Local Market Update – December 2013

MAR

MASSACHUSETTS ASSOCIATION OF REALTORS®

Westfield

+ 50.0%	- 12.0%	- 6.8%
Year-Over-Year Change in **Closed Sales** All Properties	Year-Over-Year Change in **Median Sales Price** All Properties	Year-Over-Year Change in **Inventory of Homes** All Properties

Single-Family Properties	December			Year to Date		
	2012	2013	+ / –	2012	2013	+ / –
Closed Sales	18	23	+ 27.8%	293	276	- 5.8%
Median Sales Price*	$218,250	$192,000	- 12.0%	$191,500	$191,000	- 0.3%
Inventory of Homes for Sale	115	120	+ 4.3%	--	--	--
Months Supply of Inventory	4.7	5.2	+ 10.8%	--	--	--
Cumulative Days on Market Until Sale	108	107	- 0.8%	135	96	- 28.5%
Percent of Original List Price Received*	91.5%	91.2%	- 0.3%	91.4%	92.4%	+ 1.1%
New Listings	11	26	+ 136.4%	417	461	+ 10.6%

Condominium Properties	December			Year to Date		
	2012	2013	+ / –	2012	2013	+ / –
Closed Sales	2	7	+ 250.0%	33	55	+ 66.7%
Median Sales Price*	$100,650	$138,000	+ 37.1%	$137,000	$132,000	- 3.6%
Inventory of Homes for Sale	32	17	- 46.9%	--	--	--
Months Supply of Inventory	9.7	3.7	- 61.8%	--	--	--
Cumulative Days on Market Until Sale	20	199	+ 919.0%	169	133	- 21.4%
Percent of Original List Price Received*	93.4%	90.8%	- 2.8%	93.6%	93.5%	- 0.1%
New Listings	2	2	0.0%	79	64	- 19.0%

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

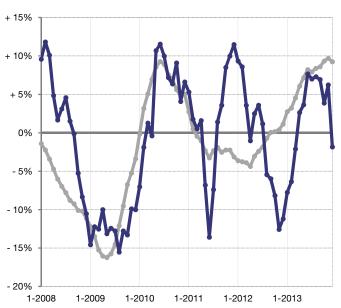## Change in Median Sales Price from Prior Year (6-Month Average)**

Single-Family Properties

All MLS
Westfield

Condominium Properties

All MLS
Westfield

** Each dot represents the change in median sales price from the prior year using a 6-month weighted average. This means that each of the 6 months used in a dot are proportioned according to their share of sales during that period. | Figures for a senate district contain sales data for all cities and towns located in whole or in part within the district.All data from the Berkshire County Multiple Listing Service, Cape Cod & Islands Association of REALTORS®, Inc. and MLS Property Information Network, Inc. | Provided by MAR. | Powered by 10K Research and Marketing.