

Local Market Update – September 2020

A RESEARCH TOOL PROVIDED BY THE MASSACHUSETTS ASSOCIATION OF REALTORS®

West Springfield

Single-Family Properties

Key Metrics	September			Year to Date		
	2019	2020	+ / -	2019	2020	+ / -
Pending Sales	14	24	+ 71.4%	223	220	- 1.3%
Closed Sales	22	31	+ 40.9%	217	200	- 7.8%
Median Sales Price*	\$254,000	\$255,000	+ 0.4%	\$224,900	\$239,950	+ 6.7%
Inventory of Homes for Sale	71	28	- 60.6%	--	--	--
Months Supply of Inventory	3.0	1.2	- 60.0%	--	--	--
Cumulative Days on Market Until Sale	42	26	- 38.1%	64	49	- 23.4%
Percent of Original List Price Received*	98.5%	101.7%	+ 3.2%	96.8%	99.0%	+ 2.3%
New Listings	29	37	+ 27.6%	274	240	- 12.4%

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

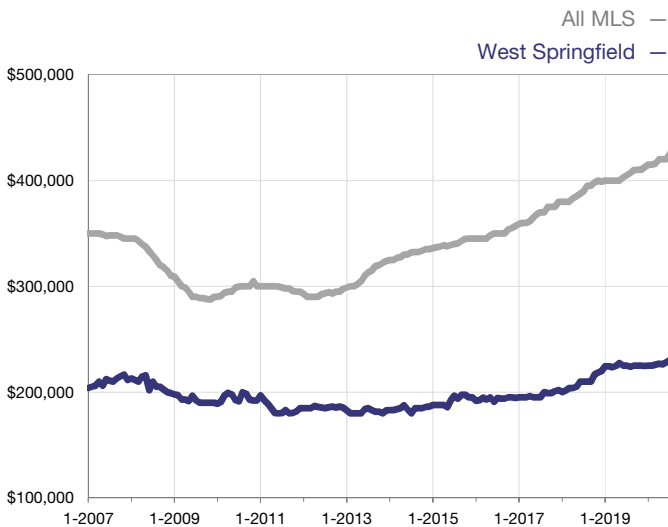
Condominium Properties

Key Metrics	September			Year to Date		
	2019	2020	+ / -	2019	2020	+ / -
Pending Sales	3	8	+ 166.7%	37	25	- 32.4%
Closed Sales	7	1	- 85.7%	36	16	- 55.6%
Median Sales Price*	\$322,000	\$585,000	+ 81.7%	\$102,000	\$100,000	- 2.0%
Inventory of Homes for Sale	10	8	- 20.0%	--	--	--
Months Supply of Inventory	2.4	3.0	+ 25.0%	--	--	--
Cumulative Days on Market Until Sale	41	21	- 48.8%	64	41	- 35.9%
Percent of Original List Price Received*	98.1%	97.5%	- 0.6%	95.1%	98.5%	+ 3.6%
New Listings	4	7	+ 75.0%	43	32	- 25.6%

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

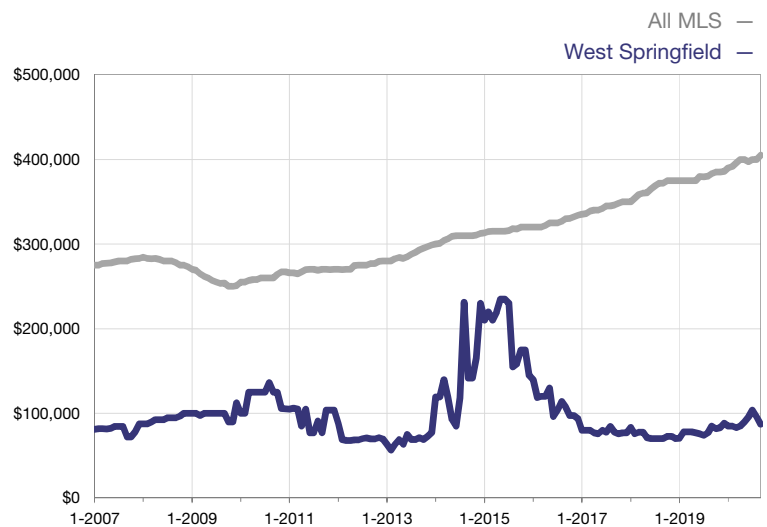
Median Sales Price – Single-Family Properties

Rolling 12-Month Calculation



Median Sales Price – Condominium Properties

Rolling 12-Month Calculation



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