

# Local Market Update – July 2019

A RESEARCH TOOL PROVIDED BY THE MASSACHUSETTS ASSOCIATION OF REALTORS®

## Lenox

### Single-Family Properties

Key Metrics	July			Year to Date		
	2018	2019	+ / -	2018	2019	+ / -
Pending Sales	5	8	+ 60.0%	22	42	+ 90.9%
Closed Sales	4	5	+ 25.0%	11	38	+ 245.5%
Median Sales Price*	\$392,500	<b>\$325,000</b>	- 17.2%	\$342,500	<b>\$329,300</b>	- 3.9%
Inventory of Homes for Sale	78	59	- 24.4%	--	--	--
Months Supply of Inventory	18.1	11.2	- 38.1%	--	--	--
Cumulative Days on Market Until Sale	160	113	- 29.4%	175	120	- 31.4%
Percent of Original List Price Received*	85.2%	95.2%	+ 11.7%	84.3%	91.3%	+ 8.3%
New Listings	11	10	- 9.1%	69	62	- 10.1%

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

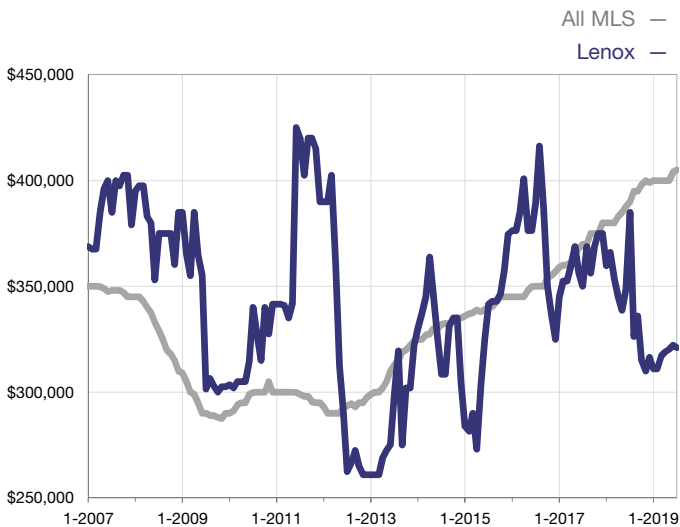
### Condominium Properties

Key Metrics	July			Year to Date		
	2018	2019	+ / -	2018	2019	+ / -
Pending Sales	2	9	+ 350.0%	20	26	+ 30.0%
Closed Sales	4	2	- 50.0%	20	19	- 5.0%
Median Sales Price*	\$470,000	<b>\$179,000</b>	- 61.9%	\$470,000	<b>\$180,000</b>	- 61.7%
Inventory of Homes for Sale	48	31	- 35.4%	--	--	--
Months Supply of Inventory	14.8	8.5	- 42.6%	--	--	--
Cumulative Days on Market Until Sale	73	169	+ 131.5%	157	122	- 22.3%
Percent of Original List Price Received*	95.7%	95.4%	- 0.3%	96.1%	93.8%	- 2.4%
New Listings	5	6	+ 20.0%	39	44	+ 12.8%

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

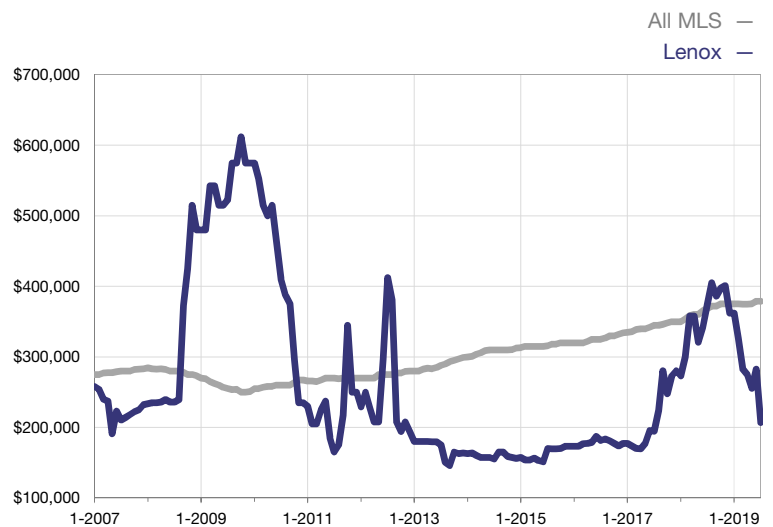
### Median Sales Price – Single-Family Properties

Rolling 12-Month Calculation



### Median Sales Price – Condominium Properties

Rolling 12-Month Calculation



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