

Local Market Update – June 2019

A RESEARCH TOOL PROVIDED BY THE MASSACHUSETTS ASSOCIATION OF REALTORS®

South Hadley

Single-Family Properties

Key Metrics	June			Year to Date		
	2018	2019	+ / -	2018	2019	+ / -
Pending Sales	15	19	+ 26.7%	86	89	+ 3.5%
Closed Sales	21	19	- 9.5%	88	74	- 15.9%
Median Sales Price*	\$234,900	\$265,000	+ 12.8%	\$234,900	\$234,000	- 0.4%
Inventory of Homes for Sale	33	38	+ 15.2%	--	--	--
Months Supply of Inventory	2.4	2.9	+ 20.8%	--	--	--
Cumulative Days on Market Until Sale	56	55	- 1.8%	79	65	- 17.7%
Percent of Original List Price Received*	95.8%	98.3%	+ 2.6%	94.6%	95.2%	+ 0.6%
New Listings	20	26	+ 30.0%	94	114	+ 21.3%

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

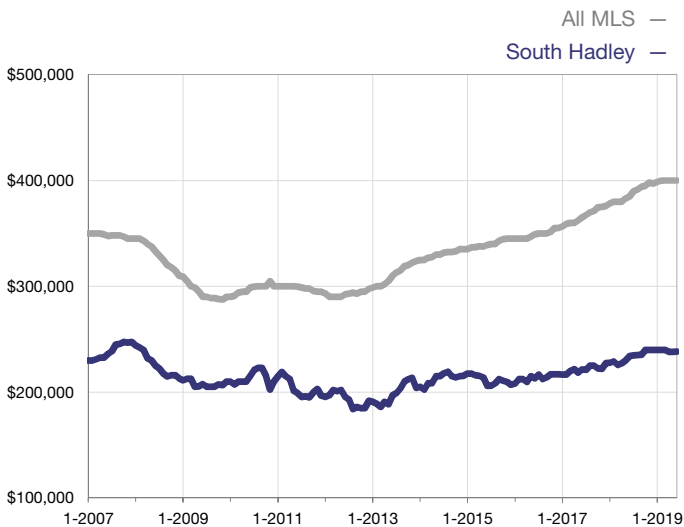
Condominium Properties

Key Metrics	June			Year to Date		
	2018	2019	+ / -	2018	2019	+ / -
Pending Sales	8	8	0.0%	36	34	- 5.6%
Closed Sales	9	1	- 88.9%	33	24	- 27.3%
Median Sales Price*	\$170,000	\$250,000	+ 47.1%	\$205,000	\$244,950	+ 19.5%
Inventory of Homes for Sale	19	22	+ 15.8%	--	--	--
Months Supply of Inventory	3.2	4.4	+ 37.5%	--	--	--
Cumulative Days on Market Until Sale	104	84	- 19.2%	145	78	- 46.2%
Percent of Original List Price Received*	97.1%	89.6%	- 7.7%	97.0%	97.5%	+ 0.5%
New Listings	17	6	- 64.7%	42	47	+ 11.9%

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

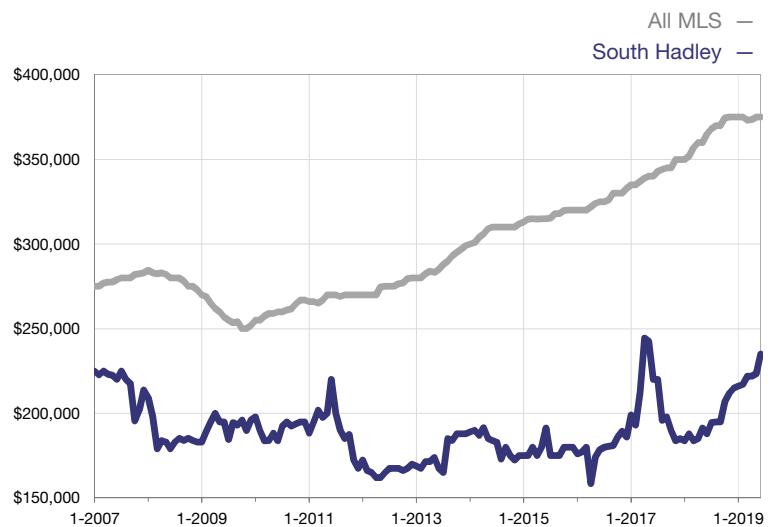
Median Sales Price – Single-Family Properties

Rolling 12-Month Calculation



Median Sales Price – Condominium Properties

Rolling 12-Month Calculation



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