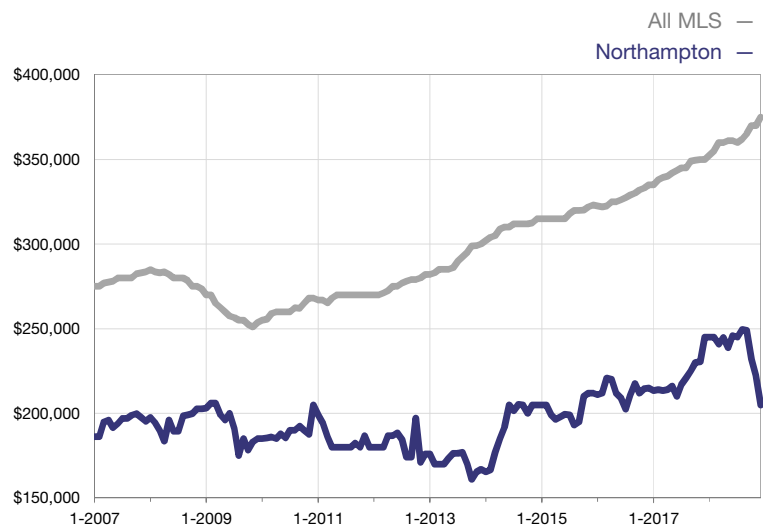
Median Sales Price – Single-Family Properties

Rolling 12-Month Calculation



Median Sales Price – Condominium Properties

Rolling 12-Month Calculation



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