Local Market Update – September 2016

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

Northampton

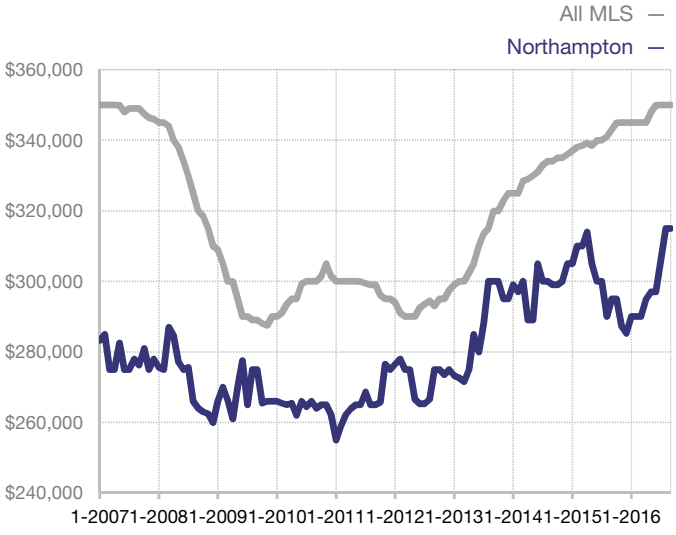
Single-Family Properties	September			Year to Date		
Key Metrics	**2015**	**2016**	**+ / –**	**2015**	**2016**	**+ / –**
Pending Sales	19	**17**	- 10.5%	187	**182**	- 2.7%
Closed Sales	28	**18**	- 35.7%	164	**173**	+ 5.5%
Median Sales Price*	$313,500	**$315,000**	+ 0.5%	$298,750	**$347,500**	+ 16.3%
Inventory of Homes for Sale	81	**62**	- 23.5%	--	--	--
Months Supply of Inventory	4.9	**3.3**	- 32.7%	--	--	--
Cumulative Days on Market Until Sale	98	**105**	+ 7.1%	116	**94**	- 19.0%
Percent of Original List Price Received*	95.0%	**96.2%**	+ 1.3%	94.6%	**96.5%**	+ 2.0%
New Listings	29	**24**	- 17.2%	259	**247**	- 4.6%

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

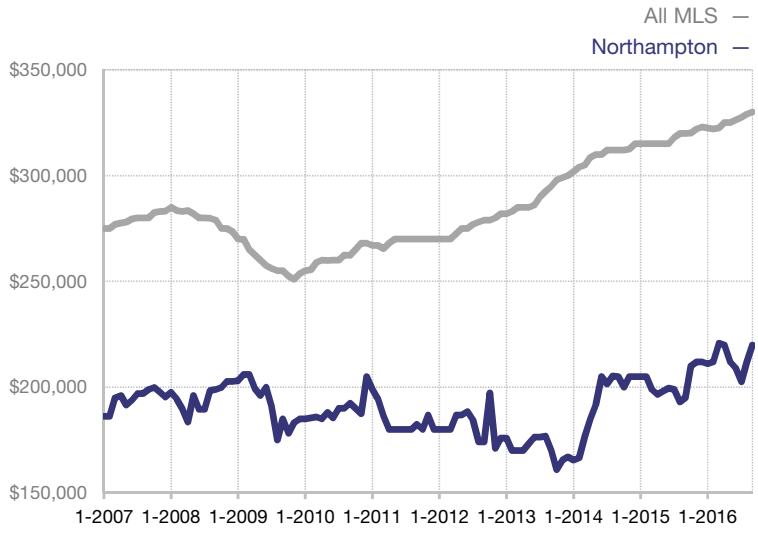
Condominium Properties	September			Year to Date		
Key Metrics	**2015**	**2016**	**+ / –**	**2015**	**2016**	**+ / –**
Pending Sales	16	**9**	- 43.8%	92	**76**	- 17.4%
Closed Sales	8	**8**	0.0%	78	**72**	- 7.7%
Median Sales Price*	$164,000	**$254,500**	+ 55.2%	$197,000	**$213,500**	+ 8.4%
Inventory of Homes for Sale	59	**45**	- 23.7%	--	--	--
Months Supply of Inventory	7.0	**5.2**	- 25.7%	--	--	--
Cumulative Days on Market Until Sale	64	**129**	+ 101.6%	118	**107**	- 9.3%
Percent of Original List Price Received*	94.3%	**92.4%**	- 2.0%	95.5%	**97.7%**	+ 2.3%
New Listings	19	**11**	- 42.1%	136	**107**	- 21.3%

* 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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