

# Local Market Update – July 2019

A RESEARCH TOOL PROVIDED BY THE MASSACHUSETTS ASSOCIATION OF REALTORS®

## Lancaster

### Single-Family Properties

Key Metrics	July			Year to Date		
	2018	2019	+ / -	2018	2019	+ / -
Pending Sales	16	12	- 25.0%	48	51	+ 6.3%
Closed Sales	9	3	- 66.7%	36	36	0.0%
Median Sales Price*	\$375,000	<b>\$399,900</b>	+ 6.6%	\$393,750	<b>\$393,725</b>	- 0.0%
Inventory of Homes for Sale	20	34	+ 70.0%	--	--	--
Months Supply of Inventory	3.5	5.6	+ 60.0%	--	--	--
Cumulative Days on Market Until Sale	30	75	+ 150.0%	68	59	- 13.2%
Percent of Original List Price Received*	100.8%	94.4%	- 6.3%	98.3%	96.3%	- 2.0%
New Listings	17	13	- 23.5%	69	79	+ 14.5%

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

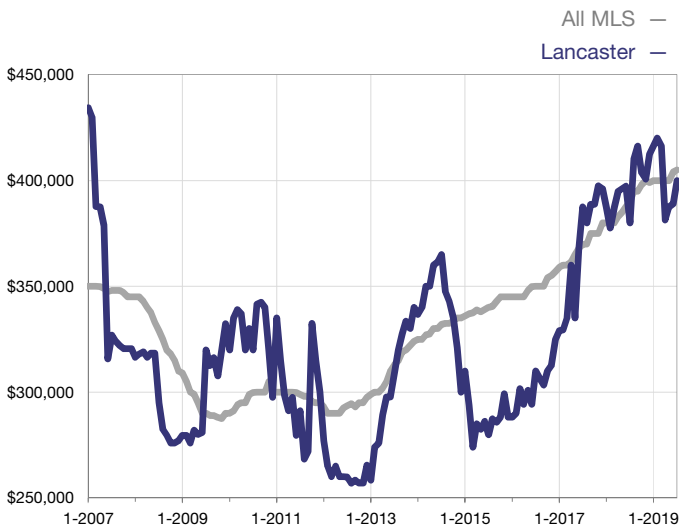
### Condominium Properties

Key Metrics	July			Year to Date		
	2018	2019	+ / -	2018	2019	+ / -
Pending Sales	0	2	--	1	5	+ 400.0%
Closed Sales	0	1	--	2	2	0.0%
Median Sales Price*	\$0	<b>\$291,000</b>	--	\$255,000	<b>\$230,500</b>	- 9.6%
Inventory of Homes for Sale	1	1	0.0%	--	--	--
Months Supply of Inventory	0.8	1.0	+ 25.0%	--	--	--
Cumulative Days on Market Until Sale	0	18	--	96	39	- 59.4%
Percent of Original List Price Received*	0.0%	100.7%	--	96.7%	100.3%	+ 3.7%
New Listings	0	1	--	2	6	+ 200.0%

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

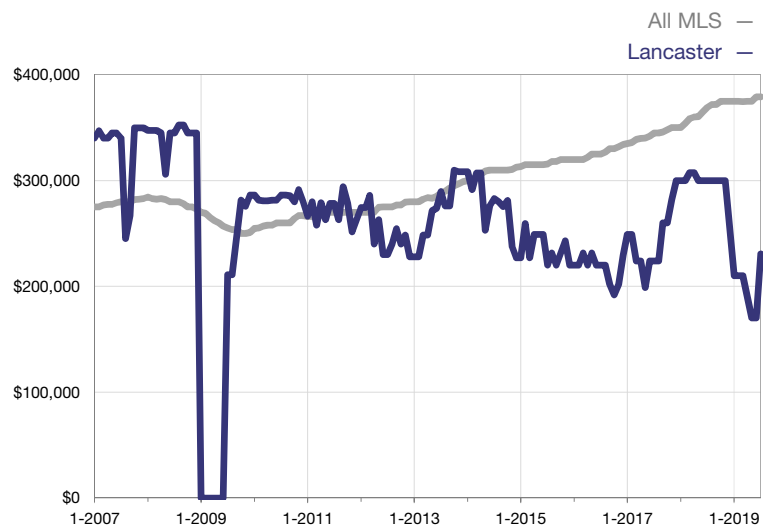
### Median Sales Price – Single-Family Properties

Rolling 12-Month Calculation



### Median Sales Price – Condominium Properties

Rolling 12-Month Calculation



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