

Local Market Update – July 2023

A RESEARCH TOOL PROVIDED BY THE MASSACHUSETTS ASSOCIATION OF REALTORS®

Wilbraham

Single-Family Properties

Key Metrics	July			Year to Date		
	2022	2023	+ / -	2022	2023	+ / -
Pending Sales	10	15	+ 50.0%	93	86	- 7.5%
Closed Sales	14	11	- 21.4%	89	78	- 12.4%
Median Sales Price*	\$428,950	\$362,000	- 15.6%	\$400,000	\$395,000	- 1.3%
Inventory of Homes for Sale	42	26	- 38.1%	--	--	--
Months Supply of Inventory	3.0	1.9	- 36.7%	--	--	--
Cumulative Days on Market Until Sale	22	16	- 27.3%	22	37	+ 68.2%
Percent of Original List Price Received*	101.5%	101.2%	- 0.3%	103.1%	99.5%	- 3.5%
New Listings	21	20	- 4.8%	131	98	- 25.2%

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

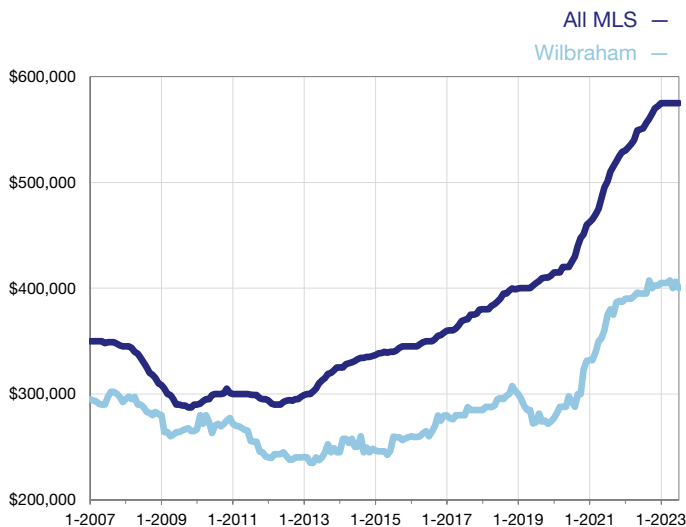
Condominium Properties

Key Metrics	July			Year to Date		
	2022	2023	+ / -	2022	2023	+ / -
Pending Sales	4	2	- 50.0%	15	19	+ 26.7%
Closed Sales	1	3	+ 200.0%	21	24	+ 14.3%
Median Sales Price*	\$489,000	\$427,000	- 12.7%	\$445,000	\$423,500	- 4.8%
Inventory of Homes for Sale	7	3	- 57.1%	--	--	--
Months Supply of Inventory	2.1	0.9	- 57.1%	--	--	--
Cumulative Days on Market Until Sale	303	73	- 75.9%	51	48	- 5.9%
Percent of Original List Price Received*	100.0%	99.6%	- 0.4%	101.4%	99.4%	- 2.0%
New Listings	5	3	- 40.0%	20	20	0.0%

* 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

