

# Local Market Update – December 2022

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## Lenox

### Single-Family Properties

| Key Metrics                              | December  |                  |          | Year to Date |                  |         |
|--|-----------|------------------|----------|--------------|------------------|---------|
|  | 2021      | 2022             | + / -    | 2021         | 2022             | + / -   |
| Pending Sales                            | 5         | 1                | - 80.0%  | 84           | 44               | - 47.6% |
| Closed Sales                             | 12        | 7                | - 41.7%  | 82           | 53               | - 35.4% |
| Median Sales Price*                      | \$379,500 | <b>\$845,000</b> | + 122.7% | \$547,950    | <b>\$625,000</b> | + 14.1% |
| Inventory of Homes for Sale              | 16        | 12               | - 25.0%  | --           | --               | --      |
| Months Supply of Inventory               | 2.3       | 3.3              | + 43.5%  | --           | --               | --      |
| Cumulative Days on Market Until Sale     | 96        | 127              | + 32.3%  | 113          | 119              | + 5.3%  |
| Percent of Original List Price Received* | 94.2%     | 91.6%            | - 2.8%   | 97.8%        | 98.1%            | + 0.3%  |
| New Listings                             | 2         | 1                | - 50.0%  | 96           | 55               | - 42.7% |

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

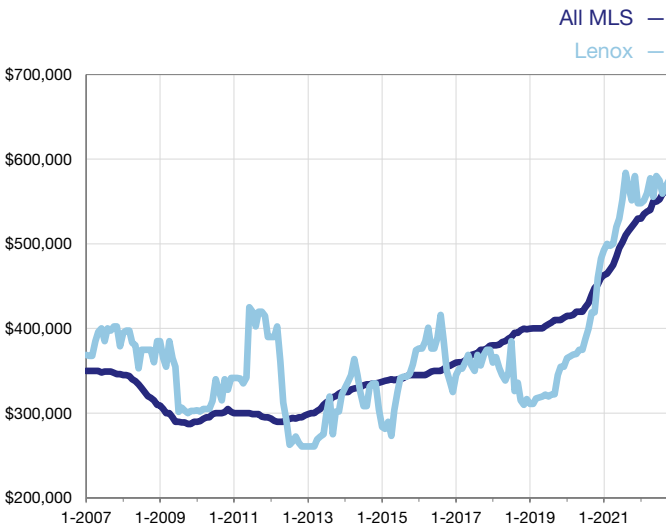
### Condominium Properties

| Key Metrics                              | December  |            |          | Year to Date |                  |         |
|--|-----------|------------|----------|--------------|------------------|---------|
|  | 2021      | 2022       | + / -    | 2021         | 2022             | + / -   |
| Pending Sales                            | 3         | 1          | - 66.7%  | 41           | 22               | - 46.3% |
| Closed Sales                             | 4         | 0          | - 100.0% | 38           | 24               | - 36.8% |
| Median Sales Price*                      | \$882,500 | <b>\$0</b> | - 100.0% | \$434,750    | <b>\$285,000</b> | - 34.4% |
| Inventory of Homes for Sale              | 3         | 2          | - 33.3%  | --           | --               | --      |
| Months Supply of Inventory               | 0.8       | 0.9        | + 12.5%  | --           | --               | --      |
| Cumulative Days on Market Until Sale     | 187       | 0          | - 100.0% | 115          | 136              | + 18.3% |
| Percent of Original List Price Received* | 95.8%     | 0.0%       | - 100.0% | 97.6%        | 100.3%           | + 2.8%  |
| New Listings                             | 1         | 1          | 0.0%     | 35           | 31               | - 11.4% |

\* 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

