

Local Market Update – December 2017

A RESEARCH TOOL PROVIDED BY THE MASSACHUSETTS ASSOCIATION OF REALTORS®

Holyoke

Single-Family Properties

| Key Metrics | December | | | Year to Date | | |
|--|-----------|------------------|----------|--------------|------------------|---------|
| | 2016 | 2017 | + / - | 2016 | 2017 | + / - |
| Pending Sales | 2 | 13 | + 550.0% | 187 | 232 | + 24.1% |
| Closed Sales | 18 | 19 | + 5.6% | 199 | 213 | + 7.0% |
| Median Sales Price* | \$162,450 | \$188,000 | + 15.7% | \$168,950 | \$184,500 | + 9.2% |
| Inventory of Homes for Sale | 60 | 23 | - 61.7% | -- | -- | -- |
| Months Supply of Inventory | 3.6 | 1.3 | - 63.9% | -- | -- | -- |
| Cumulative Days on Market Until Sale | 79 | 69 | - 12.7% | 99 | 71 | - 28.3% |
| Percent of Original List Price Received* | 96.2% | 100.1% | + 4.1% | 94.1% | 95.1% | + 1.1% |
| New Listings | 7 | 9 | + 28.6% | 247 | 272 | + 10.1% |

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

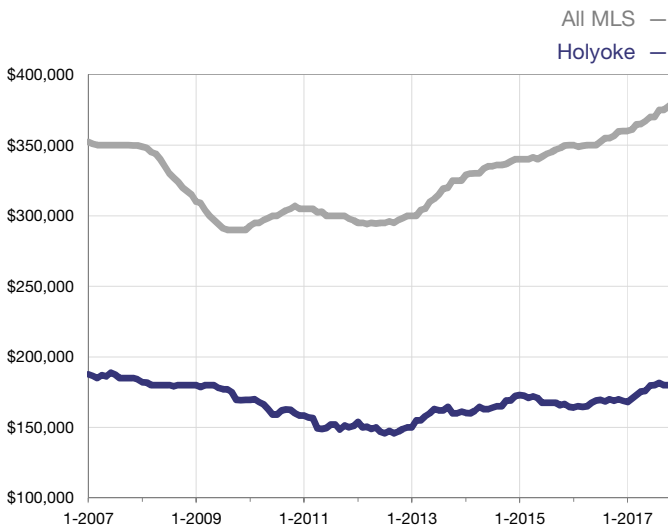
Condominium Properties

| Key Metrics | December | | | Year to Date | | |
|--|----------|-----------------|----------|--------------|-----------------|---------|
| | 2016 | 2017 | + / - | 2016 | 2017 | + / - |
| Pending Sales | 0 | 1 | -- | 22 | 21 | - 4.5% |
| Closed Sales | 1 | 2 | + 100.0% | 22 | 19 | - 13.6% |
| Median Sales Price* | \$94,500 | \$84,250 | - 10.8% | \$105,000 | \$84,000 | - 20.0% |
| Inventory of Homes for Sale | 13 | 6 | - 53.8% | -- | -- | -- |
| Months Supply of Inventory | 5.3 | 2.5 | - 52.8% | -- | -- | -- |
| Cumulative Days on Market Until Sale | 19 | 88 | + 363.2% | 106 | 165 | + 55.7% |
| Percent of Original List Price Received* | 100.0% | 91.1% | - 8.9% | 91.5% | 93.6% | + 2.3% |
| New Listings | 3 | 0 | - 100.0% | 35 | 28 | - 20.0% |

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

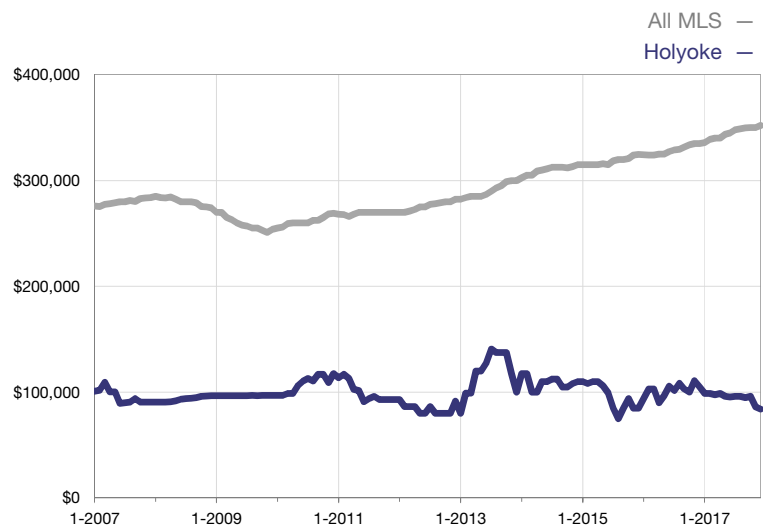
Median Sales Price – Single-Family Properties

Rolling 12-Month Calculation



Median Sales Price – Condominium Properties

Rolling 12-Month Calculation



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