

# Local Market Update – March 2024

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## Wilbraham

### Single-Family Properties

| Key Metrics                              | March     |                  |         | Year to Date |                  |         |
|--|-----------|------------------|---------|--------------|------------------|---------|
|  | 2023      | 2024             | + / -   | 2023         | 2024             | + / -   |
| Pending Sales                            | 15        | 13               | - 13.3% | 35           | 29               | - 17.1% |
| Closed Sales                             | 7         | 9                | + 28.6% | 28           | 25               | - 10.7% |
| Median Sales Price*                      | \$306,000 | <b>\$445,000</b> | + 45.4% | \$392,500    | <b>\$450,000</b> | + 14.6% |
| Inventory of Homes for Sale              | 20        | 14               | - 30.0% | --           | --               | --      |
| Months Supply of Inventory               | 1.4       | 1.2              | - 14.3% | --           | --               | --      |
| Cumulative Days on Market Until Sale     | 36        | 43               | + 19.4% | 49           | 66               | + 34.7% |
| Percent of Original List Price Received* | 96.4%     | 100.6%           | + 4.4%  | 96.4%        | 98.0%            | + 1.7%  |
| New Listings                             | 14        | 13               | - 7.1%  | 32           | 30               | - 6.3%  |

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

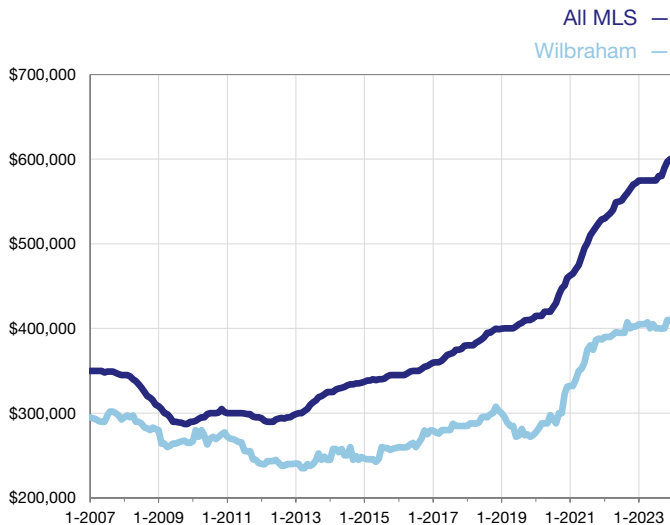
### Condominium Properties

| Key Metrics                              | March     |                  |          | Year to Date |                  |         |
|--|-----------|------------------|----------|--------------|------------------|---------|
|  | 2023      | 2024             | + / -    | 2023         | 2024             | + / -   |
| Pending Sales                            | 1         | 4                | + 300.0% | 6            | 7                | + 16.7% |
| Closed Sales                             | 2         | 1                | - 50.0%  | 9            | 4                | - 55.6% |
| Median Sales Price*                      | \$502,450 | <b>\$379,000</b> | - 24.6%  | \$459,750    | <b>\$519,000</b> | + 12.9% |
| Inventory of Homes for Sale              | 5         | 7                | + 40.0%  | --           | --               | --      |
| Months Supply of Inventory               | 1.8       | 2.3              | + 27.8%  | --           | --               | --      |
| Cumulative Days on Market Until Sale     | 51        | 0                | - 100.0% | 48           | 42               | - 12.5% |
| Percent of Original List Price Received* | 100.0%    | 100.0%           | 0.0%     | 97.9%        | 99.9%            | + 2.0%  |
| New Listings                             | 4         | 8                | + 100.0% | 8            | 11               | + 37.5% |

\* 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

