

Local Market Update – July 2019

A RESEARCH TOOL PROVIDED BY THE MASSACHUSETTS ASSOCIATION OF REALTORS®

Southwick

Single-Family Properties

| Key Metrics | July | | | Year to Date | | |
|--|-----------|------------------|---------|--------------|------------------|--------|
| | 2018 | 2019 | + / - | 2018 | 2019 | + / - |
| Pending Sales | 11 | 11 | 0.0% | 65 | 60 | - 7.7% |
| Closed Sales | 14 | 5 | - 64.3% | 56 | 51 | - 8.9% |
| Median Sales Price* | \$302,000 | \$240,000 | - 20.5% | \$257,500 | \$264,500 | + 2.7% |
| Inventory of Homes for Sale | 58 | 45 | - 22.4% | -- | -- | -- |
| Months Supply of Inventory | 6.9 | 5.4 | - 21.7% | -- | -- | -- |
| Cumulative Days on Market Until Sale | 41 | 26 | - 36.6% | 77 | 76 | - 1.3% |
| Percent of Original List Price Received* | 99.4% | 102.0% | + 2.6% | 96.2% | 96.7% | + 0.5% |
| New Listings | 19 | 18 | - 5.3% | 115 | 118 | + 2.6% |

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

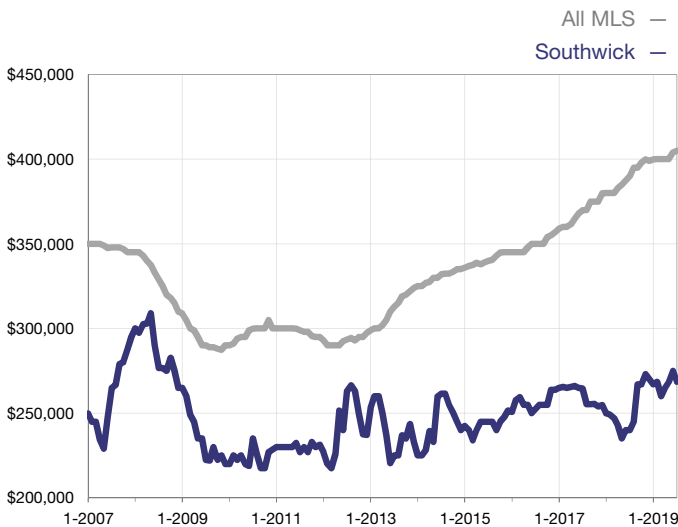
Condominium Properties

| Key Metrics | July | | | Year to Date | | |
|--|-----------|------------------|---------|--------------|------------------|---------|
| | 2018 | 2019 | + / - | 2018 | 2019 | + / - |
| Pending Sales | 2 | 1 | - 50.0% | 20 | 10 | - 50.0% |
| Closed Sales | 5 | 2 | - 60.0% | 17 | 12 | - 29.4% |
| Median Sales Price* | \$245,000 | \$224,250 | - 8.5% | \$262,500 | \$221,700 | - 15.5% |
| Inventory of Homes for Sale | 4 | 1 | - 75.0% | -- | -- | -- |
| Months Supply of Inventory | 1.2 | 0.5 | - 58.3% | -- | -- | -- |
| Cumulative Days on Market Until Sale | 233 | 47 | - 79.8% | 137 | 73 | - 46.7% |
| Percent of Original List Price Received* | 97.7% | 98.6% | + 0.9% | 97.8% | 97.7% | - 0.1% |
| New Listings | 1 | 1 | 0.0% | 18 | 10 | - 44.4% |

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

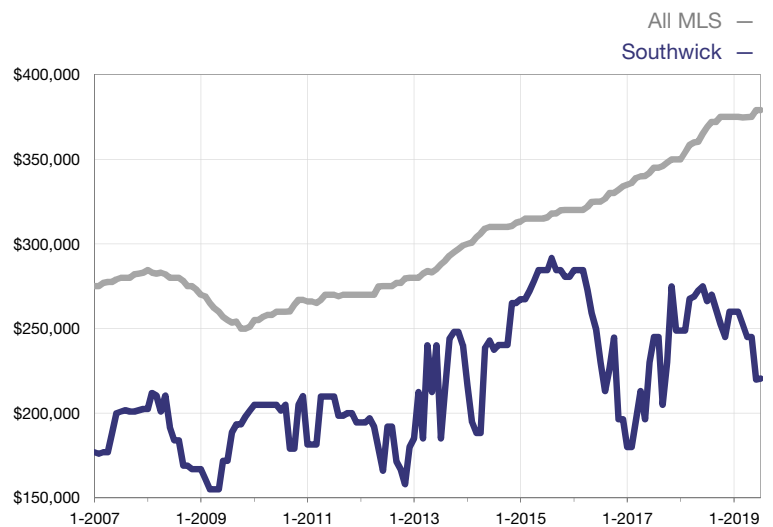
Median Sales Price – Single-Family Properties

Rolling 12-Month Calculation



Median Sales Price – Condominium Properties

Rolling 12-Month Calculation



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