

Local Market Update – July 2016

A RESEARCH TOOL PROVIDED BY THE MASSACHUSETTS ASSOCIATION OF REALTORS®

Ludlow

Single-Family Properties

Key Metrics	July			Year to Date		
	2015	2016	+ / -	2015	2016	+ / -
Pending Sales	10	14	+ 40.0%	93	94	+ 1.1%
Closed Sales	15	14	- 6.7%	78	86	+ 10.3%
Median Sales Price*	\$205,000	\$207,250	+ 1.1%	\$194,950	\$211,250	+ 8.4%
Inventory of Homes for Sale	77	57	- 26.0%	--	--	--
Months Supply of Inventory	6.6	4.5	- 31.8%	--	--	--
Cumulative Days on Market Until Sale	87	110	+ 26.4%	125	126	+ 0.8%
Percent of Original List Price Received*	95.8%	93.6%	- 2.3%	93.5%	93.7%	+ 0.2%
New Listings	21	24	+ 14.3%	145	133	- 8.3%

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

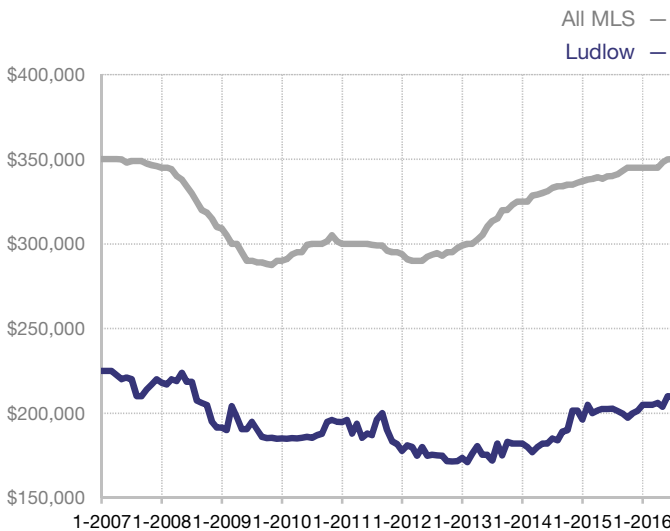
Condominium Properties

Key Metrics	July			Year to Date		
	2015	2016	+ / -	2015	2016	+ / -
Pending Sales	6	5	- 16.7%	23	23	0.0%
Closed Sales	2	5	+ 150.0%	15	18	+ 20.0%
Median Sales Price*	\$224,500	\$160,000	- 28.7%	\$179,000	\$257,400	+ 43.8%
Inventory of Homes for Sale	16	26	+ 62.5%	--	--	--
Months Supply of Inventory	4.6	9.2	+ 100.0%	--	--	--
Cumulative Days on Market Until Sale	227	82	- 63.9%	164	113	- 31.1%
Percent of Original List Price Received*	97.6%	99.2%	+ 1.6%	97.3%	98.0%	+ 0.7%
New Listings	3	15	+ 400.0%	43	45	+ 4.7%

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

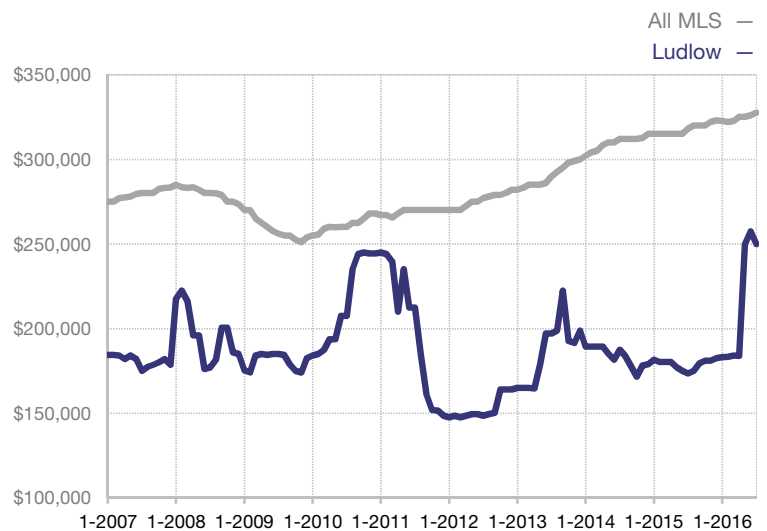
Median Sales Price – Single-Family Properties

Rolling 12-Month Calculation



Median Sales Price – Condominium Properties

Rolling 12-Month Calculation



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