

Local Market Update – November 2019

A RESEARCH TOOL PROVIDED BY THE MASSACHUSETTS ASSOCIATION OF REALTORS®

Lunenburg

Single-Family Properties

Key Metrics	November			Year to Date		
	2018	2019	+ / -	2018	2019	+ / -
Pending Sales	11	15	+ 36.4%	129	179	+ 38.8%
Closed Sales	15	16	+ 6.7%	136	160	+ 17.6%
Median Sales Price*	\$300,000	\$275,500	- 8.2%	\$301,000	\$329,150	+ 9.4%
Inventory of Homes for Sale	43	39	- 9.3%	--	--	--
Months Supply of Inventory	3.4	2.8	- 17.6%	--	--	--
Cumulative Days on Market Until Sale	61	80	+ 31.1%	64	60	- 6.3%
Percent of Original List Price Received*	93.0%	98.9%	+ 6.3%	95.3%	97.4%	+ 2.2%
New Listings	14	10	- 28.6%	192	234	+ 21.9%

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

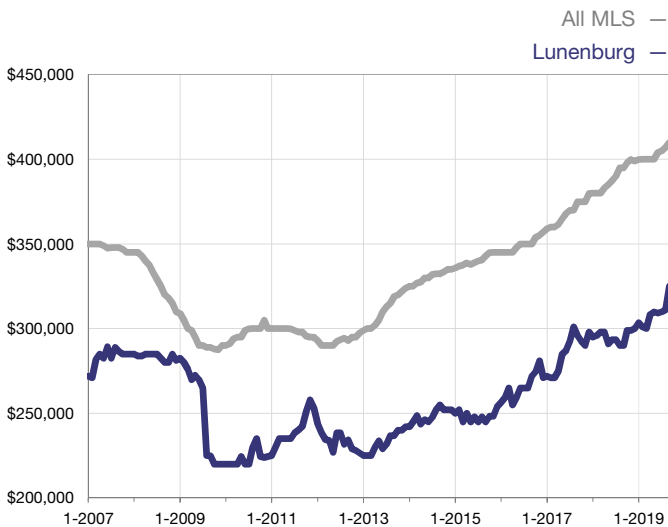
Condominium Properties

Key Metrics	November			Year to Date		
	2018	2019	+ / -	2018	2019	+ / -
Pending Sales	0	0	--	5	10	+ 100.0%
Closed Sales	0	0	--	5	9	+ 80.0%
Median Sales Price*	\$0	\$0	--	\$353,000	\$335,000	- 5.1%
Inventory of Homes for Sale	4	0	- 100.0%	--	--	--
Months Supply of Inventory	2.4	0.0	- 100.0%	--	--	--
Cumulative Days on Market Until Sale	0	0	--	67	67	0.0%
Percent of Original List Price Received*	0.0%	0.0%	--	97.2%	98.3%	+ 1.1%
New Listings	1	0	- 100.0%	9	11	+ 22.2%

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

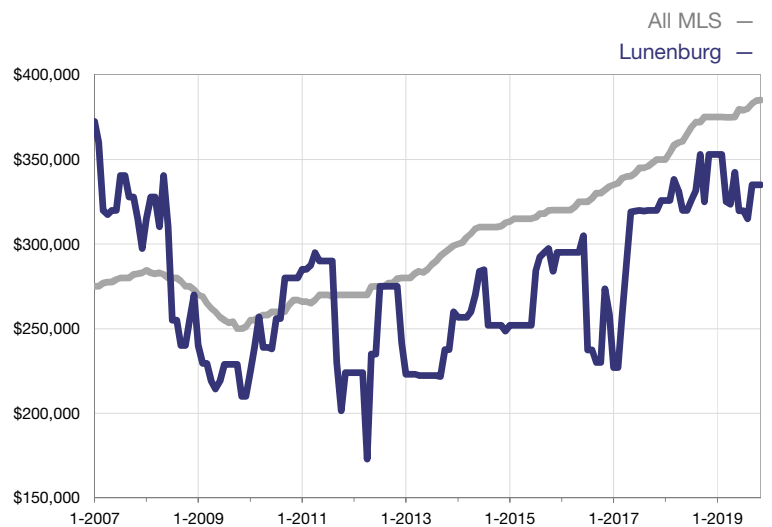
Median Sales Price – Single-Family Properties

Rolling 12-Month Calculation



Median Sales Price – Condominium Properties

Rolling 12-Month Calculation



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