

Local Market Update – July 2019

A RESEARCH TOOL PROVIDED BY THE MASSACHUSETTS ASSOCIATION OF REALTORS®

Westfield

Single-Family Properties

Key Metrics	July			Year to Date		
	2018	2019	+ / -	2018	2019	+ / -
Pending Sales	31	40	+ 29.0%	224	220	- 1.8%
Closed Sales	49	34	- 30.6%	195	182	- 6.7%
Median Sales Price*	\$240,000	\$227,501	- 5.2%	\$229,000	\$235,000	+ 2.6%
Inventory of Homes for Sale	104	66	- 36.5%	--	--	--
Months Supply of Inventory	3.5	2.2	- 37.1%	--	--	--
Cumulative Days on Market Until Sale	59	46	- 22.0%	56	66	+ 17.9%
Percent of Original List Price Received*	98.2%	97.3%	- 0.9%	96.4%	96.7%	+ 0.3%
New Listings	43	50	+ 16.3%	302	258	- 14.6%

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

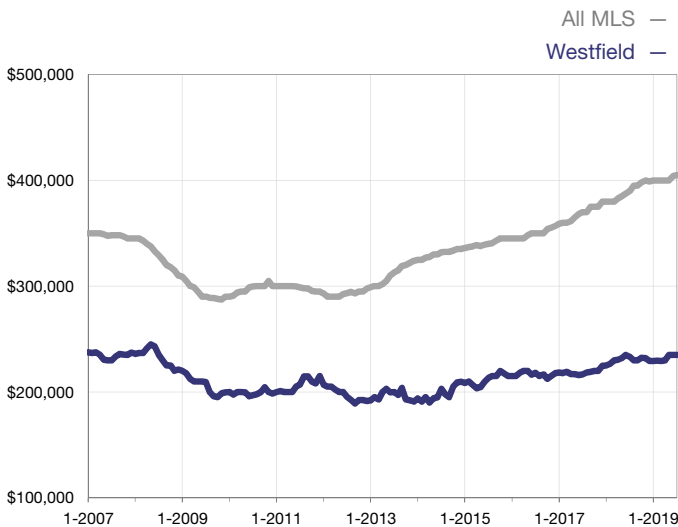
Condominium Properties

Key Metrics	July			Year to Date		
	2018	2019	+ / -	2018	2019	+ / -
Pending Sales	4	11	+ 175.0%	40	35	- 12.5%
Closed Sales	7	3	- 57.1%	41	28	- 31.7%
Median Sales Price*	\$130,000	\$93,000	- 28.5%	\$130,000	\$133,000	+ 2.3%
Inventory of Homes for Sale	12	10	- 16.7%	--	--	--
Months Supply of Inventory	2.2	2.6	+ 18.2%	--	--	--
Cumulative Days on Market Until Sale	53	60	+ 13.2%	98	61	- 37.8%
Percent of Original List Price Received*	93.3%	98.4%	+ 5.5%	95.2%	98.3%	+ 3.3%
New Listings	5	4	- 20.0%	40	39	- 2.5%

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

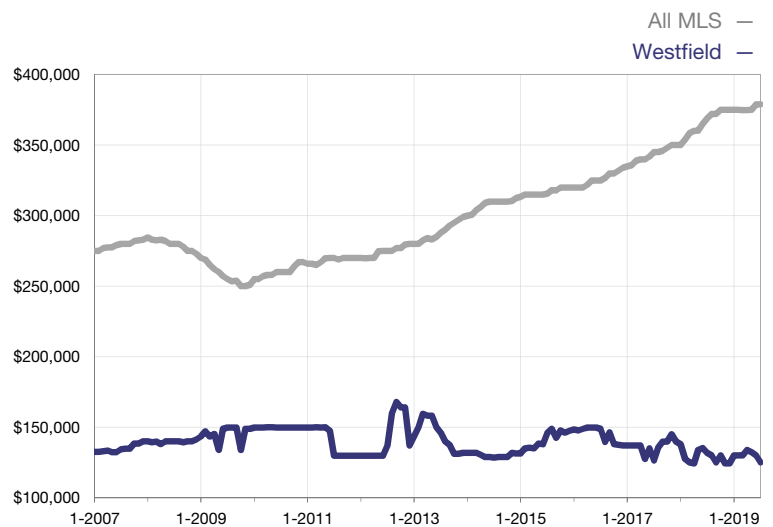
Median Sales Price – Single-Family Properties

Rolling 12-Month Calculation



Median Sales Price – Condominium Properties

Rolling 12-Month Calculation



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