

# Local Market Update – September 2017

A RESEARCH TOOL PROVIDED BY THE MASSACHUSETTS ASSOCIATION OF REALTORS®

## Northampton

### Single-Family Properties

Key Metrics	September			Year to Date		
	2016	2017	+ / -	2016	2017	+ / -
Pending Sales	15	20	+ 33.3%	178	152	- 14.6%
Closed Sales	18	9	- 50.0%	175	140	- 20.0%
Median Sales Price*	\$315,000	<b>\$266,000</b>	- 15.6%	\$347,500	<b>\$319,500</b>	- 8.1%
Inventory of Homes for Sale	70	60	- 14.3%	--	--	--
Months Supply of Inventory	3.7	3.9	+ 5.4%	--	--	--
Cumulative Days on Market Until Sale	105	48	- 54.3%	94	61	- 35.1%
Percent of Original List Price Received*	96.2%	<b>95.1%</b>	- 1.1%	96.4%	<b>97.3%</b>	+ 0.9%
New Listings	23	30	+ 30.4%	243	205	- 15.6%

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

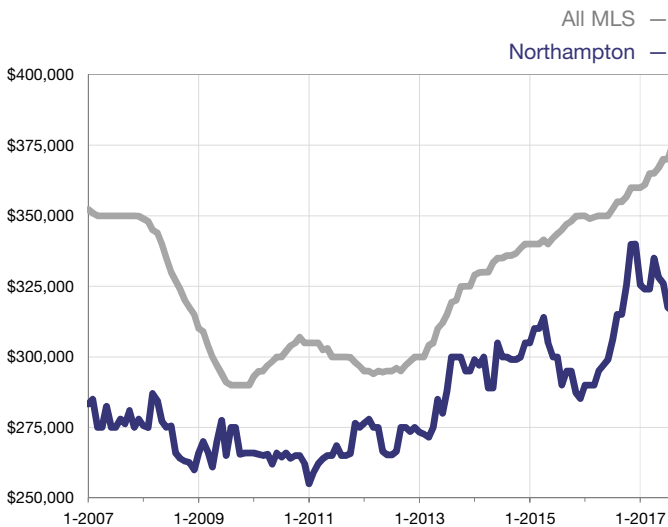
### Condominium Properties

Key Metrics	September			Year to Date		
	2016	2017	+ / -	2016	2017	+ / -
Pending Sales	10	6	- 40.0%	77	102	+ 32.5%
Closed Sales	8	19	+ 137.5%	73	101	+ 38.4%
Median Sales Price*	\$254,500	<b>\$254,000</b>	- 0.2%	\$213,000	<b>\$229,900</b>	+ 7.9%
Inventory of Homes for Sale	50	44	- 12.0%	--	--	--
Months Supply of Inventory	5.8	4.0	- 31.0%	--	--	--
Cumulative Days on Market Until Sale	129	65	- 49.6%	108	91	- 15.7%
Percent of Original List Price Received*	92.4%	<b>96.7%</b>	+ 4.7%	97.4%	<b>97.4%</b>	0.0%
New Listings	12	11	- 8.3%	109	136	+ 24.8%

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

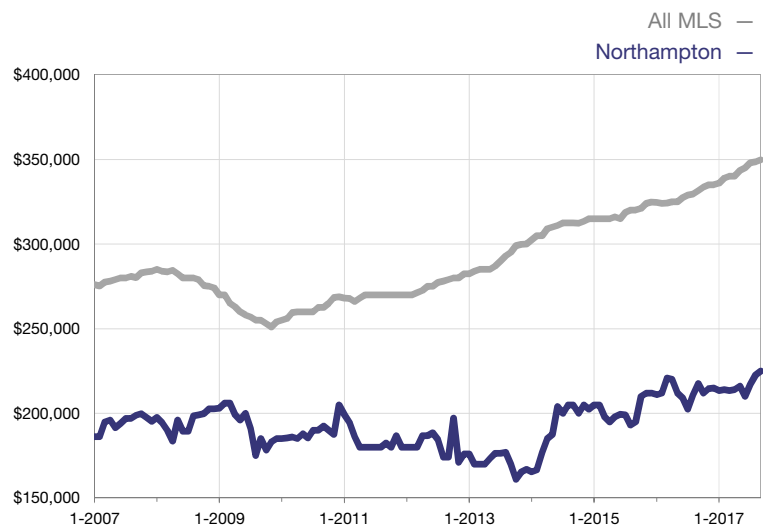
### Median Sales Price – Single-Family Properties

Rolling 12-Month Calculation



### Median Sales Price – Condominium Properties

Rolling 12-Month Calculation



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