



NORTHEAST ASSOCIATION OF
REALTORS®

March 2017 Housing Data

NEAR Region and individual city and town reports



Northeast Association of REALTORS®
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www.NortheastRealtors.com



Local Market Update – March 2017

A RESEARCH TOOL PROVIDED BY THE MASSACHUSETTS ASSOCIATION OF REALTORS®



Northeast Association of REALTORS®

+ 0.9%

Year-Over-Year
Change in
Closed Sales
All Properties

+ 8.7%

Year-Over-Year
Change in
Median Sales Price
All Properties

- 37.6%

Year-Over-Year
Change in
Inventory of Homes
All Properties

Single-Family Properties

	March			Year to Date		
	2016	2017	+ / -	2016	2017	+ / -
Pending Sales	379	361	- 4.7%	879	812	- 7.6%
Closed Sales	243	233	- 4.1%	691	632	- 8.5%
Median Sales Price*	\$350,000	\$376,000	+ 7.4%	\$345,000	\$376,750	+ 9.2%
Inventory of Homes for Sale	723	470	- 35.0%	--	--	--
Months Supply of Inventory	2.3	1.4	- 37.1%	--	--	--
Cumulative Days on Market Until Sale	95	76	- 19.7%	100	71	- 29.4%
Percent of Original List Price Received*	96.6%	98.4%	+ 1.9%	95.8%	97.9%	+ 2.2%
New Listings	485	419	- 13.6%	1,070	943	- 11.9%

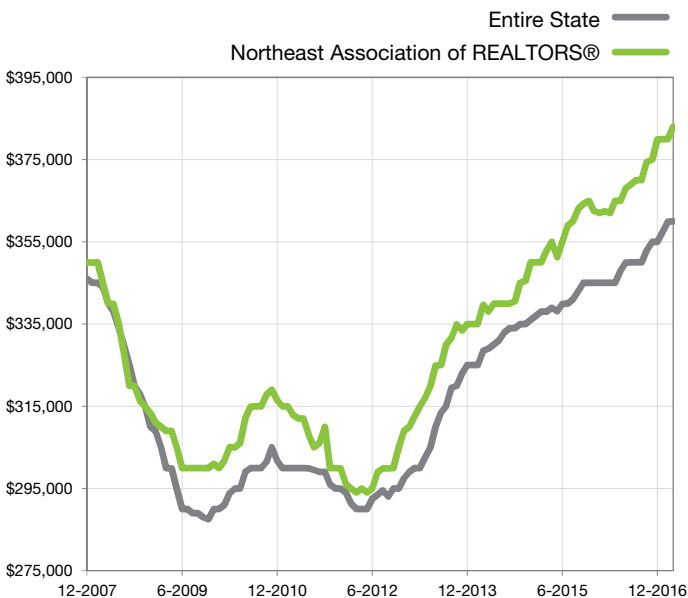
Condominium Properties

	March			Year to Date		
	2016	2017	+ / -	2016	2017	+ / -
Pending Sales	136	180	+ 32.4%	340	374	+ 10.0%
Closed Sales	96	109	+ 13.5%	271	301	+ 11.1%
Median Sales Price*	\$225,000	\$210,000	- 6.7%	\$215,000	\$203,500	- 5.3%
Inventory of Homes for Sale	290	162	- 44.1%	--	--	--
Months Supply of Inventory	2.3	1.2	- 50.0%	--	--	--
Cumulative Days on Market Until Sale	75	60	- 20.1%	83	54	- 34.5%
Percent of Original List Price Received*	96.7%	99.8%	+ 3.1%	96.3%	98.7%	+ 2.5%
New Listings	199	191	- 4.0%	436	431	- 1.1%

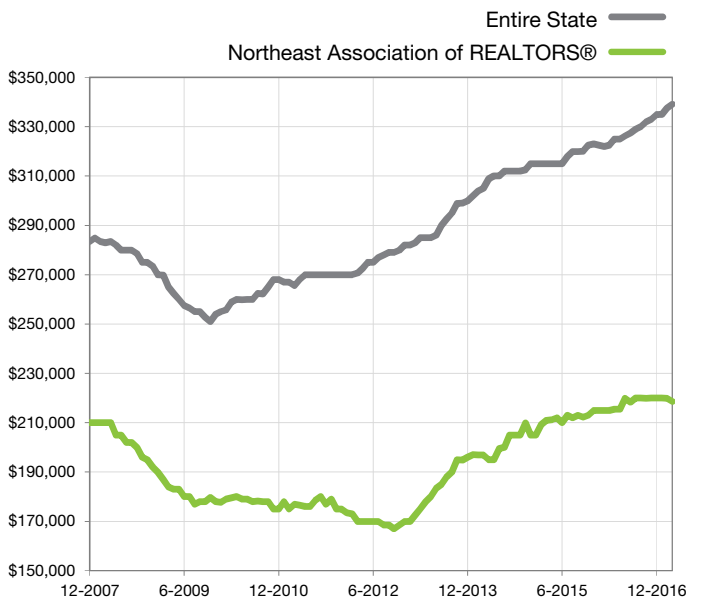
* Does not account for seller concessions. | Activity for one month can sometimes look extreme due to small sample size.

Median Sales Price BASED ON A ROLLING 12-MONTH AVERAGE

Single-Family Properties



Condominium Properties



A rolling 12-month calculation represents the current month and the 11 months prior in a single data point. If no activity occurred during a month, the line extends to the next available data point.

Local Market Update – March 2017

A RESEARCH TOOL PROVIDED BY THE MASSACHUSETTS ASSOCIATION OF REALTORS®

Andover

Single-Family Properties

Key Metrics	March			Year to Date		
	2016	2017	+ / -	2016	2017	+ / -
Pending Sales	40	42	+ 5.0%	85	83	- 2.4%
Closed Sales	22	23	+ 4.5%	58	61	+ 5.2%
Median Sales Price*	\$546,000	\$578,950	+ 6.0%	\$538,950	\$595,000	+ 10.4%
Inventory of Homes for Sale	89	68	- 23.6%	--	--	--
Months Supply of Inventory	2.8	2.2	- 21.4%	--	--	--
Cumulative Days on Market Until Sale	80	99	+ 23.8%	94	94	0.0%
Percent of Original List Price Received*	95.0%	97.2%	+ 2.3%	93.9%	97.0%	+ 3.3%
New Listings	54	58	+ 7.4%	122	121	- 0.8%

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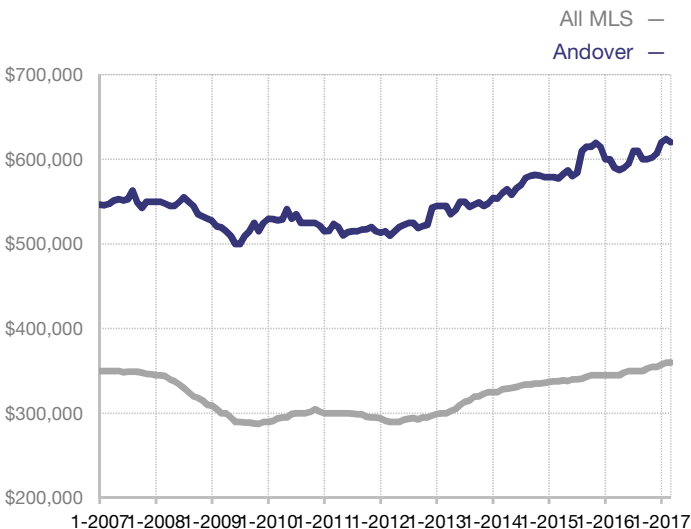
Condominium Properties

Key Metrics	March			Year to Date		
	2016	2017	+ / -	2016	2017	+ / -
Pending Sales	7	10	+ 42.9%	23	23	0.0%
Closed Sales	6	6	0.0%	28	24	- 14.3%
Median Sales Price*	\$155,000	\$265,000	+ 71.0%	\$210,400	\$300,000	+ 42.6%
Inventory of Homes for Sale	39	22	- 43.6%	--	--	--
Months Supply of Inventory	3.6	2.2	- 38.9%	--	--	--
Cumulative Days on Market Until Sale	18	66	+ 266.7%	55	76	+ 38.2%
Percent of Original List Price Received*	100.5%	95.6%	- 4.9%	96.7%	95.8%	- 0.9%
New Listings	22	13	- 40.9%	39	35	- 10.3%

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Median Sales Price – Single-Family Properties

Rolling 12-Month Calculation



Median Sales Price – Condominium Properties

Rolling 12-Month Calculation



MASSACHUSETTS ASSOCIATION OF REALTORS®



Local Market Update – March 2017

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Billerica

Single-Family Properties

Key Metrics	March			Year to Date		
	2016	2017	+ / -	2016	2017	+ / -
Pending Sales	44	29	- 34.1%	99	73	- 26.3%
Closed Sales	23	21	- 8.7%	75	58	- 22.7%
Median Sales Price*	\$382,500	\$424,000	+ 10.8%	\$369,000	\$410,000	+ 11.1%
Inventory of Homes for Sale	46	30	- 34.8%	--	--	--
Months Supply of Inventory	1.4	0.9	- 35.7%	--	--	--
Cumulative Days on Market Until Sale	109	47	- 56.9%	93	43	- 53.8%
Percent of Original List Price Received*	96.7%	98.4%	+ 1.8%	95.5%	99.6%	+ 4.3%
New Listings	42	33	- 21.4%	98	79	- 19.4%

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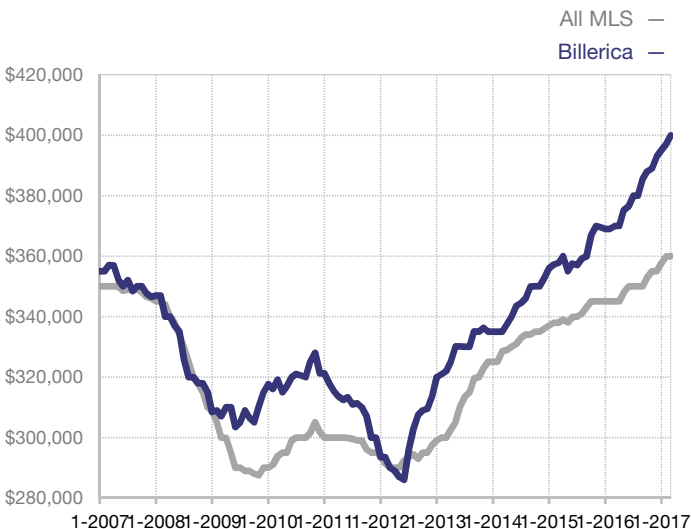
Condominium Properties

Key Metrics	March			Year to Date		
	2016	2017	+ / -	2016	2017	+ / -
Pending Sales	7	13	+ 85.7%	22	18	- 18.2%
Closed Sales	4	3	- 25.0%	8	9	+ 12.5%
Median Sales Price*	\$278,250	\$183,000	- 34.2%	\$269,000	\$183,000	- 32.0%
Inventory of Homes for Sale	14	3	- 78.6%	--	--	--
Months Supply of Inventory	2.1	0.3	- 85.7%	--	--	--
Cumulative Days on Market Until Sale	71	13	- 81.7%	46	32	- 30.4%
Percent of Original List Price Received*	97.8%	103.1%	+ 5.4%	96.8%	100.2%	+ 3.5%
New Listings	8	13	+ 62.5%	20	21	+ 5.0%

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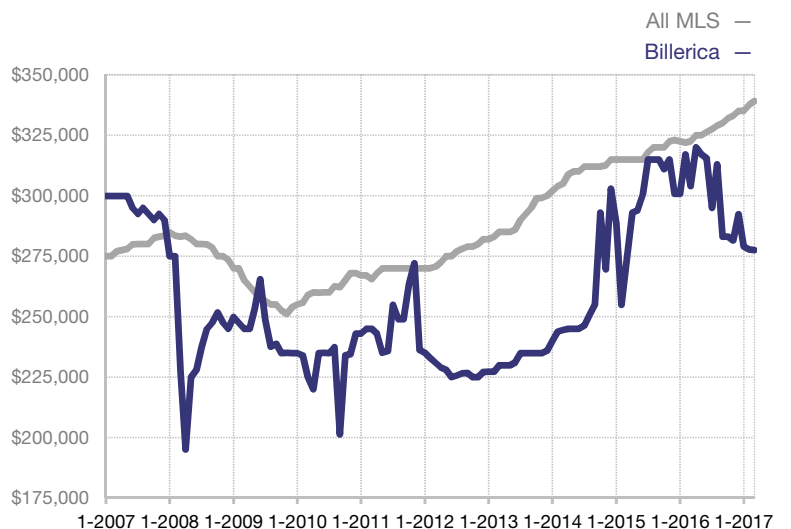
Median Sales Price – Single-Family Properties

Rolling 12-Month Calculation



Median Sales Price – Condominium Properties

Rolling 12-Month Calculation



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Local Market Update – March 2017

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Boxford

Single-Family Properties

Key Metrics	March			Year to Date		
	2016	2017	+ / -	2016	2017	+ / -
Pending Sales	9	11	+ 22.2%	23	20	- 13.0%
Closed Sales	8	3	- 62.5%	17	15	- 11.8%
Median Sales Price*	\$576,900	\$483,000	- 16.3%	\$595,000	\$639,000	+ 7.4%
Inventory of Homes for Sale	53	24	- 54.7%	--	--	--
Months Supply of Inventory	5.7	2.2	- 61.4%	--	--	--
Cumulative Days on Market Until Sale	131	56	- 57.3%	137	86	- 37.2%
Percent of Original List Price Received*	94.3%	95.1%	+ 0.8%	94.6%	94.1%	- 0.5%
New Listings	28	17	- 39.3%	47	31	- 34.0%

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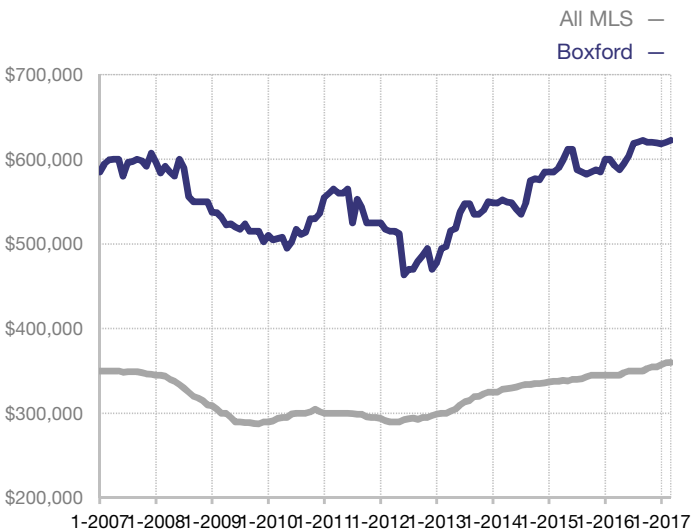
Condominium Properties

Key Metrics	March			Year to Date		
	2016	2017	+ / -	2016	2017	+ / -
Pending Sales	0	0	--	0	0	--
Closed Sales	0	0	--	0	0	--
Median Sales Price*	\$0	\$0	--	\$0	\$0	--
Inventory of Homes for Sale	1	0	- 100.0%	--	--	--
Months Supply of Inventory	0.0	0.0	--	--	--	--
Cumulative Days on Market Until Sale	0	0	--	0	0	--
Percent of Original List Price Received*	0.0%	0.0%	--	0.0%	0.0%	--
New Listings	1	0	- 100.0%	1	0	- 100.0%

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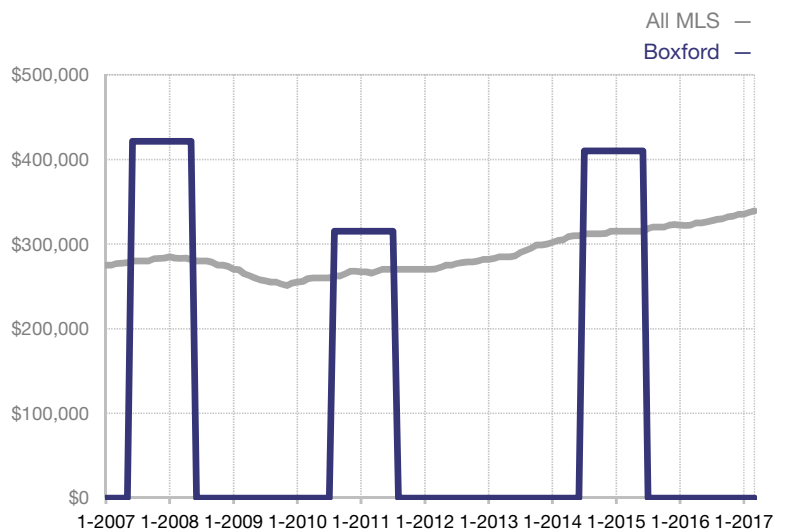
Median Sales Price – Single-Family Properties

Rolling 12-Month Calculation



Median Sales Price – Condominium Properties

Rolling 12-Month Calculation



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Carlisle

Single-Family Properties

Key Metrics	March			Year to Date		
	2016	2017	+ / -	2016	2017	+ / -
Pending Sales	14	3	- 78.6%	28	16	- 42.9%
Closed Sales	7	7	0.0%	15	15	0.0%
Median Sales Price*	\$885,000	\$925,000	+ 4.5%	\$860,000	\$820,000	- 4.7%
Inventory of Homes for Sale	34	22	- 35.3%	--	--	--
Months Supply of Inventory	5.7	2.8	- 50.9%	--	--	--
Cumulative Days on Market Until Sale	68	178	+ 161.8%	111	140	+ 26.1%
Percent of Original List Price Received*	100.9%	93.5%	- 7.3%	96.7%	94.8%	- 2.0%
New Listings	19	14	- 26.3%	44	22	- 50.0%

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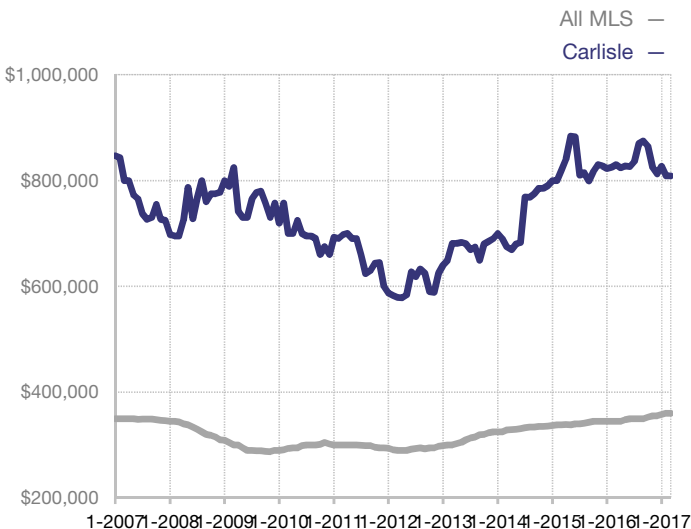
Condominium Properties

Key Metrics	March			Year to Date		
	2016	2017	+ / -	2016	2017	+ / -
Pending Sales	0	0	--	0	0	--
Closed Sales	1	0	- 100.0%	1	0	- 100.0%
Median Sales Price*	\$265,000	\$0	- 100.0%	\$265,000	\$0	- 100.0%
Inventory of Homes for Sale	1	1	0.0%	--	--	--
Months Supply of Inventory	1.0	1.0	0.0%	--	--	--
Cumulative Days on Market Until Sale	349	0	- 100.0%	349	0	- 100.0%
Percent of Original List Price Received*	88.4%	0.0%	- 100.0%	88.4%	0.0%	- 100.0%
New Listings	0	0	--	0	0	--

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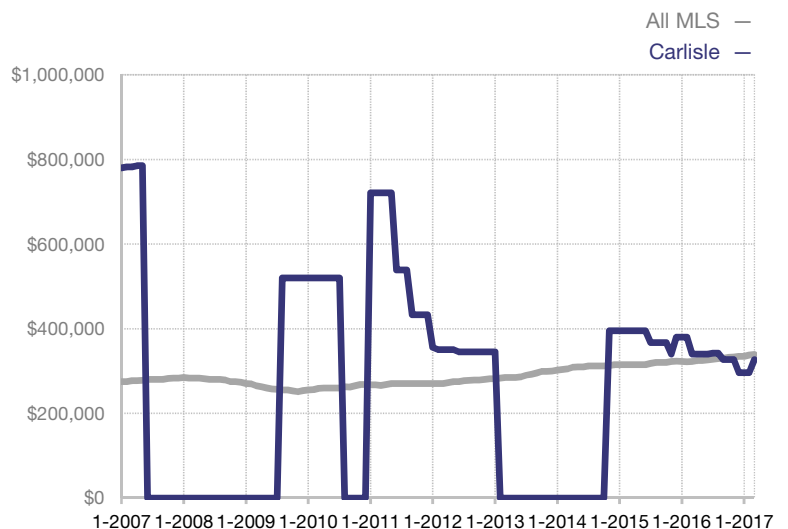
Median Sales Price – Single-Family Properties

Rolling 12-Month Calculation



Median Sales Price – Condominium Properties

Rolling 12-Month Calculation



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Chelmsford

Single-Family Properties

Key Metrics	March			Year to Date		
	2016	2017	+ / -	2016	2017	+ / -
Pending Sales	31	35	+ 12.9%	68	63	- 7.4%
Closed Sales	13	18	+ 38.5%	49	56	+ 14.3%
Median Sales Price*	\$367,000	\$417,500	+ 13.8%	\$367,000	\$398,500	+ 8.6%
Inventory of Homes for Sale	51	25	- 51.0%	--	--	--
Months Supply of Inventory	1.9	0.8	- 57.9%	--	--	--
Cumulative Days on Market Until Sale	85	120	+ 41.2%	88	96	+ 9.1%
Percent of Original List Price Received*	96.4%	100.4%	+ 4.1%	95.9%	98.8%	+ 3.0%
New Listings	34	36	+ 5.9%	79	71	- 10.1%

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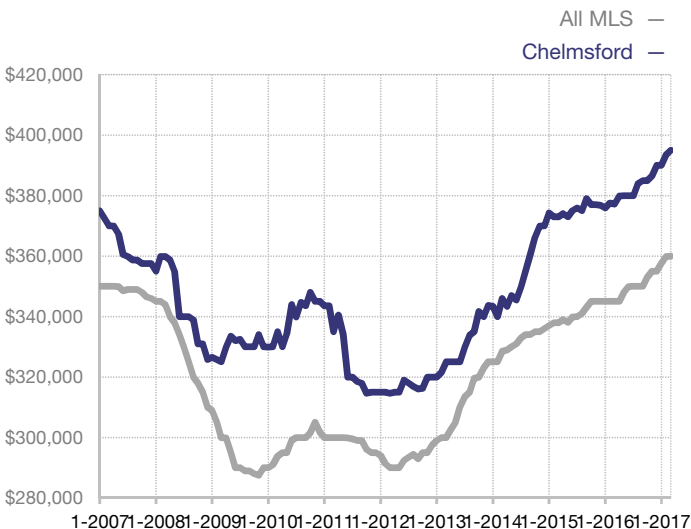
Condominium Properties

Key Metrics	March			Year to Date		
	2016	2017	+ / -	2016	2017	+ / -
Pending Sales	24	15	- 37.5%	45	36	- 20.0%
Closed Sales	9	12	+ 33.3%	28	28	0.0%
Median Sales Price*	\$240,000	\$175,250	- 27.0%	\$227,500	\$221,500	- 2.6%
Inventory of Homes for Sale	29	14	- 51.7%	--	--	--
Months Supply of Inventory	2.3	0.9	- 60.9%	--	--	--
Cumulative Days on Market Until Sale	97	42	- 56.7%	73	32	- 56.2%
Percent of Original List Price Received*	95.9%	97.0%	+ 1.1%	96.4%	98.7%	+ 2.4%
New Listings	31	18	- 41.9%	57	45	- 21.1%

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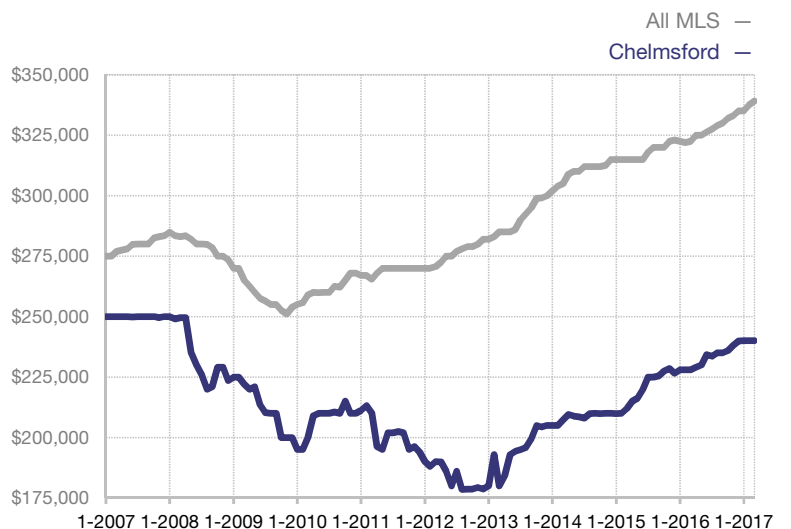
Median Sales Price – Single-Family Properties

Rolling 12-Month Calculation



Median Sales Price – Condominium Properties

Rolling 12-Month Calculation



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Local Market Update – March 2017

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Dracut

Single-Family Properties

Key Metrics	March			Year to Date		
	2016	2017	+ / -	2016	2017	+ / -
Pending Sales	41	28	- 31.7%	89	64	- 28.1%
Closed Sales	23	19	- 17.4%	61	47	- 23.0%
Median Sales Price*	\$295,000	\$345,000	+ 16.9%	\$330,000	\$336,000	+ 1.8%
Inventory of Homes for Sale	52	31	- 40.4%	--	--	--
Months Supply of Inventory	2.0	1.0	- 50.0%	--	--	--
Cumulative Days on Market Until Sale	82	89	+ 8.5%	106	81	- 23.6%
Percent of Original List Price Received*	97.1%	100.9%	+ 3.9%	96.6%	99.4%	+ 2.9%
New Listings	41	30	- 26.8%	90	65	- 27.8%

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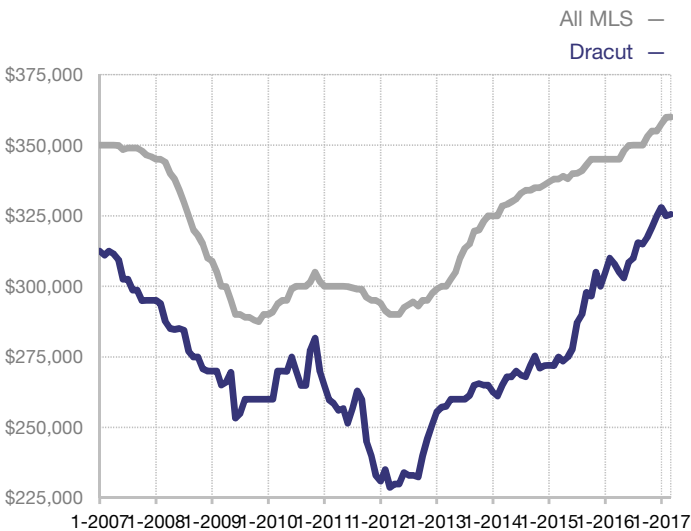
Condominium Properties

Key Metrics	March			Year to Date		
	2016	2017	+ / -	2016	2017	+ / -
Pending Sales	15	29	+ 93.3%	37	56	+ 51.4%
Closed Sales	13	12	- 7.7%	29	27	- 6.9%
Median Sales Price*	\$165,000	\$173,000	+ 4.8%	\$155,000	\$180,000	+ 16.1%
Inventory of Homes for Sale	25	16	- 36.0%	--	--	--
Months Supply of Inventory	2.4	1.2	- 50.0%	--	--	--
Cumulative Days on Market Until Sale	84	76	- 9.5%	108	49	- 54.6%
Percent of Original List Price Received*	95.7%	108.5%	+ 13.4%	94.2%	102.3%	+ 8.6%
New Listings	22	19	- 13.6%	42	62	+ 47.6%

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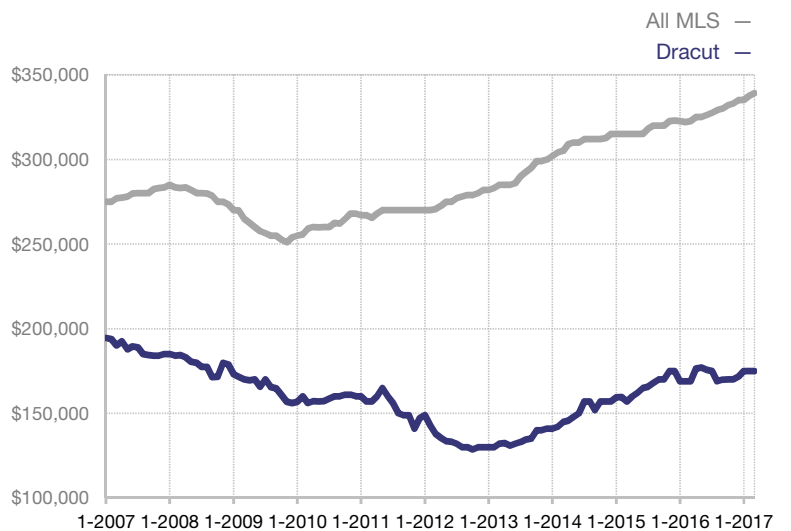
Median Sales Price – Single-Family Properties

Rolling 12-Month Calculation



Median Sales Price – Condominium Properties

Rolling 12-Month Calculation



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Local Market Update – March 2017

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Dunstable

Single-Family Properties

Key Metrics	March			Year to Date		
	2016	2017	+ / -	2016	2017	+ / -
Pending Sales	4	5	+ 25.0%	5	11	+ 120.0%
Closed Sales	1	2	+ 100.0%	3	8	+ 166.7%
Median Sales Price*	\$860,000	\$436,450	- 49.3%	\$455,000	\$452,450	- 0.6%
Inventory of Homes for Sale	15	17	+ 13.3%	--	--	--
Months Supply of Inventory	5.8	4.7	- 19.0%	--	--	--
Cumulative Days on Market Until Sale	228	133	- 41.7%	124	81	- 34.7%
Percent of Original List Price Received*	86.1%	93.9%	+ 9.1%	118.0%	99.8%	- 15.4%
New Listings	7	6	- 14.3%	13	12	- 7.7%

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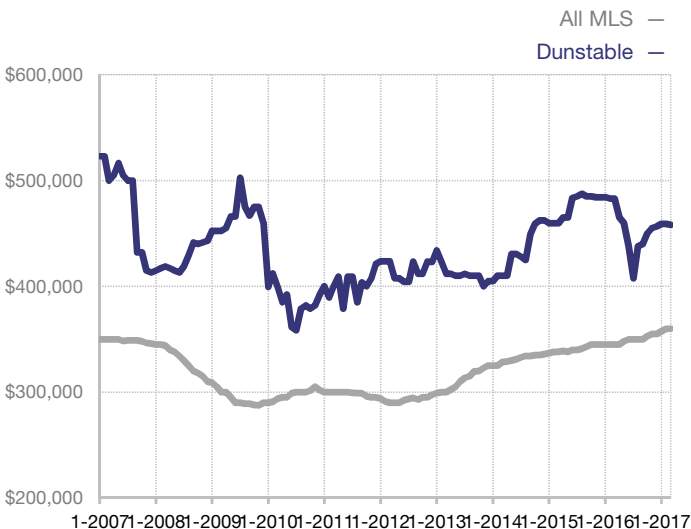
Condominium Properties

Key Metrics	March			Year to Date		
	2016	2017	+ / -	2016	2017	+ / -
Pending Sales	0	0	--	0	0	--
Closed Sales	0	0	--	0	0	--
Median Sales Price*	\$0	\$0	--	\$0	\$0	--
Inventory of Homes for Sale	0	0	--	--	--	--
Months Supply of Inventory	0.0	0.0	--	--	--	--
Cumulative Days on Market Until Sale	0	0	--	0	0	--
Percent of Original List Price Received*	0.0%	0.0%	--	0.0%	0.0%	--
New Listings	0	0	--	0	0	--

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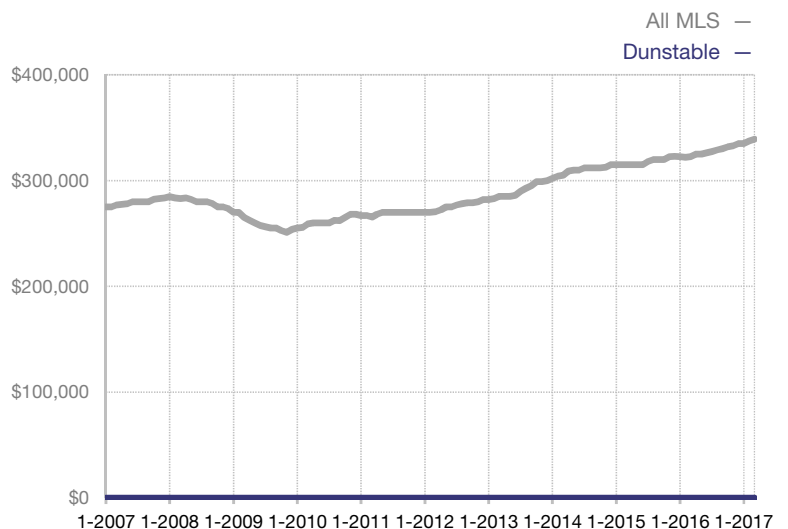
Median Sales Price – Single-Family Properties

Rolling 12-Month Calculation



Median Sales Price – Condominium Properties

Rolling 12-Month Calculation



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Local Market Update – March 2017

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Lawrence

Single-Family Properties

Key Metrics	March			Year to Date		
	2016	2017	+ / -	2016	2017	+ / -
Pending Sales	23	17	- 26.1%	56	50	- 10.7%
Closed Sales	17	14	- 17.6%	44	43	- 2.3%
Median Sales Price*	\$218,000	\$288,500	+ 32.3%	\$221,250	\$229,900	+ 3.9%
Inventory of Homes for Sale	47	21	- 55.3%	--	--	--
Months Supply of Inventory	2.6	1.1	- 57.7%	--	--	--
Cumulative Days on Market Until Sale	97	43	- 55.7%	94	54	- 42.6%
Percent of Original List Price Received*	100.2%	98.2%	- 2.0%	97.7%	96.8%	- 0.9%
New Listings	31	20	- 35.5%	73	51	- 30.1%

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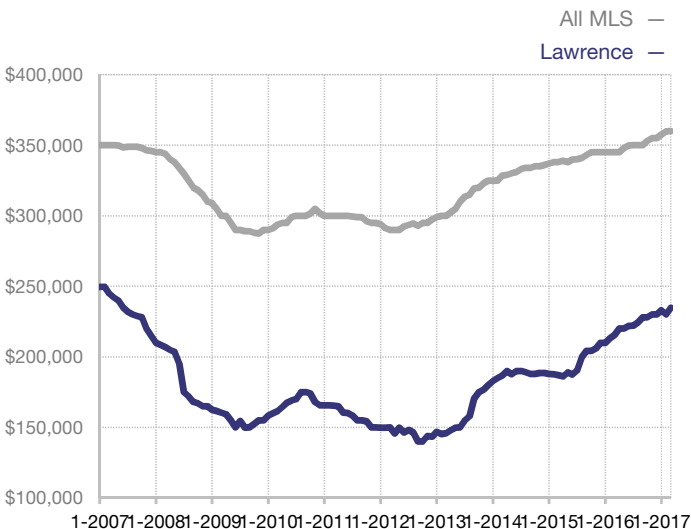
Condominium Properties

Key Metrics	March			Year to Date		
	2016	2017	+ / -	2016	2017	+ / -
Pending Sales	6	8	+ 33.3%	11	18	+ 63.6%
Closed Sales	1	5	+ 400.0%	3	20	+ 566.7%
Median Sales Price*	\$124,000	\$160,000	+ 29.0%	\$94,000	\$120,000	+ 27.7%
Inventory of Homes for Sale	18	8	- 55.6%	--	--	--
Months Supply of Inventory	5.4	1.5	- 72.2%	--	--	--
Cumulative Days on Market Until Sale	185	106	- 42.7%	108	56	- 48.1%
Percent of Original List Price Received*	88.6%	99.8%	+ 12.6%	95.1%	97.5%	+ 2.5%
New Listings	7	9	+ 28.6%	20	22	+ 10.0%

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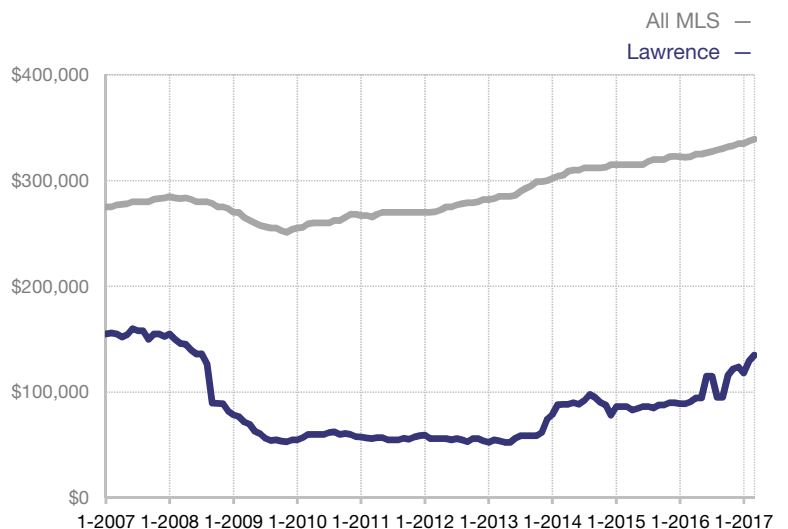
Median Sales Price – Single-Family Properties

Rolling 12-Month Calculation



Median Sales Price – Condominium Properties

Rolling 12-Month Calculation



MASSACHUSETTS ASSOCIATION OF REALTORS®



Local Market Update – March 2017

A RESEARCH TOOL PROVIDED BY THE MASSACHUSETTS ASSOCIATION OF REALTORS®

Littleton

Single-Family Properties

Key Metrics	March			Year to Date		
	2016	2017	+ / -	2016	2017	+ / -
Pending Sales	12	14	+ 16.7%	30	31	+ 3.3%
Closed Sales	13	10	- 23.1%	29	24	- 17.2%
Median Sales Price*	\$520,000	\$392,500	- 24.5%	\$505,060	\$527,500	+ 4.4%
Inventory of Homes for Sale	36	28	- 22.2%	--	--	--
Months Supply of Inventory	3.2	2.3	- 28.1%	--	--	--
Cumulative Days on Market Until Sale	79	59	- 25.3%	79	97	+ 22.8%
Percent of Original List Price Received*	102.1%	100.3%	- 1.8%	99.8%	97.0%	- 2.8%
New Listings	18	19	+ 5.6%	43	48	+ 11.6%

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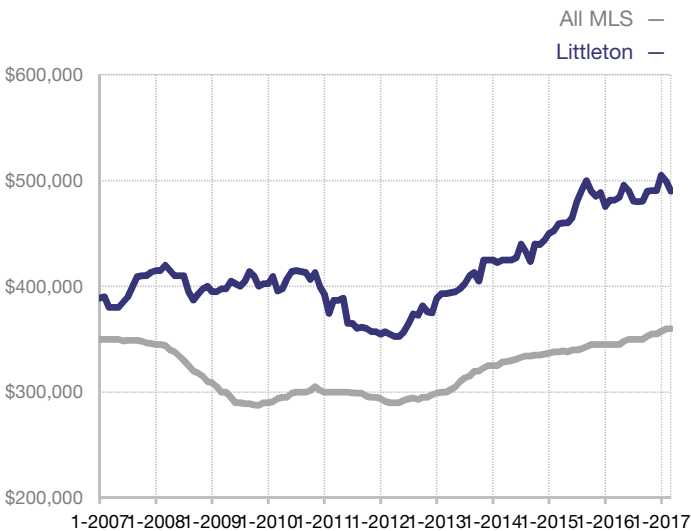
Condominium Properties

Key Metrics	March			Year to Date		
	2016	2017	+ / -	2016	2017	+ / -
Pending Sales	0	0	--	2	0	- 100.0%
Closed Sales	2	0	- 100.0%	3	1	- 66.7%
Median Sales Price*	\$450,000	\$0	- 100.0%	\$340,000	\$250,000	- 26.5%
Inventory of Homes for Sale	3	1	- 66.7%	--	--	--
Months Supply of Inventory	2.0	0.8	- 60.0%	--	--	--
Cumulative Days on Market Until Sale	406	0	- 100.0%	290	344	+ 18.6%
Percent of Original List Price Received*	92.8%	0.0%	- 100.0%	93.1%	86.2%	- 7.4%
New Listings	1	1	0.0%	2	1	- 50.0%

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

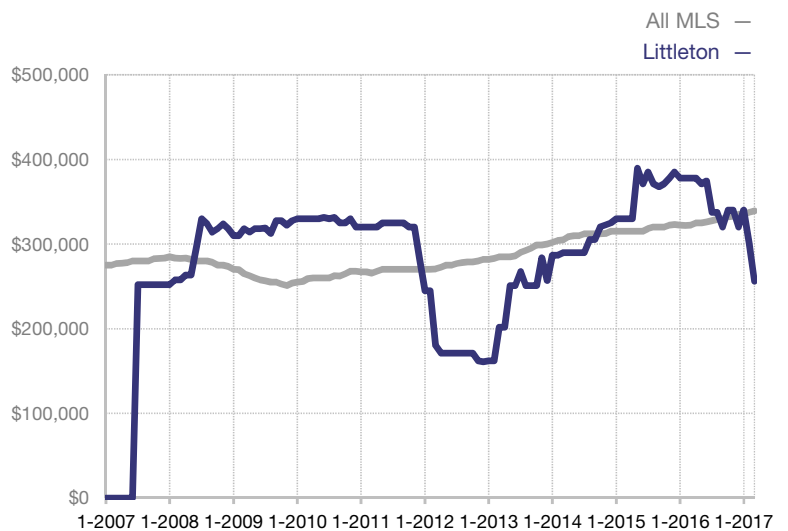
Median Sales Price – Single-Family Properties

Rolling 12-Month Calculation



Median Sales Price – Condominium Properties

Rolling 12-Month Calculation



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Local Market Update – March 2017

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Lowell

Single-Family Properties

Key Metrics	March			Year to Date		
	2016	2017	+ / -	2016	2017	+ / -
Pending Sales	50	54	+ 8.0%	125	135	+ 8.0%
Closed Sales	29	43	+ 48.3%	103	102	- 1.0%
Median Sales Price*	\$232,000	\$250,000	+ 7.8%	\$239,900	\$247,500	+ 3.2%
Inventory of Homes for Sale	92	44	- 52.2%	--	--	--
Months Supply of Inventory	2.4	1.0	- 58.3%	--	--	--
Cumulative Days on Market Until Sale	92	69	- 25.0%	109	60	- 45.0%
Percent of Original List Price Received*	96.4%	96.6%	+ 0.2%	93.9%	96.6%	+ 2.9%
New Listings	53	41	- 22.6%	129	124	- 3.9%

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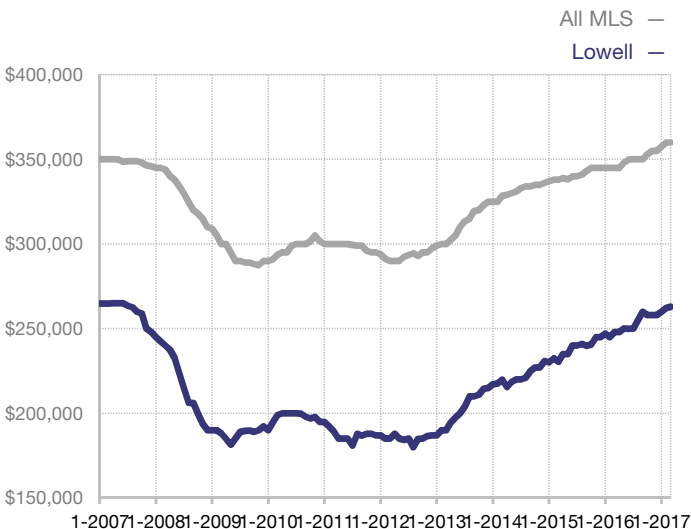
Condominium Properties

Key Metrics	March			Year to Date		
	2016	2017	+ / -	2016	2017	+ / -
Pending Sales	36	32	- 11.1%	82	79	- 3.7%
Closed Sales	23	22	- 4.3%	70	76	+ 8.6%
Median Sales Price*	\$143,000	\$163,500	+ 14.3%	\$154,675	\$177,000	+ 14.4%
Inventory of Homes for Sale	72	33	- 54.2%	--	--	--
Months Supply of Inventory	2.7	1.0	- 63.0%	--	--	--
Cumulative Days on Market Until Sale	53	48	- 9.4%	73	51	- 30.1%
Percent of Original List Price Received*	96.0%	99.7%	+ 3.9%	95.6%	98.1%	+ 2.6%
New Listings	42	39	- 7.1%	100	84	- 16.0%

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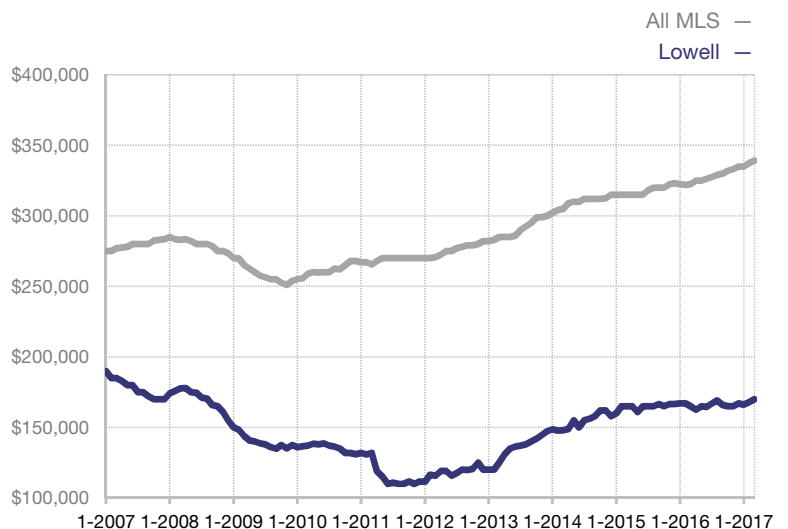
Median Sales Price – Single-Family Properties

Rolling 12-Month Calculation



Median Sales Price – Condominium Properties

Rolling 12-Month Calculation



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Local Market Update – March 2017

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Methuen

Single-Family Properties

Key Metrics	March			Year to Date		
	2016	2017	+ / -	2016	2017	+ / -
Pending Sales	26	43	+ 65.4%	83	88	+ 6.0%
Closed Sales	30	23	- 23.3%	91	68	- 25.3%
Median Sales Price*	\$271,000	\$290,000	+ 7.0%	\$275,000	\$307,450	+ 11.8%
Inventory of Homes for Sale	57	56	- 1.8%	--	--	--
Months Supply of Inventory	1.4	1.5	+ 7.1%	--	--	--
Cumulative Days on Market Until Sale	103	63	- 38.8%	98	53	- 45.9%
Percent of Original List Price Received*	94.5%	100.7%	+ 6.6%	95.9%	99.4%	+ 3.6%
New Listings	43	61	+ 41.9%	90	113	+ 25.6%

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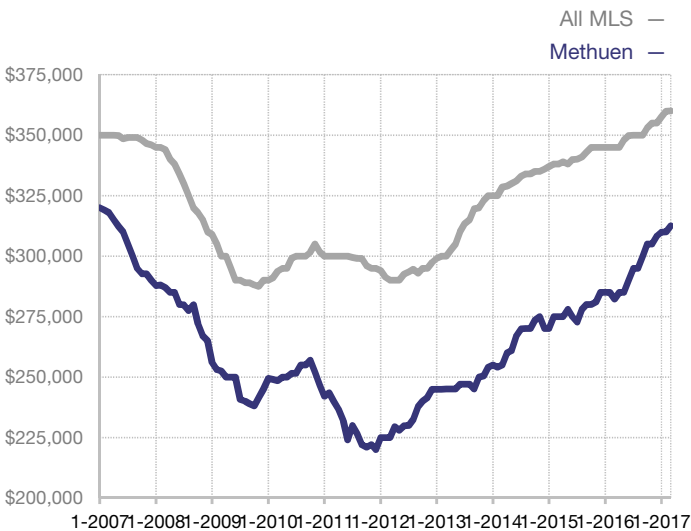
Condominium Properties

Key Metrics	March			Year to Date		
	2016	2017	+ / -	2016	2017	+ / -
Pending Sales	11	18	+ 63.6%	31	45	+ 45.2%
Closed Sales	1	16	+ 1,500.0%	11	40	+ 263.6%
Median Sales Price*	\$193,000	\$211,250	+ 9.5%	\$194,900	\$232,500	+ 19.3%
Inventory of Homes for Sale	26	25	- 3.8%	--	--	--
Months Supply of Inventory	2.4	1.9	- 20.8%	--	--	--
Cumulative Days on Market Until Sale	93	72	- 22.6%	86	64	- 25.6%
Percent of Original List Price Received*	99.0%	98.9%	- 0.1%	95.2%	99.1%	+ 4.1%
New Listings	24	20	- 16.7%	46	48	+ 4.3%

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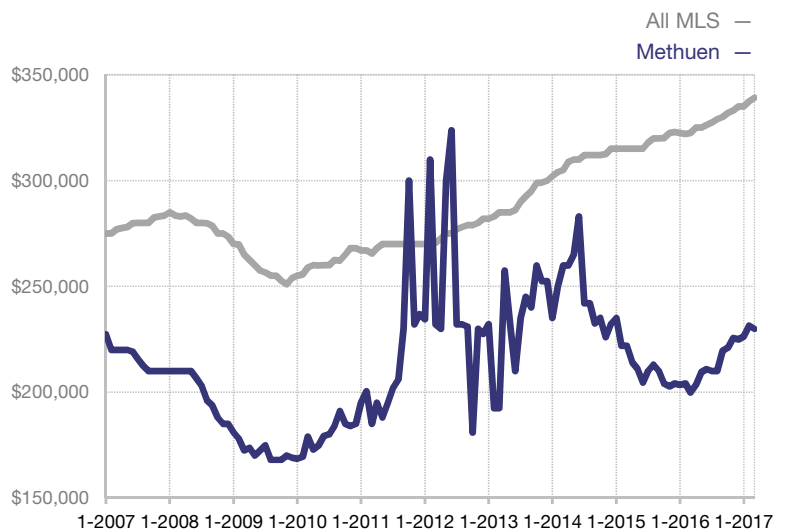
Median Sales Price – Single-Family Properties

Rolling 12-Month Calculation



Median Sales Price – Condominium Properties

Rolling 12-Month Calculation



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Local Market Update – March 2017

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North Andover

Single-Family Properties

Key Metrics	March			Year to Date		
	2016	2017	+ / -	2016	2017	+ / -
Pending Sales	25	22	- 12.0%	59	48	- 18.6%
Closed Sales	20	15	- 25.0%	55	41	- 25.5%
Median Sales Price*	\$535,000	\$625,000	+ 16.8%	\$530,000	\$570,000	+ 7.5%
Inventory of Homes for Sale	51	36	- 29.4%	--	--	--
Months Supply of Inventory	2.2	1.8	- 18.2%	--	--	--
Cumulative Days on Market Until Sale	105	65	- 38.1%	97	61	- 37.1%
Percent of Original List Price Received*	95.6%	96.4%	+ 0.8%	95.8%	96.5%	+ 0.7%
New Listings	35	28	- 20.0%	84	62	- 26.2%

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

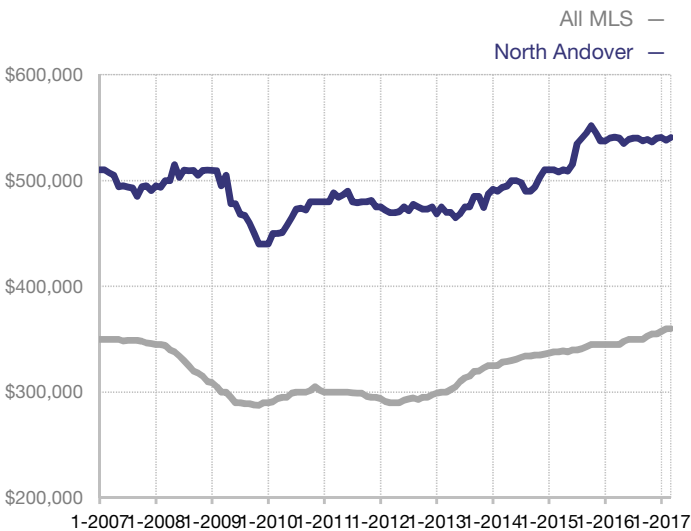
Condominium Properties

Key Metrics	March			Year to Date		
	2016	2017	+ / -	2016	2017	+ / -
Pending Sales	9	28	+ 211.1%	31	53	+ 71.0%
Closed Sales	15	17	+ 13.3%	29	32	+ 10.3%
Median Sales Price*	\$227,500	\$260,000	+ 14.3%	\$251,000	\$260,000	+ 3.6%
Inventory of Homes for Sale	33	20	- 39.4%	--	--	--
Months Supply of Inventory	2.3	1.4	- 39.1%	--	--	--
Cumulative Days on Market Until Sale	85	60	- 29.4%	86	63	- 26.7%
Percent of Original List Price Received*	96.2%	98.1%	+ 2.0%	95.8%	99.2%	+ 3.5%
New Listings	17	34	+ 100.0%	40	59	+ 47.5%

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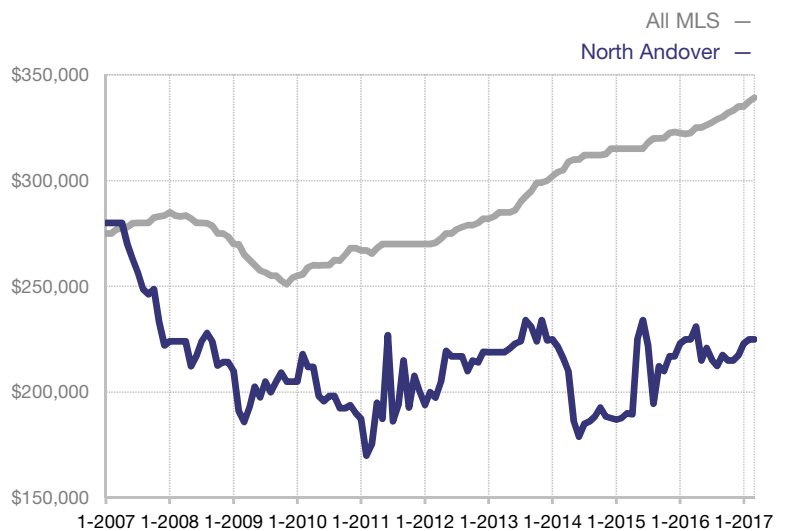
Median Sales Price – Single-Family Properties

Rolling 12-Month Calculation



Median Sales Price – Condominium Properties

Rolling 12-Month Calculation



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Local Market Update – March 2017

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Tewksbury

Single-Family Properties

Key Metrics	March			Year to Date		
	2016	2017	+ / -	2016	2017	+ / -
Pending Sales	26	18	- 30.8%	59	53	- 10.2%
Closed Sales	16	18	+ 12.5%	44	47	+ 6.8%
Median Sales Price*	\$409,950	\$372,500	- 9.1%	\$381,250	\$400,000	+ 4.9%
Inventory of Homes for Sale	32	17	- 46.9%	--	--	--
Months Supply of Inventory	1.4	0.7	- 50.0%	--	--	--
Cumulative Days on Market Until Sale	96	33	- 65.6%	104	45	- 56.7%
Percent of Original List Price Received*	96.0%	100.6%	+ 4.8%	96.5%	101.3%	+ 5.0%
New Listings	38	21	- 44.7%	64	60	- 6.3%

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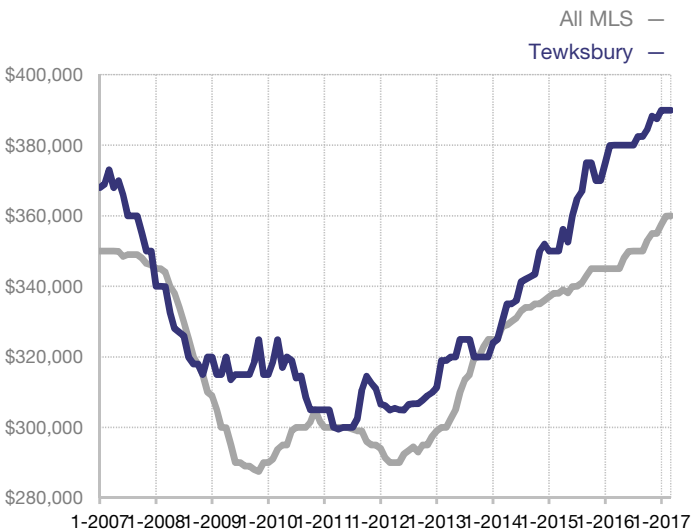
Condominium Properties

Key Metrics	March			Year to Date		
	2016	2017	+ / -	2016	2017	+ / -
Pending Sales	9	14	+ 55.6%	31	23	- 25.8%
Closed Sales	17	6	- 64.7%	35	20	- 42.9%
Median Sales Price*	\$265,000	\$464,900	+ 75.4%	\$280,000	\$381,450	+ 36.2%
Inventory of Homes for Sale	7	6	- 14.3%	--	--	--
Months Supply of Inventory	0.4	0.4	0.0%	--	--	--
Cumulative Days on Market Until Sale	36	28	- 22.2%	63	18	- 71.4%
Percent of Original List Price Received*	98.4%	99.6%	+ 1.2%	98.5%	100.6%	+ 2.1%
New Listings	12	13	+ 8.3%	33	29	- 12.1%

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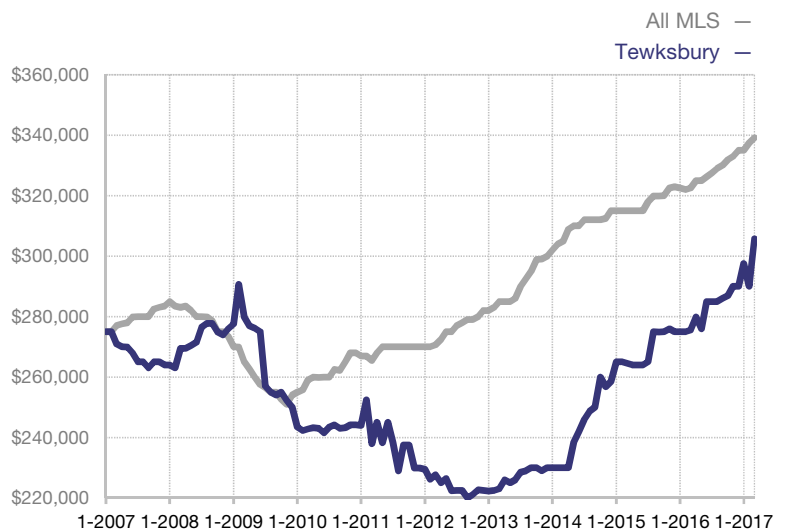
Median Sales Price – Single-Family Properties

Rolling 12-Month Calculation



Median Sales Price – Condominium Properties

Rolling 12-Month Calculation



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Local Market Update – March 2017

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Tyngsborough

Single-Family Properties

Key Metrics	March			Year to Date		
	2016	2017	+ / -	2016	2017	+ / -
Pending Sales	11	14	+ 27.3%	22	27	+ 22.7%
Closed Sales	9	8	- 11.1%	18	14	- 22.2%
Median Sales Price*	\$390,000	\$406,000	+ 4.1%	\$377,450	\$398,500	+ 5.6%
Inventory of Homes for Sale	25	23	- 8.0%	--	--	--
Months Supply of Inventory	2.5	2.4	- 4.0%	--	--	--
Cumulative Days on Market Until Sale	62	68	+ 9.7%	92	52	- 43.5%
Percent of Original List Price Received*	99.7%	99.4%	- 0.3%	96.9%	98.0%	+ 1.1%
New Listings	10	14	+ 40.0%	31	31	0.0%

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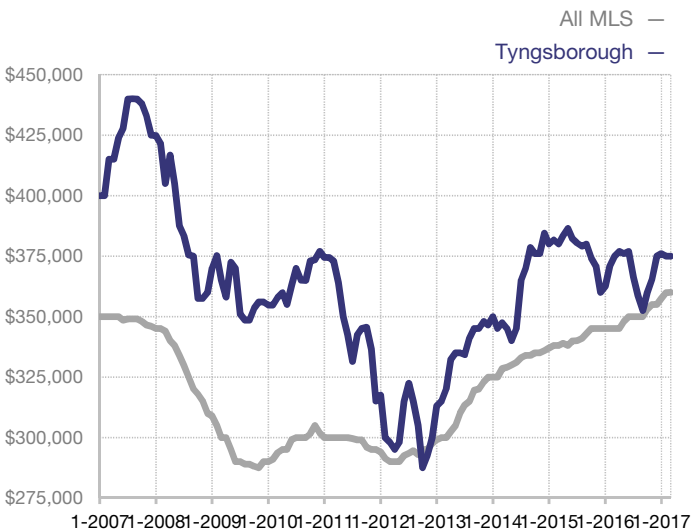
Condominium Properties

Key Metrics	March			Year to Date		
	2016	2017	+ / -	2016	2017	+ / -
Pending Sales	4	5	+ 25.0%	8	12	+ 50.0%
Closed Sales	0	7	--	7	19	+ 171.4%
Median Sales Price*	\$0	\$261,000	--	\$231,000	\$200,000	- 13.4%
Inventory of Homes for Sale	13	5	- 61.5%	--	--	--
Months Supply of Inventory	2.4	0.8	- 66.7%	--	--	--
Cumulative Days on Market Until Sale	0	73	--	233	72	- 69.1%
Percent of Original List Price Received*	0.0%	97.9%	--	98.4%	97.5%	- 0.9%
New Listings	5	5	0.0%	17	10	- 41.2%

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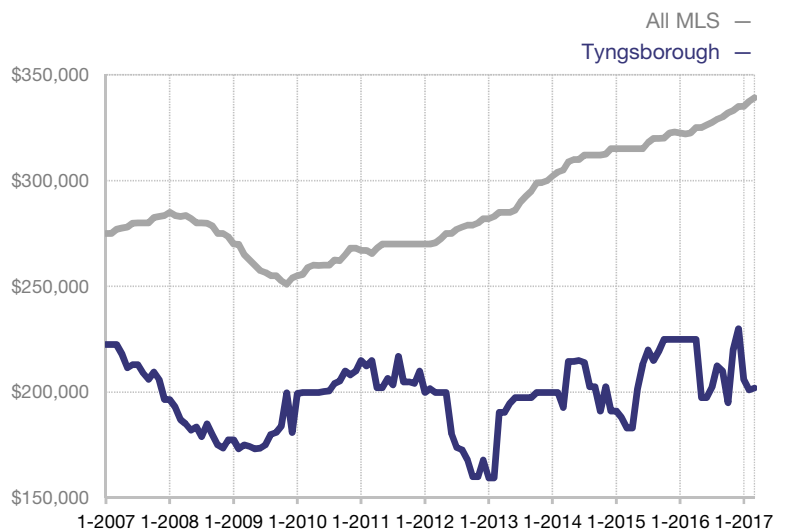
Median Sales Price – Single-Family Properties

Rolling 12-Month Calculation



Median Sales Price – Condominium Properties

Rolling 12-Month Calculation



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Local Market Update – March 2017

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Westford

Single-Family Properties

Key Metrics	March			Year to Date		
	2016	2017	+ / -	2016	2017	+ / -
Pending Sales	23	26	+ 13.0%	48	50	+ 4.2%
Closed Sales	12	9	- 25.0%	29	33	+ 13.8%
Median Sales Price*	\$383,250	\$548,000	+ 43.0%	\$385,000	\$457,000	+ 18.7%
Inventory of Homes for Sale	43	28	- 34.9%	--	--	--
Months Supply of Inventory	2.3	1.6	- 30.4%	--	--	--
Cumulative Days on Market Until Sale	112	134	+ 19.6%	117	102	- 12.8%
Percent of Original List Price Received*	93.1%	97.3%	+ 4.5%	95.5%	96.4%	+ 0.9%
New Listings	32	21	- 34.4%	63	53	- 15.9%

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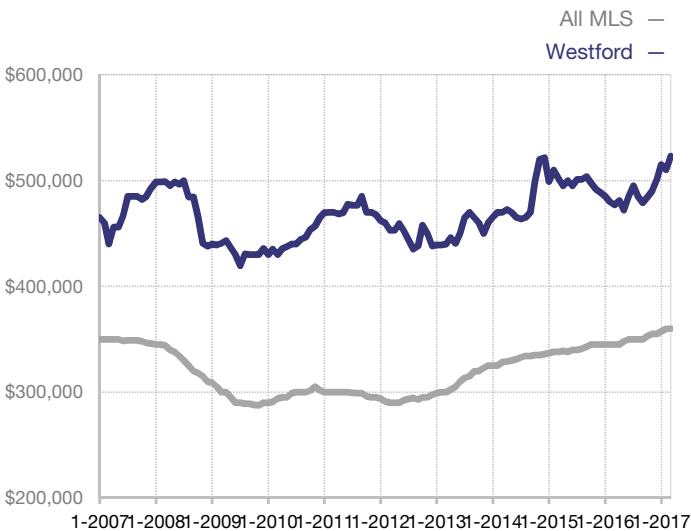
Condominium Properties

Key Metrics	March			Year to Date		
	2016	2017	+ / -	2016	2017	+ / -
Pending Sales	8	8	0.0%	17	11	- 35.3%
Closed Sales	4	3	- 25.0%	19	5	- 73.7%
Median Sales Price*	\$337,500	\$445,000	+ 31.9%	\$412,500	\$430,000	+ 4.2%
Inventory of Homes for Sale	9	8	- 11.1%	--	--	--
Months Supply of Inventory	1.5	1.3	- 13.3%	--	--	--
Cumulative Days on Market Until Sale	69	74	+ 7.2%	76	66	- 13.2%
Percent of Original List Price Received*	99.8%	99.7%	- 0.1%	98.9%	98.6%	- 0.3%
New Listings	7	7	0.0%	19	15	- 21.1%

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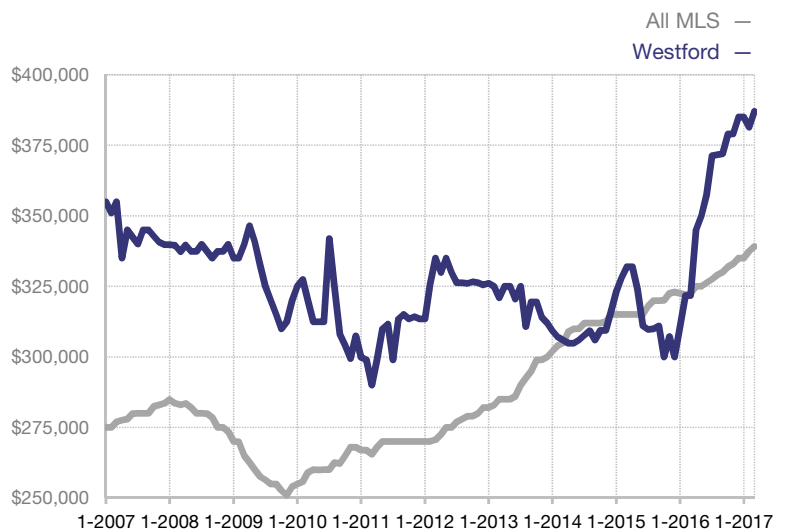
Median Sales Price – Single-Family Properties

Rolling 12-Month Calculation



Median Sales Price – Condominium Properties

Rolling 12-Month Calculation



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