

Local Market Update – August 2017

A RESEARCH TOOL PROVIDED BY THE MASSACHUSETTS ASSOCIATION OF REALTORS®

South Hadley

Single-Family Properties

Key Metrics	August			Year to Date		
	2016	2017	+ / -	2016	2017	+ / -
Pending Sales	16	11	- 31.3%	136	103	- 24.3%
Closed Sales	18	11	- 38.9%	119	94	- 21.0%
Median Sales Price*	\$181,250	\$265,000	+ 46.2%	\$215,000	\$227,500	+ 5.8%
Inventory of Homes for Sale	57	38	- 33.3%	--	--	--
Months Supply of Inventory	4.1	3.0	- 26.8%	--	--	--
Cumulative Days on Market Until Sale	78	53	- 32.1%	91	91	0.0%
Percent of Original List Price Received*	89.3%	93.8%	+ 5.0%	93.0%	94.5%	+ 1.6%
New Listings	15	13	- 13.3%	164	133	- 18.9%

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

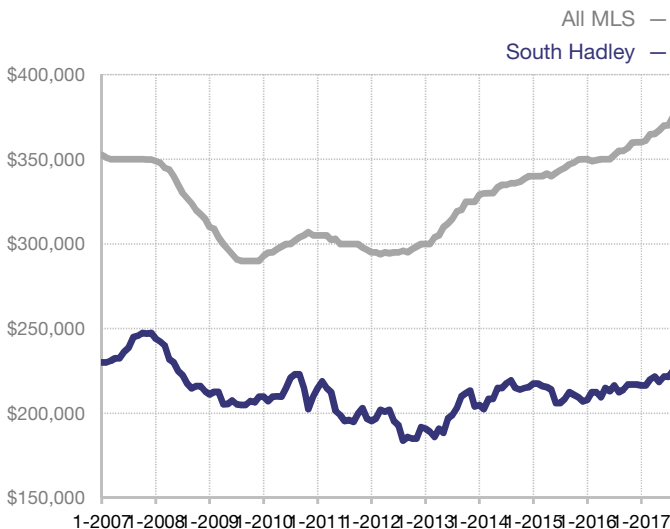
Condominium Properties

Key Metrics	August			Year to Date		
	2016	2017	+ / -	2016	2017	+ / -
Pending Sales	8	5	- 37.5%	52	50	- 3.8%
Closed Sales	7	10	+ 42.9%	39	51	+ 30.8%
Median Sales Price*	\$205,000	\$182,500	- 11.0%	\$175,000	\$188,000	+ 7.4%
Inventory of Homes for Sale	34	20	- 41.2%	--	--	--
Months Supply of Inventory	7.7	2.9	- 62.3%	--	--	--
Cumulative Days on Market Until Sale	125	83	- 33.6%	132	97	- 26.5%
Percent of Original List Price Received*	97.5%	96.1%	- 1.4%	95.4%	96.9%	+ 1.6%
New Listings	7	5	- 28.6%	63	56	- 11.1%

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

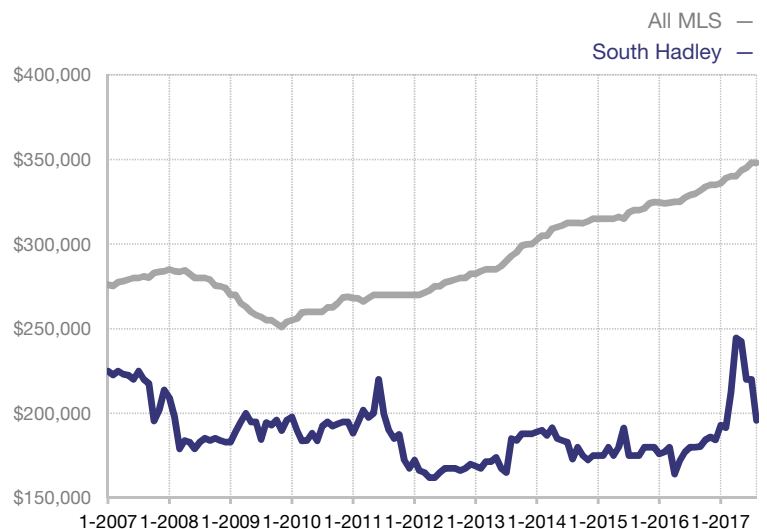
Median Sales Price – Single-Family Properties

Rolling 12-Month Calculation



Median Sales Price – Condominium Properties

Rolling 12-Month Calculation



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