

Local Market Update – June 2019

A RESEARCH TOOL PROVIDED BY THE MASSACHUSETTS ASSOCIATION OF REALTORS®

Ludlow

Single-Family Properties

Key Metrics	June			Year to Date		
	2018	2019	+ / -	2018	2019	+ / -
Pending Sales	14	23	+ 64.3%	103	100	- 2.9%
Closed Sales	20	24	+ 20.0%	97	81	- 16.5%
Median Sales Price*	\$228,950	\$219,965	- 3.9%	\$215,000	\$224,900	+ 4.6%
Inventory of Homes for Sale	53	32	- 39.6%	--	--	--
Months Supply of Inventory	3.4	2.1	- 38.2%	--	--	--
Cumulative Days on Market Until Sale	57	57	0.0%	77	91	+ 18.2%
Percent of Original List Price Received*	96.8%	97.9%	+ 1.1%	94.7%	94.9%	+ 0.2%
New Listings	20	20	0.0%	126	116	- 7.9%

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

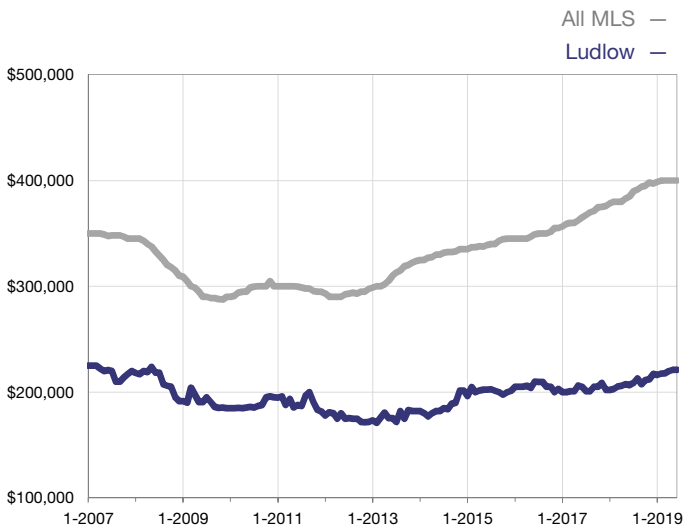
Condominium Properties

Key Metrics	June			Year to Date		
	2018	2019	+ / -	2018	2019	+ / -
Pending Sales	4	3	- 25.0%	23	28	+ 21.7%
Closed Sales	0	3	--	19	22	+ 15.8%
Median Sales Price*	\$0	\$195,000	--	\$275,000	\$233,950	- 14.9%
Inventory of Homes for Sale	22	15	- 31.8%	--	--	--
Months Supply of Inventory	5.5	4.7	- 14.5%	--	--	--
Cumulative Days on Market Until Sale	0	18	--	152	96	- 36.8%
Percent of Original List Price Received*	0.0%	99.3%	--	99.2%	98.0%	- 1.2%
New Listings	7	4	- 42.9%	31	36	+ 16.1%

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

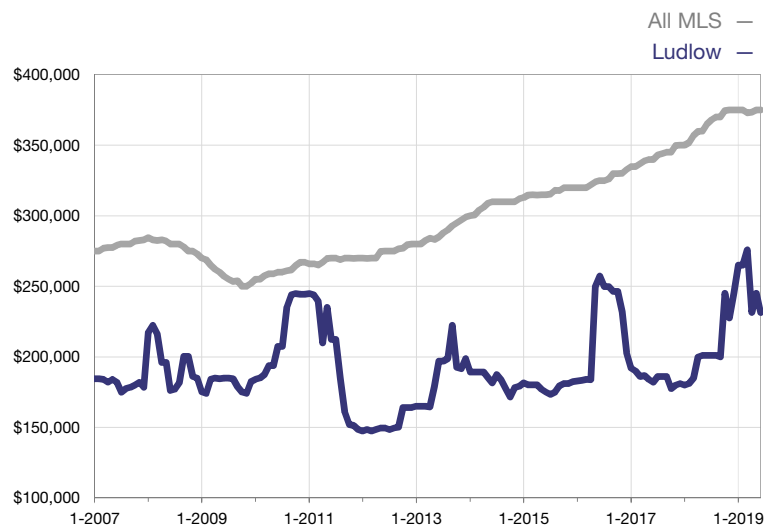
Median Sales Price – Single-Family Properties

Rolling 12-Month Calculation



Median Sales Price – Condominium Properties

Rolling 12-Month Calculation



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