

# Local Market Update – July 2019

A RESEARCH TOOL PROVIDED BY THE MASSACHUSETTS ASSOCIATION OF REALTORS®

## South Hadley

### Single-Family Properties

Key Metrics	July			Year to Date		
	2018	2019	+ / -	2018	2019	+ / -
Pending Sales	11	24	+ 118.2%	97	110	+ 13.4%
Closed Sales	12	22	+ 83.3%	100	96	- 4.0%
Median Sales Price*	\$230,000	<b>\$249,500</b>	+ 8.5%	\$234,900	<b>\$238,250</b>	+ 1.4%
Inventory of Homes for Sale	46	37	- 19.6%	--	--	--
Months Supply of Inventory	3.5	2.7	- 22.9%	--	--	--
Cumulative Days on Market Until Sale	53	28	- 47.2%	76	57	- 25.0%
Percent of Original List Price Received*	102.2%	98.0%	- 4.1%	95.5%	95.8%	+ 0.3%
New Listings	25	21	- 16.0%	119	135	+ 13.4%

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

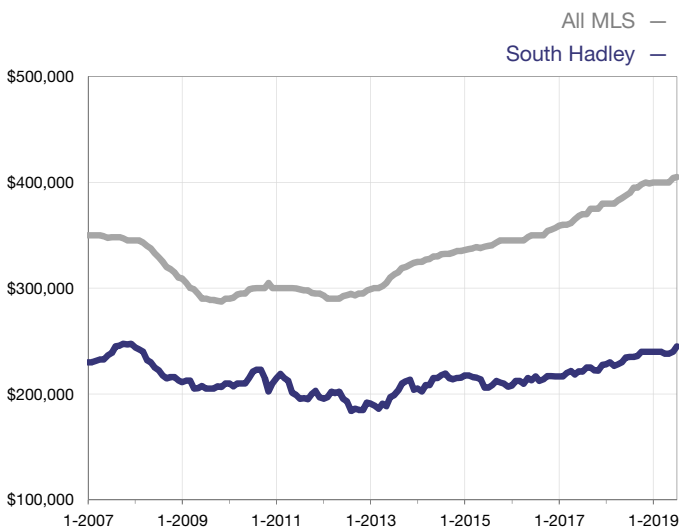
### Condominium Properties

Key Metrics	July			Year to Date		
	2018	2019	+ / -	2018	2019	+ / -
Pending Sales	5	7	+ 40.0%	41	41	0.0%
Closed Sales	6	9	+ 50.0%	39	33	- 15.4%
Median Sales Price*	\$264,000	<b>\$257,900</b>	- 2.3%	\$209,000	<b>\$250,000</b>	+ 19.6%
Inventory of Homes for Sale	27	19	- 29.6%	--	--	--
Months Supply of Inventory	5.0	3.6	- 28.0%	--	--	--
Cumulative Days on Market Until Sale	34	67	+ 97.1%	128	75	- 41.4%
Percent of Original List Price Received*	98.4%	97.4%	- 1.0%	97.2%	97.5%	+ 0.3%
New Listings	13	6	- 53.8%	55	53	- 3.6%

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

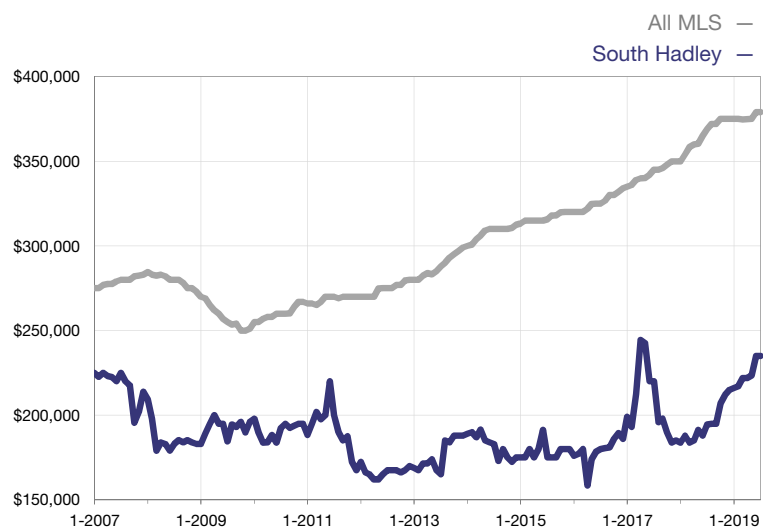
### Median Sales Price – Single-Family Properties

Rolling 12-Month Calculation



### Median Sales Price – Condominium Properties

Rolling 12-Month Calculation



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