

Local Market Update – September 2023

A RESEARCH TOOL PROVIDED BY THE MASSACHUSETTS ASSOCIATION OF REALTORS®

Lenox

Single-Family Properties

| Key Metrics | September | | | Year to Date | | |
|------------------------------------------|-------------|------------------|----------|--------------|------------------|---------|
| | 2022 | 2023 | + / - | 2022 | 2023 | + / - |
| Pending Sales | 6 | 5 | - 16.7% | 33 | 36 | + 9.1% |
| Closed Sales | 1 | 2 | + 100.0% | 36 | 29 | - 19.4% |
| Median Sales Price* | \$1,300,000 | \$769,000 | - 40.8% | \$661,000 | \$718,000 | + 8.6% |
| Inventory of Homes for Sale | 17 | 20 | + 17.6% | -- | -- | -- |
| Months Supply of Inventory | 3.8 | 5.2 | + 36.8% | -- | -- | -- |
| Cumulative Days on Market Until Sale | 81 | 46 | - 43.2% | 116 | 95 | - 18.1% |
| Percent of Original List Price Received* | 100.1% | 98.0% | - 2.1% | 98.5% | 95.8% | - 2.7% |
| New Listings | 8 | 3 | - 62.5% | 47 | 52 | + 10.6% |

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

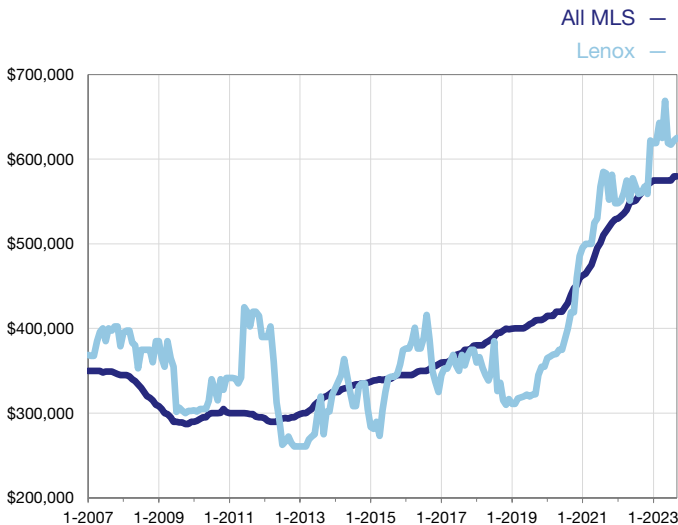
Condominium Properties

| Key Metrics | September | | | Year to Date | | |
|------------------------------------------|-----------|------------------|----------|--------------|------------------|---------|
| | 2022 | 2023 | + / - | 2022 | 2023 | + / - |
| Pending Sales | 5 | 3 | - 40.0% | 18 | 29 | + 61.1% |
| Closed Sales | 2 | 4 | + 100.0% | 18 | 26 | + 44.4% |
| Median Sales Price* | \$509,950 | \$342,750 | - 32.8% | \$291,550 | \$341,250 | + 17.0% |
| Inventory of Homes for Sale | 9 | 2 | - 77.8% | -- | -- | -- |
| Months Supply of Inventory | 3.1 | 0.7 | - 77.4% | -- | -- | -- |
| Cumulative Days on Market Until Sale | 408 | 78 | - 80.9% | 194 | 87 | - 55.2% |
| Percent of Original List Price Received* | 103.2% | 101.2% | - 1.9% | 101.0% | 100.7% | - 0.3% |
| New Listings | 2 | 0 | - 100.0% | 26 | 30 | + 15.4% |

* 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

