

Local Market Update – November 2018

A RESEARCH TOOL PROVIDED BY THE MASSACHUSETTS ASSOCIATION OF REALTORS®

Lancaster

Single-Family Properties

Key Metrics	November			Year to Date		
	2017	2018	+ / -	2017	2018	+ / -
Pending Sales	4	5	+ 25.0%	65	73	+ 12.3%
Closed Sales	6	4	- 33.3%	59	70	+ 18.6%
Median Sales Price*	\$456,250	\$497,450	+ 9.0%	\$397,500	\$416,250	+ 4.7%
Inventory of Homes for Sale	25	23	- 8.0%	--	--	--
Months Supply of Inventory	4.7	3.5	- 25.5%	--	--	--
Cumulative Days on Market Until Sale	42	163	+ 288.1%	59	62	+ 5.1%
Percent of Original List Price Received*	96.9%	94.1%	- 2.9%	98.9%	96.9%	- 2.0%
New Listings	6	6	0.0%	84	106	+ 26.2%

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

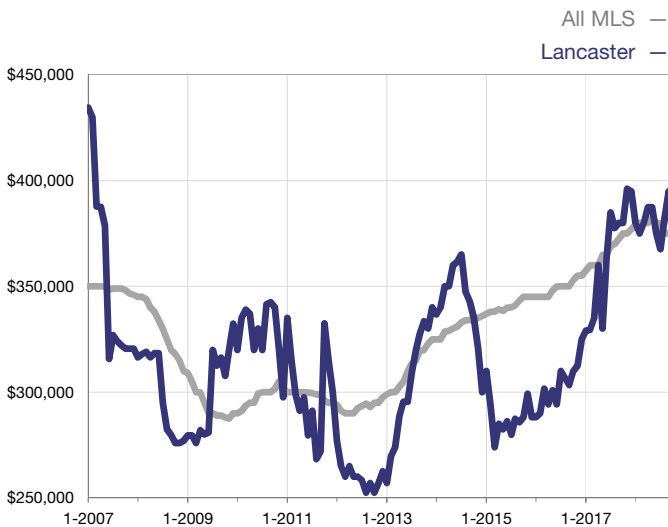
Condominium Properties

Key Metrics	November			Year to Date		
	2017	2018	+ / -	2017	2018	+ / -
Pending Sales	0	0	--	8	1	- 87.5%
Closed Sales	0	0	--	7	2	- 71.4%
Median Sales Price*	\$0	\$0	--	\$249,000	\$255,000	+ 2.4%
Inventory of Homes for Sale	0	0	--	--	--	--
Months Supply of Inventory	0.0	0.0	--	--	--	--
Cumulative Days on Market Until Sale	0	0	--	86	96	+ 11.6%
Percent of Original List Price Received*	0.0%	0.0%	--	102.5%	96.7%	- 5.7%
New Listings	0	0	--	6	2	- 66.7%

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

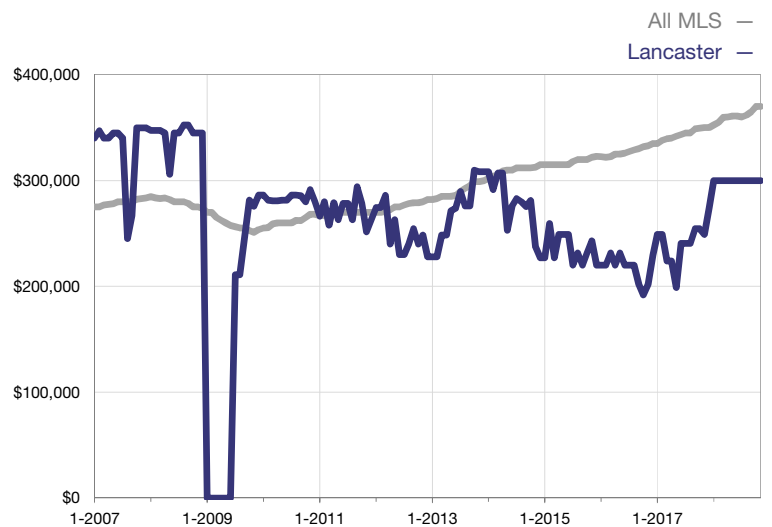
Median Sales Price – Single-Family Properties

Rolling 12-Month Calculation



Median Sales Price – Condominium Properties

Rolling 12-Month Calculation



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