

Local Market Update – August 2020

A RESEARCH TOOL PROVIDED BY THE MASSACHUSETTS ASSOCIATION OF REALTORS®

Northampton

Single-Family Properties

Key Metrics	August			Year to Date		
	2019	2020	+ / -	2019	2020	+ / -
Pending Sales	16	20	+ 25.0%	138	145	+ 5.1%
Closed Sales	26	18	- 30.8%	113	125	+ 10.6%
Median Sales Price*	\$397,525	\$372,350	- 6.3%	\$375,000	\$373,000	- 0.5%
Inventory of Homes for Sale	63	32	- 49.2%	--	--	--
Months Supply of Inventory	4.5	2.0	- 55.6%	--	--	--
Cumulative Days on Market Until Sale	103	43	- 58.3%	98	66	- 32.7%
Percent of Original List Price Received*	96.1%	96.8%	+ 0.7%	95.9%	96.6%	+ 0.7%
New Listings	19	23	+ 21.1%	186	158	- 15.1%

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

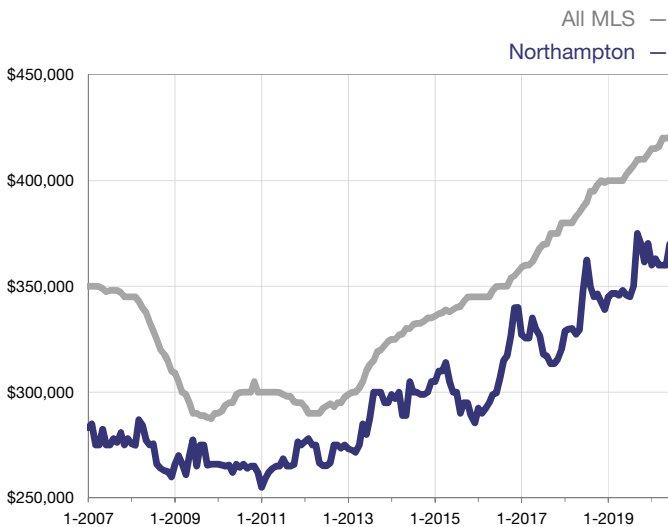
Condominium Properties

Key Metrics	August			Year to Date		
	2019	2020	+ / -	2019	2020	+ / -
Pending Sales	4	10	+ 150.0%	64	53	- 17.2%
Closed Sales	14	15	+ 7.1%	59	50	- 15.3%
Median Sales Price*	\$250,500	\$249,500	- 0.4%	\$251,300	\$250,800	- 0.2%
Inventory of Homes for Sale	25	27	+ 8.0%	--	--	--
Months Supply of Inventory	3.2	4.6	+ 43.8%	--	--	--
Cumulative Days on Market Until Sale	135	51	- 62.2%	76	91	+ 19.7%
Percent of Original List Price Received*	95.5%	97.7%	+ 2.3%	97.7%	96.9%	- 0.8%
New Listings	6	11	+ 83.3%	67	68	+ 1.5%

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

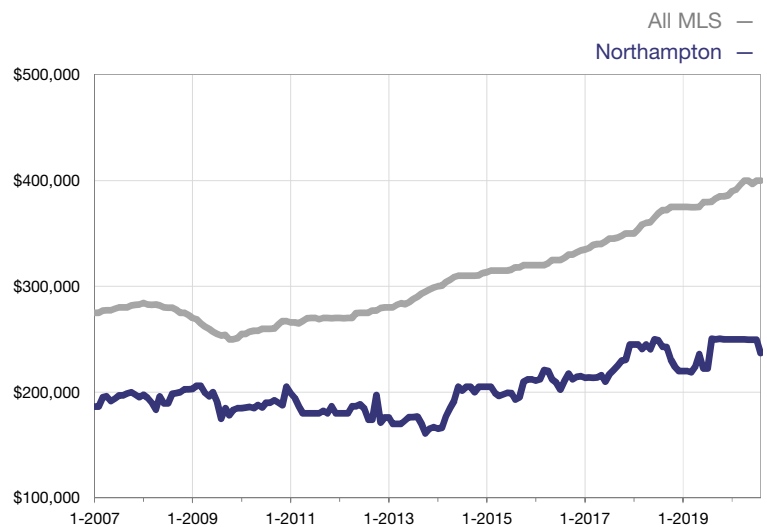
Median Sales Price – Single-Family Properties

Rolling 12-Month Calculation



Median Sales Price – Condominium Properties

Rolling 12-Month Calculation



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