

Local Market Update – November 2016

A RESEARCH TOOL PROVIDED BY THE MASSACHUSETTS ASSOCIATION OF REALTORS®

Wilbraham

Single-Family Properties

Key Metrics	November			Year to Date		
	2015	2016	+ / -	2015	2016	+ / -
Pending Sales	12	12	0.0%	153	178	+ 16.3%
Closed Sales	9	16	+ 77.8%	149	159	+ 6.7%
Median Sales Price*	\$370,000	\$213,400	- 42.3%	\$259,000	\$279,000	+ 7.7%
Inventory of Homes for Sale	85	63	- 25.9%	--	--	--
Months Supply of Inventory	6.5	4.3	- 33.8%	--	--	--
Cumulative Days on Market Until Sale	110	85	- 22.7%	129	92	- 28.7%
Percent of Original List Price Received*	92.9%	95.6%	+ 2.9%	92.6%	94.9%	+ 2.5%
New Listings	15	18	+ 20.0%	256	269	+ 5.1%

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

Condominium Properties

Key Metrics	November			Year to Date		
	2015	2016	+ / -	2015	2016	+ / -
Pending Sales	1	2	+ 100.0%	24	29	+ 20.8%
Closed Sales	0	1	--	25	31	+ 24.0%
Median Sales Price*	\$0	\$285,000	--	\$289,900	\$290,000	+ 0.0%
Inventory of Homes for Sale	16	9	- 43.8%	--	--	--
Months Supply of Inventory	5.1	3.1	- 39.2%	--	--	--
Cumulative Days on Market Until Sale	0	43	--	88	137	+ 55.7%
Percent of Original List Price Received*	0.0%	99.3%	--	96.6%	96.6%	0.0%
New Listings	3	0	- 100.0%	43	33	- 23.3%

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

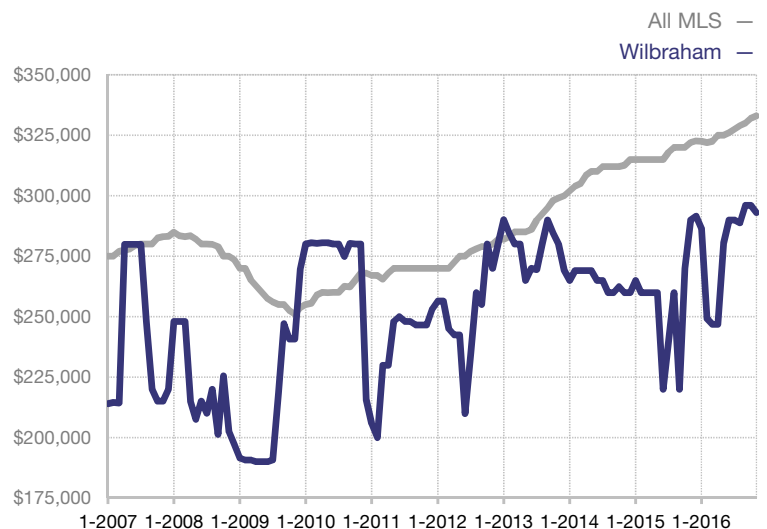
Median Sales Price – Single-Family Properties

Rolling 12-Month Calculation



Median Sales Price – Condominium Properties

Rolling 12-Month Calculation



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