

Local Market Update – July 2019

A RESEARCH TOOL PROVIDED BY THE MASSACHUSETTS ASSOCIATION OF REALTORS®

West Springfield

Single-Family Properties

Key Metrics	July			Year to Date		
	2018	2019	+ / -	2018	2019	+ / -
Pending Sales	16	24	+ 50.0%	141	180	+ 27.7%
Closed Sales	25	19	- 24.0%	126	175	+ 38.9%
Median Sales Price*	\$230,000	\$235,000	+ 2.2%	\$215,950	\$226,000	+ 4.7%
Inventory of Homes for Sale	81	46	- 43.2%	--	--	--
Months Supply of Inventory	4.2	1.9	- 54.8%	--	--	--
Cumulative Days on Market Until Sale	45	48	+ 6.7%	61	70	+ 14.8%
Percent of Original List Price Received*	94.9%	97.2%	+ 2.4%	95.2%	96.6%	+ 1.5%
New Listings	38	37	- 2.6%	216	205	- 5.1%

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

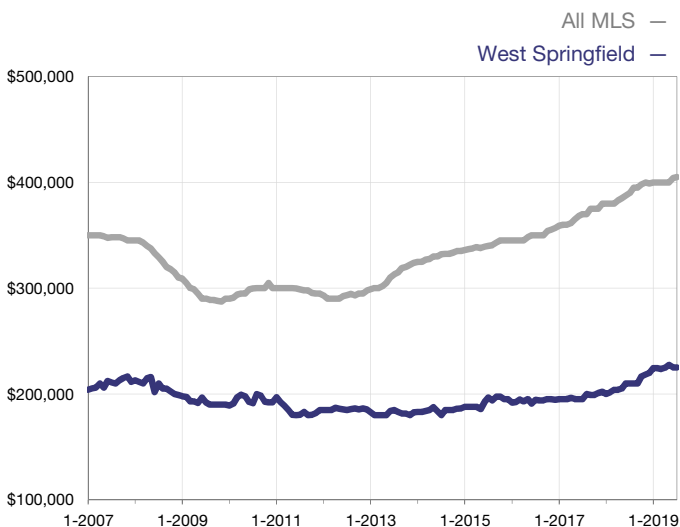
Condominium Properties

Key Metrics	July			Year to Date		
	2018	2019	+ / -	2018	2019	+ / -
Pending Sales	8	6	- 25.0%	35	28	- 20.0%
Closed Sales	5	3	- 40.0%	25	24	- 4.0%
Median Sales Price*	\$135,000	\$73,000	- 45.9%	\$70,000	\$73,000	+ 4.3%
Inventory of Homes for Sale	13	11	- 15.4%	--	--	--
Months Supply of Inventory	4.1	2.8	- 31.7%	--	--	--
Cumulative Days on Market Until Sale	40	37	- 7.5%	82	67	- 18.3%
Percent of Original List Price Received*	98.9%	94.6%	- 4.3%	93.8%	94.3%	+ 0.5%
New Listings	6	5	- 16.7%	38	35	- 7.9%

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

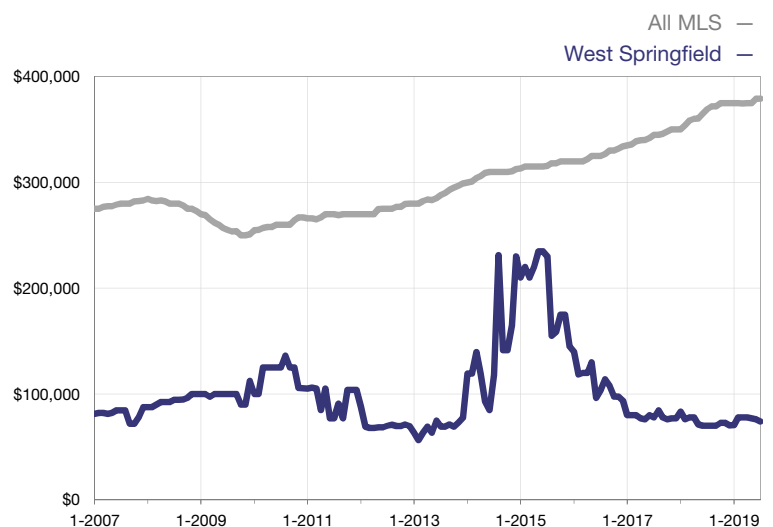
Median Sales Price – Single-Family Properties

Rolling 12-Month Calculation



Median Sales Price – Condominium Properties

Rolling 12-Month Calculation



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