



NORTHEAST ASSOCIATION OF
REALTORS®

April 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 – April 2017

A RESEARCH TOOL PROVIDED BY THE MASSACHUSETTS ASSOCIATION OF REALTORS®



Northeast Association of REALTORS®

- 16.2%

Year-Over-Year
Change in
Closed Sales
All Properties

+ 3.8%

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

- 35.9%

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

Single-Family Properties

	April			Year to Date		
	2016	2017	+ / -	2016	2017	+ / -
Pending Sales	393	382	- 2.8%	1,272	1,171	- 7.9%
Closed Sales	292	224	- 23.3%	983	858	- 12.7%
Median Sales Price*	\$366,999	\$386,250	+ 5.2%	\$349,900	\$380,000	+ 8.6%
Inventory of Homes for Sale	807	523	- 35.2%	--	--	--
Months Supply of Inventory	2.5	1.6	- 35.1%	--	--	--
Cumulative Days on Market Until Sale	82	60	- 26.5%	95	68	- 28.0%
Percent of Original List Price Received*	96.7%	99.3%	+ 2.7%	96.1%	98.3%	+ 2.3%
New Listings	536	444	- 17.2%	1,606	1,386	- 13.7%

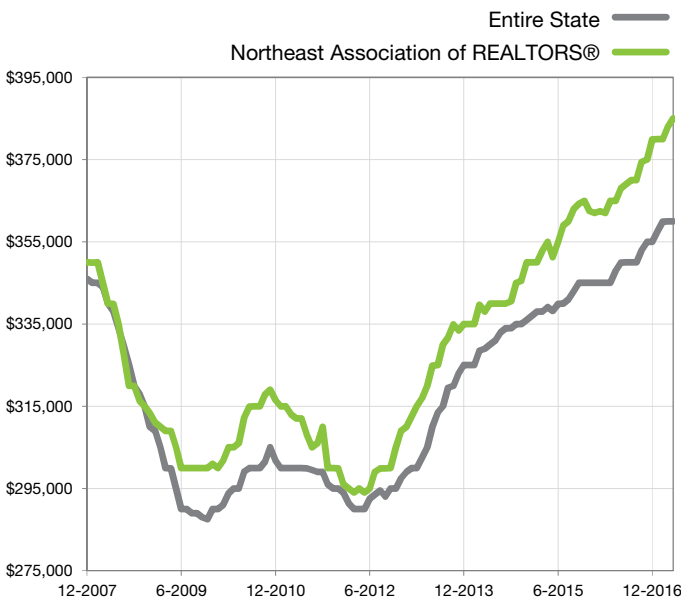
Condominium Properties

	April			Year to Date		
	2016	2017	+ / -	2016	2017	+ / -
Pending Sales	175	158	- 9.7%	515	517	+ 0.4%
Closed Sales	102	106	+ 3.9%	373	410	+ 9.9%
Median Sales Price*	\$219,900	\$227,500	+ 3.5%	\$215,250	\$210,000	- 2.4%
Inventory of Homes for Sale	286	178	- 37.8%	--	--	--
Months Supply of Inventory	2.3	1.3	- 44.7%	--	--	--
Cumulative Days on Market Until Sale	76	41	- 45.9%	81	51	- 37.2%
Percent of Original List Price Received*	98.0%	100.1%	+ 2.2%	96.7%	99.1%	+ 2.4%
New Listings	191	170	- 11.0%	627	602	- 4.0%

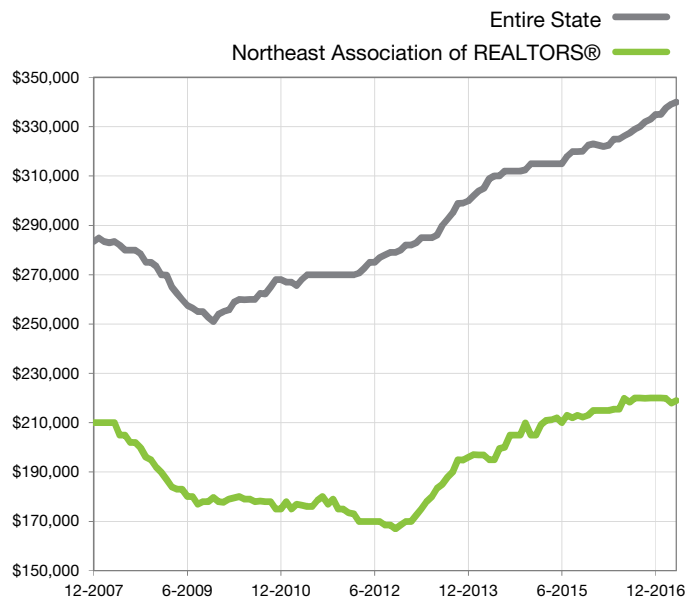
* Does not account for seller concessions. | Activity for one month can sometimes look extreme due to small sample size.

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 – April 2017

A RESEARCH TOOL PROVIDED BY THE MASSACHUSETTS ASSOCIATION OF REALTORS®

Andover

Single-Family Properties

Key Metrics	April			Year to Date		
	2016	2017	+ / -	2016	2017	+ / -
Pending Sales	43	48	+ 11.6%	128	127	- 0.8%
Closed Sales	37	25	- 32.4%	95	85	- 10.5%
Median Sales Price*	\$580,000	\$675,000	+ 16.4%	\$540,000	\$646,000	+ 19.6%
Inventory of Homes for Sale	108	65	- 39.8%	--	--	--
Months Supply of Inventory	3.2	2.2	- 31.3%	--	--	--
Cumulative Days on Market Until Sale	101	59	- 41.6%	97	84	- 13.4%
Percent of Original List Price Received*	94.1%	98.5%	+ 4.7%	94.0%	97.4%	+ 3.6%
New Listings	70	46	- 34.3%	192	166	- 13.5%

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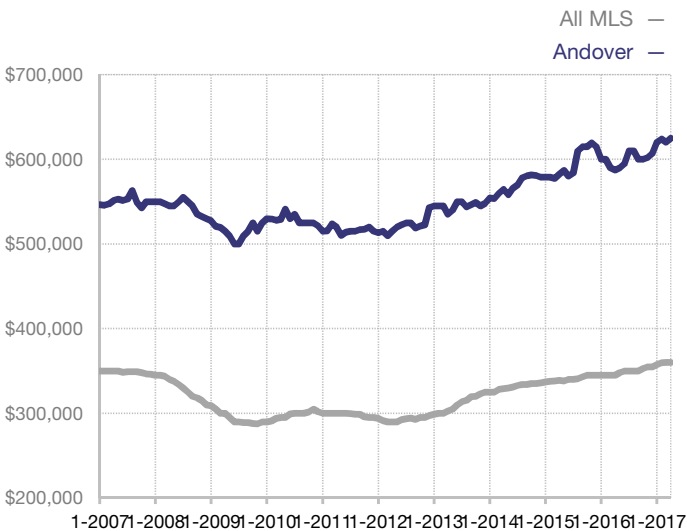
Condominium Properties

Key Metrics	April			Year to Date		
	2016	2017	+ / -	2016	2017	+ / -
Pending Sales	14	17	+ 21.4%	37	40	+ 8.1%
Closed Sales	6	8	+ 33.3%	34	32	- 5.9%
Median Sales Price*	\$241,950	\$451,700	+ 86.7%	\$219,500	\$300,000	+ 36.7%
Inventory of Homes for Sale	39	20	- 48.7%	--	--	--
Months Supply of Inventory	3.7	2.0	- 45.9%	--	--	--
Cumulative Days on Market Until Sale	29	92	+ 217.2%	51	80	+ 56.9%
Percent of Original List Price Received*	96.9%	98.3%	+ 1.4%	96.7%	96.5%	- 0.2%
New Listings	17	12	- 29.4%	56	48	- 14.3%

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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 – April 2017

A RESEARCH TOOL PROVIDED BY THE MASSACHUSETTS ASSOCIATION OF REALTORS®

Billerica

Single-Family Properties

Key Metrics	April			Year to Date		
	2016	2017	+ / -	2016	2017	+ / -
Pending Sales	35	36	+ 2.9%	134	107	- 20.1%
Closed Sales	28	22	- 21.4%	103	81	- 21.4%
Median Sales Price*	\$414,500	\$415,250	+ 0.2%	\$380,000	\$410,000	+ 7.9%
Inventory of Homes for Sale	51	38	- 25.5%	--	--	--
Months Supply of Inventory	1.5	1.1	- 26.7%	--	--	--
Cumulative Days on Market Until Sale	82	47	- 42.7%	90	44	- 51.1%
Percent of Original List Price Received*	97.7%	101.5%	+ 3.9%	96.1%	100.2%	+ 4.3%
New Listings	45	43	- 4.4%	143	122	- 14.7%

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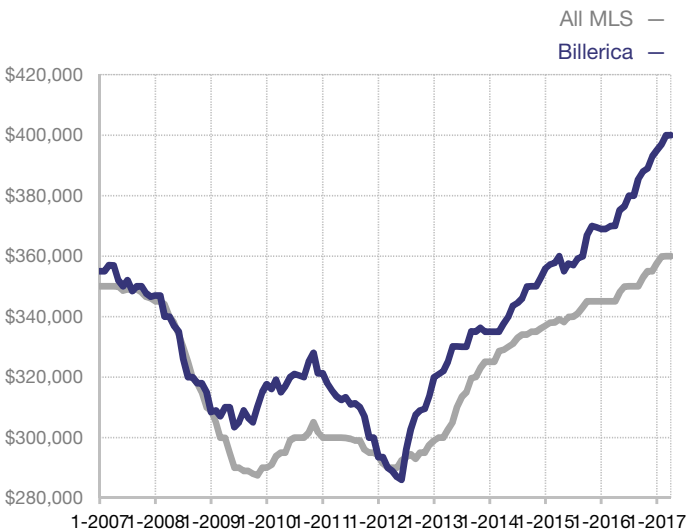
Condominium Properties

Key Metrics	April			Year to Date		
	2016	2017	+ / -	2016	2017	+ / -
Pending Sales	12	3	- 75.0%	34	19	- 44.1%
Closed Sales	7	2	- 71.4%	15	12	- 20.0%
Median Sales Price*	\$360,000	\$229,250	- 36.3%	\$320,000	\$182,250	- 43.0%
Inventory of Homes for Sale	15	5	- 66.7%	--	--	--
Months Supply of Inventory	2.3	0.6	- 73.9%	--	--	--
Cumulative Days on Market Until Sale	52	7	- 86.5%	49	27	- 44.9%
Percent of Original List Price Received*	101.3%	100.8%	- 0.5%	98.9%	100.4%	+ 1.5%
New Listings	14	4	- 71.4%	34	25	- 26.5%

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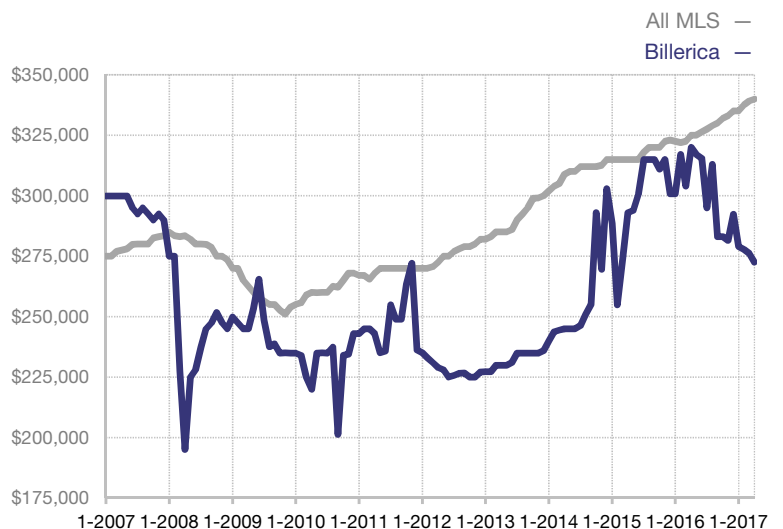
Median Sales Price – Single-Family Properties

Rolling 12-Month Calculation



Median Sales Price – Condominium Properties

Rolling 12-Month Calculation



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Local Market Update – April 2017

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Boxford

Single-Family Properties

Key Metrics	April			Year to Date		
	2016	2017	+ / -	2016	2017	+ / -
Pending Sales	15	15	0.0%	38	33	- 13.2%
Closed Sales	9	6	- 33.3%	26	21	- 19.2%
Median Sales Price*	\$550,000	\$542,500	- 1.4%	\$566,900	\$570,000	+ 0.5%
Inventory of Homes for Sale	49	32	- 34.7%	--	--	--
Months Supply of Inventory	5.0	3.0	- 40.0%	--	--	--
Cumulative Days on Market Until Sale	98	143	+ 45.9%	124	103	- 16.9%
Percent of Original List Price Received*	97.6%	96.9%	- 0.7%	95.7%	94.9%	- 0.8%
New Listings	14	21	+ 50.0%	61	52	- 14.8%

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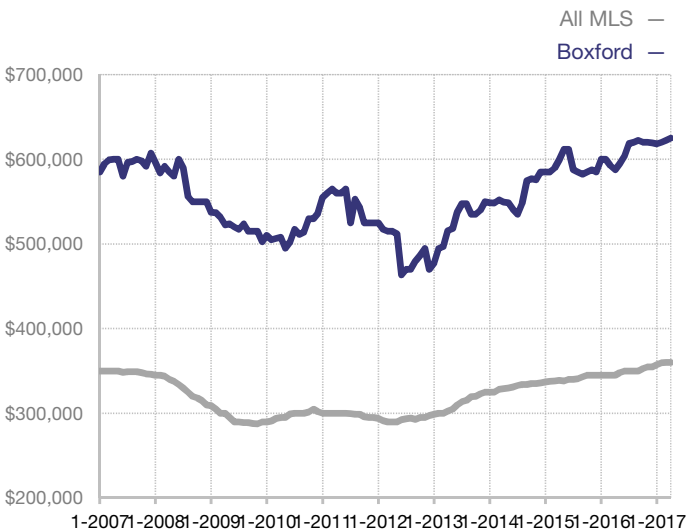
Condominium Properties

Key Metrics	April			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	1	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	1	1	0.0%	2	1	- 50.0%

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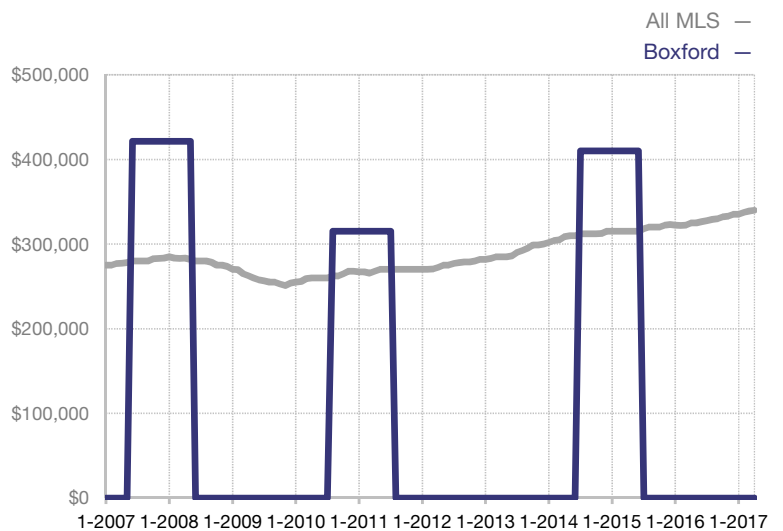
Median Sales Price – Single-Family Properties

Rolling 12-Month Calculation



Median Sales Price – Condominium Properties

Rolling 12-Month Calculation



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Local Market Update – April 2017

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Carlisle

Single-Family Properties

Key Metrics	April			Year to Date		
	2016	2017	+ / -	2016	2017	+ / -
Pending Sales	11	8	- 27.3%	39	24	- 38.5%
Closed Sales	8	4	- 50.0%	23	19	- 17.4%
Median Sales Price*	\$870,788	\$791,000	- 9.2%	\$860,000	\$820,000	- 4.7%
Inventory of Homes for Sale	40	24	- 40.0%	--	--	--
Months Supply of Inventory	6.3	3.2	- 49.2%	--	--	--
Cumulative Days on Market Until Sale	128	39	- 69.5%	117	118	+ 0.9%
Percent of Original List Price Received*	90.6%	96.9%	+ 7.0%	94.5%	95.3%	+ 0.8%
New Listings	18	11	- 38.9%	62	33	- 46.8%

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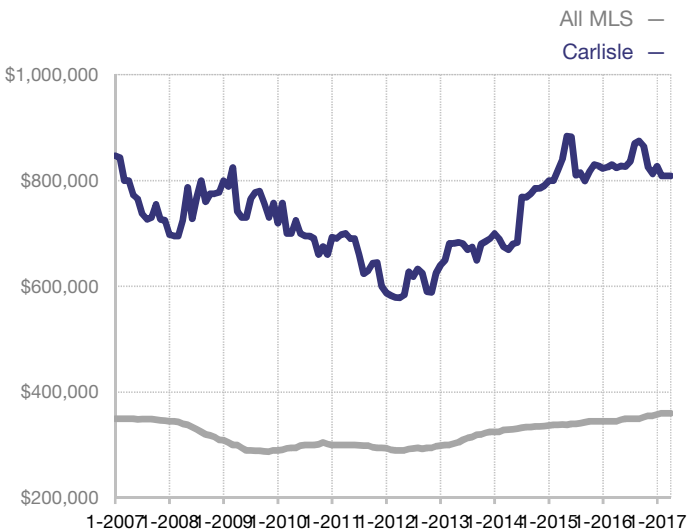
Condominium Properties

Key Metrics	April			Year to Date		
	2016	2017	+ / -	2016	2017	+ / -
Pending Sales	0	0	--	0	0	--
Closed Sales	0	0	--	1	0	- 100.0%
Median Sales Price*	\$0	\$0	--	\$265,000	\$0	- 100.0%
Inventory of Homes for Sale	1	2	+ 100.0%	--	--	--
Months Supply of Inventory	1.0	2.0	+ 100.0%	--	--	--
Cumulative Days on Market Until Sale	0	0	--	349	0	- 100.0%
Percent of Original List Price Received*	0.0%	0.0%	--	88.4%	0.0%	- 100.0%
New Listings	0	1	--	0	1	--

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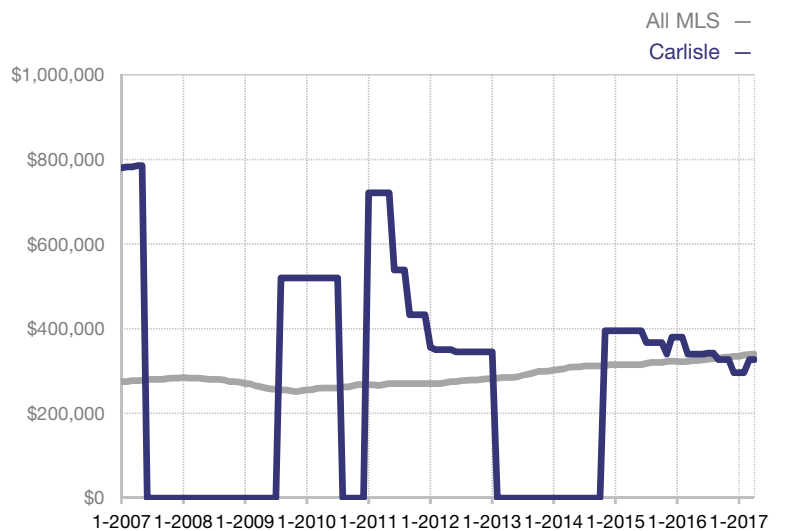
Median Sales Price – Single-Family Properties

Rolling 12-Month Calculation



Median Sales Price – Condominium Properties

Rolling 12-Month Calculation



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Local Market Update – April 2017

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Chelmsford

Single-Family Properties

Key Metrics	April			Year to Date		
	2016	2017	+ / -	2016	2017	+ / -
Pending Sales	34	30	- 11.8%	102	91	- 10.8%
Closed Sales	28	17	- 39.3%	77	73	- 5.2%
Median Sales Price*	\$391,950	\$380,000	- 3.0%	\$378,500	\$395,000	+ 4.4%
Inventory of Homes for Sale	65	30	- 53.8%	--	--	--
Months Supply of Inventory	2.3	1.0	- 56.5%	--	--	--
Cumulative Days on Market Until Sale	69	78	+ 13.0%	81	92	+ 13.6%
Percent of Original List Price Received*	96.9%	102.1%	+ 5.4%	96.3%	99.6%	+ 3.4%
New Listings	50	32	- 36.0%	129	103	- 20.2%

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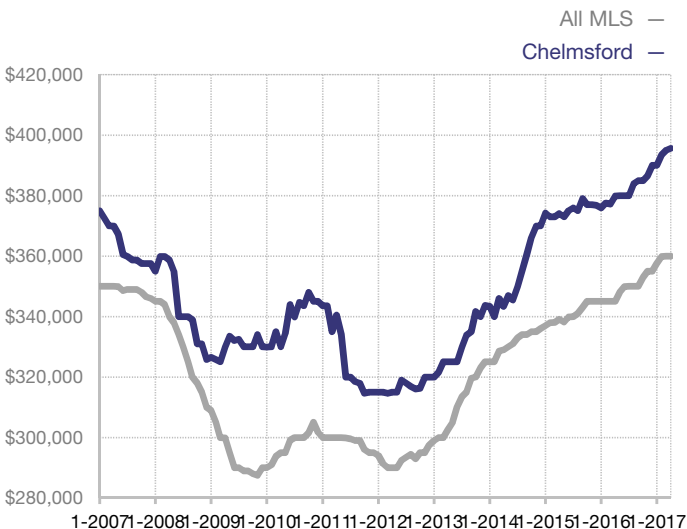
Condominium Properties

Key Metrics	April			Year to Date		
	2016	2017	+ / -	2016	2017	+ / -
Pending Sales	22	16	- 27.3%	67	53	- 20.9%
Closed Sales	11	9	- 18.2%	39	37	- 5.1%
Median Sales Price*	\$243,000	\$264,900	+ 9.0%	\$230,000	\$245,000	+ 6.5%
Inventory of Homes for Sale	25	13	- 48.0%	--	--	--
Months Supply of Inventory	1.9	0.8	- 57.9%	--	--	--
Cumulative Days on Market Until Sale	61	27	- 55.7%	70	31	- 55.7%
Percent of Original List Price Received*	99.5%	101.0%	+ 1.5%	97.2%	99.2%	+ 2.1%
New Listings	20	18	- 10.0%	77	63	- 18.2%

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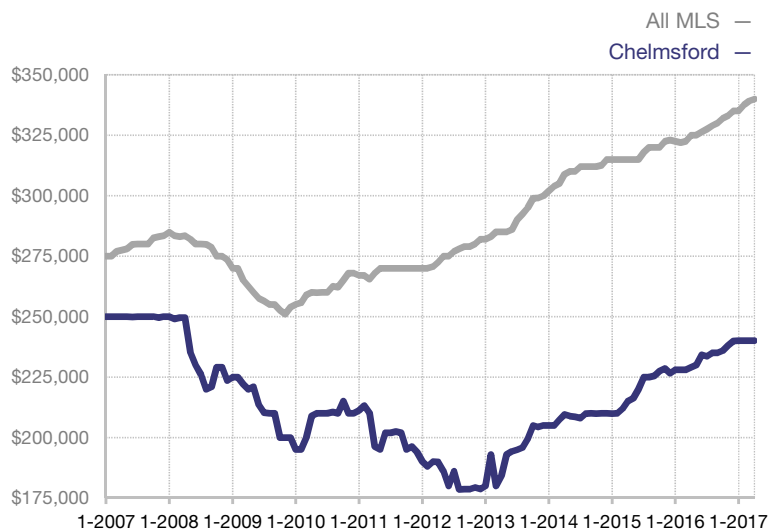
Median Sales Price – Single-Family Properties

Rolling 12-Month Calculation



Median Sales Price – Condominium Properties

Rolling 12-Month Calculation



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Local Market Update – April 2017

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Dracut

Single-Family Properties

Key Metrics	April			Year to Date		
	2016	2017	+ / -	2016	2017	+ / -
Pending Sales	46	28	- 39.1%	135	91	- 32.6%
Closed Sales	27	23	- 14.8%	88	71	- 19.3%
Median Sales Price*	\$285,500	\$342,900	+ 20.1%	\$302,500	\$336,000	+ 11.1%
Inventory of Homes for Sale	61	36	- 41.0%	--	--	--
Months Supply of Inventory	2.3	1.2	- 47.8%	--	--	--
Cumulative Days on Market Until Sale	67	76	+ 13.4%	94	80	- 14.9%
Percent of Original List Price Received*	98.9%	97.7%	- 1.2%	97.3%	98.8%	+ 1.5%
New Listings	58	33	- 43.1%	148	98	- 33.8%

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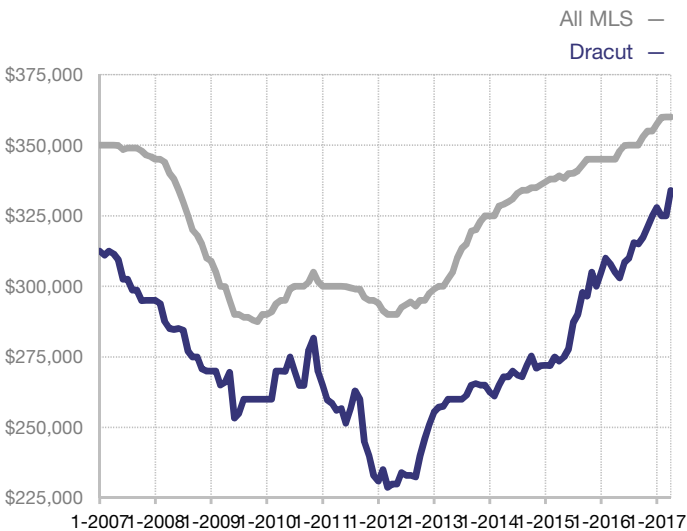
Condominium Properties

Key Metrics	April			Year to Date		
	2016	2017	+ / -	2016	2017	+ / -
Pending Sales	12	17	+ 41.7%	49	71	+ 44.9%
Closed Sales	12	18	+ 50.0%	41	45	+ 9.8%
Median Sales Price*	\$198,500	\$193,450	- 2.5%	\$165,000	\$186,000	+ 12.7%
Inventory of Homes for Sale	27	20	- 25.9%	--	--	--
Months Supply of Inventory	2.5	1.5	- 40.0%	--	--	--
Cumulative Days on Market Until Sale	98	42	- 57.1%	105	46	- 56.2%
Percent of Original List Price Received*	99.5%	98.0%	- 1.5%	95.7%	100.6%	+ 5.1%
New Listings	16	19	+ 18.8%	58	81	+ 39.7%

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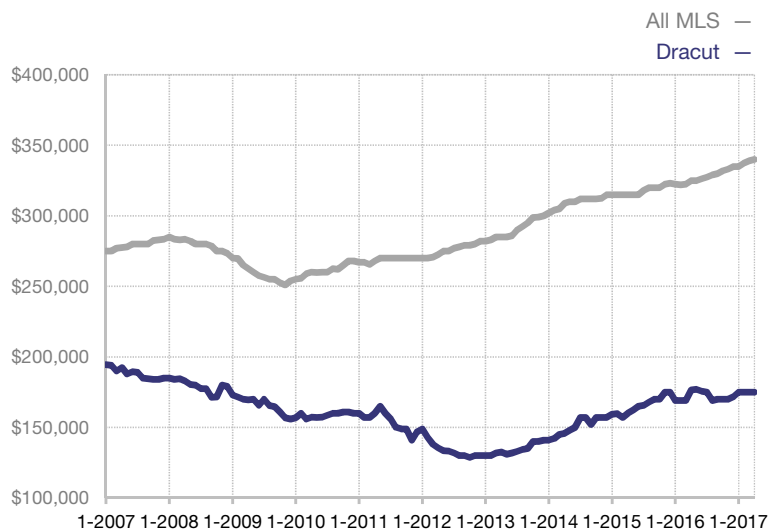
Median Sales Price – Single-Family Properties

Rolling 12-Month Calculation



Median Sales Price – Condominium Properties

Rolling 12-Month Calculation



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Local Market Update – April 2017

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Dunstable

Single-Family Properties

Key Metrics	April			Year to Date		
	2016	2017	+ / -	2016	2017	+ / -
Pending Sales	6	3	- 50.0%	11	14	+ 27.3%
Closed Sales	2	1	- 50.0%	5	9	+ 80.0%
Median Sales Price*	\$297,500	\$490,000	+ 64.7%	\$385,000	\$484,900	+ 25.9%
Inventory of Homes for Sale	19	17	- 10.5%	--	--	--
Months Supply of Inventory	7.4	4.9	- 33.8%	--	--	--
Cumulative Days on Market Until Sale	77	32	- 58.4%	105	76	- 27.6%
Percent of Original List Price Received*	110.9%	98.0%	- 11.6%	115.2%	99.6%	- 13.5%
New Listings	11	5	- 54.5%	24	17	- 29.2%

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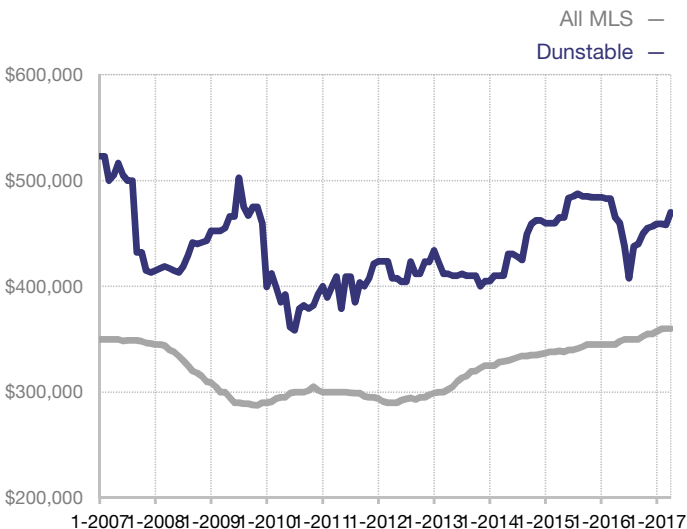
Condominium Properties

Key Metrics	April			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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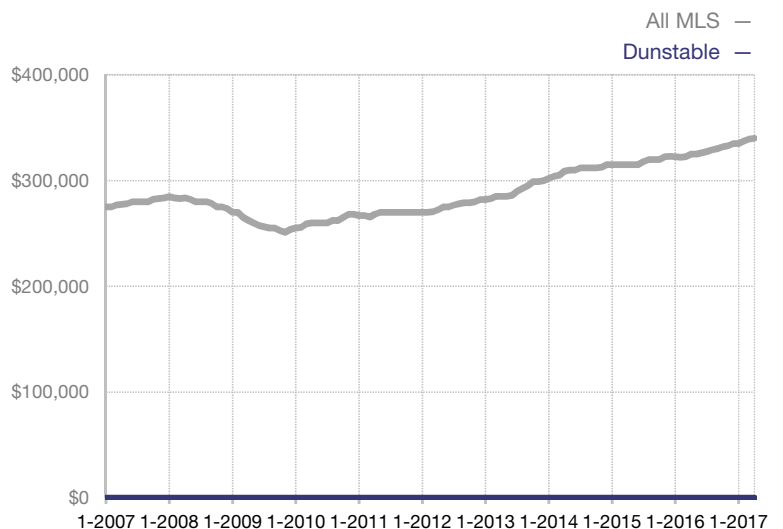
Median Sales Price – Single-Family Properties

Rolling 12-Month Calculation



Median Sales Price – Condominium Properties

Rolling 12-Month Calculation



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Local Market Update – April 2017

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Lawrence

Single-Family Properties

Key Metrics	April			Year to Date		
	2016	2017	+ / -	2016	2017	+ / -
Pending Sales	21	19	- 9.5%	77	68	- 11.7%
Closed Sales	24	11	- 54.2%	68	55	- 19.1%
Median Sales Price*	\$222,000	\$269,900	+ 21.6%	\$221,250	\$229,900	+ 3.9%
Inventory of Homes for Sale	47	26	- 44.7%	--	--	--
Months Supply of Inventory	2.5	1.5	- 40.0%	--	--	--
Cumulative Days on Market Until Sale	80	55	- 31.3%	89	58	- 34.8%
Percent of Original List Price Received*	96.4%	101.6%	+ 5.4%	97.2%	98.3%	+ 1.1%
New Listings	22	23	+ 4.5%	95	74	- 22.1%

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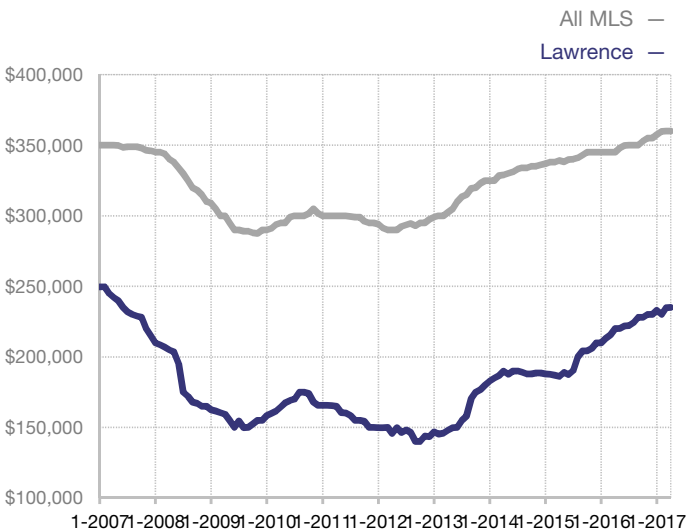
Condominium Properties

Key Metrics	April			Year to Date		
	2016	2017	+ / -	2016	2017	+ / -
Pending Sales	6	4	- 33.3%	17	19	+ 11.8%
Closed Sales	4	3	- 25.0%	7	23	+ 228.6%
Median Sales Price*	\$113,250	\$135,000	+ 19.2%	\$94,000	\$135,000	+ 43.6%
Inventory of Homes for Sale	20	17	- 15.0%	--	--	--
Months Supply of Inventory	6.5	3.2	- 50.8%	--	--	--
Cumulative Days on Market Until Sale	46	22	- 52.2%	72	52	- 27.8%
Percent of Original List Price Received*	92.6%	102.7%	+ 10.9%	93.7%	98.2%	+ 4.8%
New Listings	9	11	+ 22.2%	29	33	+ 13.8%

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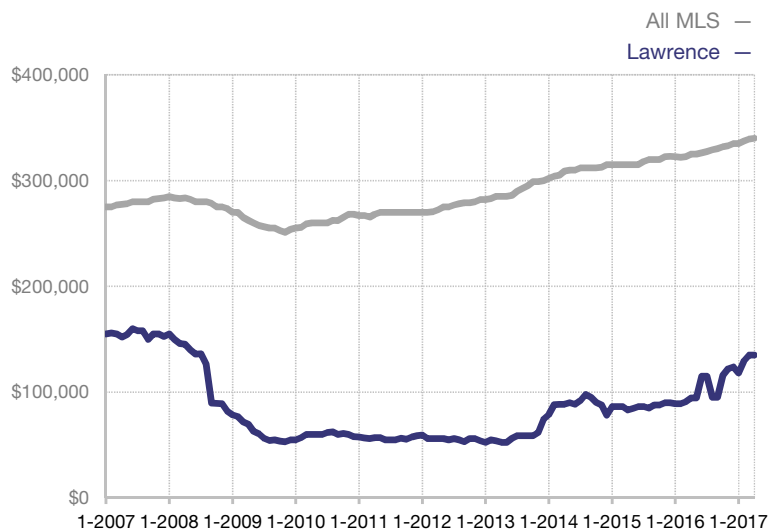
Median Sales Price – Single-Family Properties

Rolling 12-Month Calculation



Median Sales Price – Condominium Properties

Rolling 12-Month Calculation



MASSACHUSETTS ASSOCIATION OF REALTORS®



Local Market Update – April 2017

A RESEARCH TOOL PROVIDED BY THE MASSACHUSETTS ASSOCIATION OF REALTORS®

Littleton

Single-Family Properties

Key Metrics	April			Year to Date		
	2016	2017	+ / -	2016	2017	+ / -
Pending Sales	20	14	- 30.0%	50	45	- 10.0%
Closed Sales	9	6	- 33.3%	38	30	- 21.1%
Median Sales Price*	\$400,000	\$578,000	+ 44.5%	\$498,058	\$527,500	+ 5.9%
Inventory of Homes for Sale	34	26	- 23.5%	--	--	--
Months Supply of Inventory	3.0	2.2	- 26.7%	--	--	--
Cumulative Days on Market Until Sale	130	54	- 58.5%	91	88	- 3.3%
Percent of Original List Price Received*	92.9%	102.1%	+ 9.9%	98.2%	98.0%	- 0.2%
New Listings	24	16	- 33.3%	67	64	- 4.5%

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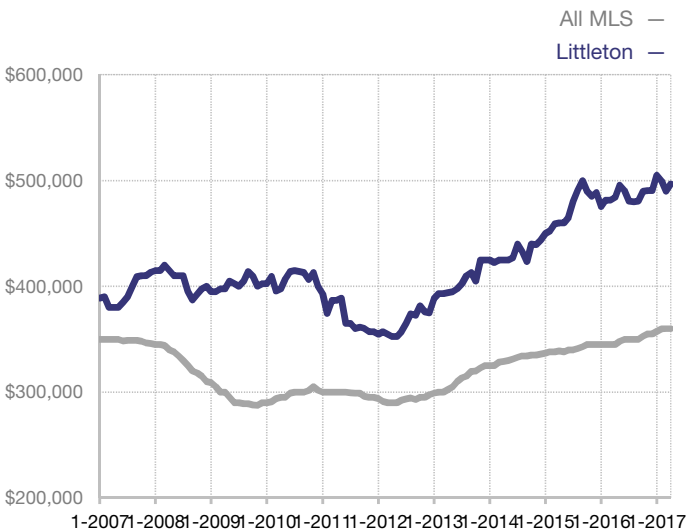
Condominium Properties

Key Metrics	April			Year to Date		
	2016	2017	+ / -	2016	2017	+ / -
Pending Sales	0	1	--	2	1	- 50.0%
Closed Sales	0	0	--	3	1	- 66.7%
Median Sales Price*	\$0	\$0	--	\$340,000	\$250,000	- 26.5%
Inventory of Homes for Sale	4	0	- 100.0%	--	--	--
Months Supply of Inventory	2.7	0.0	- 100.0%	--	--	--
Cumulative Days on Market Until Sale	0	0	--	290	344	+ 18.6%
Percent of Original List Price Received*	0.0%	0.0%	--	93.1%	86.2%	- 7.4%
New Listings	1	0	- 100.0%	3	1	- 66.7%

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

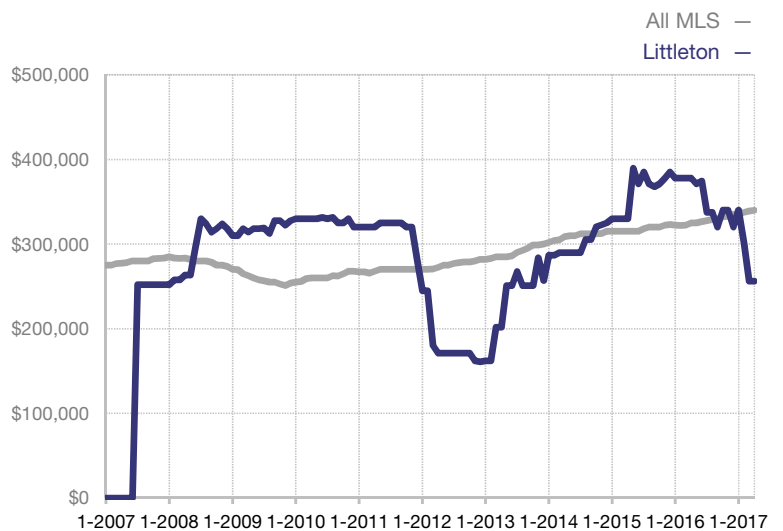
Median Sales Price – Single-Family Properties

Rolling 12-Month Calculation



Median Sales Price – Condominium Properties

Rolling 12-Month Calculation



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Local Market Update – April 2017

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Lowell

Single-Family Properties

Key Metrics	April			Year to Date		
	2016	2017	+ / -	2016	2017	+ / -
Pending Sales	34	46	+ 35.3%	159	177	+ 11.3%
Closed Sales	39	38	- 2.6%	142	140	- 1.4%
Median Sales Price*	\$250,000	\$276,100	+ 10.4%	\$241,200	\$264,200	+ 9.5%
Inventory of Homes for Sale	98	51	- 48.0%	--	--	--
Months Supply of Inventory	2.5	1.2	- 52.0%	--	--	--
Cumulative Days on Market Until Sale	82	47	- 42.7%	101	57	- 43.6%
Percent of Original List Price Received*	95.9%	99.5%	+ 3.8%	94.4%	97.4%	+ 3.2%
New Listings	50	54	+ 8.0%	179	178	- 0.6%

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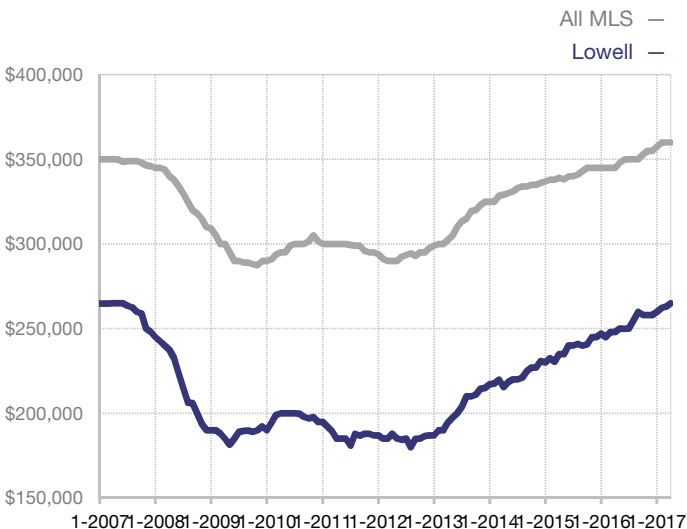
Condominium Properties

Key Metrics	April			Year to Date		
	2016	2017	+ / -	2016	2017	+ / -
Pending Sales	39	38	- 2.6%	121	113	- 6.6%
Closed Sales	24	21	- 12.5%	94	98	+ 4.3%
Median Sales Price*	\$150,000	\$200,000	+ 33.3%	\$154,350	\$177,000	+ 14.7%
Inventory of Homes for Sale	65	39	- 40.0%	--	--	--
Months Supply of Inventory	2.3	1.2	- 47.8%	--	--	--
Cumulative Days on Market Until Sale	84	37	- 56.0%	76	48	- 36.8%
Percent of Original List Price Received*	95.6%	99.3%	+ 3.9%	95.6%	98.4%	+ 2.9%
New Listings	42	45	+ 7.1%	142	129	- 9.2%

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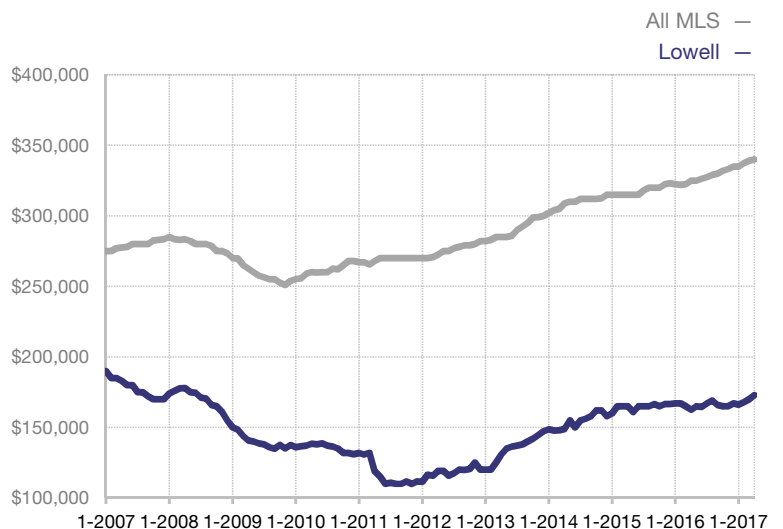
Median Sales Price – Single-Family Properties

Rolling 12-Month Calculation



Median Sales Price – Condominium Properties

Rolling 12-Month Calculation



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Local Market Update – April 2017

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Methuen

Single-Family Properties

Key Metrics	April			Year to Date		
	2016	2017	+ / -	2016	2017	+ / -
Pending Sales	48	49	+ 2.1%	131	135	+ 3.1%
Closed Sales	22	29	+ 31.8%	113	97	- 14.2%
Median Sales Price*	\$337,950	\$330,000	- 2.4%	\$287,000	\$320,000	+ 11.5%
Inventory of Homes for Sale	67	53	- 20.9%	--	--	--
Months Supply of Inventory	1.6	1.4	- 12.5%	--	--	--
Cumulative Days on Market Until Sale	61	56	- 8.2%	91	54	- 40.7%
Percent of Original List Price Received*	98.2%	98.9%	+ 0.7%	96.4%	99.2%	+ 2.9%
New Listings	64	49	- 23.4%	154	162	+ 5.2%

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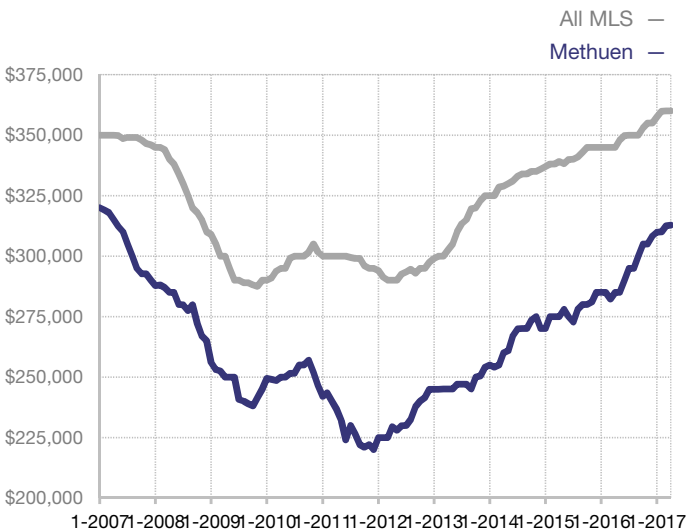
Condominium Properties

Key Metrics	April			Year to Date		
	2016	2017	+ / -	2016	2017	+ / -
Pending Sales	12	19	+ 58.3%	43	61	+ 41.9%
Closed Sales	6	12	+ 100.0%	17	53	+ 211.8%
Median Sales Price*	\$239,950	\$225,000	- 6.2%	\$203,000	\$230,000	+ 13.3%
Inventory of Homes for Sale	27	28	+ 3.7%	--	--	--
Months Supply of Inventory	2.7	2.0	- 25.9%	--	--	--
Cumulative Days on Market Until Sale	56	56	0.0%	76	63	- 17.1%
Percent of Original List Price Received*	99.6%	101.7%	+ 2.1%	96.8%	99.7%	+ 3.0%
New Listings	13	20	+ 53.8%	59	68	+ 15.3%

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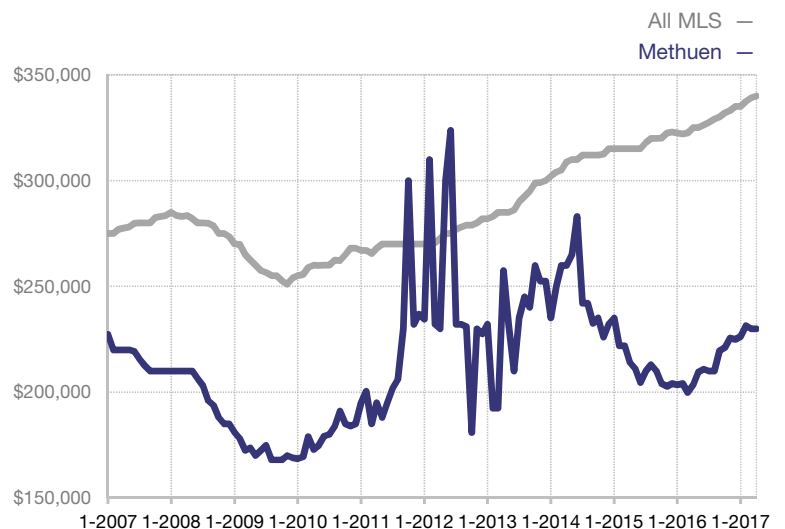
Median Sales Price – Single-Family Properties

Rolling 12-Month Calculation



Median Sales Price – Condominium Properties

Rolling 12-Month Calculation



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Local Market Update – April 2017

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North Andover

Single-Family Properties

Key Metrics	April			Year to Date		
	2016	2017	+ / -	2016	2017	+ / -
Pending Sales	26	21	- 19.2%	85	69	- 18.8%
Closed Sales	14	13	- 7.1%	69	54	- 21.7%
Median Sales Price*	\$519,500	\$560,000	+ 7.8%	\$530,000	\$565,000	+ 6.6%
Inventory of Homes for Sale	59	45	- 23.7%	--	--	--
Months Supply of Inventory	2.6	2.2	- 15.4%	--	--	--
Cumulative Days on Market Until Sale	96	47	- 51.0%	97	58	- 40.2%
Percent of Original List Price Received*	96.8%	97.5%	+ 0.7%	96.0%	96.8%	+ 0.8%
New Listings	36	29	- 19.4%	120	91	- 24.2%

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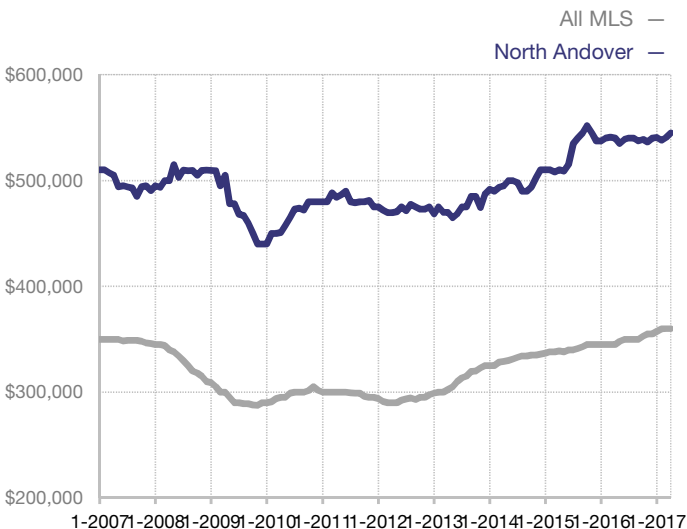
Condominium Properties

Key Metrics	April			Year to Date		
	2016	2017	+ / -	2016	2017	+ / -
Pending Sales	28	22	- 21.4%	59	73	+ 23.7%
Closed Sales	14	16	+ 14.3%	43	48	+ 11.6%
Median Sales Price*	\$200,950	\$200,000	- 0.5%	\$214,900	\$257,500	+ 19.8%
Inventory of Homes for Sale	23	15	- 34.8%	--	--	--
Months Supply of Inventory	1.6	1.0	- 37.5%	--	--	--
Cumulative Days on Market Until Sale	74	35	- 52.7%	82	54	- 34.1%
Percent of Original List Price Received*	97.3%	101.5%	+ 4.3%	96.3%	100.0%	+ 3.8%
New Listings	18	15	- 16.7%	58	74	+ 27.6%

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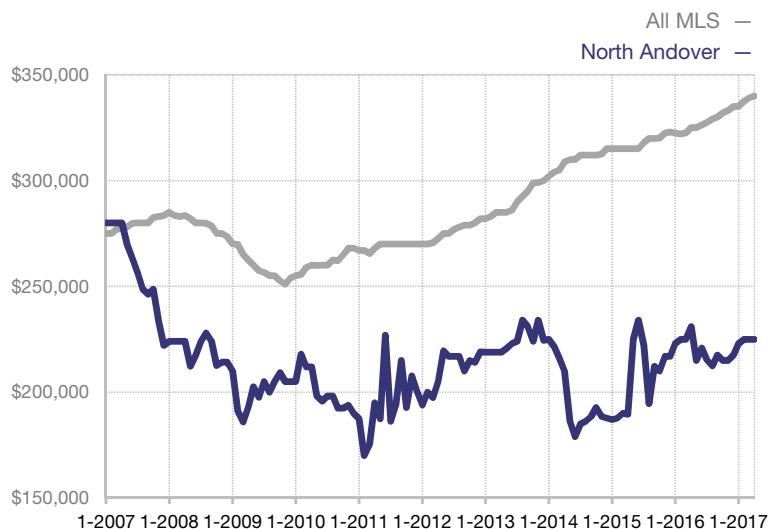
Median Sales Price – Single-Family Properties

Rolling 12-Month Calculation



Median Sales Price – Condominium Properties

Rolling 12-Month Calculation



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Local Market Update – April 2017

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Tewksbury

Single-Family Properties

Key Metrics	April			Year to Date		
	2016	2017	+ / -	2016	2017	+ / -
Pending Sales	31	26	- 16.1%	90	78	- 13.3%
Closed Sales	21	10	- 52.4%	65	57	- 12.3%
Median Sales Price*	\$384,000	\$428,000	+ 11.5%	\$382,500	\$401,000	+ 4.8%
Inventory of Homes for Sale	36	19	- 47.2%	--	--	--
Months Supply of Inventory	1.6	0.8	- 50.0%	--	--	--
Cumulative Days on Market Until Sale	54	33	- 38.9%	88	43	- 51.1%
Percent of Original List Price Received*	98.5%	101.1%	+ 2.6%	97.1%	101.3%	+ 4.3%
New Listings	38	30	- 21.1%	102	90	- 11.8%

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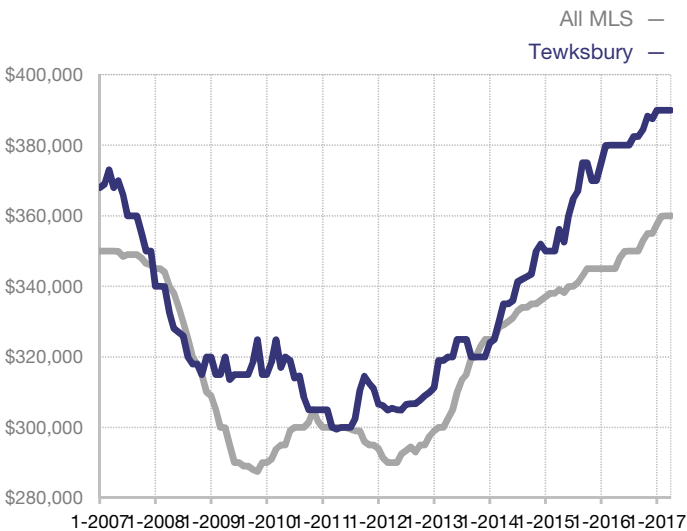
Condominium Properties

Key Metrics	April			Year to Date		
	2016	2017	+ / -	2016	2017	+ / -
Pending Sales	21	13	- 38.1%	52	36	- 30.8%
Closed Sales	9	13	+ 44.4%	44	33	- 25.0%
Median Sales Price*	\$284,500	\$292,500	+ 2.8%	\$282,250	\$314,900	+ 11.6%
Inventory of Homes for Sale	13	5	- 61.5%	--	--	--
Months Supply of Inventory	0.8	0.4	- 50.0%	--	--	--
Cumulative Days on Market Until Sale	48	11	- 77.1%	60	15	- 75.0%
Percent of Original List Price Received*	97.2%	101.4%	+ 4.3%	98.2%	100.9%	+ 2.7%
New Listings	27	14	- 48.1%	60	43	- 28.3%

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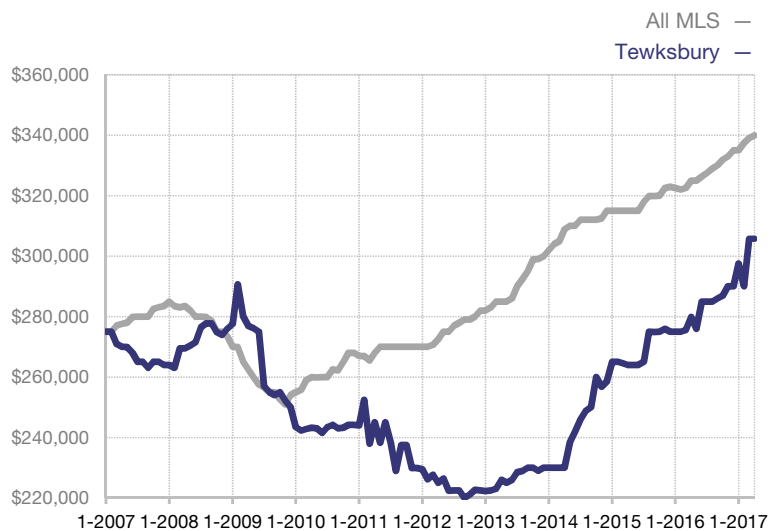
Median Sales Price – Single-Family Properties

Rolling 12-Month Calculation



Median Sales Price – Condominium Properties

Rolling 12-Month Calculation



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Local Market Update – April 2017

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Tyngsborough

Single-Family Properties

Key Metrics	April			Year to Date		
	2016	2017	+ / -	2016	2017	+ / -
Pending Sales	4	12	+ 200.0%	26	38	+ 46.2%
Closed Sales	6	10	+ 66.7%	24	24	0.0%
Median Sales Price*	\$455,000	\$382,500	- 15.9%	\$382,450	\$390,000	+ 2.0%
Inventory of Homes for Sale	21	23	+ 9.5%	--	--	--
Months Supply of Inventory	2.2	2.4	+ 9.1%	--	--	--
Cumulative Days on Market Until Sale	123	41	- 66.7%	100	48	- 52.0%
Percent of Original List Price Received*	98.8%	97.7%	- 1.1%	97.4%	97.9%	+ 0.5%
New Listings	4	14	+ 250.0%	35	45	+ 28.6%

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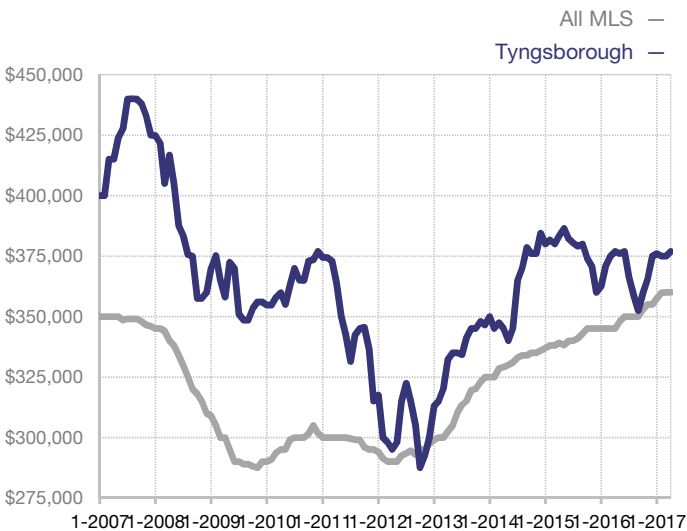
Condominium Properties

Key Metrics	April			Year to Date		
	2016	2017	+ / -	2016	2017	+ / -
Pending Sales	6	2	- 66.7%	14	14	0.0%
Closed Sales	1	1	0.0%	8	20	+ 150.0%
Median Sales Price*	\$159,900	\$339,900	+ 112.6%	\$206,500	\$201,000	- 2.7%
Inventory of Homes for Sale	13	5	- 61.5%	--	--	--
Months Supply of Inventory	2.6	0.8	- 69.2%	--	--	--
Cumulative Days on Market Until Sale	16	0	- 100.0%	206	68	- 67.0%
Percent of Original List Price Received*	100.0%	100.0%	0.0%	98.6%	97.6%	- 1.0%
New Listings	6	2	- 66.7%	23	12	- 47.8%

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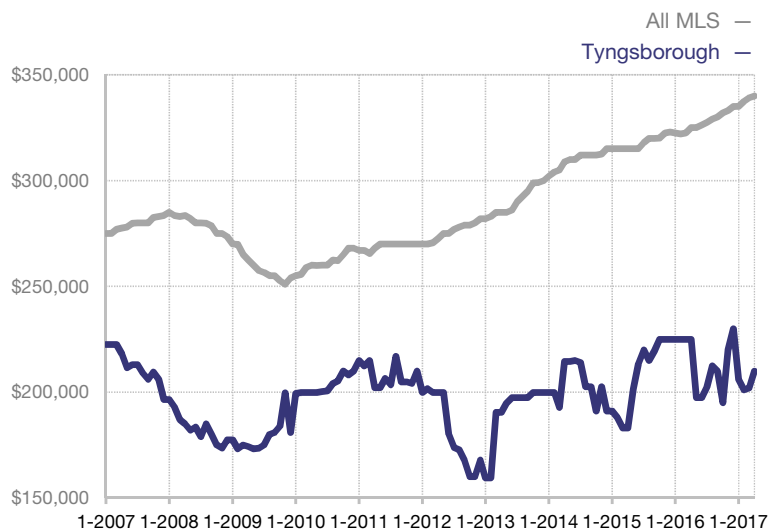
Median Sales Price – Single-Family Properties

Rolling 12-Month Calculation



Median Sales Price – Condominium Properties

Rolling 12-Month Calculation



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Local Market Update – April 2017

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Westford

Single-Family Properties

Key Metrics	April			Year to Date		
	2016	2017	+ / -	2016	2017	+ / -
Pending Sales	19	27	+ 42.1%	67	74	+ 10.4%
Closed Sales	18	9	- 50.0%	47	42	- 10.6%
Median Sales Price*	\$419,500	\$675,000	+ 60.9%	\$390,000	\$511,000	+ 31.0%
Inventory of Homes for Sale	52	38	- 26.9%	--	--	--
Months Supply of Inventory	2.7	2.2	- 18.5%	--	--	--
Cumulative Days on Market Until Sale	69	129	+ 87.0%	99	108	+ 9.1%
Percent of Original List Price Received*	97.7%	97.2%	- 0.5%	96.3%	96.6%	+ 0.3%
New Listings	32	38	+ 18.8%	95	91	- 4.2%

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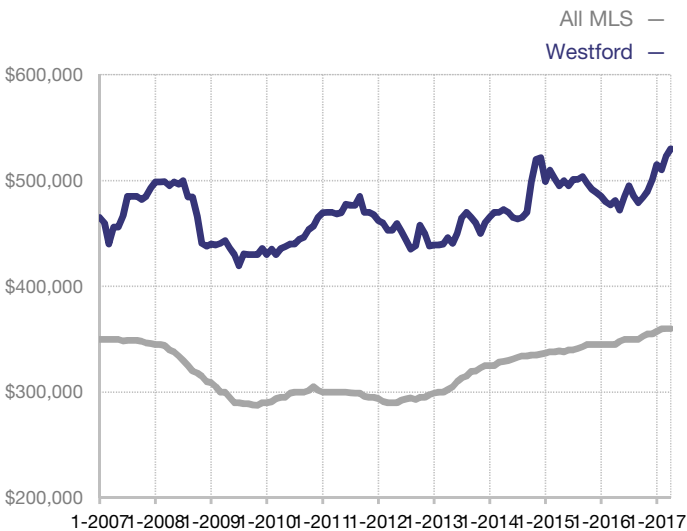
Condominium Properties

Key Metrics	April			Year to Date		
	2016	2017	+ / -	2016	2017	+ / -
Pending Sales	3	6	+ 100.0%	20	17	- 15.0%
Closed Sales	8	3	- 62.5%	27	8	- 70.4%
Median Sales Price*	\$419,950	\$305,000	- 27.4%	\$412,500	\$407,500	- 1.2%
Inventory of Homes for Sale	13	8	- 38.5%	--	--	--
Months Supply of Inventory	2.1	1.4	- 33.3%	--	--	--
Cumulative Days on Market Until Sale	174	131	- 24.7%	105	91	- 13.3%
Percent of Original List Price Received*	101.2%	96.4%	- 4.7%	99.5%	97.8%	- 1.7%
New Listings	7	8	+ 14.3%	26	23	- 11.5%

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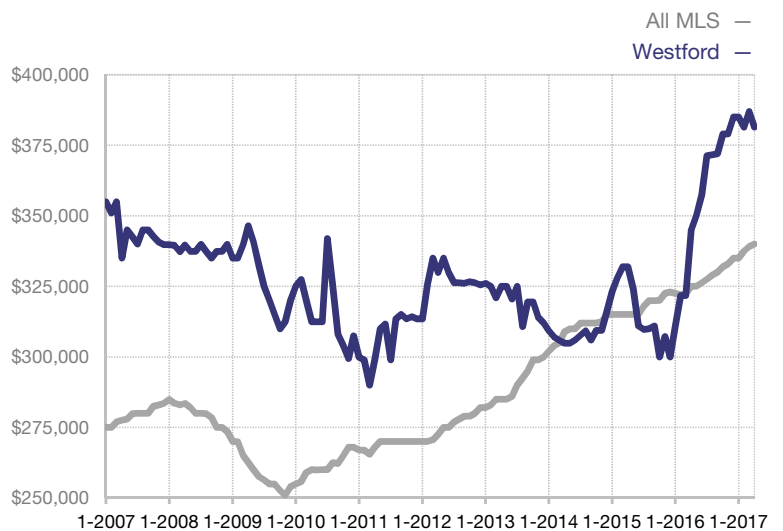
Median Sales Price – Single-Family Properties

Rolling 12-Month Calculation



Median Sales Price – Condominium Properties

Rolling 12-Month Calculation



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