

Local Market Update – July 2019

A RESEARCH TOOL PROVIDED BY THE MASSACHUSETTS ASSOCIATION OF REALTORS®

Lunenburg

Single-Family Properties

Key Metrics	July			Year to Date		
	2018	2019	+ / -	2018	2019	+ / -
Pending Sales	15	18	+ 20.0%	81	110	+ 35.8%
Closed Sales	15	12	- 20.0%	79	95	+ 20.3%
Median Sales Price*	\$305,000	\$409,125	+ 34.1%	\$290,000	\$319,900	+ 10.3%
Inventory of Homes for Sale	46	41	- 10.9%	--	--	--
Months Supply of Inventory	3.2	3.1	- 3.1%	--	--	--
Cumulative Days on Market Until Sale	58	32	- 44.8%	75	61	- 18.7%
Percent of Original List Price Received*	95.5%	97.8%	+ 2.4%	94.3%	97.6%	+ 3.5%
New Listings	18	24	+ 33.3%	117	147	+ 25.6%

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

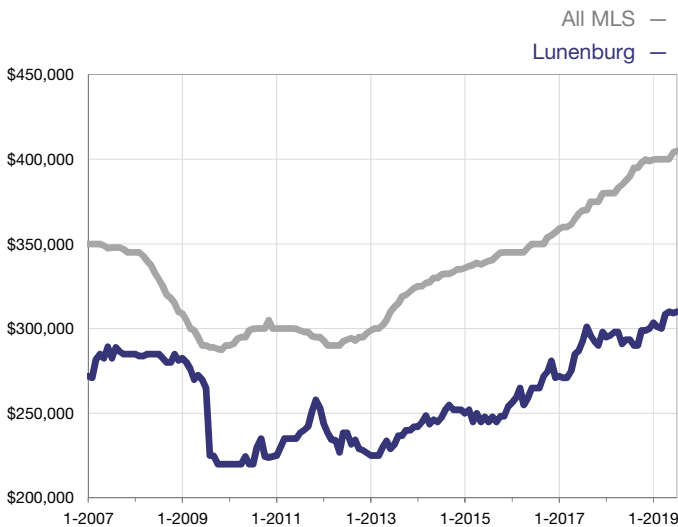
Condominium Properties

Key Metrics	July			Year to Date		
	2018	2019	+ / -	2018	2019	+ / -
Pending Sales	2	0	- 100.0%	4	8	+ 100.0%
Closed Sales	0	0	--	1	6	+ 500.0%
Median Sales Price*	\$0	\$0	--	\$355,000	\$318,450	- 10.3%
Inventory of Homes for Sale	1	1	0.0%	--	--	--
Months Supply of Inventory	0.5	0.5	0.0%	--	--	--
Cumulative Days on Market Until Sale	0	0	--	179	84	- 53.1%
Percent of Original List Price Received*	0.0%	0.0%	--	101.6%	98.3%	- 3.2%
New Listings	0	1	--	4	8	+ 100.0%

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

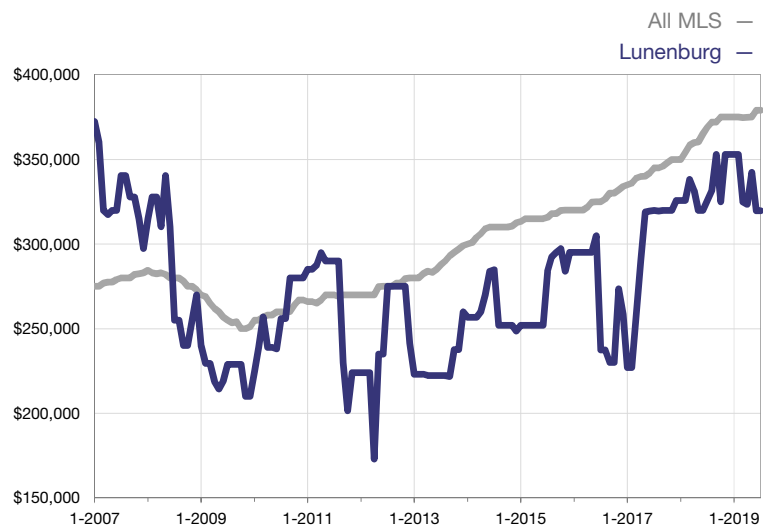
Median Sales Price – Single-Family Properties

Rolling 12-Month Calculation



Median Sales Price – Condominium Properties

Rolling 12-Month Calculation



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