

# Local Market Update – March 2021

A RESEARCH TOOL PROVIDED BY THE MASSACHUSETTS ASSOCIATION OF REALTORS®

## Wilbraham

### Single-Family Properties

Key Metrics	March			Year to Date		
	2020	2021	+ / -	2020	2021	+ / -
Pending Sales	16	18	+ 12.5%	38	42	+ 10.5%
Closed Sales	15	13	- 13.3%	38	29	- 23.7%
Median Sales Price*	\$304,000	\$360,000	+ 18.4%	\$306,500	\$325,000	+ 6.0%
Inventory of Homes for Sale	33	14	- 57.6%	--	--	--
Months Supply of Inventory	2.1	0.9	- 57.1%	--	--	--
Cumulative Days on Market Until Sale	94	42	- 55.3%	94	55	- 41.5%
Percent of Original List Price Received*	96.3%	102.0%	+ 5.9%	94.6%	100.7%	+ 6.4%
New Listings	24	20	- 16.7%	49	47	- 4.1%

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

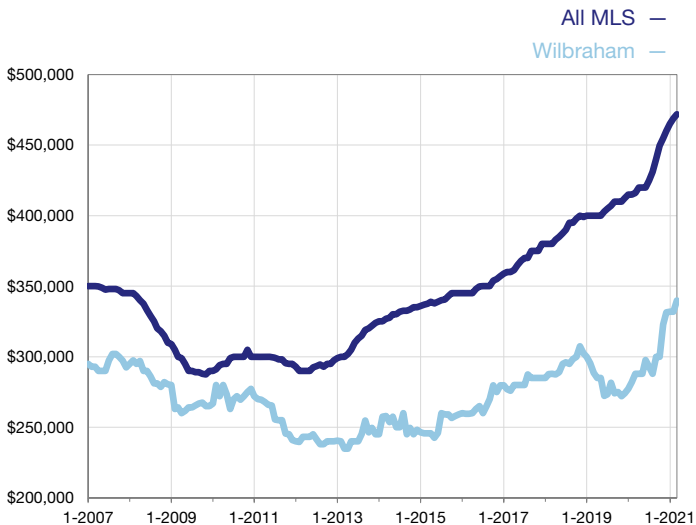
### Condominium Properties

Key Metrics	March			Year to Date		
	2020	2021	+ / -	2020	2021	+ / -
Pending Sales	3	5	+ 66.7%	7	12	+ 71.4%
Closed Sales	4	2	- 50.0%	6	6	0.0%
Median Sales Price*	\$347,100	\$219,500	- 36.8%	\$324,450	\$349,200	+ 7.6%
Inventory of Homes for Sale	26	2	- 92.3%	--	--	--
Months Supply of Inventory	8.7	0.6	- 93.1%	--	--	--
Cumulative Days on Market Until Sale	6	54	+ 800.0%	41	59	+ 43.9%
Percent of Original List Price Received*	100.2%	96.5%	- 3.7%	96.9%	96.5%	- 0.4%
New Listings	4	4	0.0%	12	8	- 33.3%

\* 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

