

Local Market Update – December 2023

A RESEARCH TOOL PROVIDED BY THE MASSACHUSETTS ASSOCIATION OF REALTORS®

Wilbraham

Single-Family Properties

Key Metrics	December			Year to Date		
	2022	2023	+ / -	2022	2023	+ / -
Pending Sales	10	8	- 20.0%	172	150	- 12.8%
Closed Sales	22	11	- 50.0%	174	149	- 14.4%
Median Sales Price*	\$369,900	\$360,000	- 2.7%	\$402,500	\$410,000	+ 1.9%
Inventory of Homes for Sale	32	17	- 46.9%	--	--	--
Months Supply of Inventory	2.2	1.4	- 36.4%	--	--	--
Cumulative Days on Market Until Sale	33	31	- 6.1%	27	34	+ 25.9%
Percent of Original List Price Received*	96.3%	94.0%	- 2.4%	100.6%	99.6%	- 1.0%
New Listings	12	2	- 83.3%	216	172	- 20.4%

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

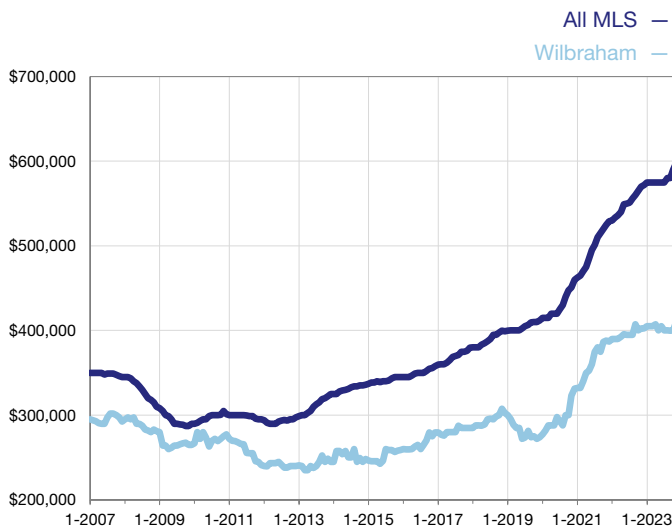
Condominium Properties

Key Metrics	December			Year to Date		
	2022	2023	+ / -	2022	2023	+ / -
Pending Sales	3	1	- 66.7%	34	27	- 20.6%
Closed Sales	1	2	+ 100.0%	33	35	+ 6.1%
Median Sales Price*	\$385,000	\$445,000	+ 15.6%	\$415,000	\$459,750	+ 10.8%
Inventory of Homes for Sale	4	3	- 25.0%	--	--	--
Months Supply of Inventory	1.3	1.1	- 15.4%	--	--	--
Cumulative Days on Market Until Sale	10	14	+ 40.0%	38	37	- 2.6%
Percent of Original List Price Received*	100.0%	101.3%	+ 1.3%	100.8%	100.0%	- 0.8%
New Listings	1	0	- 100.0%	38	29	- 23.7%

* 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

