Local Market Update – December 2019

A RESEARCH TOOL PROVIDED BY THE **MASSACHUSETTS ASSOCIATION OF REALTORS®**

Lancaster

Single-Family Properties

	December			Year to Date		
Key Metrics	**2018**	**2019**	**+ / –**	**2018**	**2019**	**+ / –**
Pending Sales	6	**1**	- 83.3%	77	**81**	+ 5.2%
Closed Sales	3	**8**	+ 166.7%	73	**84**	+ 15.1%
Median Sales Price*	$320,000	**$335,000**	+ 4.7%	$412,500	**$400,000**	- 3.0%
Inventory of Homes for Sale	18	**14**	- 22.2%	--	--	--
Months Supply of Inventory	3.0	**2.0**	- 33.3%	--	--	--
Cumulative Days on Market Until Sale	40	**90**	+ 125.0%	61	**72**	+ 18.0%
Percent of Original List Price Received*	98.5%	**90.4%**	- 8.2%	97.0%	**94.7%**	- 2.4%
New Listings	5	**2**	- 60.0%	110	**107**	- 2.7%

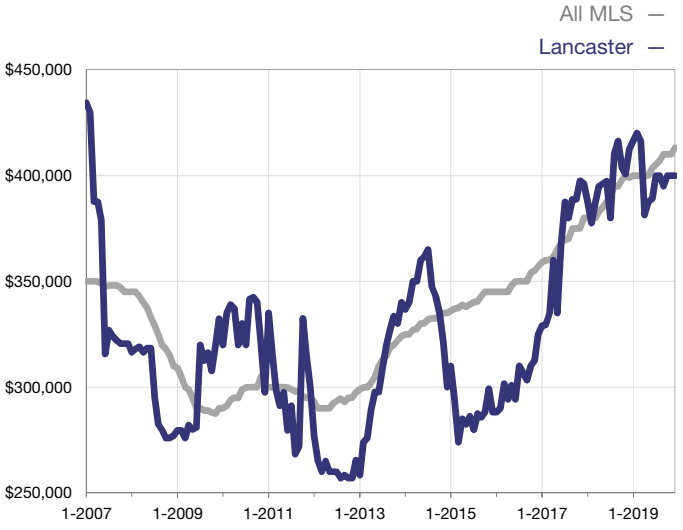
* Does not account for seller concessions. | Activity for one month can sometimes look extreme due to small sample size.

Condominium Properties

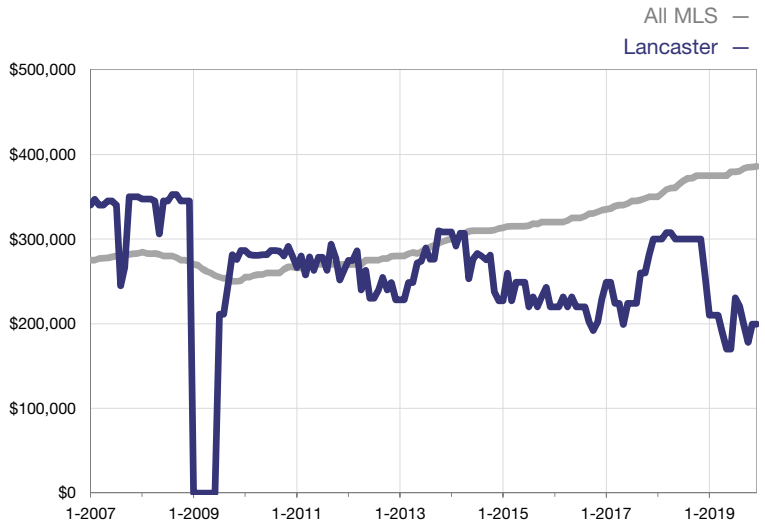
	December			Year to Date		
Key Metrics	**2018**	**2019**	**+ / –**	**2018**	**2019**	**+ / –**
Pending Sales	0	**0**	--	1	**8**	+ 700.0%
Closed Sales	0	**0**	--	2	**6**	+ 200.0%
Median Sales Price*	$0	**$0**	--	$255,000	**$199,500**	- 21.8%
Inventory of Homes for Sale	1	**0**	- 100.0%	--	--	--
Months Supply of Inventory	1.0	**0.0**	- 100.0%	--	--	--
Cumulative Days on Market Until Sale	0	**0**	--	96	**42**	- 56.3%
Percent of Original List Price Received*	0.0%	**0.0%**	--	96.7%	**99.8%**	+ 3.2%
New Listings	1	**0**	- 100.0%	3	**8**	+ 166.7%

* 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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