

Local Market Update – November 2023

A RESEARCH TOOL PROVIDED BY THE MASSACHUSETTS ASSOCIATION OF REALTORS®

Wilbraham

Single-Family Properties

Key Metrics	November			Year to Date		
	2022	2023	+ / -	2022	2023	+ / -
Pending Sales	17	13	- 23.5%	162	143	- 11.7%
Closed Sales	15	17	+ 13.3%	152	138	- 9.2%
Median Sales Price*	\$365,000	\$475,000	+ 30.1%	\$405,000	\$411,500	+ 1.6%
Inventory of Homes for Sale	35	26	- 25.7%	--	--	--
Months Supply of Inventory	2.4	2.0	- 16.7%	--	--	--
Cumulative Days on Market Until Sale	34	43	+ 26.5%	26	34	+ 30.8%
Percent of Original List Price Received*	98.9%	99.4%	+ 0.5%	101.2%	100.1%	- 1.1%
New Listings	15	15	0.0%	204	170	- 16.7%

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

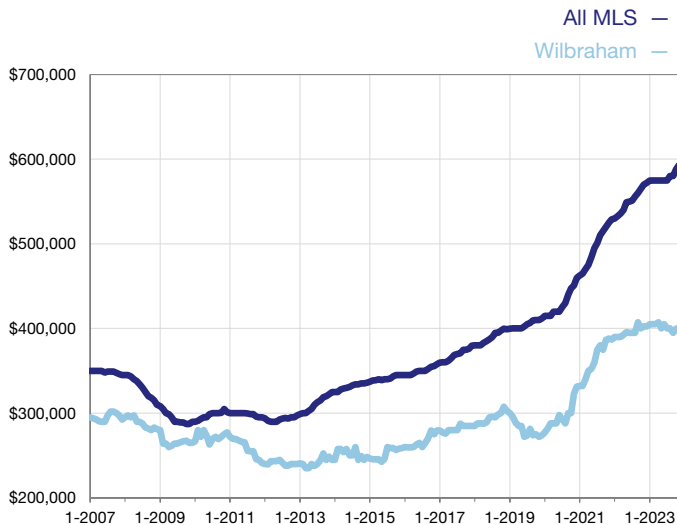
Condominium Properties

Key Metrics	November			Year to Date		
	2022	2023	+ / -	2022	2023	+ / -
Pending Sales	6	4	- 33.3%	31	27	- 12.9%
Closed Sales	2	3	+ 50.0%	32	33	+ 3.1%
Median Sales Price*	\$343,750	\$515,000	+ 49.8%	\$420,000	\$459,750	+ 9.5%
Inventory of Homes for Sale	6	3	- 50.0%	--	--	--
Months Supply of Inventory	1.8	1.0	- 44.4%	--	--	--
Cumulative Days on Market Until Sale	16	9	- 43.8%	39	38	- 2.6%
Percent of Original List Price Received*	97.9%	100.1%	+ 2.2%	100.8%	99.9%	- 0.9%
New Listings	7	3	- 57.1%	37	29	- 21.6%

* 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

