

Local Market Update – November 2017

A RESEARCH TOOL PROVIDED BY THE MASSACHUSETTS ASSOCIATION OF REALTORS®

West Springfield

Single-Family Properties

Key Metrics	November			Year to Date		
	2016	2017	+ / -	2016	2017	+ / -
Pending Sales	19	24	+ 26.3%	252	240	- 4.8%
Closed Sales	27	28	+ 3.7%	253	224	- 11.5%
Median Sales Price*	\$186,450	\$217,500	+ 16.7%	\$195,000	\$203,000	+ 4.1%
Inventory of Homes for Sale	65	42	- 35.4%	--	--	--
Months Supply of Inventory	2.8	2.1	- 25.0%	--	--	--
Cumulative Days on Market Until Sale	56	55	- 1.8%	87	61	- 29.9%
Percent of Original List Price Received*	95.8%	96.5%	+ 0.7%	95.4%	95.1%	- 0.3%
New Listings	16	19	+ 18.8%	325	302	- 7.1%

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

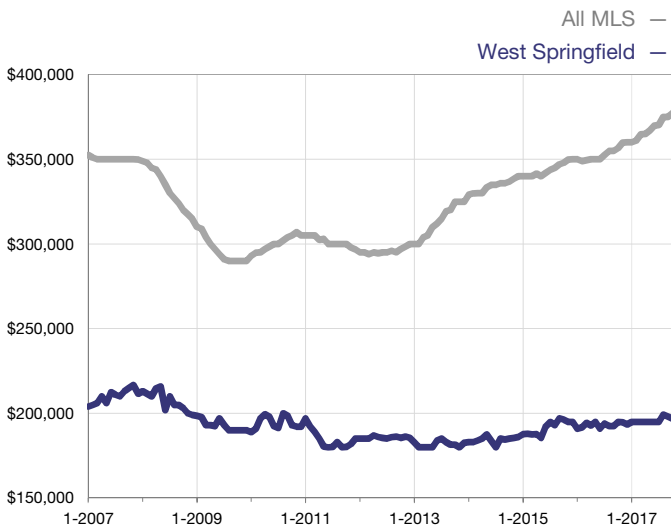
Condominium Properties

Key Metrics	November			Year to Date		
	2016	2017	+ / -	2016	2017	+ / -
Pending Sales	4	1	- 75.0%	26	33	+ 26.9%
Closed Sales	0	1	--	26	29	+ 11.5%
Median Sales Price*	\$0	\$273,000	--	\$101,750	\$77,777	- 23.6%
Inventory of Homes for Sale	8	16	+ 100.0%	--	--	--
Months Supply of Inventory	2.9	5.2	+ 79.3%	--	--	--
Cumulative Days on Market Until Sale	0	21	--	119	89	- 25.2%
Percent of Original List Price Received*	0.0%	100.2%	--	93.5%	92.7%	- 0.9%
New Listings	3	5	+ 66.7%	31	69	+ 122.6%

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

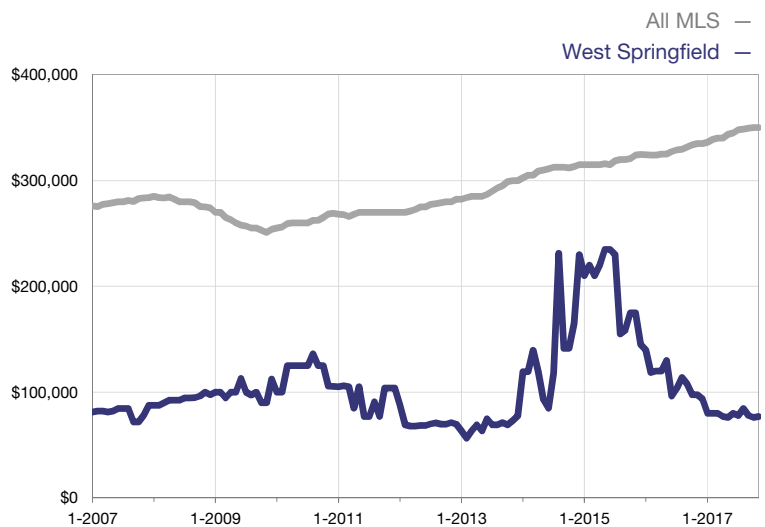
Median Sales Price – Single-Family Properties

Rolling 12-Month Calculation



Median Sales Price – Condominium Properties

Rolling 12-Month Calculation



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