

# Local Market Update – July 2016

A RESEARCH TOOL PROVIDED BY THE MASSACHUSETTS ASSOCIATION OF REALTORS®

## Lunenburg

### Single-Family Properties

Key Metrics	July			Year to Date		
	2015	2016	+ / -	2015	2016	+ / -
Pending Sales	21	15	- 28.6%	101	106	+ 5.0%
Closed Sales	8	18	+ 125.0%	76	93	+ 22.4%
Median Sales Price*	\$265,000	<b>\$275,000</b>	+ 3.8%	\$220,000	<b>\$265,000</b>	+ 20.5%
Inventory of Homes for Sale	79	63	- 20.3%	--	--	--
Months Supply of Inventory	7.0	4.4	- 37.1%	--	--	--
Cumulative Days on Market Until Sale	85	66	- 22.4%	102	103	+ 1.0%
Percent of Original List Price Received*	96.5%	<b>98.2%</b>	+ 1.8%	94.7%	<b>95.7%</b>	+ 1.1%
New Listings	24	25	+ 4.2%	164	152	- 7.3%

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

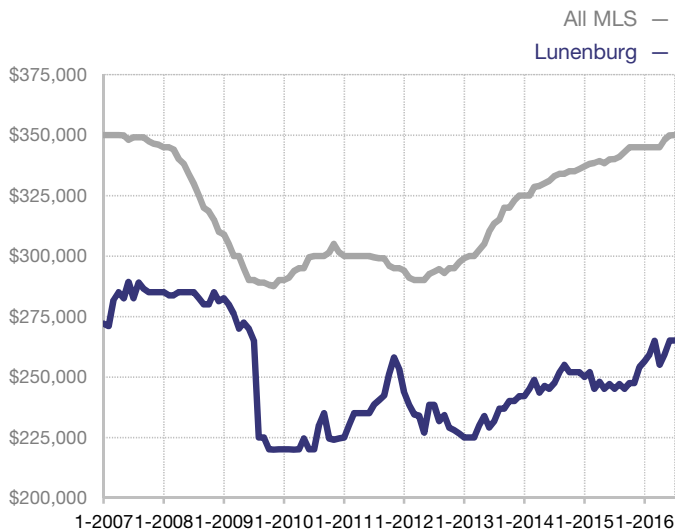
### Condominium Properties

Key Metrics	July			Year to Date		
	2015	2016	+ / -	2015	2016	+ / -
Pending Sales	1	1	0.0%	8	4	- 50.0%
Closed Sales	3	2	- 33.3%	9	4	- 55.6%
Median Sales Price*	\$304,900	<b>\$213,450</b>	- 30.0%	\$304,900	<b>\$273,500</b>	- 10.3%
Inventory of Homes for Sale	7	7	0.0%	--	--	--
Months Supply of Inventory	3.7	5.3	+ 43.2%	--	--	--
Cumulative Days on Market Until Sale	180	56	- 68.9%	177	50	- 71.8%
Percent of Original List Price Received*	99.4%	<b>98.3%</b>	- 1.1%	98.9%	<b>98.2%</b>	- 0.7%
New Listings	2	0	- 100.0%	11	11	0.0%

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

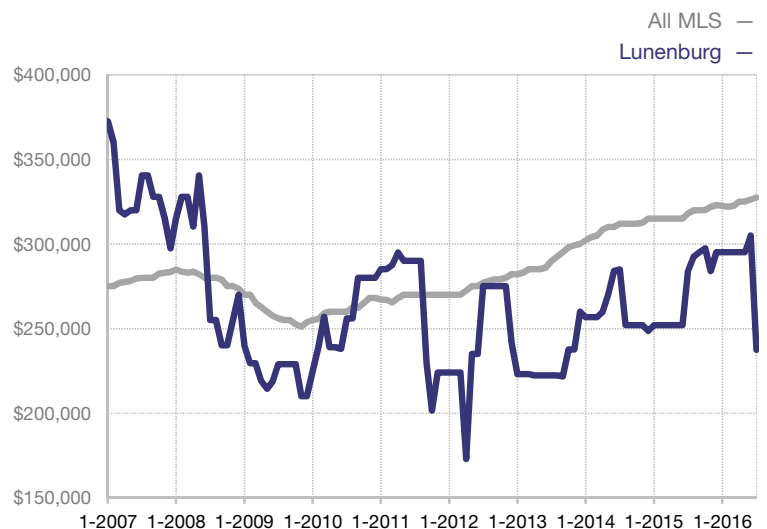
### Median Sales Price – Single-Family Properties

Rolling 12-Month Calculation



### Median Sales Price – Condominium Properties

Rolling 12-Month Calculation



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