

# Local Market Update – September 2023

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## Belchertown

### Single-Family Properties

| Key Metrics                              | September |                  |         | Year to Date |                  |         |
|--|-----------|------------------|---------|--------------|------------------|---------|
|  | 2022      | 2023             | + / -   | 2022         | 2023             | + / -   |
| Pending Sales                            | 16        | 14               | - 12.5% | 120          | 99               | - 17.5% |
| Closed Sales                             | 11        | 8                | - 27.3% | 120          | 89               | - 25.8% |
| Median Sales Price*                      | \$330,000 | <b>\$399,950</b> | + 21.2% | \$395,000    | <b>\$430,000</b> | + 8.9%  |
| Inventory of Homes for Sale              | 33        | 13               | - 60.6% | --           | --               | --      |
| Months Supply of Inventory               | 2.4       | 1.2              | - 50.0% | --           | --               | --      |
| Cumulative Days on Market Until Sale     | 26        | 43               | + 65.4% | 32           | 40               | + 25.0% |
| Percent of Original List Price Received* | 101.9%    | <b>103.6%</b>    | + 1.7%  | 103.0%       | <b>100.6%</b>    | - 2.3%  |
| New Listings                             | 20        | 15               | - 25.0% | 150          | 117              | - 22.0% |

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

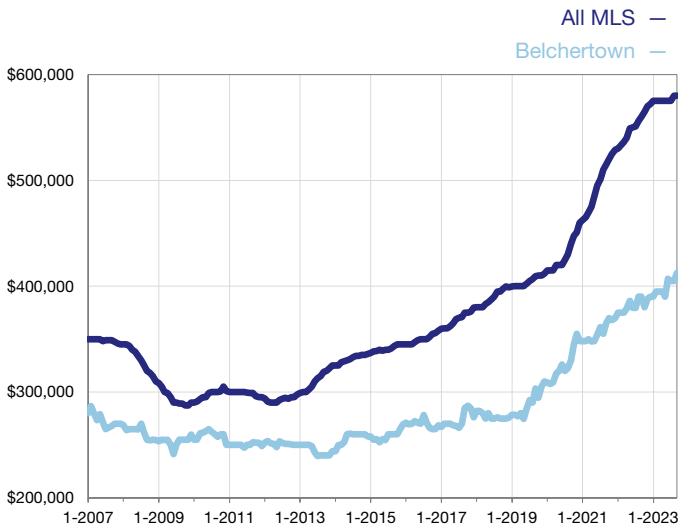
### Condominium Properties

| Key Metrics                              | September |                  |          | Year to Date |                  |         |
|--|-----------|------------------|----------|--------------|------------------|---------|
|  | 2022      | 2023             | + / -    | 2022         | 2023             | + / -   |
| Pending Sales                            | 3         | 0                | - 100.0% | 17           | 10               | - 41.2% |
| Closed Sales                             | 3         | 1                | - 66.7%  | 20           | 12               | - 40.0% |
| Median Sales Price*                      | \$249,500 | <b>\$481,000</b> | + 92.8%  | \$300,450    | <b>\$327,500</b> | + 9.0%  |
| Inventory of Homes for Sale              | 1         | 1                | 0.0%     | --           | --               | --      |
| Months Supply of Inventory               | 0.6       | 0.8              | + 33.3%  | --           | --               | --      |
| Cumulative Days on Market Until Sale     | 12        | 15               | + 25.0%  | 50           | 52               | + 4.0%  |
| Percent of Original List Price Received* | 106.9%    | <b>107.4%</b>    | + 0.5%   | 102.6%       | <b>104.1%</b>    | + 1.5%  |
| New Listings                             | 0         | 1                | --       | 16           | 9                | - 43.8% |

\* 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

