Local Market Update – October 2017

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

Agawam

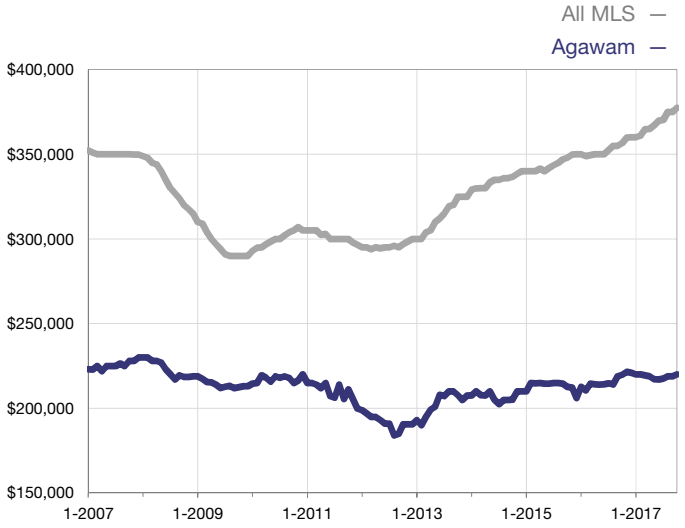
Single-Family Properties	October			Year to Date		
Key Metrics	**2016**	**2017**	**+ / –**	**2016**	**2017**	**+ / –**
Pending Sales	20	**20**	0.0%	221	**193**	- 12.7%
Closed Sales	11	**14**	+ 27.3%	199	**180**	- 9.5%
Median Sales Price*	$220,000	**$246,500**	+ 12.0%	$222,000	**$220,000**	- 0.9%
Inventory of Homes for Sale	65	**45**	- 30.8%	--	--	--
Months Supply of Inventory	3.4	**2.4**	- 29.4%	--	--	--
Cumulative Days on Market Until Sale	47	**58**	+ 23.4%	72	**68**	- 5.6%
Percent of Original List Price Received*	94.3%	**97.5%**	+ 3.4%	96.1%	**95.9%**	- 0.2%
New Listings	21	**32**	+ 52.4%	272	**248**	- 8.8%

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

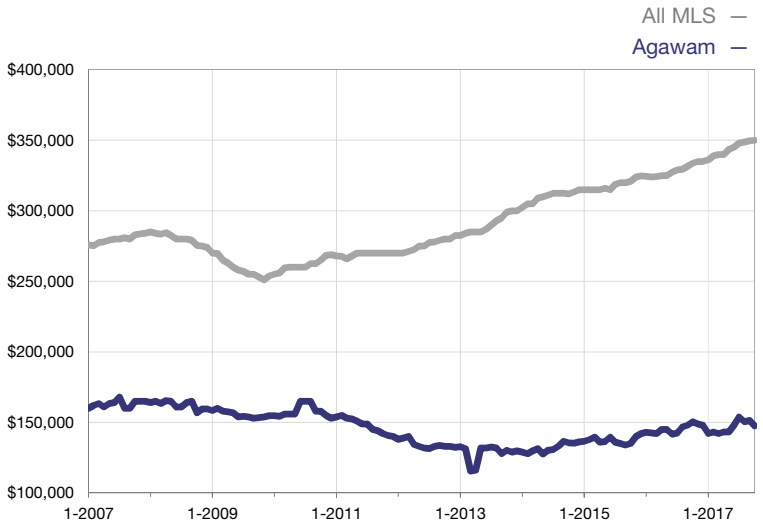
Condominium Properties	October			Year to Date		
Key Metrics	**2016**	**2017**	**+ / –**	**2016**	**2017**	**+ / –**
Pending Sales	9	**12**	+ 33.3%	92	**79**	- 14.1%
Closed Sales	14	**4**	- 71.4%	88	**67**	- 23.9%
Median Sales Price*	$171,000	**$133,550**	- 21.9%	$150,450	**$150,000**	- 0.3%
Inventory of Homes for Sale	33	**22**	- 33.3%	--	--	--
Months Supply of Inventory	4.0	**3.1**	- 22.5%	--	--	--
Cumulative Days on Market Until Sale	83	**136**	+ 63.9%	95	**77**	- 18.9%
Percent of Original List Price Received*	94.9%	**97.3%**	+ 2.5%	94.9%	**94.7%**	- 0.2%
New Listings	10	**9**	- 10.0%	116	**96**	- 17.2%

* 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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