Local Market Update – June 2017

A RESEARCH TOOL PROVIDED BY THE **MASSACHUSETTS ASSOCIATION OF REALTORS®**

Lancaster

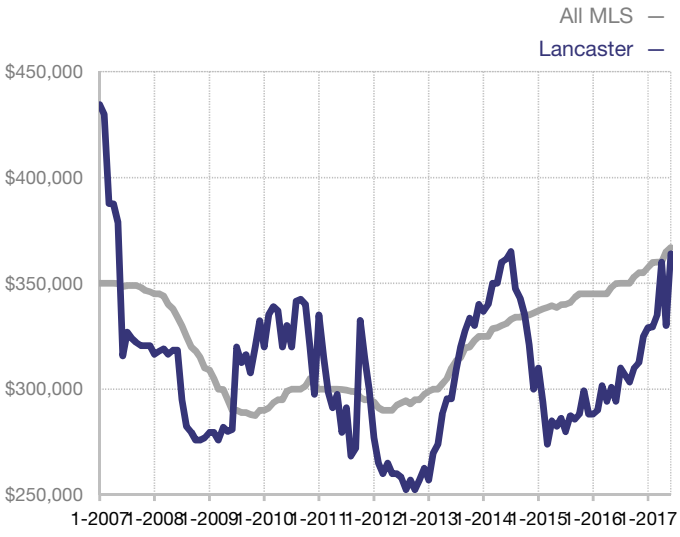
Single-Family Properties	June			Year to Date		
Key Metrics	**2016**	**2017**	**+ / –**	**2016**	**2017**	**+ / –**
Pending Sales	9	**9**	0.0%	44	**35**	- 20.5%
Closed Sales	13	**8**	- 38.5%	39	**26**	- 33.3%
Median Sales Price*	$329,000	**$406,250**	+ 23.5%	$315,000	**$386,250**	+ 22.6%
Inventory of Homes for Sale	25	**15**	- 40.0%	--	--	--
Months Supply of Inventory	3.6	**2.6**	- 27.8%	--	--	--
Cumulative Days on Market Until Sale	95	**117**	+ 23.2%	116	**89**	- 23.3%
Percent of Original List Price Received*	95.8%	**97.3%**	+ 1.6%	94.2%	**98.8%**	+ 4.9%
New Listings	10	**13**	+ 30.0%	57	**43**	- 24.6%

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

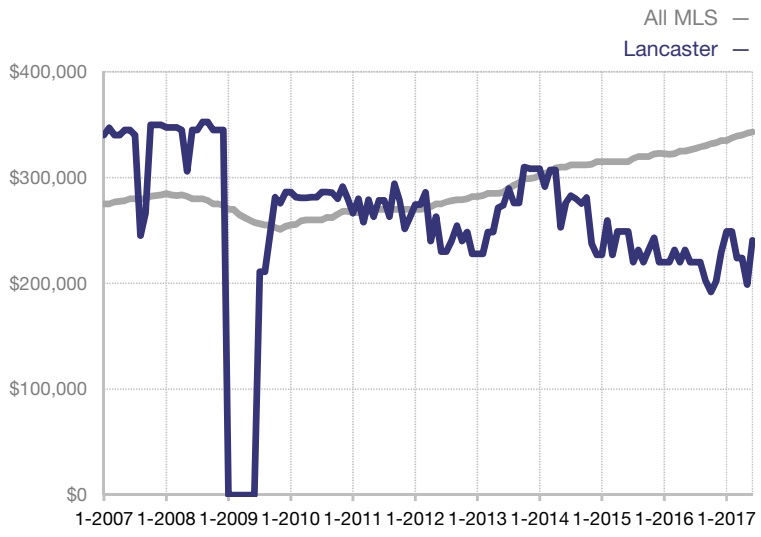
Condominium Properties	June			Year to Date		
Key Metrics	**2016**	**2017**	**+ / –**	**2016**	**2017**	**+ / –**
Pending Sales	0	**4**	--	3	**5**	+ 66.7%
Closed Sales	2	**2**	0.0%	3	**4**	+ 33.3%
Median Sales Price*	$229,950	**$277,825**	+ 20.8%	$279,900	**$244,825**	- 12.5%
Inventory of Homes for Sale	2	**1**	- 50.0%	--	--	--
Months Supply of Inventory	1.3	**0.7**	- 46.2%	--	--	--
Cumulative Days on Market Until Sale	95	**150**	+ 57.9%	71	**120**	+ 69.0%
Percent of Original List Price Received*	97.6%	**112.8%**	+ 15.6%	98.5%	**104.6%**	+ 6.2%
New Listings	0	**2**	--	5	**4**	- 20.0%

* 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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