

Local Market Update – November 2018

A RESEARCH TOOL PROVIDED BY THE MASSACHUSETTS ASSOCIATION OF REALTORS®

Lincoln

Single-Family Properties

Key Metrics	November			Year to Date		
	2017	2018	+ / -	2017	2018	+ / -
Pending Sales	3	3	0.0%	40	57	+ 42.5%
Closed Sales	5	2	- 60.0%	40	60	+ 50.0%
Median Sales Price*	\$1,230,000	\$1,173,750	- 4.6%	\$1,072,500	\$1,150,000	+ 7.2%
Inventory of Homes for Sale	27	13	- 51.9%	--	--	--
Months Supply of Inventory	7.0	2.4	- 65.7%	--	--	--
Cumulative Days on Market Until Sale	109	96	- 11.9%	127	81	- 36.2%
Percent of Original List Price Received*	92.8%	93.3%	+ 0.5%	92.6%	96.3%	+ 4.0%
New Listings	3	1	- 66.7%	67	68	+ 1.5%

* 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	1	1	0.0%	18	15	- 16.7%
Closed Sales	1	3	+ 200.0%	18	16	- 11.1%
Median Sales Price*	\$554,000	\$560,000	+ 1.1%	\$461,000	\$544,000	+ 18.0%
Inventory of Homes for Sale	2	6	+ 200.0%	--	--	--
Months Supply of Inventory	0.9	2.6	+ 188.9%	--	--	--
Cumulative Days on Market Until Sale	18	27	+ 50.0%	64	25	- 60.9%
Percent of Original List Price Received*	99.1%	102.6%	+ 3.5%	99.2%	100.5%	+ 1.3%
New Listings	1	4	+ 300.0%	20	21	+ 5.0%

* 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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