

Local Market Update – October 2023

A RESEARCH TOOL PROVIDED BY THE MASSACHUSETTS ASSOCIATION OF REALTORS®

Wilbraham

Single-Family Properties

Key Metrics	October			Year to Date		
	2022	2023	+ / -	2022	2023	+ / -
Pending Sales	19	15	- 21.1%	145	132	- 9.0%
Closed Sales	16	11	- 31.3%	137	120	- 12.4%
Median Sales Price*	\$374,950	\$440,000	+ 17.3%	\$415,000	\$405,000	- 2.4%
Inventory of Homes for Sale	38	26	- 31.6%	--	--	--
Months Supply of Inventory	2.8	2.0	- 28.6%	--	--	--
Cumulative Days on Market Until Sale	44	38	- 13.6%	25	33	+ 32.0%
Percent of Original List Price Received*	97.2%	100.2%	+ 3.1%	101.5%	100.2%	- 1.3%
New Listings	23	19	- 17.4%	189	156	- 17.5%

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

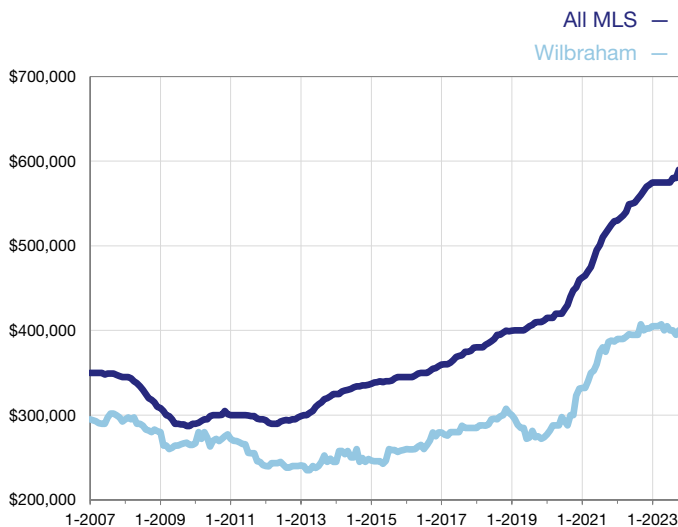
Condominium Properties

Key Metrics	October			Year to Date		
	2022	2023	+ / -	2022	2023	+ / -
Pending Sales	4	5	+ 25.0%	25	24	- 4.0%
Closed Sales	3	2	- 33.3%	30	30	0.0%
Median Sales Price*	\$400,000	\$369,875	- 7.5%	\$430,000	\$440,348	+ 2.4%
Inventory of Homes for Sale	5	2	- 60.0%	--	--	--
Months Supply of Inventory	1.6	0.6	- 62.5%	--	--	--
Cumulative Days on Market Until Sale	4	14	+ 250.0%	40	41	+ 2.5%
Percent of Original List Price Received*	102.0%	103.6%	+ 1.6%	101.0%	99.9%	- 1.1%
New Listings	7	3	- 57.1%	30	25	- 16.7%

* 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

