

Local Market Update – July 2019

A RESEARCH TOOL PROVIDED BY THE MASSACHUSETTS ASSOCIATION OF REALTORS®

Belchertown

Single-Family Properties

Key Metrics	July			Year to Date		
	2018	2019	+ / -	2018	2019	+ / -
Pending Sales	8	19	+ 137.5%	98	103	+ 5.1%
Closed Sales	13	24	+ 84.6%	97	83	- 14.4%
Median Sales Price*	\$285,000	\$340,000	+ 19.3%	\$275,000	\$320,000	+ 16.4%
Inventory of Homes for Sale	73	43	- 41.1%	--	--	--
Months Supply of Inventory	5.1	3.3	- 35.3%	--	--	--
Cumulative Days on Market Until Sale	70	63	- 10.0%	72	90	+ 25.0%
Percent of Original List Price Received*	95.3%	98.0%	+ 2.8%	96.3%	95.5%	- 0.8%
New Listings	20	23	+ 15.0%	150	137	- 8.7%

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

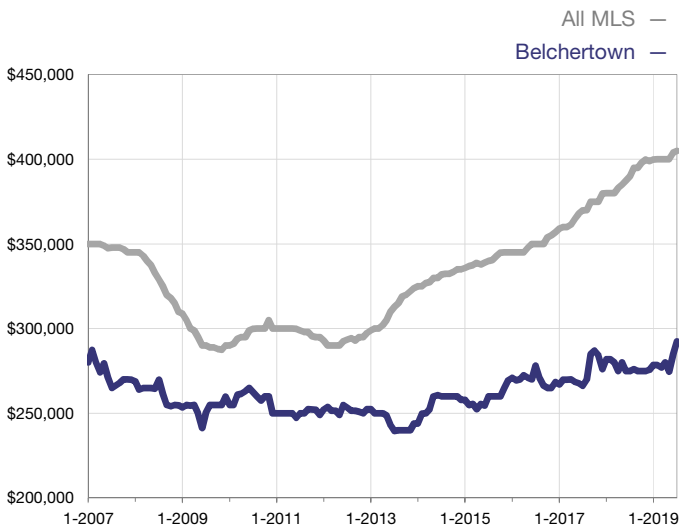
Condominium Properties

Key Metrics	July			Year to Date		
	2018	2019	+ / -	2018	2019	+ / -
Pending Sales	5	0	- 100.0%	22	17	- 22.7%
Closed Sales	4	6	+ 50.0%	10	16	+ 60.0%
Median Sales Price*	\$290,996	\$196,000	- 32.6%	\$233,500	\$260,260	+ 11.5%
Inventory of Homes for Sale	6	1	- 83.3%	--	--	--
Months Supply of Inventory	3.3	0.4	- 87.9%	--	--	--
Cumulative Days on Market Until Sale	10	111	+ 1,010.0%	57	111	+ 94.7%
Percent of Original List Price Received*	103.9%	101.0%	- 2.8%	100.1%	99.6%	- 0.5%
New Listings	1	1	0.0%	24	16	- 33.3%

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

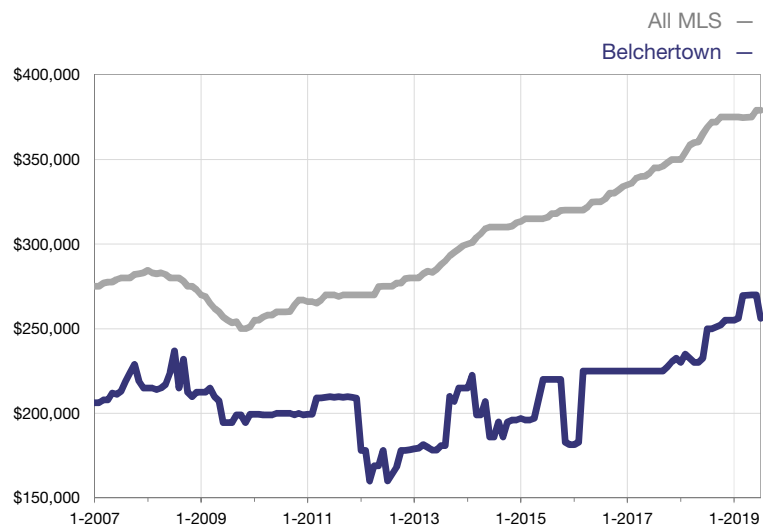
Median Sales Price – Single-Family Properties

Rolling 12-Month Calculation



Median Sales Price – Condominium Properties

Rolling 12-Month Calculation



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