

# Local Market Update – December 2023

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## Lenox

### Single-Family Properties

| Key Metrics                              | December  |                  |          | Year to Date |                  |         |
|--|-----------|------------------|----------|--------------|------------------|---------|
|  | 2022      | 2023             | + / -    | 2022         | 2023             | + / -   |
| Pending Sales                            | 1         | 3                | + 200.0% | 43           | 47               | + 9.3%  |
| Closed Sales                             | 7         | 1                | - 85.7%  | 52           | 43               | - 17.3% |
| Median Sales Price*                      | \$845,000 | <b>\$490,000</b> | - 42.0%  | \$622,000    | <b>\$634,000</b> | + 1.9%  |
| Inventory of Homes for Sale              | 14        | 10               | - 28.6%  | --           | --               | --      |
| Months Supply of Inventory               | 3.9       | 2.6              | - 33.3%  | --           | --               | --      |
| Cumulative Days on Market Until Sale     | 127       | 114              | - 10.2%  | 109          | 86               | - 21.1% |
| Percent of Original List Price Received* | 91.6%     | <b>94.4%</b>     | + 3.1%   | 96.8%        | <b>95.8%</b>     | - 1.0%  |
| New Listings                             | 1         | 2                | + 100.0% | 56           | 58               | + 3.6%  |

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

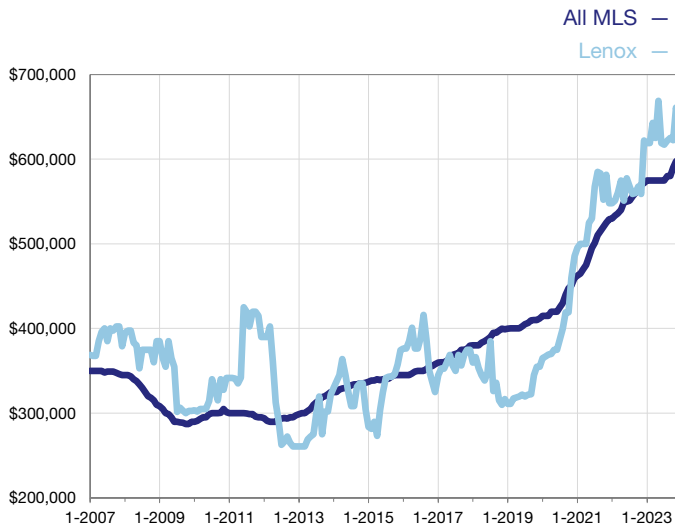
### Condominium Properties

| Key Metrics                              | December |                  |          | Year to Date |                  |         |
|--|----------|------------------|----------|--------------|------------------|---------|
|  | 2022     | 2023             | + / -    | 2022         | 2023             | + / -   |
| Pending Sales                            | 1        | 3                | + 200.0% | 22           | 33               | + 50.0% |
| Closed Sales                             | 0        | 1                | --       | 25           | 34               | + 36.0% |
| Median Sales Price*                      | \$0      | <b>\$221,500</b> | --       | \$290,000    | <b>\$349,750</b> | + 20.6% |
| Inventory of Homes for Sale              | 4        | 2                | - 50.0%  | --           | --               | --      |
| Months Supply of Inventory               | 1.8      | 0.6              | - 66.7%  | --           | --               | --      |
| Cumulative Days on Market Until Sale     | 0        | 41               | --       | 163          | 87               | - 46.6% |
| Percent of Original List Price Received* | 0.0%     | <b>102.6%</b>    | --       | 100.6%       | <b>100.4%</b>    | - 0.2%  |
| New Listings                             | 1        | 1                | 0.0%     | 31           | 35               | + 12.9% |

\* 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

