



NORTHEAST ASSOCIATION OF
REALTORS®

May 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 – May 2017

A RESEARCH TOOL PROVIDED BY THE MASSACHUSETTS ASSOCIATION OF REALTORS®



Northeast Association of REALTORS®

+ 2.2%

Year-Over-Year
Change in
Closed Sales
All Properties

+ 14.3%

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

- 31.0%

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

Single-Family Properties

	May			Year to Date		
	2016	2017	+ / -	2016	2017	+ / -
Pending Sales	475	511	+ 7.6%	1,747	1,656	- 5.2%
Closed Sales	314	329	+ 4.8%	1,297	1,192	- 8.1%
Median Sales Price*	\$373,000	\$402,500	+ 7.9%	\$355,000	\$383,234	+ 8.0%
Inventory of Homes for Sale	852	622	- 27.0%	--	--	--
Months Supply of Inventory	2.6	1.9	- 26.3%	--	--	--
Cumulative Days on Market Until Sale	64	54	- 16.4%	87	64	- 26.6%
Percent of Original List Price Received*	98.8%	99.3%	+ 0.5%	96.8%	98.6%	+ 1.9%
New Listings	585	636	+ 8.7%	2,191	2,021	- 7.8%

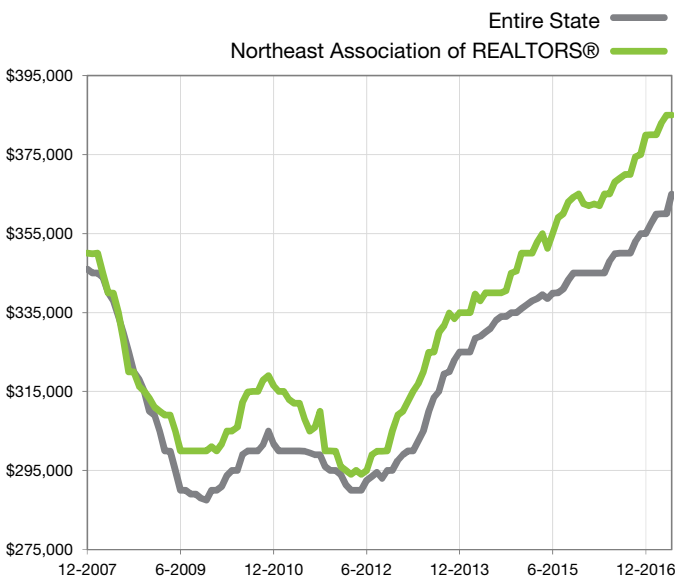
Condominium Properties

	May			Year to Date		
	2016	2017	+ / -	2016	2017	+ / -
Pending Sales	178	187	+ 5.1%	693	696	+ 0.4%
Closed Sales	145	140	- 3.4%	518	550	+ 6.2%
Median Sales Price*	\$215,000	\$240,000	+ 11.6%	\$215,000	\$218,500	+ 1.6%
Inventory of Homes for Sale	311	181	- 41.8%	--	--	--
Months Supply of Inventory	2.5	1.3	- 47.3%	--	--	--
Cumulative Days on Market Until Sale	65	35	- 46.9%	77	47	- 39.1%
Percent of Original List Price Received*	97.8%	99.5%	+ 1.7%	97.0%	99.2%	+ 2.2%
New Listings	225	193	- 14.2%	852	796	- 6.6%

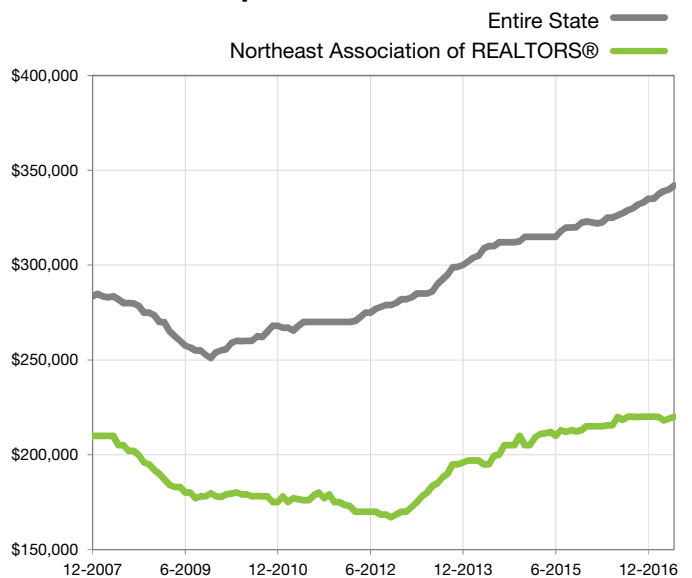
* Does not account for seller concessions. | Activity for one month can sometimes look extreme due to small sample size.

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 – May 2017

A RESEARCH TOOL PROVIDED BY THE MASSACHUSETTS ASSOCIATION OF REALTORS®

Andover

Single-Family Properties

Key Metrics	May			Year to Date		
	2016	2017	+ / -	2016	2017	+ / -
Pending Sales	51	47	- 7.8%	179	173	- 3.4%
Closed Sales	30	32	+ 6.7%	125	117	- 6.4%
Median Sales Price*	\$617,000	\$638,500	+ 3.5%	\$565,000	\$642,000	+ 13.6%
Inventory of Homes for Sale	105	85	- 19.0%	--	--	--
Months Supply of Inventory	3.1	2.8	- 9.7%	--	--	--
Cumulative Days on Market Until Sale	61	53	- 13.1%	88	75	- 14.8%
Percent of Original List Price Received*	97.8%	98.9%	+ 1.1%	94.9%	97.9%	+ 3.2%
New Listings	59	70	+ 18.6%	251	236	- 6.0%

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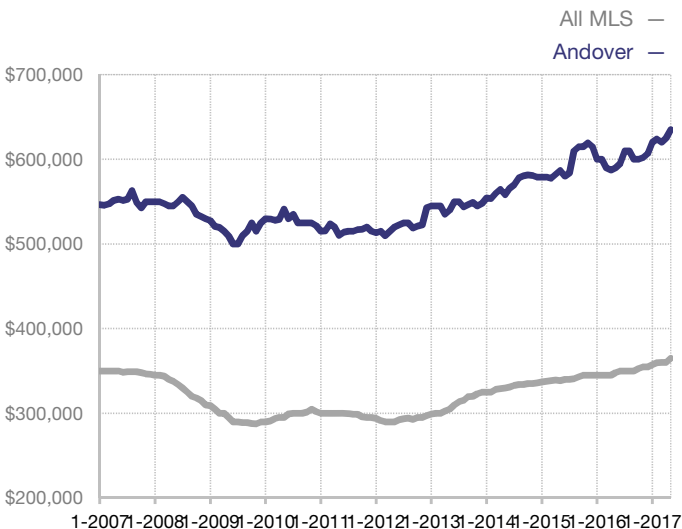
Condominium Properties

Key Metrics	May			Year to Date		
	2016	2017	+ / -	2016	2017	+ / -
Pending Sales	15	19	+ 26.7%	52	58	+ 11.5%
Closed Sales	8	13	+ 62.5%	42	45	+ 7.1%
Median Sales Price*	\$356,000	\$265,500	- 25.4%	\$242,450	\$285,000	+ 17.6%
Inventory of Homes for Sale	37	28	- 24.3%	--	--	--
Months Supply of Inventory	3.4	2.7	- 20.6%	--	--	--
Cumulative Days on Market Until Sale	69	33	- 52.2%	54	67	+ 24.1%
Percent of Original List Price Received*	98.4%	99.2%	+ 0.8%	97.1%	97.3%	+ 0.2%
New Listings	19	28	+ 47.4%	75	76	+ 1.3%

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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 – May 2017

A RESEARCH TOOL PROVIDED BY THE MASSACHUSETTS ASSOCIATION OF REALTORS®

Billerica

Single-Family Properties

Key Metrics	May			Year to Date		
	2016	2017	+ / -	2016	2017	+ / -
Pending Sales	50	48	- 4.0%	184	154	- 16.3%
Closed Sales	31	29	- 6.5%	134	111	- 17.2%
Median Sales Price*	\$389,900	\$440,000	+ 12.8%	\$380,000	\$428,999	+ 12.9%
Inventory of Homes for Sale	63	43	- 31.7%	--	--	--
Months Supply of Inventory	1.9	1.3	- 31.6%	--	--	--
Cumulative Days on Market Until Sale	60	28	- 53.3%	83	39	- 53.0%
Percent of Original List Price Received*	101.0%	101.6%	+ 0.6%	97.2%	100.6%	+ 3.5%
New Listings	65	58	- 10.8%	208	180	- 13.5%

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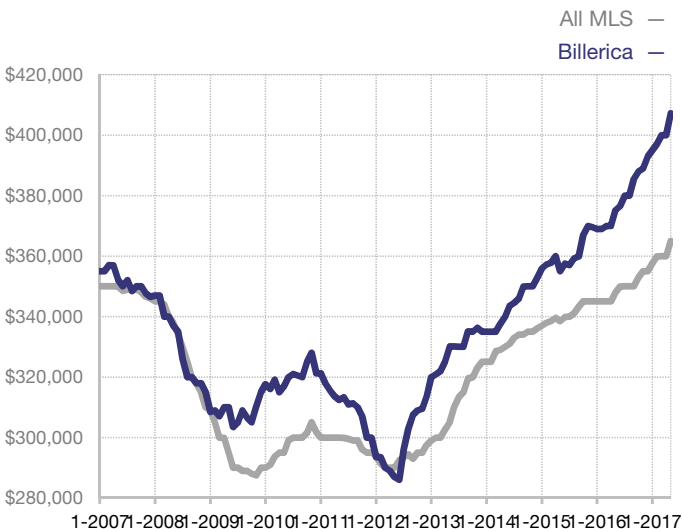
Condominium Properties

Key Metrics	May			Year to Date		
	2016	2017	+ / -	2016	2017	+ / -
Pending Sales	10	9	- 10.0%	44	28	- 36.4%
Closed Sales	12	10	- 16.7%	27	23	- 14.8%
Median Sales Price*	\$286,500	\$298,700	+ 4.3%	\$315,000	\$274,000	- 13.0%
Inventory of Homes for Sale	12	3	- 75.0%	--	--	--
Months Supply of Inventory	1.7	0.4	- 76.5%	--	--	--
Cumulative Days on Market Until Sale	50	14	- 72.0%	49	20	- 59.2%
Percent of Original List Price Received*	100.6%	102.5%	+ 1.9%	99.6%	101.3%	+ 1.7%
New Listings	10	8	- 20.0%	44	33	- 25.0%

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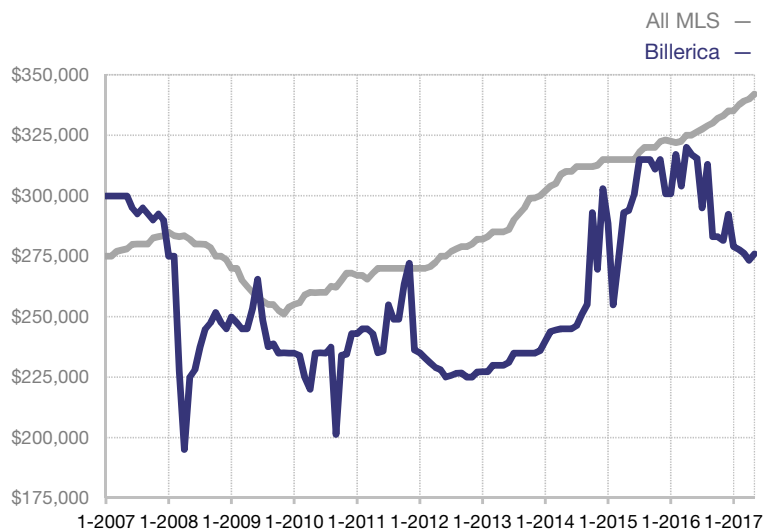
Median Sales Price – Single-Family Properties

Rolling 12-Month Calculation



Median Sales Price – Condominium Properties

Rolling 12-Month Calculation



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Local Market Update – May 2017

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Boxford

Single-Family Properties

Key Metrics	May			Year to Date		
	2016	2017	+ / -	2016	2017	+ / -
Pending Sales	17	16	- 5.9%	55	48	- 12.7%
Closed Sales	6	11	+ 83.3%	32	33	+ 3.1%
Median Sales Price*	\$651,250	\$576,900	- 11.4%	\$585,000	\$570,000	- 2.6%
Inventory of Homes for Sale	52	42	- 19.2%	--	--	--
Months Supply of Inventory	5.3	3.8	- 28.3%	--	--	--
Cumulative Days on Market Until Sale	72	140	+ 94.4%	114	112	- 1.8%
Percent of Original List Price Received*	97.3%	97.3%	0.0%	96.0%	97.3%	+ 1.4%
New Listings	25	29	+ 16.0%	86	81	- 5.8%

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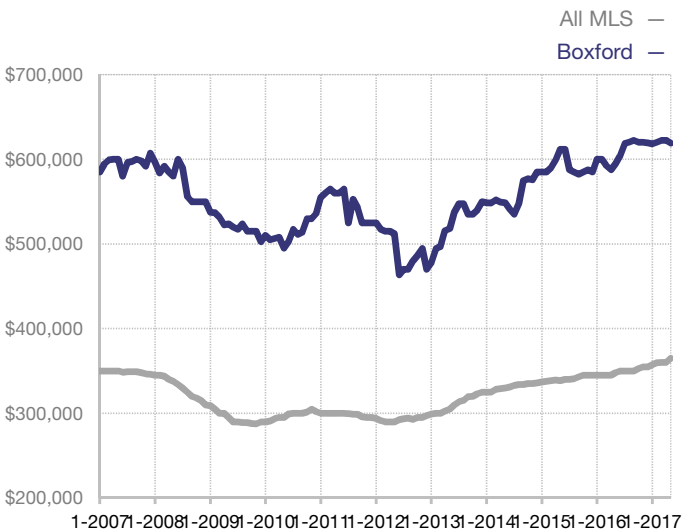
Condominium Properties

Key Metrics	May			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	0	0	--	2	1	- 50.0%

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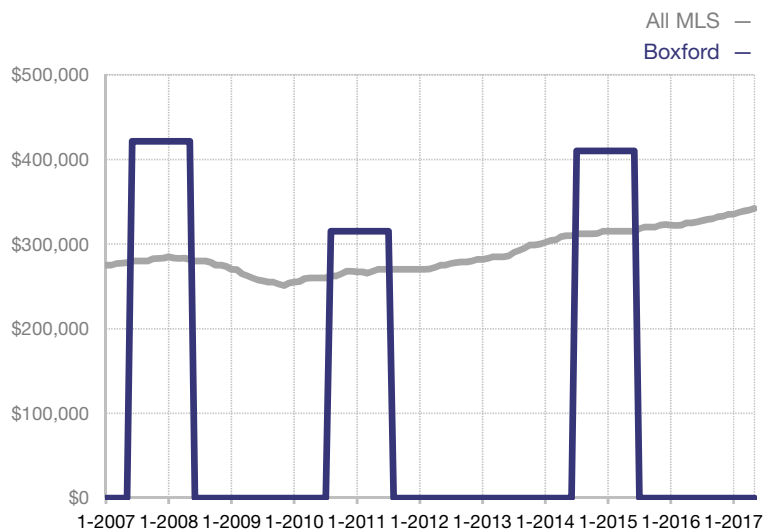
Median Sales Price – Single-Family Properties

Rolling 12-Month Calculation



Median Sales Price – Condominium Properties

Rolling 12-Month Calculation



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Local Market Update – May 2017

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Carlisle

Single-Family Properties

Key Metrics	May			Year to Date		
	2016	2017	+ / -	2016	2017	+ / -
Pending Sales	7	9	+ 28.6%	46	33	- 28.3%
Closed Sales	7	5	- 28.6%	30	24	- 20.0%
Median Sales Price*	\$910,000	\$770,000	- 15.4%	\$872,500	\$795,000	- 8.9%
Inventory of Homes for Sale	43	26	- 39.5%	--	--	--
Months Supply of Inventory	6.5	3.5	- 46.2%	--	--	--
Cumulative Days on Market Until Sale	68	62	- 8.8%	106	107	+ 0.9%
Percent of Original List Price Received*	96.9%	98.4%	+ 1.5%	95.1%	95.9%	+ 0.8%
New Listings	14	13	- 7.1%	76	46	- 39.5%

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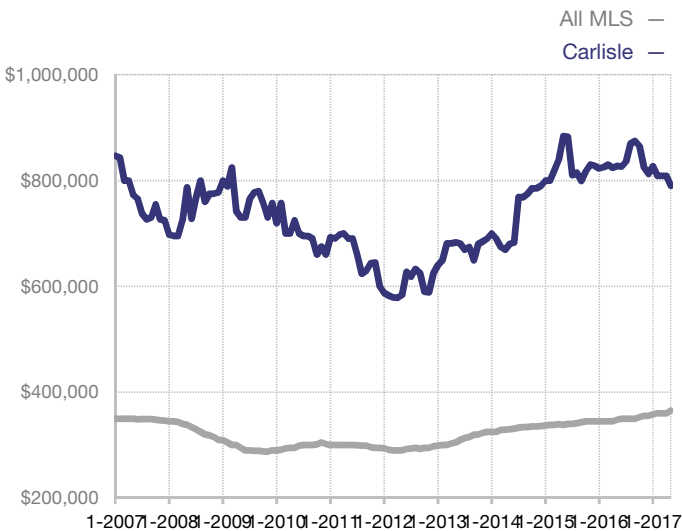
Condominium Properties

Key Metrics	May			Year to Date		
	2016	2017	+ / -	2016	2017	+ / -
Pending Sales	0	1	--	0	1	--
Closed Sales	0	0	--	1	0	- 100.0%
Median Sales Price*	\$0	\$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	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	0	--	0	1	--

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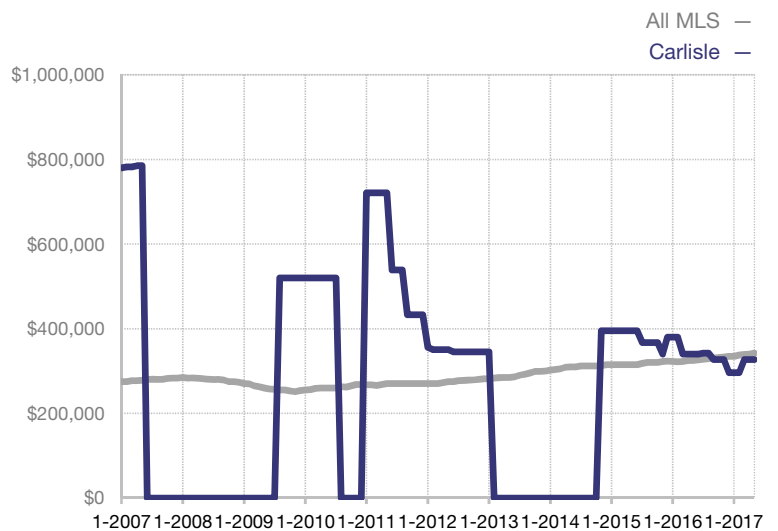
Median Sales Price – Single-Family Properties

Rolling 12-Month Calculation



Median Sales Price – Condominium Properties

Rolling 12-Month Calculation



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Local Market Update – May 2017

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Chelmsford

Single-Family Properties

Key Metrics	May			Year to Date		
	2016	2017	+ / -	2016	2017	+ / -
Pending Sales	47	55	+ 17.0%	149	142	- 4.7%
Closed Sales	31	31	0.0%	108	105	- 2.8%
Median Sales Price*	\$389,900	\$420,000	+ 7.7%	\$380,000	\$405,000	+ 6.6%
Inventory of Homes for Sale	57	35	- 38.6%	--	--	--
Months Supply of Inventory	2.0	1.2	- 40.0%	--	--	--
Cumulative Days on Market Until Sale	50	60	+ 20.0%	72	82	+ 13.9%
Percent of Original List Price Received*	99.2%	99.8%	+ 0.6%	97.1%	99.6%	+ 2.6%
New Listings	43	60	+ 39.5%	172	163	- 5.2%

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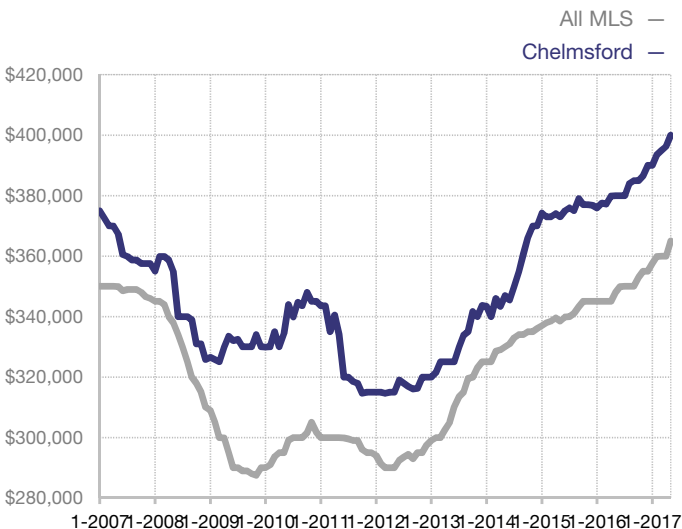
Condominium Properties

Key Metrics	May			Year to Date		
	2016	2017	+ / -	2016	2017	+ / -
Pending Sales	20	21	+ 5.0%	87	74	- 14.9%
Closed Sales	23	13	- 43.5%	62	49	- 21.0%
Median Sales Price*	\$232,000	\$233,000	+ 0.4%	\$231,000	\$233,000	+ 0.9%
Inventory of Homes for Sale	23	11	- 52.2%	--	--	--
Months Supply of Inventory	1.7	0.7	- 58.8%	--	--	--
Cumulative Days on Market Until Sale	68	30	- 55.9%	69	30	- 56.5%
Percent of Original List Price Received*	98.8%	98.4%	- 0.4%	97.8%	99.0%	+ 1.2%
New Listings	19	20	+ 5.3%	96	83	- 13.5%

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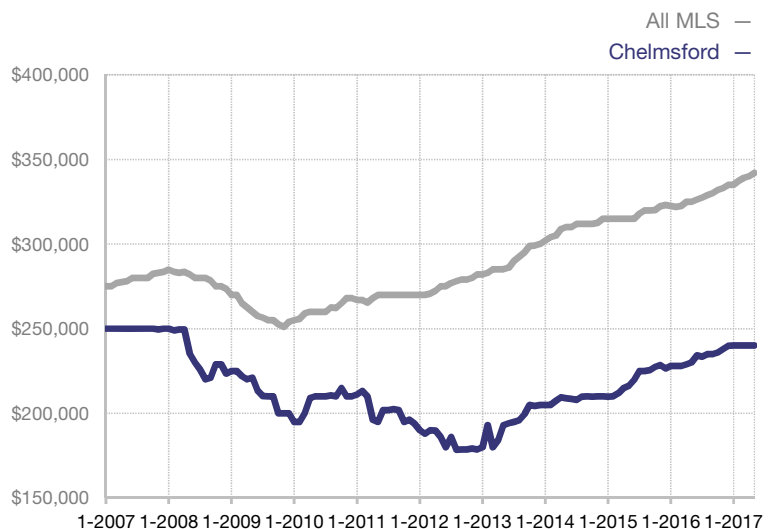
Median Sales Price – Single-Family Properties

Rolling 12-Month Calculation



Median Sales Price – Condominium Properties

Rolling 12-Month Calculation



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Local Market Update – May 2017

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Dracut

Single-Family Properties

Key Metrics	May			Year to Date		
	2016	2017	+ / -	2016	2017	+ / -
Pending Sales	36	50	+ 38.9%	171	140	- 18.1%
Closed Sales	29	26	- 10.3%	117	97	- 17.1%
Median Sales Price*	\$295,000	\$357,500	+ 21.2%	\$300,500	\$342,900	+ 14.1%
Inventory of Homes for Sale	69	39	- 43.5%	--	--	--
Months Supply of Inventory	2.6	1.3	- 50.0%	--	--	--
Cumulative Days on Market Until Sale	43	56	+ 30.2%	81	73	- 9.9%
Percent of Original List Price Received*	100.9%	98.3%	- 2.6%	98.2%	98.7%	+ 0.5%
New Listings	46	55	+ 19.6%	194	153	- 21.1%

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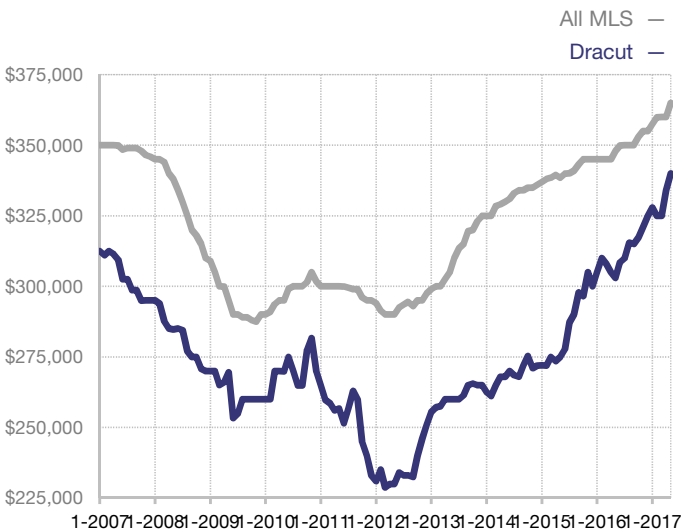
Condominium Properties

Key Metrics	May			Year to Date		
	2016	2017	+ / -	2016	2017	+ / -
Pending Sales	18	25	+ 38.9%	67	95	+ 41.8%
Closed Sales	10	15	+ 50.0%	51	60	+ 17.6%
Median Sales Price*	\$170,750	\$202,900	+ 18.8%	\$165,000	\$188,500	+ 14.2%
Inventory of Homes for Sale	34	22	- 35.3%	--	--	--
Months Supply of Inventory	3.1	1.6	- 48.4%	--	--	--
Cumulative Days on Market Until Sale	88	28	- 68.2%	102	42	- 58.8%
Percent of Original List Price Received*	96.2%	100.9%	+ 4.9%	95.8%	100.7%	+ 5.1%
New Listings	27	27	0.0%	85	108	+ 27.1%

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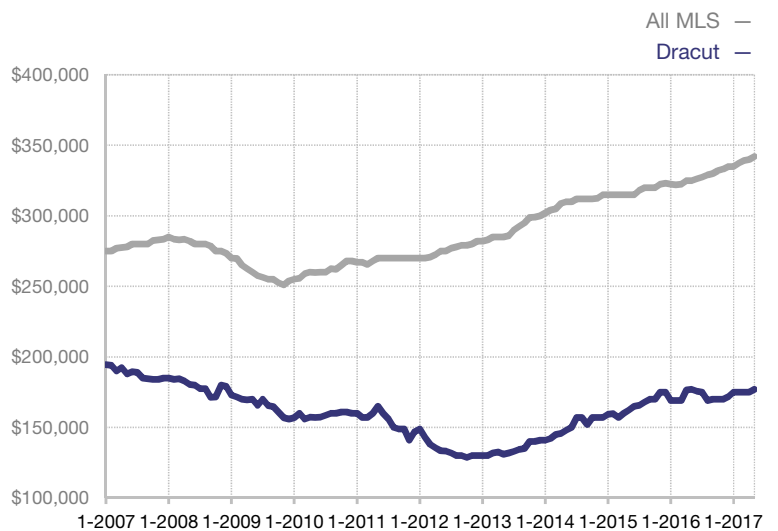
Median Sales Price – Single-Family Properties

Rolling 12-Month Calculation



Median Sales Price – Condominium Properties

Rolling 12-Month Calculation



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Local Market Update – May 2017

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Dunstable

Single-Family Properties

Key Metrics	May			Year to Date		
	2016	2017	+ / -	2016	2017	+ / -
Pending Sales	8	7	- 12.5%	19	21	+ 10.5%
Closed Sales	2	5	+ 150.0%	7	14	+ 100.0%
Median Sales Price*	\$345,000	\$579,900	+ 68.1%	\$385,000	\$509,500	+ 32.3%
Inventory of Homes for Sale	12	17	+ 41.7%	--	--	--
Months Supply of Inventory	4.5	4.5	0.0%	--	--	--
Cumulative Days on Market Until Sale	12	57	+ 375.0%	79	69	- 12.7%
Percent of Original List Price Received*	102.5%	93.6%	- 8.7%	111.5%	97.4%	- 12.6%
New Listings	2	9	+ 350.0%	26	26	0.0%

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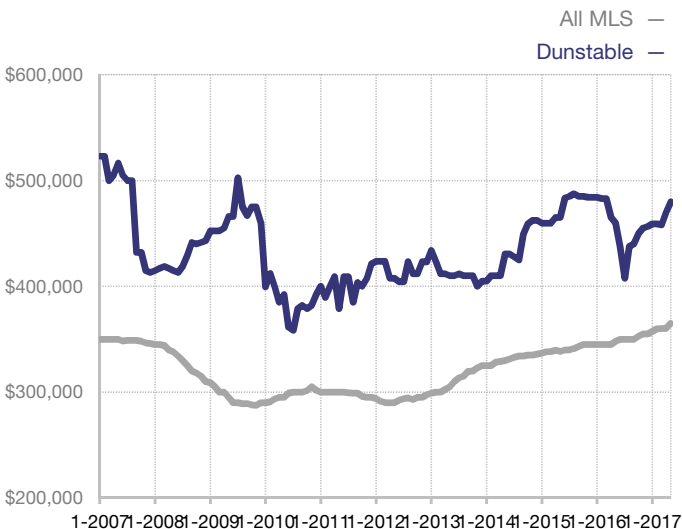
Condominium Properties

Key Metrics	May			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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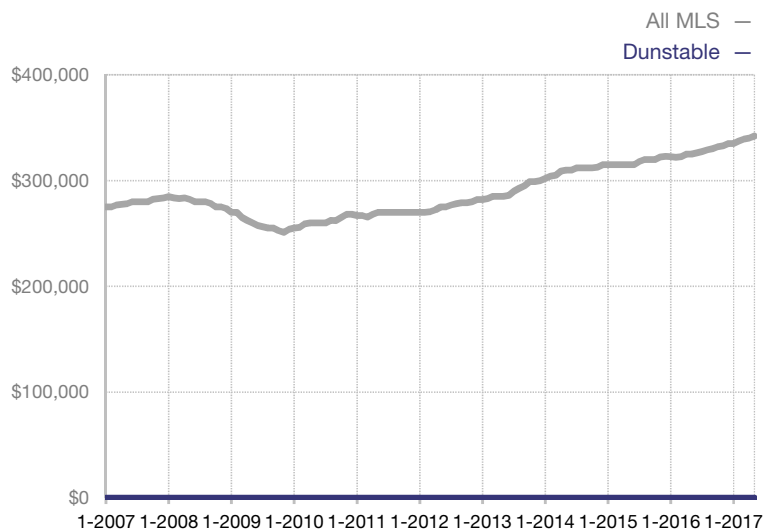
Median Sales Price – Single-Family Properties

Rolling 12-Month Calculation



Median Sales Price – Condominium Properties

Rolling 12-Month Calculation



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Local Market Update – May 2017

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Lawrence

Single-Family Properties

Key Metrics	May			Year to Date		
	2016	2017	+ / -	2016	2017	+ / -
Pending Sales	26	27	+ 3.8%	103	91	- 11.7%
Closed Sales	21	20	- 4.8%	89	75	- 15.7%
Median Sales Price*	\$225,000	\$255,000	+ 13.3%	\$224,000	\$240,000	+ 7.1%
Inventory of Homes for Sale	37	31	- 16.2%	--	--	--
Months Supply of Inventory	2.0	1.8	- 10.0%	--	--	--
Cumulative Days on Market Until Sale	69	50	- 27.5%	84	56	- 33.3%
Percent of Original List Price Received*	98.7%	99.2%	+ 0.5%	97.6%	98.5%	+ 0.9%
New Listings	19	31	+ 63.2%	114	105	- 7.9%

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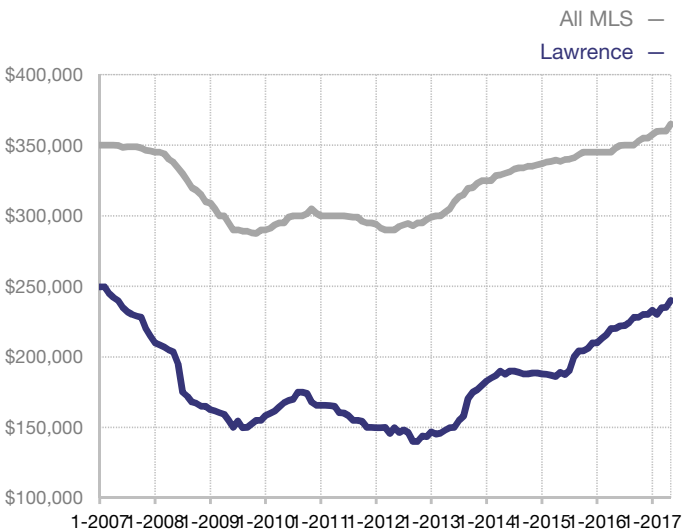
Condominium Properties

Key Metrics	May			Year to Date		
	2016	2017	+ / -	2016	2017	+ / -
Pending Sales	8	13	+ 62.5%	25	31	+ 24.0%
Closed Sales	4	7	+ 75.0%	11	30	+ 172.7%
Median Sales Price*	\$120,500	\$175,000	+ 45.2%	\$94,000	\$135,000	+ 43.6%
Inventory of Homes for Sale	16	13	- 18.8%	--	--	--
Months Supply of Inventory	5.2	2.4	- 53.8%	--	--	--
Cumulative Days on Market Until Sale	34	29	- 14.7%	58	47	- 19.0%
Percent of Original List Price Received*	98.1%	101.2%	+ 3.2%	95.3%	98.9%	+ 3.8%
New Listings	6	8	+ 33.3%	35	41	+ 17.1%

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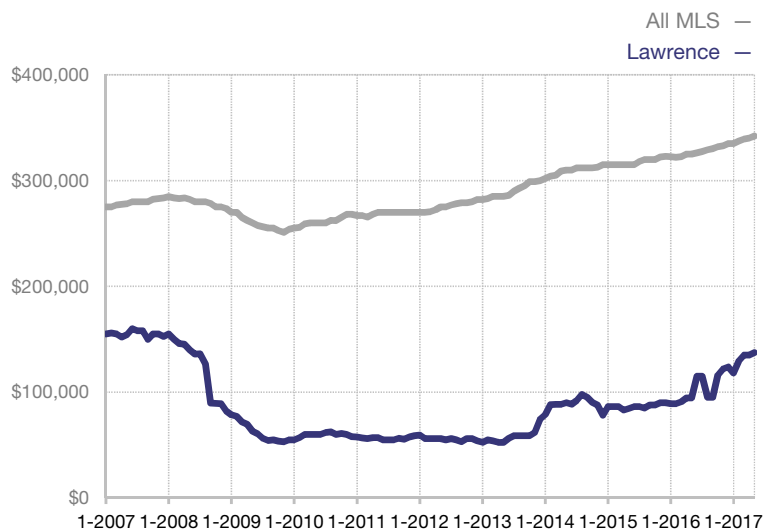
Median Sales Price – Single-Family Properties

Rolling 12-Month Calculation



Median Sales Price – Condominium Properties

Rolling 12-Month Calculation



MASSACHUSETTS ASSOCIATION OF REALTORS®



Local Market Update – May 2017

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Littleton

Single-Family Properties

Key Metrics	May			Year to Date		
	2016	2017	+ / -	2016	2017	+ / -
Pending Sales	15	9	- 40.0%	65	54	- 16.9%
Closed Sales	10	11	+ 10.0%	48	41	- 14.6%
Median Sales Price*	\$559,400	\$380,000	- 32.1%	\$514,900	\$498,000	- 3.3%
Inventory of Homes for Sale	39	40	+ 2.6%	--	--	--
Months Supply of Inventory	3.4	3.4	0.0%	--	--	--
Cumulative Days on Market Until Sale	94	31	- 67.0%	91	73	- 19.8%
Percent of Original List Price Received*	98.2%	100.3%	+ 2.1%	98.2%	98.6%	+ 0.4%
New Listings	22	25	+ 13.6%	89	89	0.0%

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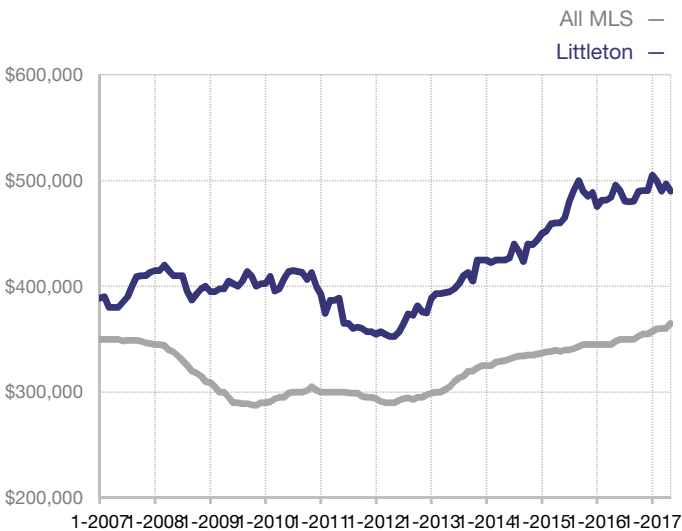
Condominium Properties

Key Metrics	May			Year to Date		
	2016	2017	+ / -	2016	2017	+ / -
Pending Sales	2	0	- 100.0%	4	1	- 75.0%
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	2.5	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	2	0	- 100.0%	5	1	- 80.0%

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

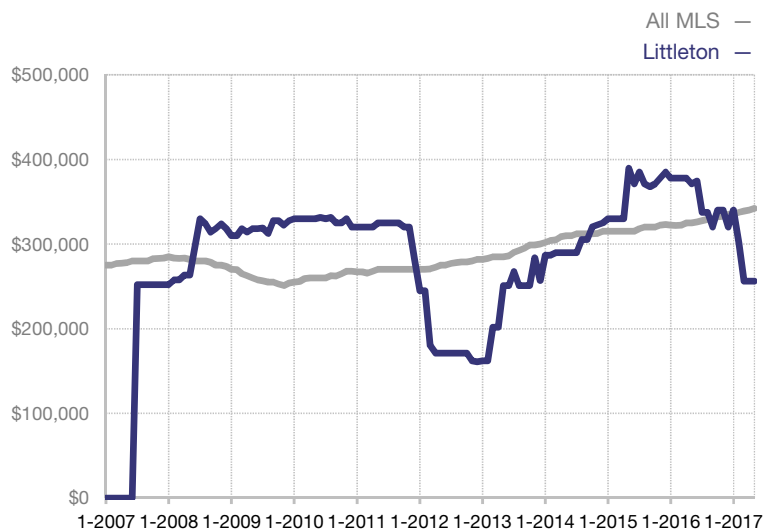
Median Sales Price – Single-Family Properties

Rolling 12-Month Calculation



Median Sales Price – Condominium Properties

Rolling 12-Month Calculation



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Local Market Update – May 2017

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Lowell

Single-Family Properties

Key Metrics	May			Year to Date		
	2016	2017	+ / -	2016	2017	+ / -
Pending Sales	58	67	+ 15.5%	217	241	+ 11.1%
Closed Sales	38	47	+ 23.7%	180	189	+ 5.0%
Median Sales Price*	\$261,500	\$275,000	+ 5.2%	\$250,000	\$265,000	+ 6.0%
Inventory of Homes for Sale	98	50	- 49.0%	--	--	--
Months Supply of Inventory	2.4	1.1	- 54.2%	--	--	--
Cumulative Days on Market Until Sale	81	60	- 25.9%	97	58	- 40.2%
Percent of Original List Price Received*	97.4%	98.6%	+ 1.2%	95.1%	97.6%	+ 2.6%
New Listings	66	65	- 1.5%	245	243	- 0.8%

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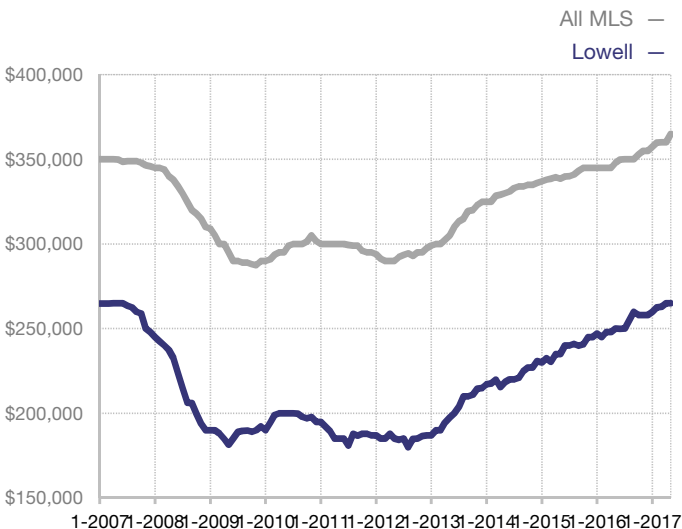
Condominium Properties

Key Metrics	May			Year to Date		
	2016	2017	+ / -	2016	2017	+ / -
Pending Sales	32	34	+ 6.3%	153	142	- 7.2%
Closed Sales	43	29	- 32.6%	137	127	- 7.3%
Median Sales Price*	\$165,000	\$188,000	+ 13.9%	\$155,950	\$181,000	+ 16.1%
Inventory of Homes for Sale	78	33	- 57.7%	--	--	--
Months Supply of Inventory	2.7	1.1	- 59.3%	--	--	--
Cumulative Days on Market Until Sale	63	39	- 38.1%	72	46	- 36.1%
Percent of Original List Price Received*	96.5%	99.5%	+ 3.1%	95.9%	98.6%	+ 2.8%
New Listings	47	27	- 42.6%	189	156	- 17.5%

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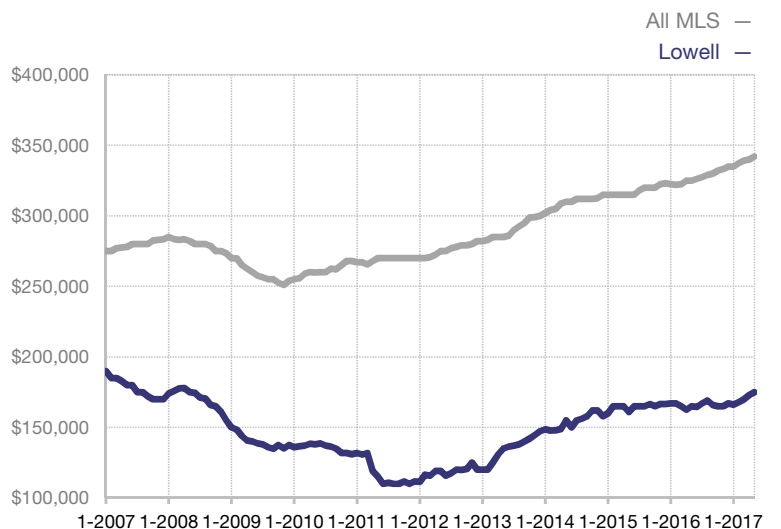
Median Sales Price – Single-Family Properties

Rolling 12-Month Calculation



Median Sales Price – Condominium Properties

Rolling 12-Month Calculation



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Local Market Update – May 2017

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Methuen

Single-Family Properties

Key Metrics	May			Year to Date		
	2016	2017	+ / -	2016	2017	+ / -
Pending Sales	64	63	- 1.6%	195	195	0.0%
Closed Sales	35	45	+ 28.6%	148	142	- 4.1%
Median Sales Price*	\$312,500	\$349,900	+ 12.0%	\$289,450	\$326,200	+ 12.7%
Inventory of Homes for Sale	72	54	- 25.0%	--	--	--
Months Supply of Inventory	1.8	1.4	- 22.2%	--	--	--
Cumulative Days on Market Until Sale	78	35	- 55.1%	88	48	- 45.5%
Percent of Original List Price Received*	98.2%	98.4%	+ 0.2%	96.8%	99.0%	+ 2.3%
New Listings	77	68	- 11.7%	231	230	- 0.4%

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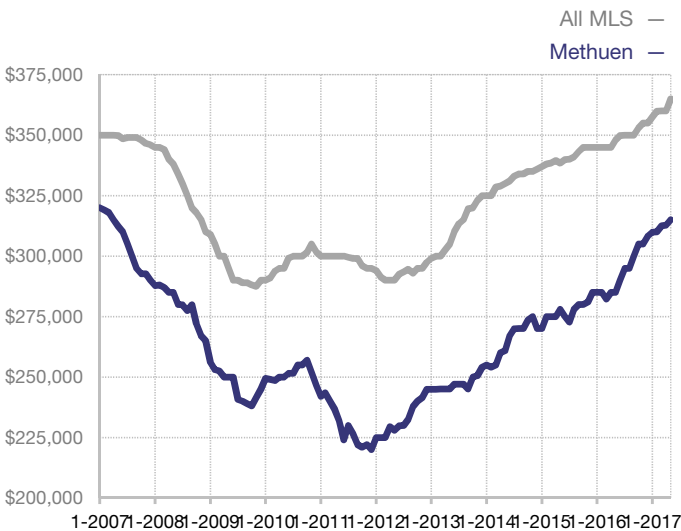
Condominium Properties

Key Metrics	May			Year to Date		
	2016	2017	+ / -	2016	2017	+ / -
Pending Sales	14	21	+ 50.0%	57	82	+ 43.9%
Closed Sales	10	11	+ 10.0%	27	64	+ 137.0%
Median Sales Price*	\$223,500	\$249,000	+ 11.4%	\$218,000	\$235,000	+ 7.8%
Inventory of Homes for Sale	30	28	- 6.7%	--	--	--
Months Supply of Inventory	3.0	2.0	- 33.3%	--	--	--
Cumulative Days on Market Until Sale	74	83	+ 12.2%	75	67	- 10.7%
Percent of Original List Price Received*	97.9%	96.3%	- 1.6%	97.2%	99.1%	+ 2.0%
New Listings	20	24	+ 20.0%	79	92	+ 16.5%

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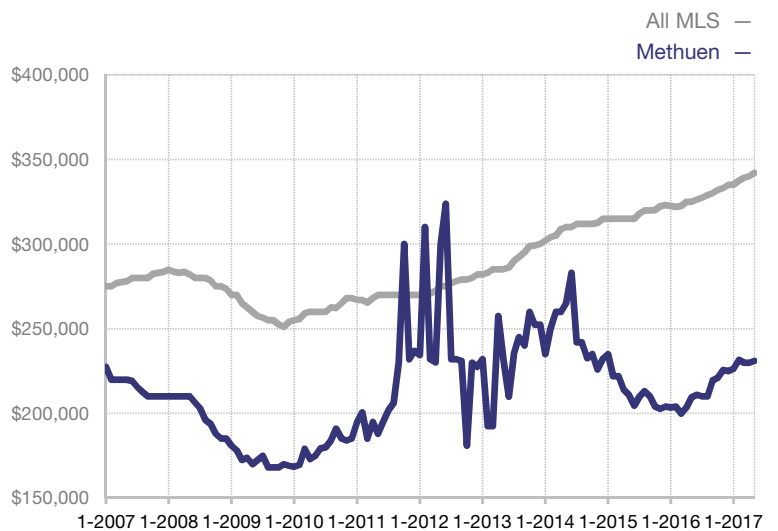
Median Sales Price – Single-Family Properties

Rolling 12-Month Calculation



Median Sales Price – Condominium Properties

Rolling 12-Month Calculation



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Local Market Update – May 2017

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North Andover

Single-Family Properties

Key Metrics	May			Year to Date		
	2016	2017	+ / -	2016	2017	+ / -
Pending Sales	30	33	+ 10.0%	115	101	- 12.2%
Closed Sales	20	15	- 25.0%	89	69	- 22.5%
Median Sales Price*	\$438,500	\$530,000	+ 20.9%	\$495,000	\$560,000	+ 13.1%
Inventory of Homes for Sale	73	49	- 32.9%	--	--	--
Months Supply of Inventory	3.2	2.5	- 21.9%	--	--	--
Cumulative Days on Market Until Sale	37	43	+ 16.2%	83	55	- 33.7%
Percent of Original List Price Received*	99.4%	100.1%	+ 0.7%	96.8%	97.5%	+ 0.7%
New Listings	50	42	- 16.0%	170	133	- 21.8%

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

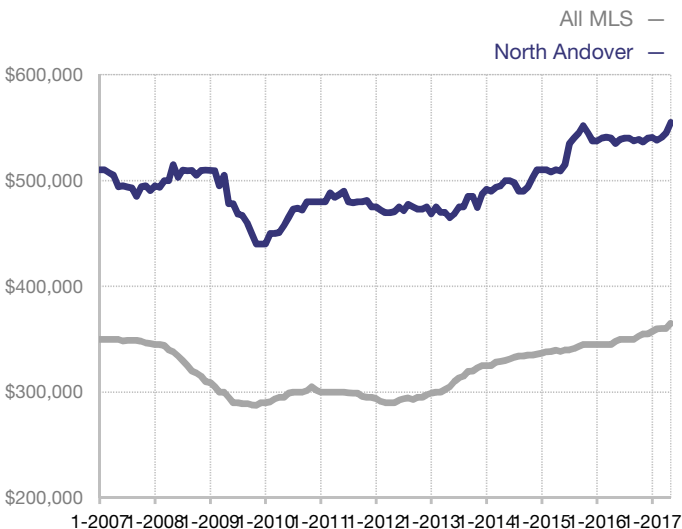
Condominium Properties

Key Metrics	May			Year to Date		
	2016	2017	+ / -	2016	2017	+ / -
Pending Sales	22	14	- 36.4%	81	86	+ 6.2%
Closed Sales	13	19	+ 46.2%	56	67	+ 19.6%
Median Sales Price*	\$203,000	\$287,000	+ 41.4%	\$206,000	\$260,000	+ 26.2%
Inventory of Homes for Sale	23	18	- 21.7%	--	--	--
Months Supply of Inventory	1.6	1.2	- 25.0%	--	--	--
Cumulative Days on Market Until Sale	44	41	- 6.8%	73	50	- 31.5%
Percent of Original List Price Received*	97.6%	98.6%	+ 1.0%	96.6%	99.6%	+ 3.1%
New Listings	24	16	- 33.3%	82	90	+ 9.8%

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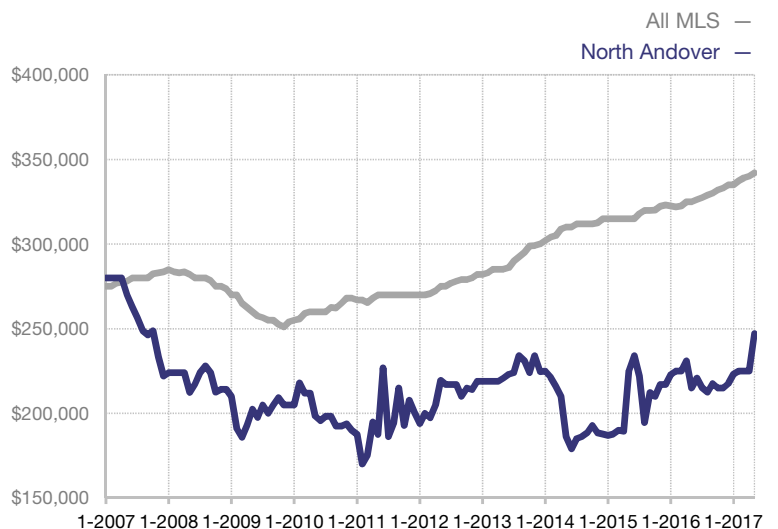
Median Sales Price – Single-Family Properties

Rolling 12-Month Calculation



Median Sales Price – Condominium Properties

Rolling 12-Month Calculation



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Local Market Update – May 2017

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Tewksbury

Single-Family Properties

Key Metrics	May			Year to Date		
	2016	2017	+ / -	2016	2017	+ / -
Pending Sales	28	29	+ 3.6%	118	103	- 12.7%
Closed Sales	23	25	+ 8.7%	88	82	- 6.8%
Median Sales Price*	\$385,000	\$402,500	+ 4.5%	\$383,250	\$401,750	+ 4.8%
Inventory of Homes for Sale	45	33	- 26.7%	--	--	--
Months Supply of Inventory	1.9	1.4	- 26.3%	--	--	--
Cumulative Days on Market Until Sale	55	40	- 27.3%	79	42	- 46.8%
Percent of Original List Price Received*	96.7%	101.5%	+ 5.0%	97.0%	101.3%	+ 4.4%
New Listings	40	43	+ 7.5%	142	132	- 7.0%

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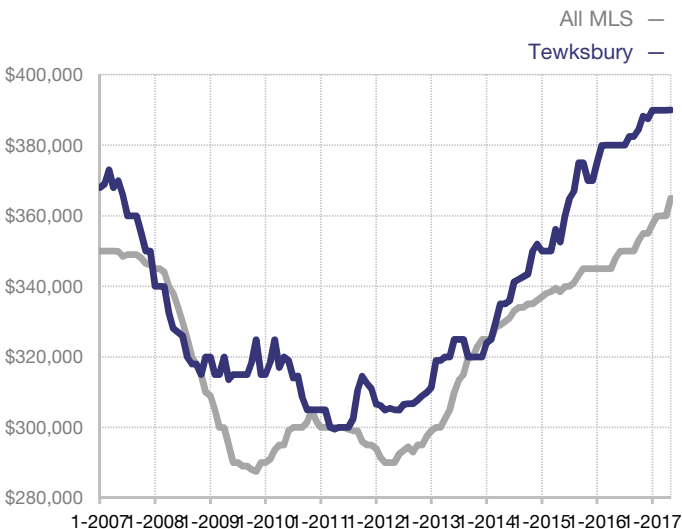
Condominium Properties

Key Metrics	May			Year to Date		
	2016	2017	+ / -	2016	2017	+ / -
Pending Sales	23	17	- 26.1%	75	54	- 28.0%
Closed Sales	8	9	+ 12.5%	52	42	- 19.2%
Median Sales Price*	\$263,500	\$360,000	+ 36.6%	\$277,950	\$322,150	+ 15.9%
Inventory of Homes for Sale	18	7	- 61.1%	--	--	--
Months Supply of Inventory	1.2	0.5	- 58.3%	--	--	--
Cumulative Days on Market Until Sale	14	12	- 14.3%	53	15	- 71.7%
Percent of Original List Price Received*	101.0%	100.4%	- 0.6%	98.7%	100.8%	+ 2.1%
New Listings	29	18	- 37.9%	89	62	- 30.3%

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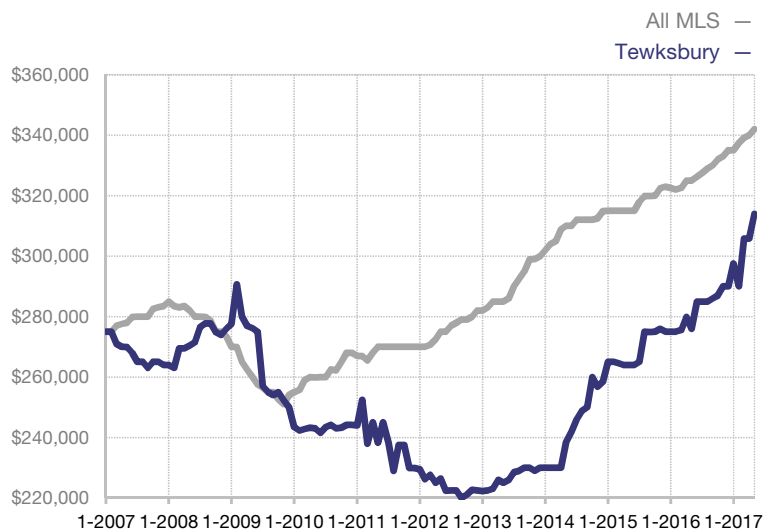
Median Sales Price – Single-Family Properties

Rolling 12-Month Calculation



Median Sales Price – Condominium Properties

Rolling 12-Month Calculation



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Local Market Update – May 2017

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Tyngsborough

Single-Family Properties

Key Metrics	May			Year to Date		
	2016	2017	+ / -	2016	2017	+ / -
Pending Sales	8	10	+ 25.0%	34	48	+ 41.2%
Closed Sales	13	11	- 15.4%	37	35	- 5.4%
Median Sales Price*	\$437,500	\$383,350	- 12.4%	\$385,000	\$385,000	0.0%
Inventory of Homes for Sale	31	27	- 12.9%	--	--	--
Months Supply of Inventory	3.0	2.8	- 6.7%	--	--	--
Cumulative Days on Market Until Sale	124	90	- 27.4%	109	61	- 44.0%
Percent of Original List Price Received*	95.3%	97.7%	+ 2.5%	96.7%	97.8%	+ 1.1%
New Listings	18	15	- 16.7%	53	60	+ 13.2%

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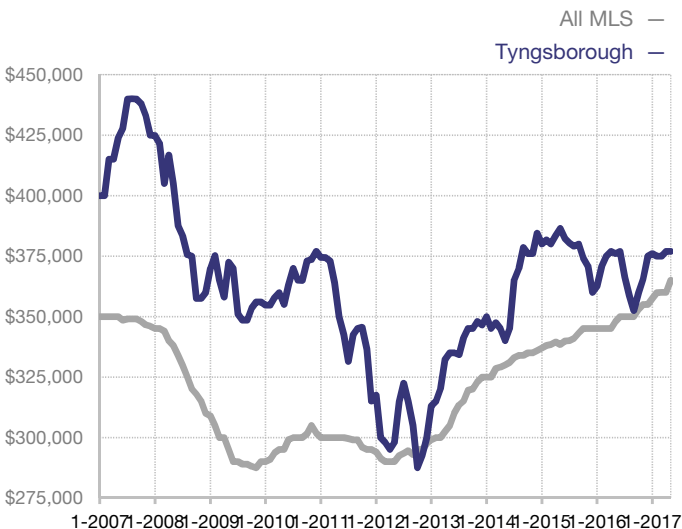
Condominium Properties

Key Metrics	May			Year to Date		
	2016	2017	+ / -	2016	2017	+ / -
Pending Sales	8	5	- 37.5%	22	19	- 13.6%
Closed Sales	7	6	- 14.3%	15	26	+ 73.3%
Median Sales Price*	\$181,000	\$225,000	+ 24.3%	\$182,000	\$206,000	+ 13.2%
Inventory of Homes for Sale	13	6	- 53.8%	--	--	--
Months Supply of Inventory	2.8	1.0	- 64.3%	--	--	--
Cumulative Days on Market Until Sale	41	15	- 63.4%	129	56	- 56.6%
Percent of Original List Price Received*	95.9%	101.5%	+ 5.8%	97.3%	98.4%	+ 1.1%
New Listings	8	7	- 12.5%	31	19	- 38.7%

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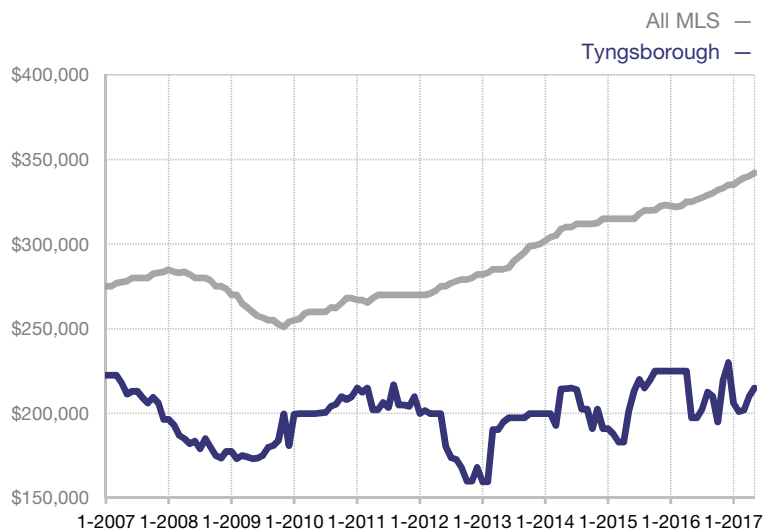
Median Sales Price – Single-Family Properties

Rolling 12-Month Calculation



Median Sales Price – Condominium Properties

Rolling 12-Month Calculation



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Local Market Update – May 2017

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Westford

Single-Family Properties

Key Metrics	May			Year to Date		
	2016	2017	+ / -	2016	2017	+ / -
Pending Sales	30	41	+ 36.7%	97	112	+ 15.5%
Closed Sales	18	16	- 11.1%	65	58	- 10.8%
Median Sales Price*	\$540,000	\$640,000	+ 18.5%	\$410,000	\$574,500	+ 40.1%
Inventory of Homes for Sale	56	51	- 8.9%	--	--	--
Months Supply of Inventory	2.8	3.0	+ 7.1%	--	--	--
Cumulative Days on Market Until Sale	55	88	+ 60.0%	87	103	+ 18.4%
Percent of Original List Price Received*	101.4%	100.5%	- 0.9%	97.8%	97.7%	- 0.1%
New Listings	39	53	+ 35.9%	134	144	+ 7.5%

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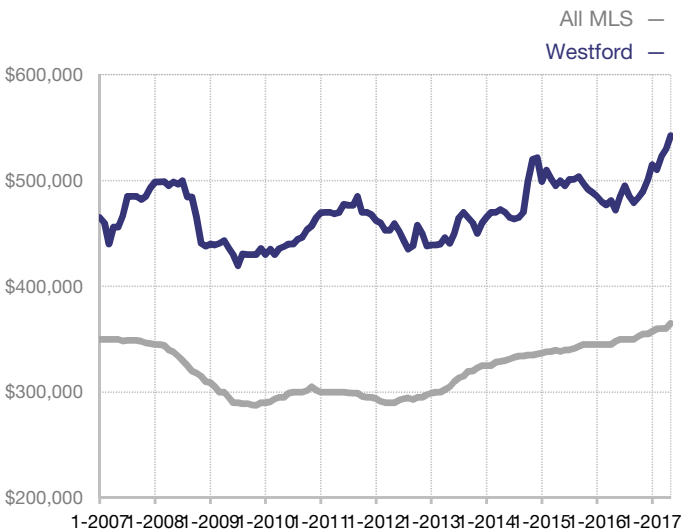
Condominium Properties

Key Metrics	May			Year to Date		
	2016	2017	+ / -	2016	2017	+ / -
Pending Sales	6	8	+ 33.3%	26	25	- 3.8%
Closed Sales	7	8	+ 14.3%	34	16	- 52.9%
Median Sales Price*	\$355,000	\$423,500	+ 19.3%	\$406,250	\$409,500	+ 0.8%
Inventory of Homes for Sale	21	10	- 52.4%	--	--	--
Months Supply of Inventory	3.3	1.7	- 48.5%	--	--	--
Cumulative Days on Market Until Sale	183	32	- 82.5%	121	61	- 49.6%
Percent of Original List Price Received*	98.4%	99.2%	+ 0.8%	99.3%	98.5%	- 0.8%
New Listings	14	10	- 28.6%	40	33	- 17.5%

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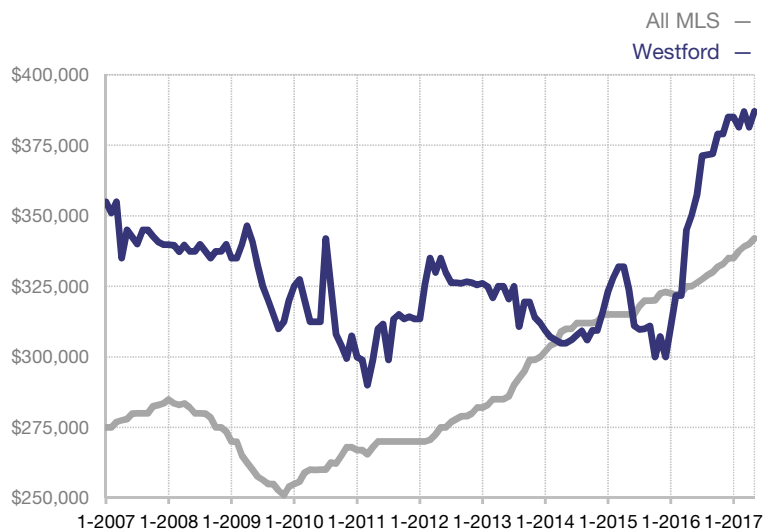
Median Sales Price – Single-Family Properties

Rolling 12-Month Calculation



Median Sales Price – Condominium Properties

Rolling 12-Month Calculation



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