

Local Market Update – November 2018

A RESEARCH TOOL PROVIDED BY THE MASSACHUSETTS ASSOCIATION OF REALTORS®

Westfield

Single-Family Properties

Key Metrics	November			Year to Date		
	2017	2018	+ / -	2017	2018	+ / -
Pending Sales	29	26	- 10.3%	325	358	+ 10.2%
Closed Sales	34	37	+ 8.8%	322	346	+ 7.5%
Median Sales Price*	\$230,000	\$214,900	- 6.6%	\$220,000	\$229,000	+ 4.1%
Inventory of Homes for Sale	94	60	- 36.2%	--	--	--
Months Supply of Inventory	3.2	2.0	- 37.5%	--	--	--
Cumulative Days on Market Until Sale	78	58	- 25.6%	61	56	- 8.2%
Percent of Original List Price Received*	98.5%	92.9%	- 5.7%	97.7%	96.2%	- 1.5%
New Listings	26	24	- 7.7%	419	444	+ 6.0%

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

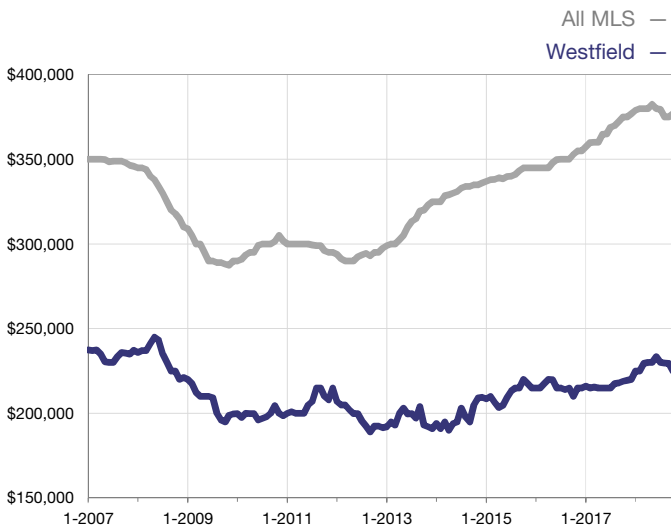
Condominium Properties

Key Metrics	November			Year to Date		
	2017	2018	+ / -	2017	2018	+ / -
Pending Sales	4	4	0.0%	50	56	+ 12.0%
Closed Sales	3	5	+ 66.7%	49	58	+ 18.4%
Median Sales Price*	\$138,000	\$94,000	- 31.9%	\$150,000	\$127,500	- 15.0%
Inventory of Homes for Sale	21	9	- 57.1%	--	--	--
Months Supply of Inventory	4.6	1.7	- 63.0%	--	--	--
Cumulative Days on Market Until Sale	50	17	- 66.0%	98	86	- 12.2%
Percent of Original List Price Received*	94.7%	97.8%	+ 3.3%	96.1%	95.5%	- 0.6%
New Listings	5	5	0.0%	71	60	- 15.5%

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

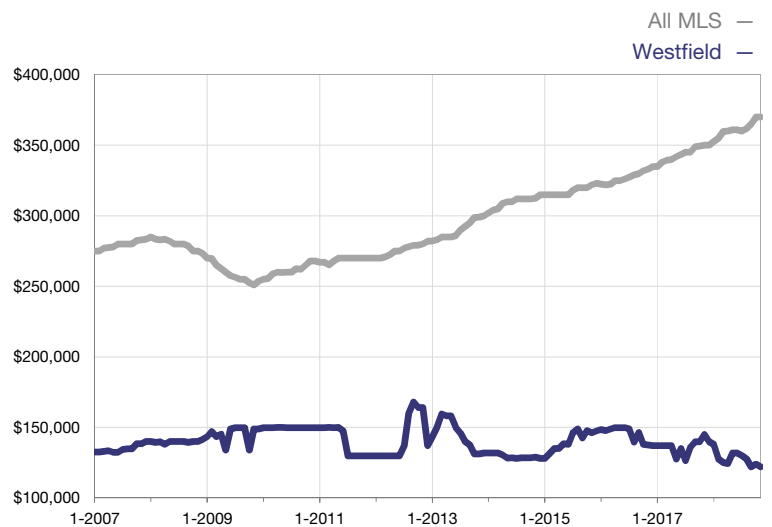
Median Sales Price – Single-Family Properties

Rolling 12-Month Calculation



Median Sales Price – Condominium Properties

Rolling 12-Month Calculation



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