

Local Market Update – July 2019

A RESEARCH TOOL PROVIDED BY THE MASSACHUSETTS ASSOCIATION OF REALTORS®

Northampton

Single-Family Properties

Key Metrics	July			Year to Date		
	2018	2019	+ / -	2018	2019	+ / -
Pending Sales	10	26	+ 160.0%	114	126	+ 10.5%
Closed Sales	28	23	- 17.9%	97	88	- 9.3%
Median Sales Price*	\$414,050	\$375,000	- 9.4%	\$366,000	\$366,650	+ 0.2%
Inventory of Homes for Sale	52	62	+ 19.2%	--	--	--
Months Supply of Inventory	3.3	4.4	+ 33.3%	--	--	--
Cumulative Days on Market Until Sale	71	50	- 29.6%	74	97	+ 31.1%
Percent of Original List Price Received*	97.2%	99.7%	+ 2.6%	96.7%	95.8%	- 0.9%
New Listings	13	28	+ 115.4%	147	169	+ 15.0%

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

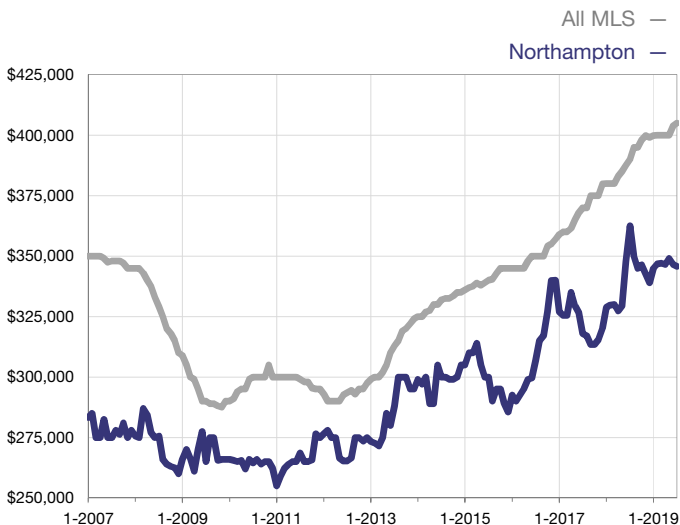
Condominium Properties

Key Metrics	July			Year to Date		
	2018	2019	+ / -	2018	2019	+ / -
Pending Sales	9	11	+ 22.2%	59	60	+ 1.7%
Closed Sales	10	11	+ 10.0%	56	45	- 19.6%
Median Sales Price*	\$205,200	\$221,700	+ 8.0%	\$225,200	\$257,000	+ 14.1%
Inventory of Homes for Sale	33	19	- 42.4%	--	--	--
Months Supply of Inventory	3.3	2.6	- 21.2%	--	--	--
Cumulative Days on Market Until Sale	50	31	- 38.0%	81	58	- 28.4%
Percent of Original List Price Received*	103.2%	98.4%	- 4.7%	99.8%	98.4%	- 1.4%
New Listings	6	9	+ 50.0%	70	60	- 14.3%

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

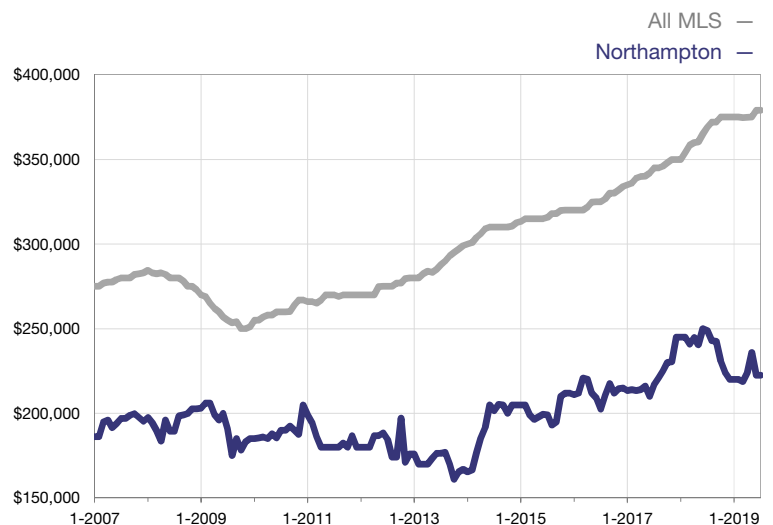
Median Sales Price – Single-Family Properties

Rolling 12-Month Calculation



Median Sales Price – Condominium Properties

Rolling 12-Month Calculation



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