

Local Market Update – October 2019

A RESEARCH TOOL PROVIDED BY THE MASSACHUSETTS ASSOCIATION OF REALTORS®

Ludlow

Single-Family Properties

Key Metrics	October			Year to Date		
	2018	2019	+ / -	2018	2019	+ / -
Pending Sales	14	16	+ 14.3%	164	170	+ 3.7%
Closed Sales	14	20	+ 42.9%	165	162	- 1.8%
Median Sales Price*	\$223,000	\$237,500	+ 6.5%	\$215,000	\$235,450	+ 9.5%
Inventory of Homes for Sale	58	36	- 37.9%	--	--	--
Months Supply of Inventory	3.7	2.2	- 40.5%	--	--	--
Cumulative Days on Market Until Sale	87	32	- 63.2%	68	70	+ 2.9%
Percent of Original List Price Received*	96.5%	100.6%	+ 4.2%	95.6%	96.4%	+ 0.8%
New Listings	29	21	- 27.6%	210	201	- 4.3%

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

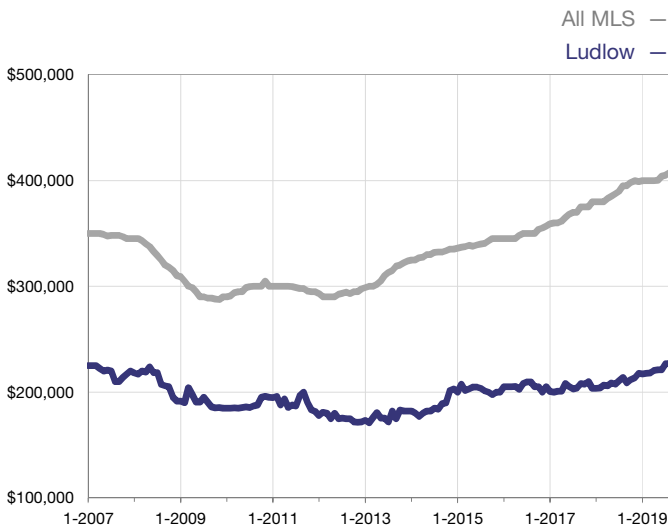
Condominium Properties

Key Metrics	October			Year to Date		
	2018	2019	+ / -	2018	2019	+ / -
Pending Sales	1	2	+ 100.0%	30	39	+ 30.0%
Closed Sales	3	6	+ 100.0%	30	36	+ 20.0%
Median Sales Price*	\$245,000	\$241,500	- 1.4%	\$260,000	\$222,450	- 14.4%
Inventory of Homes for Sale	20	11	- 45.0%	--	--	--
Months Supply of Inventory	5.9	3.2	- 45.8%	--	--	--
Cumulative Days on Market Until Sale	332	133	- 59.9%	181	90	- 50.3%
Percent of Original List Price Received*	94.0%	103.6%	+ 10.2%	98.8%	99.2%	+ 0.4%
New Listings	3	3	0.0%	43	50	+ 16.3%

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

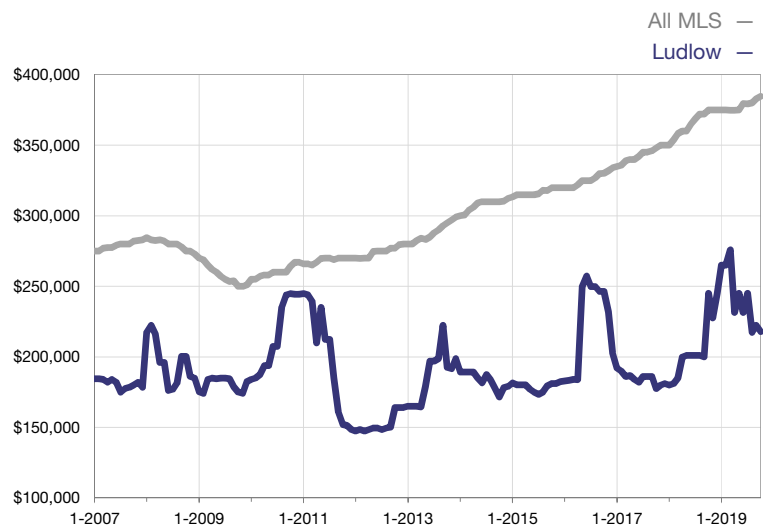
Median Sales Price – Single-Family Properties

Rolling 12-Month Calculation



Median Sales Price – Condominium Properties

Rolling 12-Month Calculation



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