

# Local Market Update – October 2020

A RESEARCH TOOL PROVIDED BY THE MASSACHUSETTS ASSOCIATION OF REALTORS®

## Lancaster

### Single-Family Properties

Key Metrics	October			Year to Date		
	2019	2020	+ / -	2019	2020	+ / -
Pending Sales	8	11	+ 37.5%	74	100	+ 35.1%
Closed Sales	9	9	0.0%	71	83	+ 16.9%
Median Sales Price*	\$510,000	<b>\$365,000</b>	- 28.4%	\$400,000	<b>\$433,000</b>	+ 8.3%
Inventory of Homes for Sale	26	10	- 61.5%	--	--	--
Months Supply of Inventory	4.0	1.3	- 67.5%	--	--	--
Cumulative Days on Market Until Sale	63	29	- 54.0%	67	43	- 35.8%
Percent of Original List Price Received*	94.4%	101.5%	+ 7.5%	94.8%	99.3%	+ 4.7%
New Listings	7	12	+ 71.4%	104	106	+ 1.9%

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

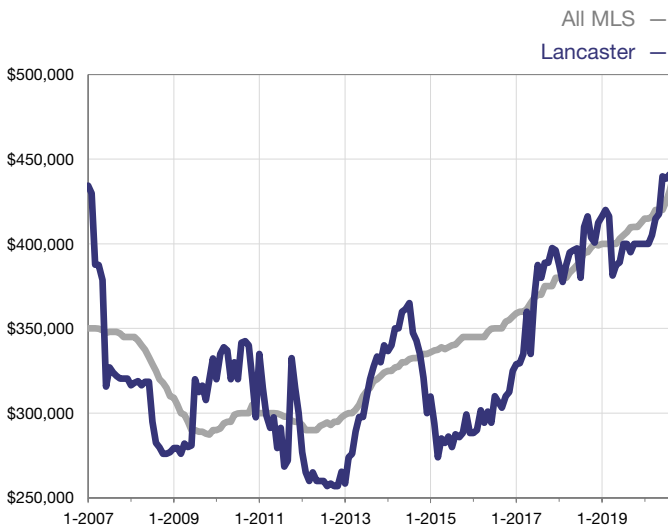
### Condominium Properties

Key Metrics	October			Year to Date		
	2019	2020	+ / -	2019	2020	+ / -
Pending Sales	0	1	--	6	8	+ 33.3%
Closed Sales	1	1	0.0%	5	8	+ 60.0%
Median Sales Price*	\$62,000	<b>\$239,900</b>	+ 286.9%	\$178,000	<b>\$278,250</b>	+ 56.3%
Inventory of Homes for Sale	1	4	+ 300.0%	--	--	--
Months Supply of Inventory	1.0	3.6	+ 260.0%	--	--	--
Cumulative Days on Market Until Sale	114	26	- 77.2%	43	27	- 37.2%
Percent of Original List Price Received*	0.0%	100.0%	--	99.7%	98.5%	- 1.2%
New Listings	0	0	--	7	12	+ 71.4%

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

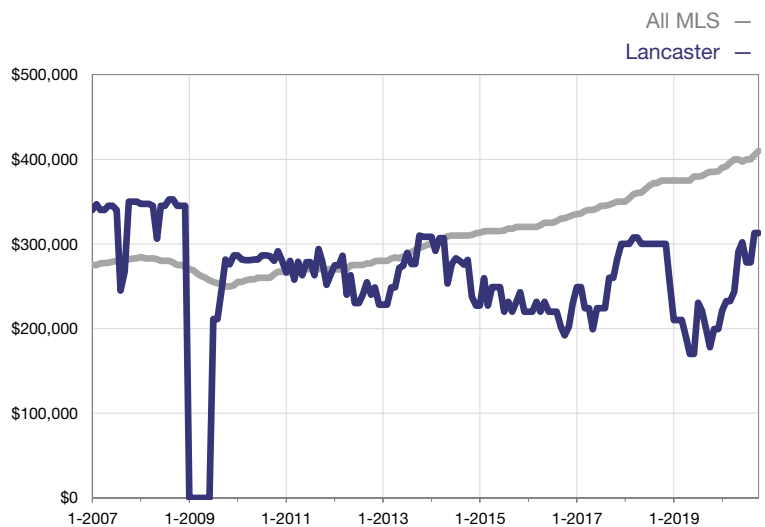
### Median Sales Price – Single-Family Properties

Rolling 12-Month Calculation



### Median Sales Price – Condominium Properties

Rolling 12-Month Calculation



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