

# Local Market Update – December 2023

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## South Hadley

### Single-Family Properties

| Key Metrics                              | December  |                  |          | Year to Date |                  |         |
|--|-----------|------------------|----------|--------------|------------------|---------|
|  | 2022      | 2023             | + / -    | 2022         | 2023             | + / -   |
| Pending Sales                            | 6         | 7                | + 16.7%  | 135          | 134              | - 0.7%  |
| Closed Sales                             | 9         | 7                | - 22.2%  | 139          | 130              | - 6.5%  |
| Median Sales Price*                      | \$360,000 | <b>\$376,000</b> | + 4.4%   | \$334,300    | <b>\$352,250</b> | + 5.4%  |
| Inventory of Homes for Sale              | 18        | 10               | - 44.4%  | --           | --               | --      |
| Months Supply of Inventory               | 1.6       | 0.9              | - 43.8%  | --           | --               | --      |
| Cumulative Days on Market Until Sale     | 36        | 15               | - 58.3%  | 30           | 34               | + 13.3% |
| Percent of Original List Price Received* | 100.5%    | <b>102.5%</b>    | + 2.0%   | 102.5%       | <b>102.1%</b>    | - 0.4%  |
| New Listings                             | 3         | 6                | + 100.0% | 156          | 139              | - 10.9% |

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

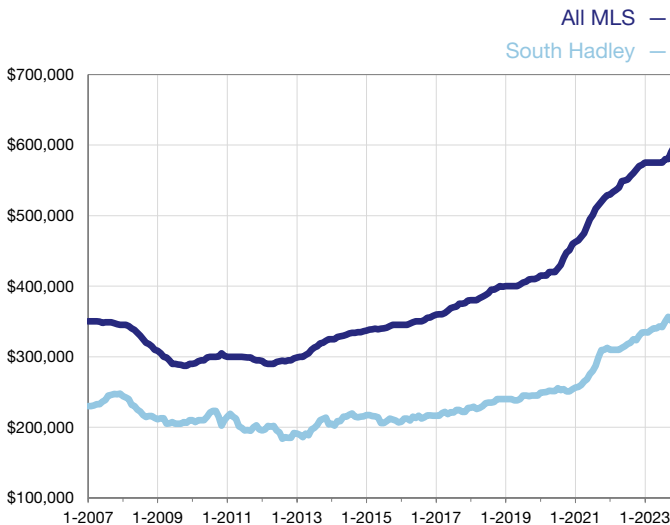
### Condominium Properties

| Key Metrics                              | December  |                  |         | Year to Date |                  |         |
|--|-----------|------------------|---------|--------------|------------------|---------|
|  | 2022      | 2023             | + / -   | 2022         | 2023             | + / -   |
| Pending Sales                            | 2         | 1                | - 50.0% | 42           | 45               | + 7.1%  |
| Closed Sales                             | 3         | 5                | + 66.7% | 43           | 48               | + 11.6% |
| Median Sales Price*                      | \$195,000 | <b>\$338,000</b> | + 73.3% | \$268,500    | <b>\$310,000</b> | + 15.5% |
| Inventory of Homes for Sale              | 14        | 7                | - 50.0% | --           | --               | --      |
| Months Supply of Inventory               | 3.7       | 1.9              | - 48.6% | --           | --               | --      |
| Cumulative Days on Market Until Sale     | 18        | 23               | + 27.8% | 36           | 34               | - 5.6%  |
| Percent of Original List Price Received* | 101.5%    | <b>102.4%</b>    | + 0.9%  | 103.7%       | <b>103.5%</b>    | - 0.2%  |
| New Listings                             | 3         | 3                | 0.0%    | 53           | 49               | - 7.5%  |

\* 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

