

Local Market Update – October 2020

A RESEARCH TOOL PROVIDED BY THE MASSACHUSETTS ASSOCIATION OF REALTORS®

Lenox

Single-Family Properties

Key Metrics	October			Year to Date		
	2019	2020	+ / -	2019	2020	+ / -
Pending Sales	3	13	+ 333.3%	63	70	+ 11.1%
Closed Sales	9	9	0.0%	64	63	- 1.6%
Median Sales Price*	\$439,000	\$460,000	+ 4.8%	\$350,000	\$442,500	+ 26.4%
Inventory of Homes for Sale	59	29	- 50.8%	--	--	--
Months Supply of Inventory	10.3	4.7	- 54.4%	--	--	--
Cumulative Days on Market Until Sale	178	226	+ 27.0%	122	100	- 18.0%
Percent of Original List Price Received*	90.8%	91.1%	+ 0.3%	90.7%	92.1%	+ 1.5%
New Listings	10	6	- 40.0%	94	92	- 2.1%

* 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		
	2019	2020	+ / -	2019	2020	+ / -
Pending Sales	6	4	- 33.3%	36	36	0.0%
Closed Sales	5	4	- 20.0%	34	36	+ 5.9%
Median Sales Price*	\$437,000	\$222,500	- 49.1%	\$189,000	\$358,500	+ 89.7%
Inventory of Homes for Sale	30	11	- 63.3%	--	--	--
Months Supply of Inventory	8.6	2.8	- 67.4%	--	--	--
Cumulative Days on Market Until Sale	120	36	- 70.0%	123	150	+ 22.0%
Percent of Original List Price Received*	92.5%	95.5%	+ 3.2%	93.9%	92.2%	- 1.8%
New Listings	4	4	0.0%	57	43	- 24.6%

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

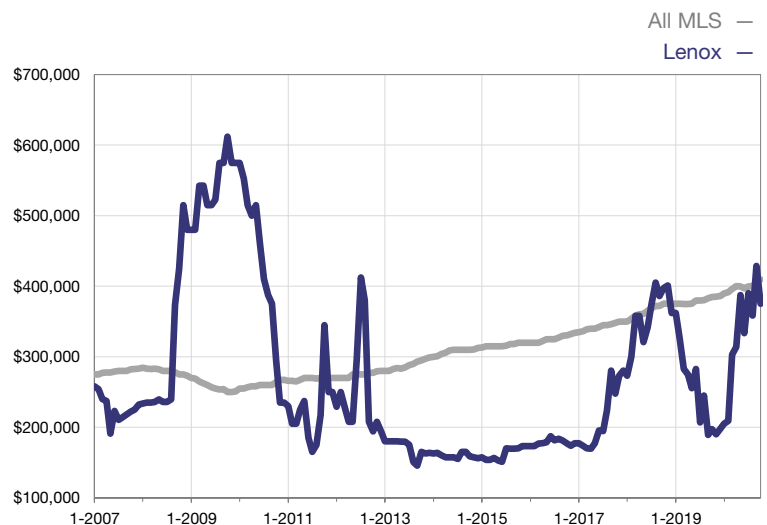
Median Sales Price – Single-Family Properties

Rolling 12-Month Calculation



Median Sales Price – Condominium Properties

Rolling 12-Month Calculation



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