

# Local Market Update – November 2018

A RESEARCH TOOL PROVIDED BY THE MASSACHUSETTS ASSOCIATION OF REALTORS®

## West Springfield

### Single-Family Properties

Key Metrics	November			Year to Date		
	2017	2018	+ / -	2017	2018	+ / -
Pending Sales	18	24	+ 33.3%	234	242	+ 3.4%
Closed Sales	28	19	- 32.1%	225	214	- 4.9%
Median Sales Price*	\$217,500	\$220,000	+ 1.1%	\$202,500	\$219,175	+ 8.2%
Inventory of Homes for Sale	51	78	+ 52.9%	--	--	--
Months Supply of Inventory	2.5	4.1	+ 64.0%	--	--	--
Cumulative Days on Market Until Sale	55	59	+ 7.3%	61	56	- 8.2%
Percent of Original List Price Received*	96.5%	97.2%	+ 0.7%	95.3%	95.8%	+ 0.5%
New Listings	19	35	+ 84.2%	302	352	+ 16.6%

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

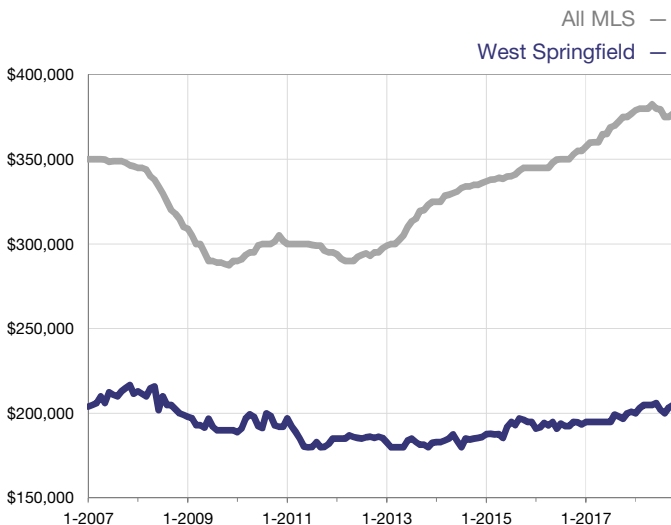
### Condominium Properties

Key Metrics	November			Year to Date		
	2017	2018	+ / -	2017	2018	+ / -
Pending Sales	1	4	+ 300.0%	32	51	+ 59.4%
Closed Sales	1	5	+ 400.0%	29	45	+ 55.2%
Median Sales Price*	\$273,000	\$85,000	- 68.9%	\$77,777	\$75,000	- 3.6%
Inventory of Homes for Sale	20	7	- 65.0%	--	--	--
Months Supply of Inventory	6.5	1.7	- 73.8%	--	--	--
Cumulative Days on Market Until Sale	21	61	+ 190.5%	89	73	- 18.0%
Percent of Original List Price Received*	100.2%	94.5%	- 5.7%	92.7%	94.4%	+ 1.8%
New Listings	5	5	0.0%	69	58	- 15.9%

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

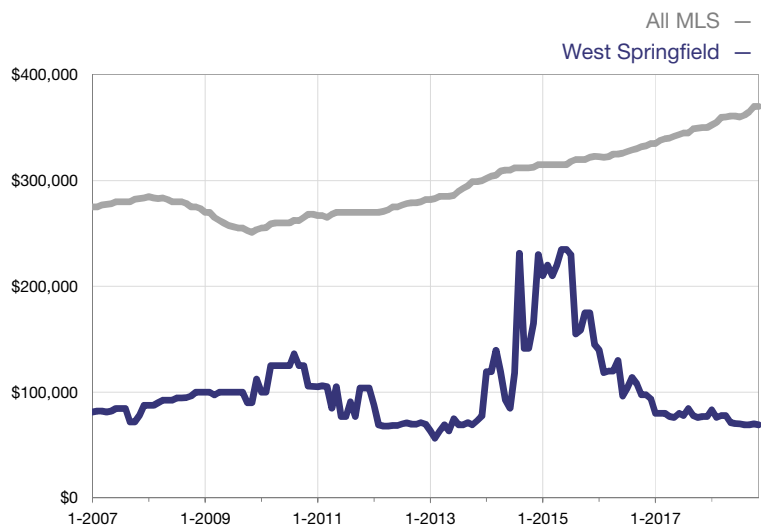
### Median Sales Price – Single-Family Properties

Rolling 12-Month Calculation



### Median Sales Price – Condominium Properties

Rolling 12-Month Calculation



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