Local Market Update – December 2018

A RESEARCH TOOL PROVIDED BY THE **MASSACHUSETTS ASSOCIATION OF REALTORS®**

Wilbraham

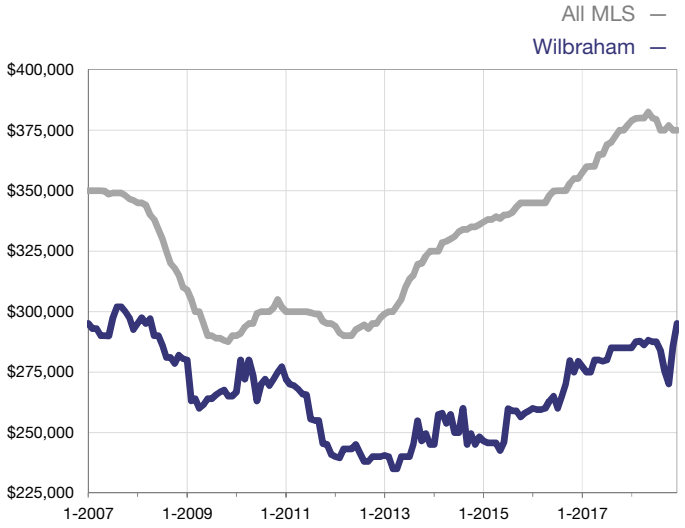
Single-Family Properties	December			Year to Date		
Key Metrics	**2017**	**2018**	**+ / –**	**2017**	**2018**	**+ / –**
Pending Sales	8	**13**	+ 62.5%	204	**193**	- 5.4%
Closed Sales	15	**24**	+ 60.0%	209	**190**	- 9.1%
Median Sales Price*	$276,000	**$265,500**	- 3.8%	$285,000	**$301,250**	+ 5.7%
Inventory of Homes for Sale	40	**44**	+ 10.0%	--	--	--
Months Supply of Inventory	2.3	**2.8**	+ 21.7%	--	--	--
Cumulative Days on Market Until Sale	92	**90**	- 2.2%	92	**78**	- 15.2%
Percent of Original List Price Received*	93.0%	**91.1%**	- 2.0%	94.8%	**95.1%**	+ 0.3%
New Listings	7	**14**	+ 100.0%	281	**274**	- 2.5%

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

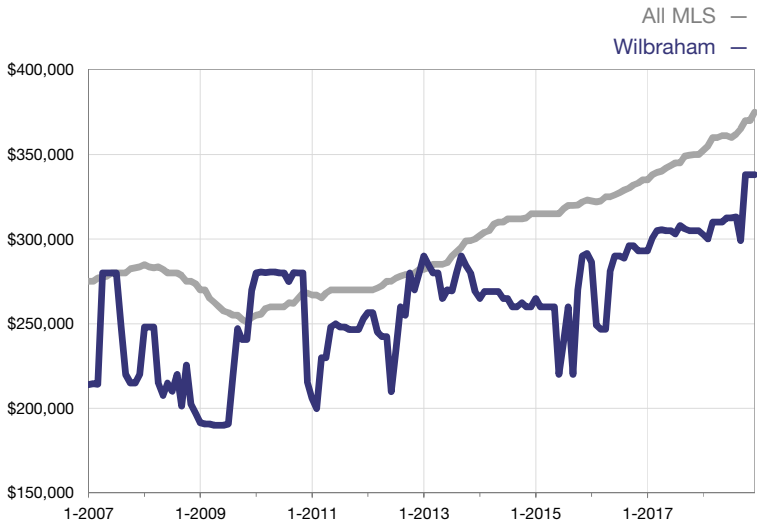
Condominium Properties	December			Year to Date		
Key Metrics	**2017**	**2018**	**+ / –**	**2017**	**2018**	**+ / –**
Pending Sales	2	**1**	- 50.0%	32	**37**	+ 15.6%
Closed Sales	3	**8**	+ 166.7%	33	**37**	+ 12.1%
Median Sales Price*	$368,000	**$284,450**	- 22.7%	$305,000	**$331,750**	+ 8.8%
Inventory of Homes for Sale	13	**9**	- 30.8%	--	--	--
Months Supply of Inventory	4.7	**2.9**	- 38.3%	--	--	--
Cumulative Days on Market Until Sale	97	**69**	- 28.9%	95	**96**	+ 1.1%
Percent of Original List Price Received*	120.2%	**97.4%**	- 19.0%	99.4%	**97.6%**	- 1.8%
New Listings	5	**3**	- 40.0%	46	**39**	- 15.2%

* 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



MASSACHUSETTS ASSOCIATION OF REALTORS®

REALTOR®

All data from the Berkshire County MLS, Cape Cod & Islands Association of REALTORS®, Inc. and MLS Property Information Network, Inc. | Provided by MAR. | Powered by ShowingTime 10K.