

Local Market Update – November 2022

A RESEARCH TOOL PROVIDED BY THE MASSACHUSETTS ASSOCIATION OF REALTORS®

Lancaster

Single-Family Properties

| Key Metrics | November | | | Year to Date | | |
|--|-----------|------------------|---------|--------------|------------------|---------|
| | 2021 | 2022 | + / - | 2021 | 2022 | + / - |
| Pending Sales | 10 | 6 | - 40.0% | 80 | 67 | - 16.3% |
| Closed Sales | 11 | 3 | - 72.7% | 84 | 69 | - 17.9% |
| Median Sales Price* | \$530,000 | \$425,000 | - 19.8% | \$515,000 | \$450,000 | - 12.6% |
| Inventory of Homes for Sale | 9 | 6 | - 33.3% | -- | -- | -- |
| Months Supply of Inventory | 1.2 | 1.0 | - 16.7% | -- | -- | -- |
| Cumulative Days on Market Until Sale | 28 | 46 | + 64.3% | 29 | 29 | 0.0% |
| Percent of Original List Price Received* | 99.0% | 102.8% | + 3.8% | 102.0% | 102.6% | + 0.6% |
| New Listings | 5 | 4 | - 20.0% | 87 | 79 | - 9.2% |

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

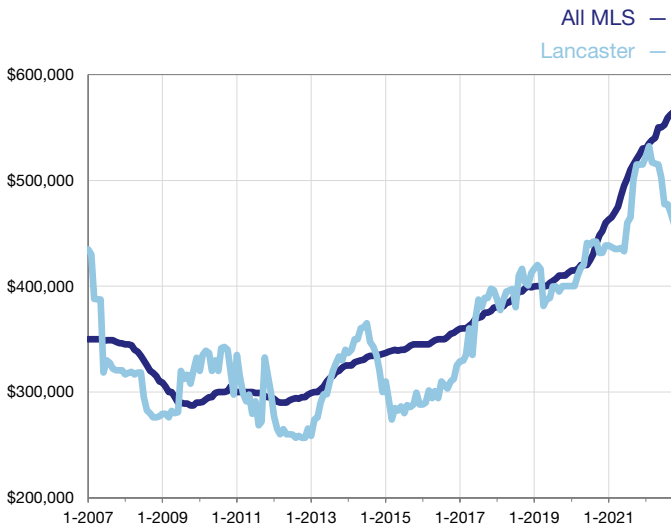
Condominium Properties

| Key Metrics | November | | | Year to Date | | |
|--|----------|------------------|----------|--------------|------------------|---------|
| | 2021 | 2022 | + / - | 2021 | 2022 | + / - |
| Pending Sales | 0 | 0 | -- | 9 | 7 | - 22.2% |
| Closed Sales | 0 | 1 | -- | 8 | 8 | 0.0% |
| Median Sales Price* | \$0 | \$449,900 | -- | \$255,000 | \$392,250 | + 53.8% |
| Inventory of Homes for Sale | 3 | 1 | - 66.7% | -- | -- | -- |
| Months Supply of Inventory | 1.7 | 0.6 | - 64.7% | -- | -- | -- |
| Cumulative Days on Market Until Sale | 0 | 44 | -- | 23 | 29 | + 26.1% |
| Percent of Original List Price Received* | 0.0% | 100.0% | -- | 100.2% | 102.4% | + 2.2% |
| New Listings | 1 | 0 | - 100.0% | 13 | 8 | - 38.5% |

* 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

