

Local Market Update – September 2016

A RESEARCH TOOL PROVIDED BY THE MASSACHUSETTS ASSOCIATION OF REALTORS®

West Springfield

Single-Family Properties

Key Metrics	September			Year to Date		
	2015	2016	+ / -	2015	2016	+ / -
Pending Sales	19	17	- 10.5%	179	215	+ 20.1%
Closed Sales	21	27	+ 28.6%	166	211	+ 27.1%
Median Sales Price*	\$205,500	\$199,000	- 3.2%	\$199,000	\$195,000	- 2.0%
Inventory of Homes for Sale	90	70	- 22.2%	--	--	--
Months Supply of Inventory	5.1	3.1	- 39.2%	--	--	--
Cumulative Days on Market Until Sale	62	72	+ 16.1%	91	92	+ 1.1%
Percent of Original List Price Received*	95.3%	93.3%	- 2.1%	94.6%	95.6%	+ 1.1%
New Listings	21	24	+ 14.3%	255	283	+ 11.0%

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

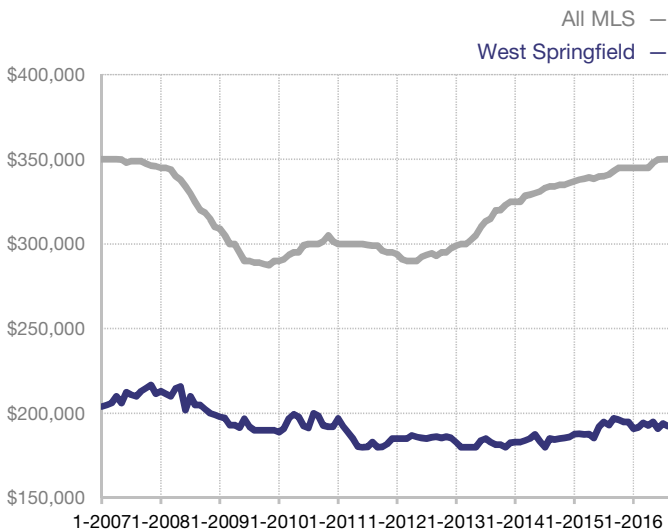
Condominium Properties

Key Metrics	September			Year to Date		
	2015	2016	+ / -	2015	2016	+ / -
Pending Sales	4	2	- 50.0%	28	22	- 21.4%
Closed Sales	6	2	- 66.7%	32	22	- 31.3%
Median Sales Price*	\$110,500	\$79,750	- 27.8%	\$150,000	\$97,500	- 35.0%
Inventory of Homes for Sale	21	9	- 57.1%	--	--	--
Months Supply of Inventory	5.9	3.5	- 40.7%	--	--	--
Cumulative Days on Market Until Sale	79	158	+ 100.0%	89	125	+ 40.4%
Percent of Original List Price Received*	94.4%	84.4%	- 10.6%	94.7%	92.6%	- 2.2%
New Listings	6	3	- 50.0%	44	26	- 40.9%

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

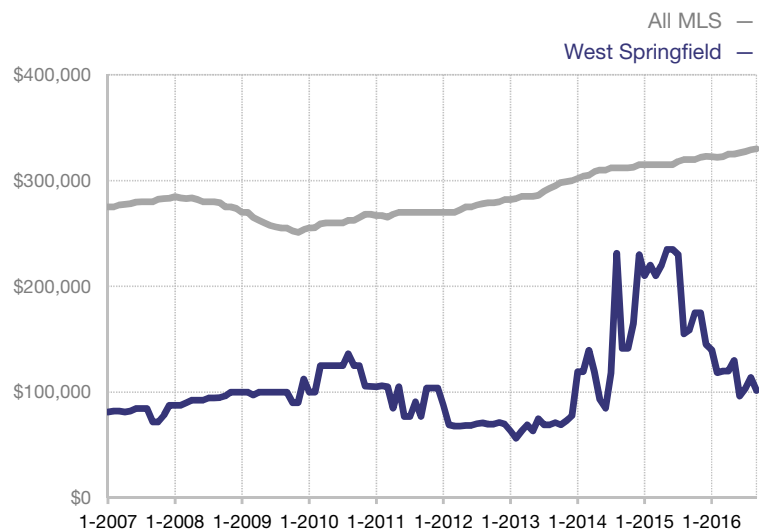
Median Sales Price – Single-Family Properties

Rolling 12-Month Calculation



Median Sales Price – Condominium Properties

Rolling 12-Month Calculation



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