

Local Market Update – July 2019

A RESEARCH TOOL PROVIDED BY THE MASSACHUSETTS ASSOCIATION OF REALTORS®

Ludlow

Single-Family Properties

Key Metrics	July			Year to Date		
	2018	2019	+ / -	2018	2019	+ / -
Pending Sales	21	21	0.0%	124	121	- 2.4%
Closed Sales	21	22	+ 4.8%	118	103	- 12.7%
Median Sales Price*	\$207,000	\$266,250	+ 28.6%	\$215,000	\$231,900	+ 7.9%
Inventory of Homes for Sale	48	30	- 37.5%	--	--	--
Months Supply of Inventory	3.0	2.0	- 33.3%	--	--	--
Cumulative Days on Market Until Sale	31	39	+ 25.8%	69	80	+ 15.9%
Percent of Original List Price Received*	98.3%	98.7%	+ 0.4%	95.3%	95.7%	+ 0.4%
New Listings	19	22	+ 15.8%	145	138	- 4.8%

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

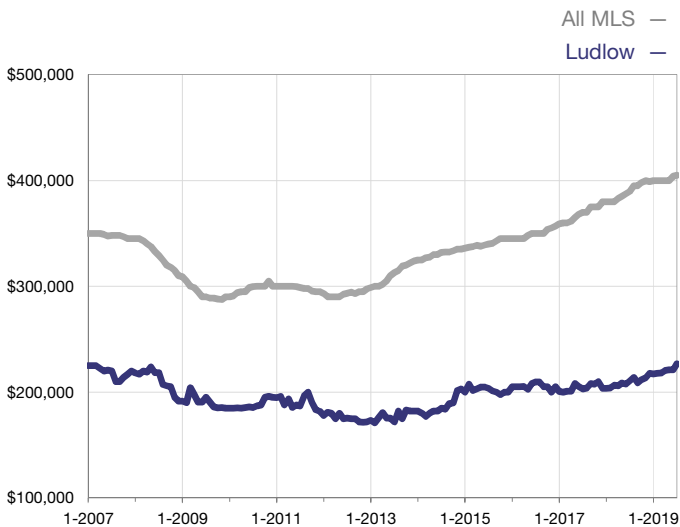
Condominium Properties

Key Metrics	July			Year to Date		
	2018	2019	+ / -	2018	2019	+ / -
Pending Sales	2	4	+ 100.0%	25	31	+ 24.0%
Closed Sales	3	2	- 33.3%	22	24	+ 9.1%
Median Sales Price*	\$132,500	\$293,500	+ 121.5%	\$242,500	\$233,950	- 3.5%
Inventory of Homes for Sale	20	15	- 25.0%	--	--	--
Months Supply of Inventory	5.0	4.9	- 2.0%	--	--	--
Cumulative Days on Market Until Sale	261	20	- 92.3%	168	89	- 47.0%
Percent of Original List Price Received*	101.0%	102.1%	+ 1.1%	99.4%	98.3%	- 1.1%
New Listings	2	2	0.0%	33	38	+ 15.2%

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

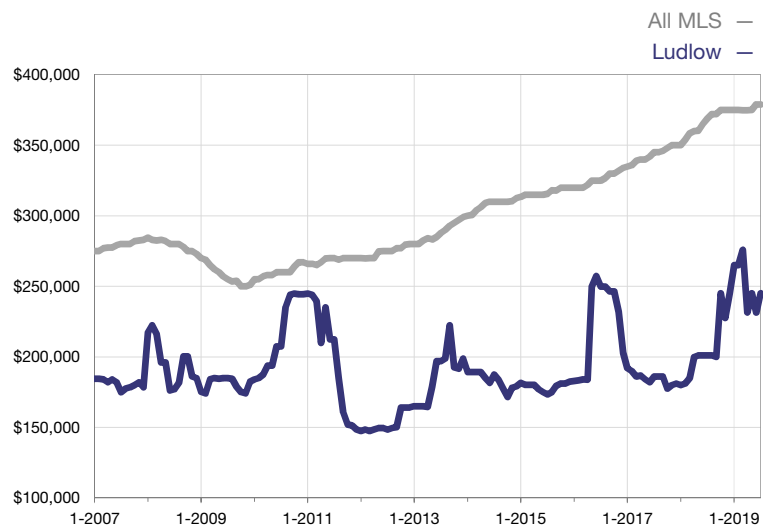
Median Sales Price – Single-Family Properties

Rolling 12-Month Calculation



Median Sales Price – Condominium Properties

Rolling 12-Month Calculation



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