

Local Market Update – October 2018

A RESEARCH TOOL PROVIDED BY THE MASSACHUSETTS ASSOCIATION OF REALTORS®

Westfield

Single-Family Properties

Key Metrics	October			Year to Date		
	2017	2018	+ / -	2017	2018	+ / -
Pending Sales	26	41	+ 57.7%	296	336	+ 13.5%
Closed Sales	32	33	+ 3.1%	288	309	+ 7.3%
Median Sales Price*	\$232,950	\$250,000	+ 7.3%	\$219,000	\$229,900	+ 5.0%
Inventory of Homes for Sale	109	78	- 28.4%	--	--	--
Months Supply of Inventory	3.6	2.6	- 27.8%	--	--	--
Cumulative Days on Market Until Sale	32	69	+ 115.6%	59	55	- 6.8%
Percent of Original List Price Received*	97.3%	93.8%	- 3.6%	97.6%	96.6%	- 1.0%
New Listings	37	39	+ 5.4%	394	420	+ 6.6%

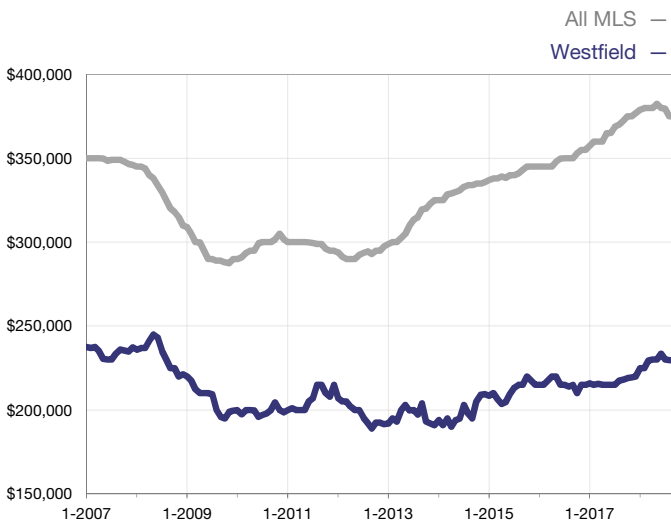
* Does not account for seller concessions. | Activity for one month can sometimes look extreme due to small sample size.

Condominium Properties

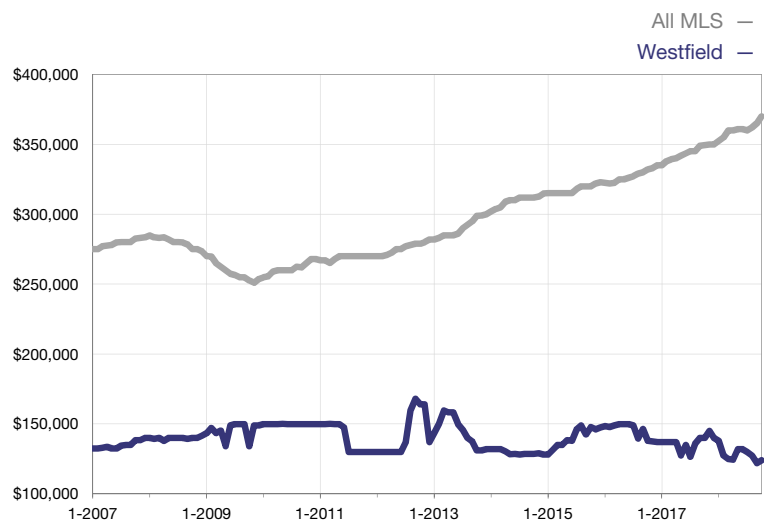
Key Metrics	October			Year to Date		
	2017	2018	+ / -	2017	2018	+ / -
Pending Sales	3	6	+ 100.0%	46	52	+ 13.0%
Closed Sales	3	2	- 33.3%	46	53	+ 15.2%
Median Sales Price*	\$85,000	\$167,500	+ 97.1%	\$152,500	\$130,000	- 14.8%
Inventory of Homes for Sale	22	7	- 68.2%	--	--	--
Months Supply of Inventory	4.8	1.4	- 70.8%	--	--	--
Cumulative Days on Market Until Sale	33	23	- 30.3%	101	93	- 7.9%
Percent of Original List Price Received*	94.2%	97.4%	+ 3.4%	96.2%	95.2%	- 1.0%
New Listings	5	4	- 20.0%	66	55	- 16.7%

* 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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