

# Local Market Update – July 2019

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## Wilbraham

### Single-Family Properties

| Key Metrics                              | July      |                  |         | Year to Date |                  |         |
|--|-----------|------------------|---------|--------------|------------------|---------|
|  | 2018      | 2019             | + / -   | 2018         | 2019             | + / -   |
| Pending Sales                            | 14        | 17               | + 21.4% | 108          | 124              | + 14.8% |
| Closed Sales                             | 22        | 26               | + 18.2% | 99           | 110              | + 11.1% |
| Median Sales Price*                      | \$312,500 | <b>\$302,250</b> | - 3.3%  | \$310,000    | <b>\$267,250</b> | - 13.8% |
| Inventory of Homes for Sale              | 69        | 49               | - 29.0% | --           | --               | --      |
| Months Supply of Inventory               | 4.1       | 2.9              | - 29.3% | --           | --               | --      |
| Cumulative Days on Market Until Sale     | 49        | 51               | + 4.1%  | 69           | 72               | + 4.3%  |
| Percent of Original List Price Received* | 96.8%     | <b>95.3%</b>     | - 1.5%  | 96.5%        | <b>95.4%</b>     | - 1.1%  |
| New Listings                             | 19        | 21               | + 10.5% | 170          | 156              | - 8.2%  |

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

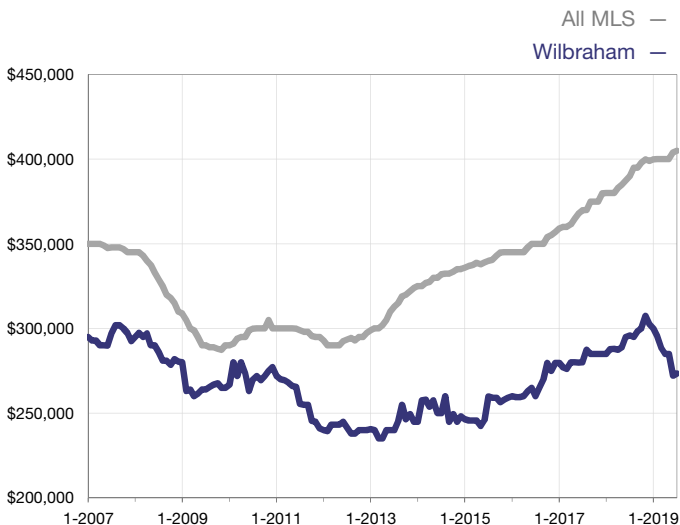
### Condominium Properties

| Key Metrics                              | July      |                  |          | Year to Date |                  |         |
|--|-----------|------------------|----------|--------------|------------------|---------|
|  | 2018      | 2019             | + / -    | 2018         | 2019             | + / -   |
| Pending Sales                            | 6         | 2                | - 66.7%  | 22           | 19               | - 13.6% |
| Closed Sales                             | 4         | 3                | - 25.0%  | 18           | 18               | 0.0%    |
| Median Sales Price*                      | \$259,000 | <b>\$350,000</b> | + 35.1%  | \$332,500    | <b>\$234,500</b> | - 29.5% |
| Inventory of Homes for Sale              | 10        | 22               | + 120.0% | --           | --               | --      |
| Months Supply of Inventory               | 3.2       | 7.1              | + 121.9% | --           | --               | --      |
| Cumulative Days on Market Until Sale     | 140       | 38               | - 72.9%  | 135          | 76               | - 43.7% |
| Percent of Original List Price Received* | 93.3%     | <b>97.0%</b>     | + 4.0%   | 97.4%        | <b>97.0%</b>     | - 0.4%  |
| New Listings                             | 7         | 2                | - 71.4%  | 22           | 36               | + 63.6% |

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

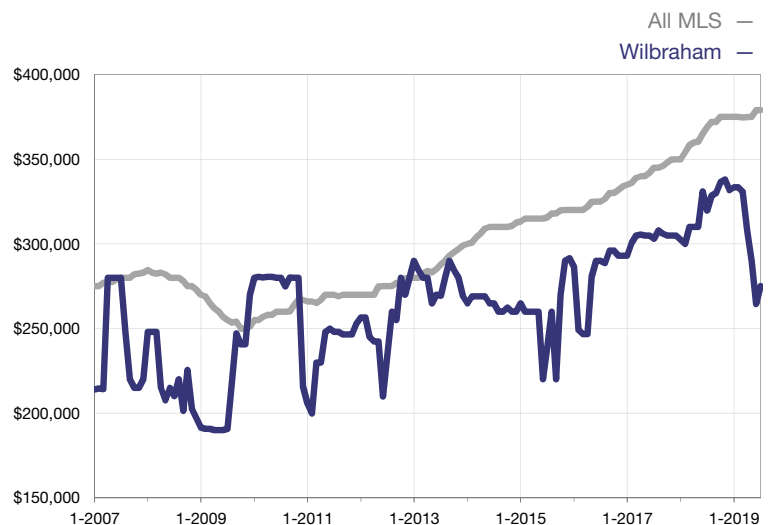
### Median Sales Price – Single-Family Properties

Rolling 12-Month Calculation



### Median Sales Price – Condominium Properties

Rolling 12-Month Calculation



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