

Local Market Update – October 2023

A RESEARCH TOOL PROVIDED BY THE MASSACHUSETTS ASSOCIATION OF REALTORS®

Lancaster

Single-Family Properties

Key Metrics	October			Year to Date		
	2022	2023	+ / -	2022	2023	+ / -
Pending Sales	2	7	+ 250.0%	61	50	- 18.0%
Closed Sales	5	4	- 20.0%	66	47	- 28.8%
Median Sales Price*	\$565,000	\$505,000	- 10.6%	\$460,000	\$520,000	+ 13.0%
Inventory of Homes for Sale	8	4	- 50.0%	--	--	--
Months Supply of Inventory	1.2	0.8	- 33.3%	--	--	--
Cumulative Days on Market Until Sale	41	20	- 51.2%	28	33	+ 17.9%
Percent of Original List Price Received*	98.2%	100.9%	+ 2.7%	102.6%	100.9%	- 1.7%
New Listings	7	8	+ 14.3%	69	54	- 21.7%

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

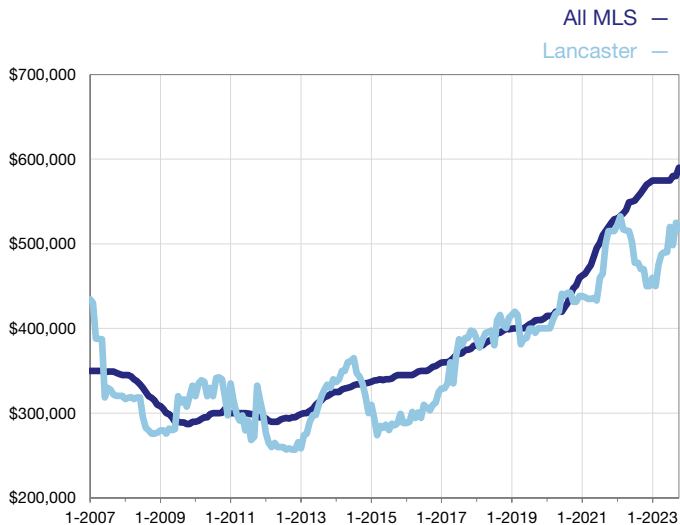
Condominium Properties

Key Metrics	October			Year to Date		
	2022	2023	+ / -	2022	2023	+ / -
Pending Sales	0	1	--	7	7	0.0%
Closed Sales	0	0	--	7	7	0.0%
Median Sales Price*	\$0	\$0	--	\$389,500	\$435,000	+ 11.7%
Inventory of Homes for Sale	1	0	- 100.0%	--	--	--
Months Supply of Inventory	0.6	0.0	- 100.0%	--	--	--
Cumulative Days on Market Until Sale	0	0	--	26	26	0.0%
Percent of Original List Price Received*	0.0%	0.0%	--	102.7%	100.2%	- 2.4%
New Listings	1	0	- 100.0%	8	7	- 12.5%

* 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

