Local Market Update – March 2021

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

Lancaster

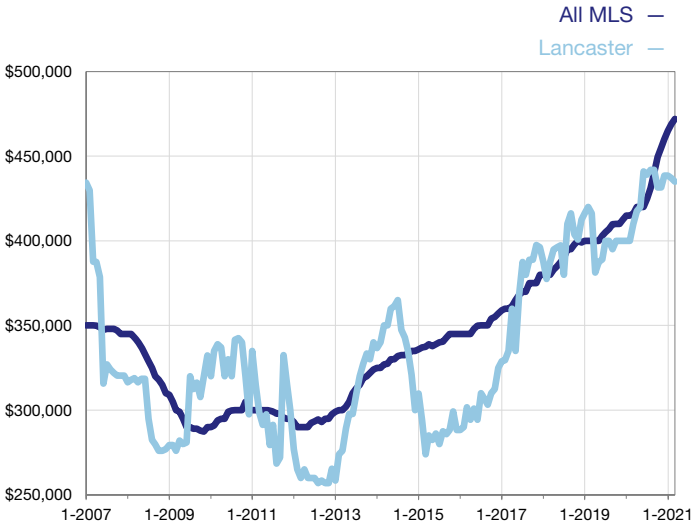
Single-Family Properties	March			Year to Date		
Key Metrics	**2020**	**2021**	**+ / –**	**2020**	**2021**	**+ / –**
Pending Sales	8	**2**	- 75.0%	24	**15**	- 37.5%
Closed Sales	7	**10**	+ 42.9%	14	**17**	+ 21.4%
Median Sales Price*	$465,000	**$535,000**	+ 15.1%	$411,912	**$399,900**	- 2.9%
Inventory of Homes for Sale	18	**4**	- 77.8%	--	--	--
Months Supply of Inventory	2.6	**0.5**	- 80.8%	--	--	--
Cumulative Days on Market Until Sale	69	**39**	- 43.5%	73	**43**	- 41.1%
Percent of Original List Price Received*	98.8%	**102.9%**	+ 4.1%	97.8%	**99.0%**	+ 1.2%
New Listings	12	**4**	- 66.7%	28	**10**	- 64.3%

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

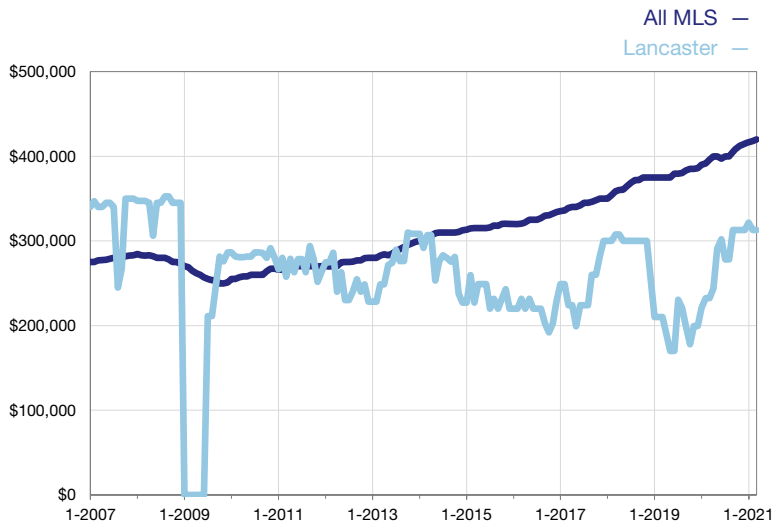
Condominium Properties	March			Year to Date		
Key Metrics	**2020**	**2021**	**+ / –**	**2020**	**2021**	**+ / –**
Pending Sales	1	**0**	- 100.0%	1	**0**	- 100.0%
Closed Sales	0	**0**	--	2	**0**	- 100.0%
Median Sales Price*	$0	**$0**	--	$291,750	**$0**	- 100.0%
Inventory of Homes for Sale	1	**0**	- 100.0%	--	--	--
Months Supply of Inventory	1.0	**0.0**	- 100.0%	--	--	--
Cumulative Days on Market Until Sale	0	**0**	--	56	**0**	- 100.0%
Percent of Original List Price Received*	0.0%	**0.0%**	--	96.3%	**0.0%**	- 100.0%
New Listings	2	**0**	- 100.0%	2	**0**	- 100.0%

* 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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