

Local Market Update – July 2019

A RESEARCH TOOL PROVIDED BY THE MASSACHUSETTS ASSOCIATION OF REALTORS®

Lanesborough

Single-Family Properties

Key Metrics	July			Year to Date		
	2018	2019	+ / -	2018	2019	+ / -
Pending Sales	3	6	+ 100.0%	26	24	- 7.7%
Closed Sales	6	4	- 33.3%	26	16	- 38.5%
Median Sales Price*	\$197,450	\$293,000	+ 48.4%	\$215,750	\$260,000	+ 20.5%
Inventory of Homes for Sale	21	20	- 4.8%	--	--	--
Months Supply of Inventory	5.0	8.3	+ 66.0%	--	--	--
Cumulative Days on Market Until Sale	52	57	+ 9.6%	85	33	- 61.2%
Percent of Original List Price Received*	98.6%	95.0%	- 3.7%	94.1%	95.1%	+ 1.1%
New Listings	6	9	+ 50.0%	39	45	+ 15.4%

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

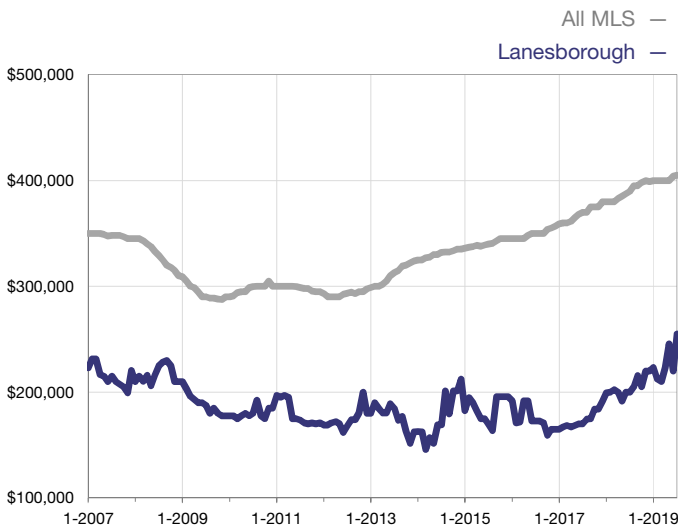
Condominium Properties

Key Metrics	July			Year to Date		
	2018	2019	+ / -	2018	2019	+ / -
Pending Sales	0	0	--	1	5	+ 400.0%
Closed Sales	1	2	+ 100.0%	1	4	+ 300.0%
Median Sales Price*	\$135,000	\$104,000	- 23.0%	\$135,000	\$73,500	- 45.6%
Inventory of Homes for Sale	3	1	- 66.7%	--	--	--
Months Supply of Inventory	2.0	0.8	- 60.0%	--	--	--
Cumulative Days on Market Until Sale	20	135	+ 575.0%	20	103	+ 415.0%
Percent of Original List Price Received*	96.5%	92.7%	- 3.9%	96.5%	90.3%	- 6.4%
New Listings	2	0	- 100.0%	4	2	- 50.0%

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

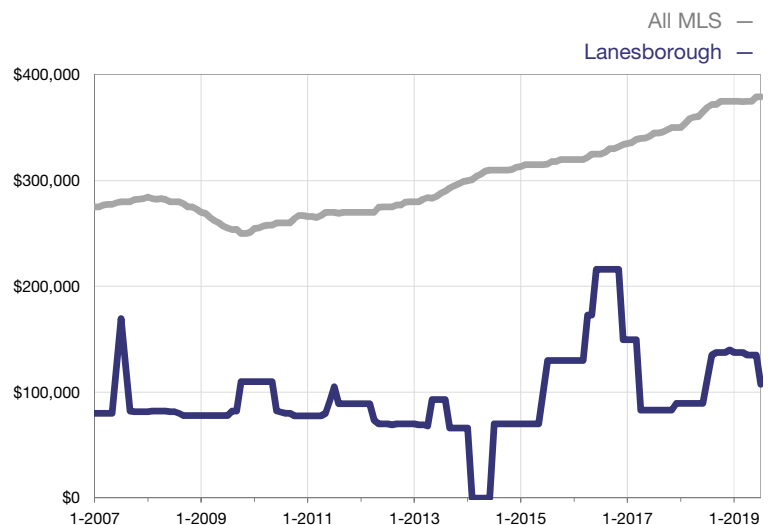
Median Sales Price – Single-Family Properties

Rolling 12-Month Calculation



Median Sales Price – Condominium Properties

Rolling 12-Month Calculation



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