

Local Market Update – October 2021

A RESEARCH TOOL PROVIDED BY THE MASSACHUSETTS ASSOCIATION OF REALTORS®

Lenox

Single-Family Properties

Key Metrics	October			Year to Date		
	2020	2021	+ / -	2020	2021	+ / -
Pending Sales	12	9	- 25.0%	69	72	+ 4.3%
Closed Sales	9	5	- 44.4%	63	64	+ 1.6%
Median Sales Price*	\$460,000	\$460,500	+ 0.1%	\$442,500	\$567,500	+ 28.2%
Inventory of Homes for Sale	35	22	- 37.1%	--	--	--
Months Supply of Inventory	5.7	3.2	- 43.9%	--	--	--
Cumulative Days on Market Until Sale	226	20	- 91.2%	100	62	- 38.0%
Percent of Original List Price Received*	91.3%	92.7%	+ 1.5%	92.1%	98.3%	+ 6.7%
New Listings	6	7	+ 16.7%	98	91	- 7.1%

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

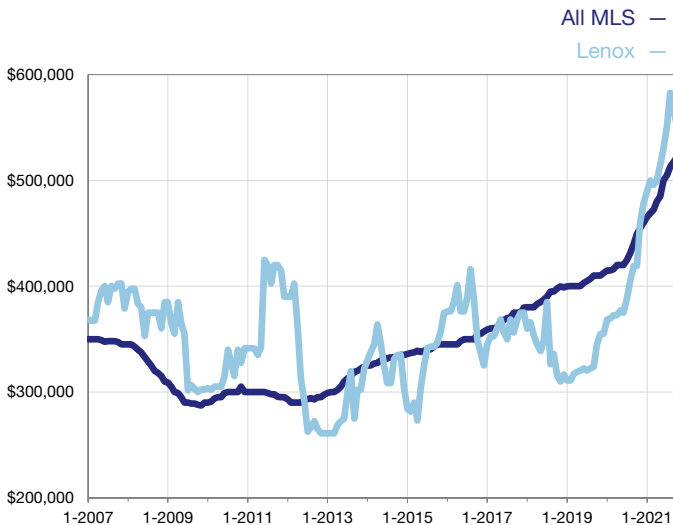
Condominium Properties

Key Metrics	October			Year to Date		
	2020	2021	+ / -	2020	2021	+ / -
Pending Sales	4	5	+ 25.0%	36	39	+ 8.3%
Closed Sales	5	6	+ 20.0%	37	32	- 13.5%
Median Sales Price*	\$235,000	\$387,000	+ 64.7%	\$375,000	\$354,200	- 5.5%
Inventory of Homes for Sale	25	5	- 80.0%	--	--	--
Months Supply of Inventory	6.3	1.7	- 73.0%	--	--	--
Cumulative Days on Market Until Sale	32	16	- 50.0%	143	51	- 64.3%
Percent of Original List Price Received*	95.8%	105.6%	+ 10.2%	92.3%	98.1%	+ 6.3%
New Listings	5	5	0.0%	48	32	- 33.3%

* 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

