Local Market Update – November 2019

A RESEARCH TOOL PROVIDED BY THE **MASSACHUSETTS ASSOCIATION OF REALTORS®**

Southwick

Single-Family Properties

	November			Year to Date		
Key Metrics	**2018**	**2019**	**+ / –**	**2018**	**2019**	**+ / –**
Pending Sales	7	**8**	+ 14.3%	100	**103**	+ 3.0%
Closed Sales	7	**8**	+ 14.3%	97	**91**	- 6.2%
Median Sales Price*	$370,000	**$306,000**	- 17.3%	$270,000	**$285,000**	+ 5.6%
Inventory of Homes for Sale	34	**21**	- 38.2%	--	--	--
Months Supply of Inventory	3.9	**2.5**	- 35.9%	--	--	--
Cumulative Days on Market Until Sale	75	**48**	- 36.0%	80	**66**	- 17.5%
Percent of Original List Price Received*	90.1%	**99.0%**	+ 9.9%	94.5%	**97.2%**	+ 2.9%
New Listings	6	**8**	+ 33.3%	153	**162**	+ 5.9%

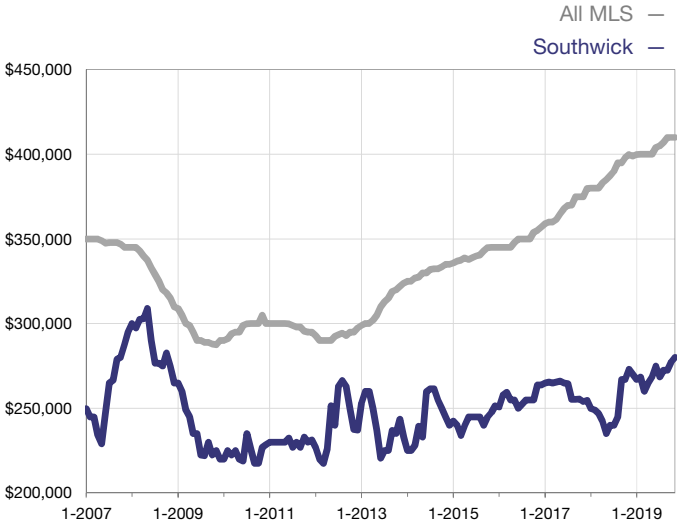
* Does not account for seller concessions. | Activity for one month can sometimes look extreme due to small sample size.

Condominium Properties

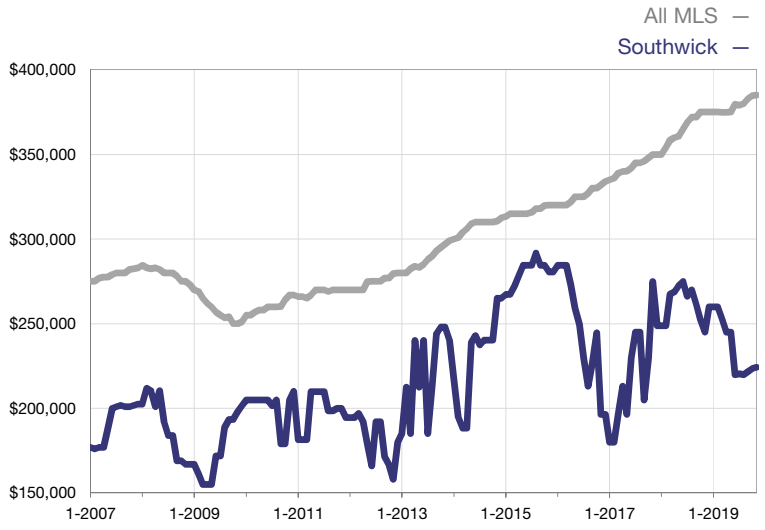
	November			Year to Date		
Key Metrics	**2018**	**2019**	**+ / –**	**2018**	**2019**	**+ / –**
Pending Sales	1	**0**	- 100.0%	28	**12**	- 57.1%
Closed Sales	1	**0**	- 100.0%	27	**14**	- 48.1%
Median Sales Price*	$140,000	**$0**	- 100.0%	$260,000	**$224,250**	- 13.8%
Inventory of Homes for Sale	5	**2**	- 60.0%	--	--	--
Months Supply of Inventory	1.6	**1.1**	- 31.3%	--	--	--
Cumulative Days on Market Until Sale	18	**0**	- 100.0%	96	**71**	- 26.0%
Percent of Original List Price Received*	100.1%	**0.0%**	- 100.0%	98.0%	**97.6%**	- 0.4%
New Listings	0	**0**	--	29	**13**	- 55.2%

* 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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