

Local Market Update – November 2016

A RESEARCH TOOL PROVIDED BY THE MASSACHUSETTS ASSOCIATION OF REALTORS®

Lunenburg

Single-Family Properties

Key Metrics	November			Year to Date		
	2015	2016	+ / -	2015	2016	+ / -
Pending Sales	13	11	- 15.4%	152	170	+ 11.8%
Closed Sales	7	14	+ 100.0%	137	162	+ 18.2%
Median Sales Price*	\$208,000	\$326,500	+ 57.0%	\$247,900	\$274,950	+ 10.9%
Inventory of Homes for Sale	65	54	- 16.9%	--	--	--
Months Supply of Inventory	5.3	3.6	- 32.1%	--	--	--
Cumulative Days on Market Until Sale	116	83	- 28.4%	97	94	- 3.1%
Percent of Original List Price Received*	96.4%	95.9%	- 0.5%	95.1%	95.8%	+ 0.7%
New Listings	9	14	+ 55.6%	236	237	+ 0.4%

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

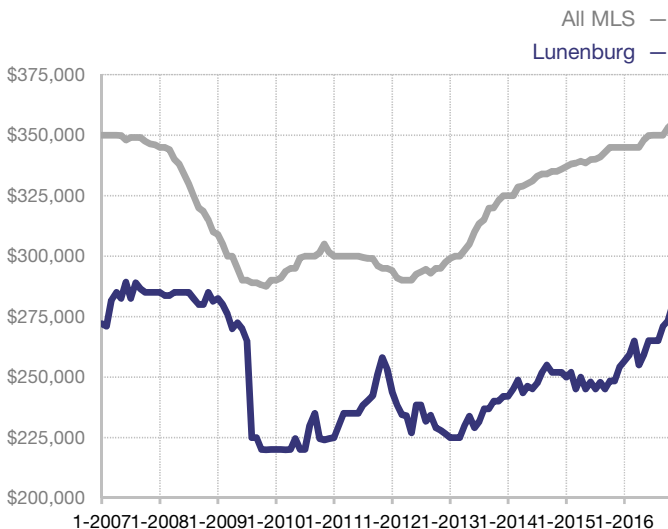
Condominium Properties

Key Metrics	November			Year to Date		
	2015	2016	+ / -	2015	2016	+ / -
Pending Sales	1	2	+ 100.0%	13	5	- 61.5%
Closed Sales	2	1	- 50.0%	12	5	- 58.3%
Median Sales Price*	\$215,000	\$210,000	- 2.3%	\$289,500	\$227,000	- 21.6%
Inventory of Homes for Sale	4	7	+ 75.0%	--	--	--
Months Supply of Inventory	2.2	5.8	+ 163.6%	--	--	--
Cumulative Days on Market Until Sale	170	48	- 71.8%	210	49	- 76.7%
Percent of Original List Price Received*	99.2%	91.7%	- 7.6%	99.8%	96.9%	- 2.9%
New Listings	1	0	- 100.0%	17	13	- 23.5%

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

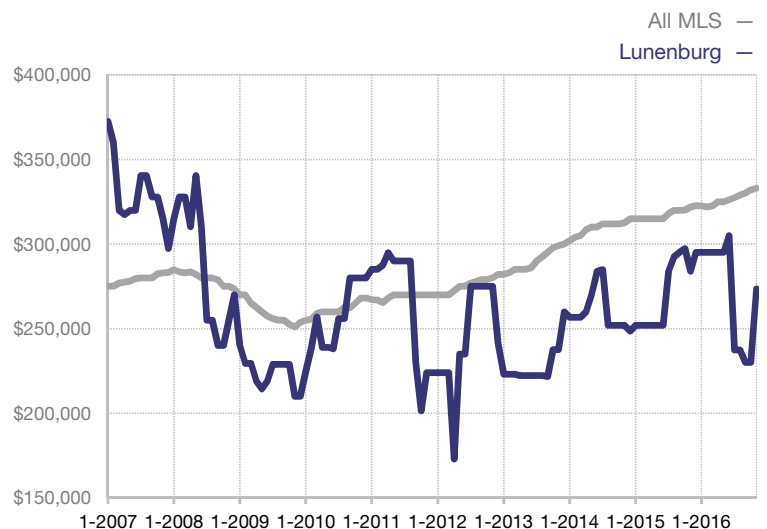
Median Sales Price – Single-Family Properties

Rolling 12-Month Calculation



Median Sales Price – Condominium Properties

Rolling 12-Month Calculation



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