

Local Market Update – August 2023

A RESEARCH TOOL PROVIDED BY THE MASSACHUSETTS ASSOCIATION OF REALTORS®

Wilbraham

Single-Family Properties

Key Metrics	August			Year to Date		
	2022	2023	+ / -	2022	2023	+ / -
Pending Sales	24	22	- 8.3%	117	107	- 8.5%
Closed Sales	15	17	+ 13.3%	104	95	- 8.7%
Median Sales Price*	\$425,000	\$465,000	+ 9.4%	\$407,500	\$400,000	- 1.8%
Inventory of Homes for Sale	28	26	- 7.1%	--	--	--
Months Supply of Inventory	2.0	1.9	- 5.0%	--	--	--
Cumulative Days on Market Until Sale	24	20	- 16.7%	22	34	+ 54.5%
Percent of Original List Price Received*	100.0%	102.5%	+ 2.5%	102.6%	99.9%	- 2.6%
New Listings	13	24	+ 84.6%	144	122	- 15.3%

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

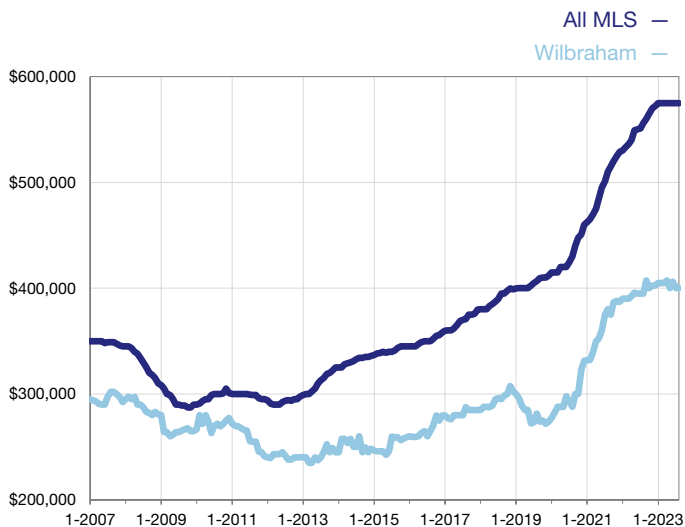
Condominium Properties

Key Metrics	August			Year to Date		
	2022	2023	+ / -	2022	2023	+ / -
Pending Sales	4	0	- 100.0%	19	19	0.0%
Closed Sales	4	3	- 25.0%	25	27	+ 8.0%
Median Sales Price*	\$442,500	\$453,695	+ 2.5%	\$445,000	\$427,000	- 4.0%
Inventory of Homes for Sale	3	2	- 33.3%	--	--	--
Months Supply of Inventory	0.9	0.6	- 33.3%	--	--	--
Cumulative Days on Market Until Sale	29	15	- 48.3%	47	44	- 6.4%
Percent of Original List Price Received*	98.6%	101.7%	+ 3.1%	100.9%	99.6%	- 1.3%
New Listings	1	0	- 100.0%	21	20	- 4.8%

* 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

