



NORTHEAST ASSOCIATION OF
REALTORS®

June 2017 Housing Data

NEAR Region and individual city and town reports



Northeast Association of REALTORS®
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Local Market Update – June 2017

A RESEARCH TOOL PROVIDED BY THE MASSACHUSETTS ASSOCIATION OF REALTORS®



Northeast Association of REALTORS®

- 0.7%

Year-Over-Year
Change in
Closed Sales
All Properties

+ 7.7%

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

- 32.5%

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

Single-Family Properties

	June			Year to Date		
	2016	2017	+ / -	2016	2017	+ / -
Pending Sales	422	497	+ 17.8%	2,169	2,122	- 2.2%
Closed Sales	479	477	- 0.4%	1,776	1,675	- 5.7%
Median Sales Price*	\$399,900	\$437,250	+ 9.3%	\$367,000	\$399,900	+ 9.0%
Inventory of Homes for Sale	911	624	- 31.5%	--	--	--
Months Supply of Inventory	2.7	1.9	- 30.3%	--	--	--
Cumulative Days on Market Until Sale	65	48	- 25.1%	81	60	- 26.4%
Percent of Original List Price Received*	98.6%	99.4%	+ 0.8%	97.2%	98.9%	+ 1.7%
New Listings	550	550	0.0%	2,741	2,571	- 6.2%

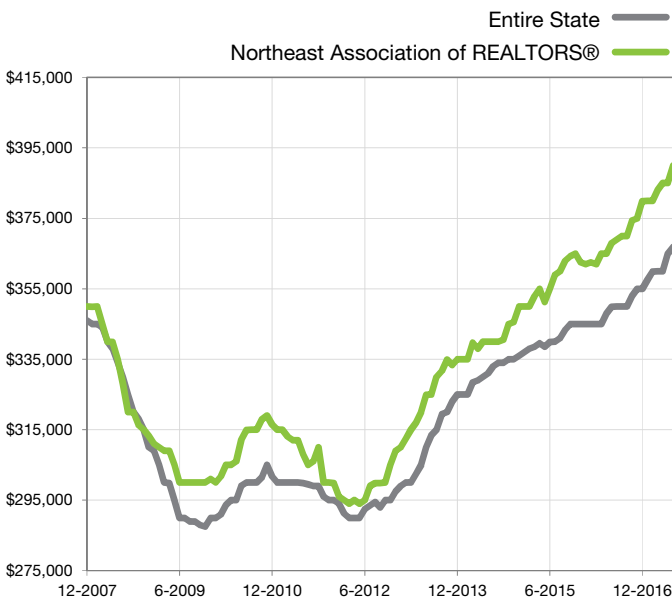
Condominium Properties

	June			Year to Date		
	2016	2017	+ / -	2016	2017	+ / -
Pending Sales	191	177	- 7.3%	884	861	- 2.6%
Closed Sales	193	190	- 1.6%	711	740	+ 4.1%
Median Sales Price*	\$224,900	\$238,000	+ 5.8%	\$219,000	\$225,000	+ 2.7%
Inventory of Homes for Sale	308	199	- 35.4%	--	--	--
Months Supply of Inventory	2.5	1.4	- 41.4%	--	--	--
Cumulative Days on Market Until Sale	58	35	- 39.9%	72	43	- 39.4%
Percent of Original List Price Received*	98.3%	100.0%	+ 1.7%	97.4%	99.4%	+ 2.1%
New Listings	209	224	+ 7.2%	1,061	1,019	- 4.0%

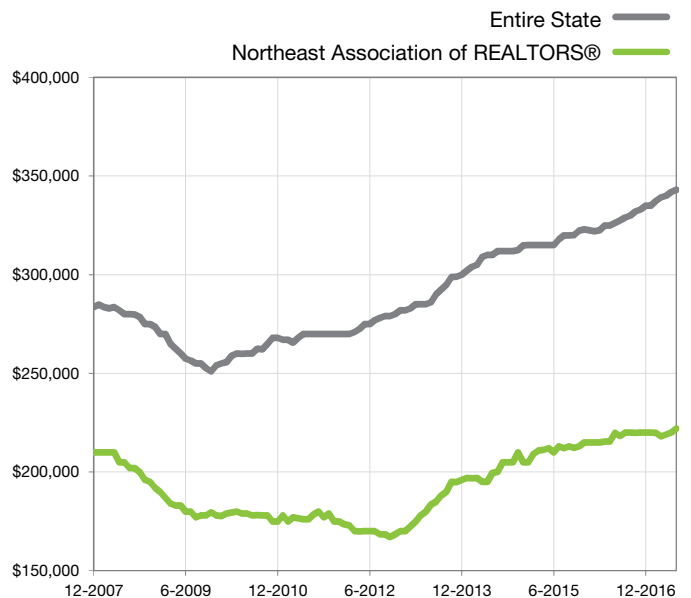
* Does not account for seller concessions. | Activity for one month can sometimes look extreme due to small sample size.

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 – June 2017

A RESEARCH TOOL PROVIDED BY THE MASSACHUSETTS ASSOCIATION OF REALTORS®

Andover

Single-Family Properties

Key Metrics	June			Year to Date		
	2016	2017	+ / -	2016	2017	+ / -
Pending Sales	38	47	+ 23.7%	217	217	0.0%
Closed Sales	57	58	+ 1.8%	182	175	- 3.8%
Median Sales Price*	\$610,000	\$662,500	+ 8.6%	\$580,000	\$650,000	+ 12.1%
Inventory of Homes for Sale	125	84	- 32.8%	--	--	--
Months Supply of Inventory	3.6	2.8	- 22.2%	--	--	--
Cumulative Days on Market Until Sale	50	45	- 10.0%	76	65	- 14.5%
Percent of Original List Price Received*	97.3%	100.5%	+ 3.3%	95.7%	98.7%	+ 3.1%
New Listings	68	59	- 13.2%	319	295	- 7.5%

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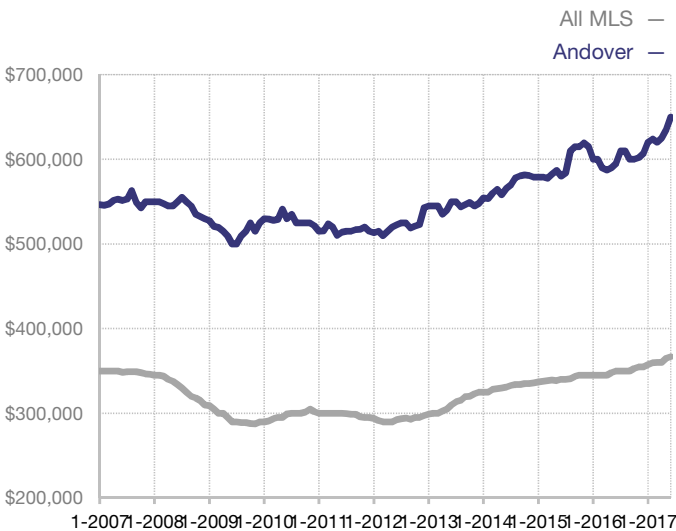
Condominium Properties

Key Metrics	June			Year to Date		
	2016	2017	+ / -	2016	2017	+ / -
Pending Sales	14	12	- 14.3%	66	70	+ 6.1%
Closed Sales	13	22	+ 69.2%	55	67	+ 21.8%
Median Sales Price*	\$260,000	\$374,950	+ 44.2%	\$245,000	\$289,000	+ 18.0%
Inventory of Homes for Sale	33	25	- 24.2%	--	--	--
Months Supply of Inventory	3.1	2.2	- 29.0%	--	--	--
Cumulative Days on Market Until Sale	37	55	+ 48.6%	50	63	+ 26.0%
Percent of Original List Price Received*	98.1%	99.6%	+ 1.5%	97.3%	98.1%	+ 0.8%
New Listings	14	13	- 7.1%	89	89	0.0%

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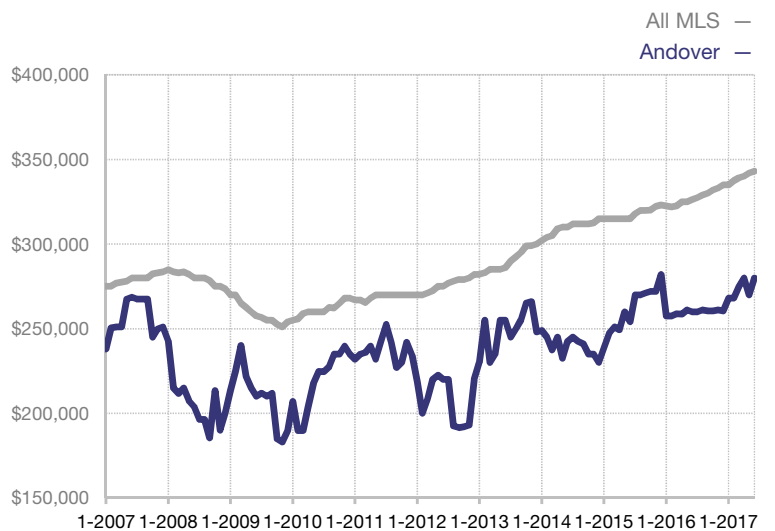
Median Sales Price – Single-Family Properties

Rolling 12-Month Calculation



Median Sales Price – Condominium Properties

Rolling 12-Month Calculation



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Local Market Update – June 2017

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Billerica

Single-Family Properties

Key Metrics	June			Year to Date		
	2016	2017	+ / -	2016	2017	+ / -
Pending Sales	49	54	+ 10.2%	233	206	- 11.6%
Closed Sales	49	38	- 22.4%	183	149	- 18.6%
Median Sales Price*	\$390,000	\$433,000	+ 11.0%	\$380,000	\$429,608	+ 13.1%
Inventory of Homes for Sale	52	37	- 28.8%	--	--	--
Months Supply of Inventory	1.5	1.1	- 26.7%	--	--	--
Cumulative Days on Market Until Sale	56	30	- 46.4%	76	37	- 51.3%
Percent of Original List Price Received*	99.5%	101.9%	+ 2.4%	97.8%	100.9%	+ 3.2%
New Listings	43	55	+ 27.9%	251	235	- 6.4%

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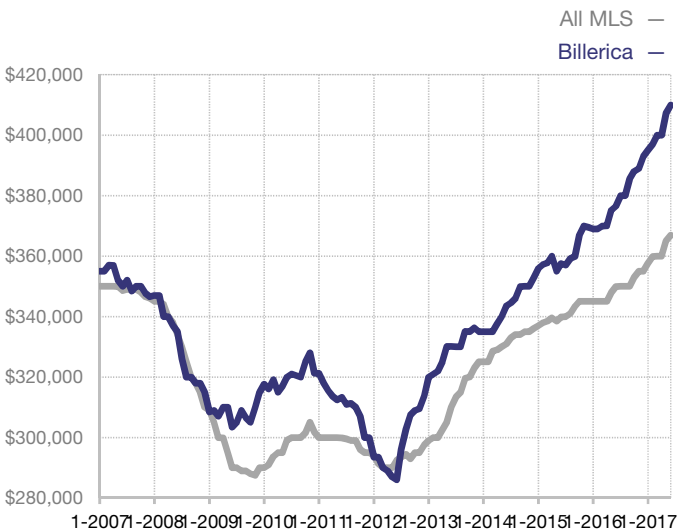
Condominium Properties

Key Metrics	June			Year to Date		
	2016	2017	+ / -	2016	2017	+ / -
Pending Sales	9	5	- 44.4%	53	32	- 39.6%
Closed Sales	15	3	- 80.0%	42	26	- 38.1%
Median Sales Price*	\$347,900	\$155,000	- 55.4%	\$317,750	\$259,500	- 18.3%
Inventory of Homes for Sale	19	2	- 89.5%	--	--	--
Months Supply of Inventory	2.5	0.3	- 88.0%	--	--	--
Cumulative Days on Market Until Sale	34	9	- 73.5%	44	19	- 56.8%
Percent of Original List Price Received*	99.9%	104.5%	+ 4.6%	99.7%	101.7%	+ 2.0%
New Listings	16	4	- 75.0%	60	37	- 38.3%

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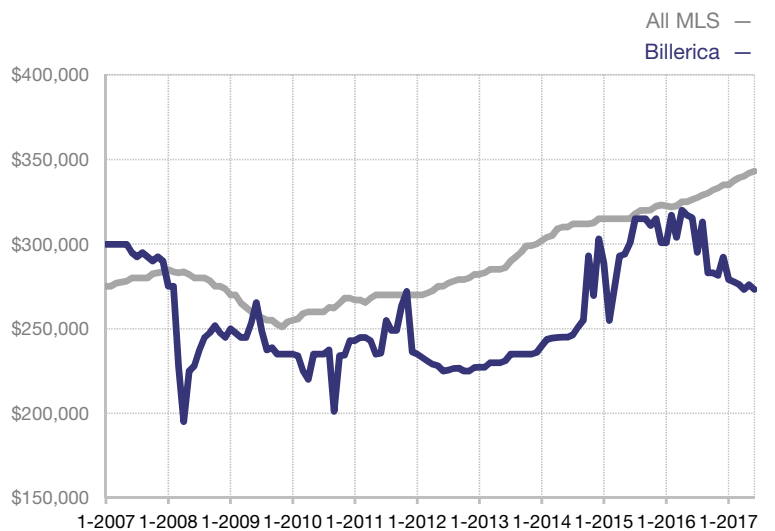
Median Sales Price – Single-Family Properties

Rolling 12-Month Calculation



Median Sales Price – Condominium Properties

Rolling 12-Month Calculation



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Local Market Update – June 2017

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Boxford

Single-Family Properties

Key Metrics	June			Year to Date		
	2016	2017	+ / -	2016	2017	+ / -
Pending Sales	21	11	- 47.6%	76	59	- 22.4%
Closed Sales	19	16	- 15.8%	51	49	- 3.9%
Median Sales Price*	\$635,000	\$625,250	- 1.5%	\$604,000	\$610,000	+ 1.0%
Inventory of Homes for Sale	55	43	- 21.8%	--	--	--
Months Supply of Inventory	5.5	4.0	- 27.3%	--	--	--
Cumulative Days on Market Until Sale	95	64	- 32.6%	107	96	- 10.3%
Percent of Original List Price Received*	97.8%	97.8%	0.0%	96.7%	97.5%	+ 0.8%
New Listings	26	16	- 38.5%	112	97	- 13.4%

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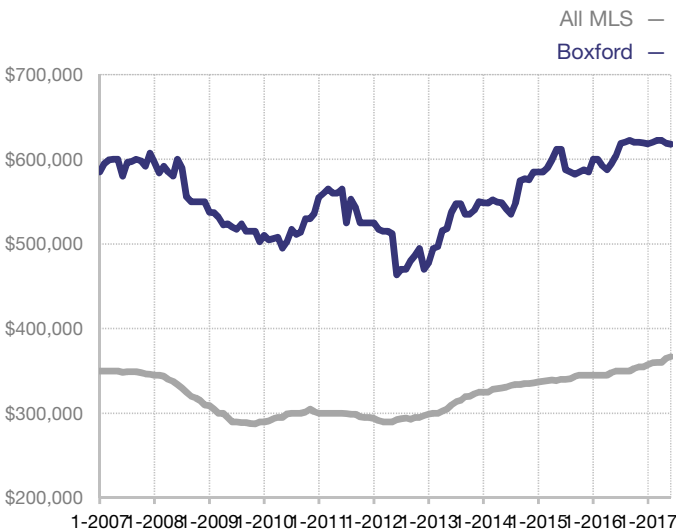
Condominium Properties

Key Metrics	June			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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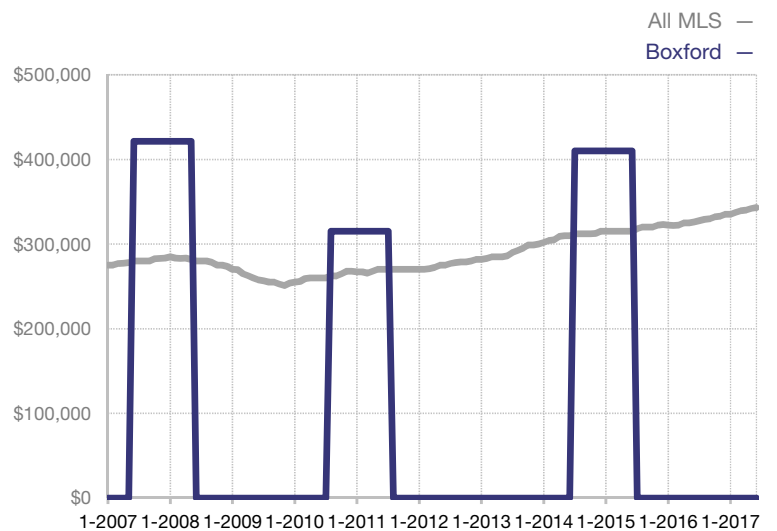
Median Sales Price – Single-Family Properties

Rolling 12-Month Calculation



Median Sales Price – Condominium Properties

Rolling 12-Month Calculation



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Local Market Update – June 2017

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Carlisle

Single-Family Properties

Key Metrics	June			Year to Date		
	2016	2017	+ / -	2016	2017	+ / -
Pending Sales	11	10	- 9.1%	57	41	- 28.1%
Closed Sales	13	13	0.0%	43	37	- 14.0%
Median Sales Price*	\$776,000	\$985,000	+ 26.9%	\$840,000	\$849,000	+ 1.1%
Inventory of Homes for Sale	40	30	- 25.0%	--	--	--
Months Supply of Inventory	5.7	4.1	- 28.1%	--	--	--
Cumulative Days on Market Until Sale	42	60	+ 42.9%	86	90	+ 4.7%
Percent of Original List Price Received*	99.4%	95.0%	- 4.4%	96.4%	95.6%	- 0.8%
New Listings	10	15	+ 50.0%	86	61	- 29.1%

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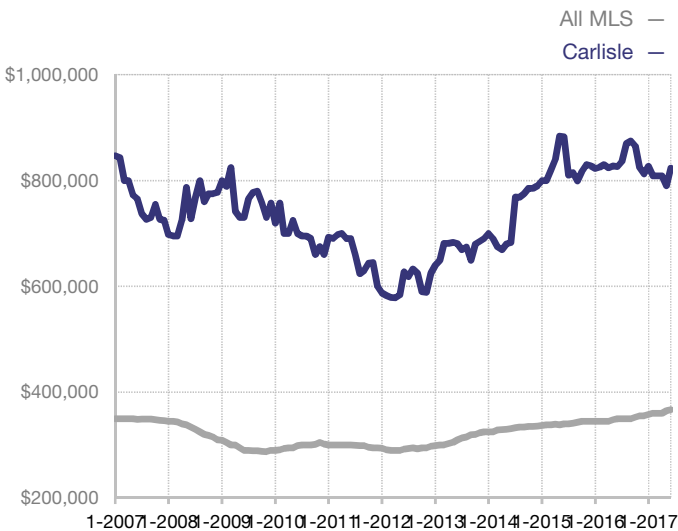
Condominium Properties

Key Metrics	June			Year to Date		
	2016	2017	+ / -	2016	2017	+ / -
Pending Sales	0	0	--	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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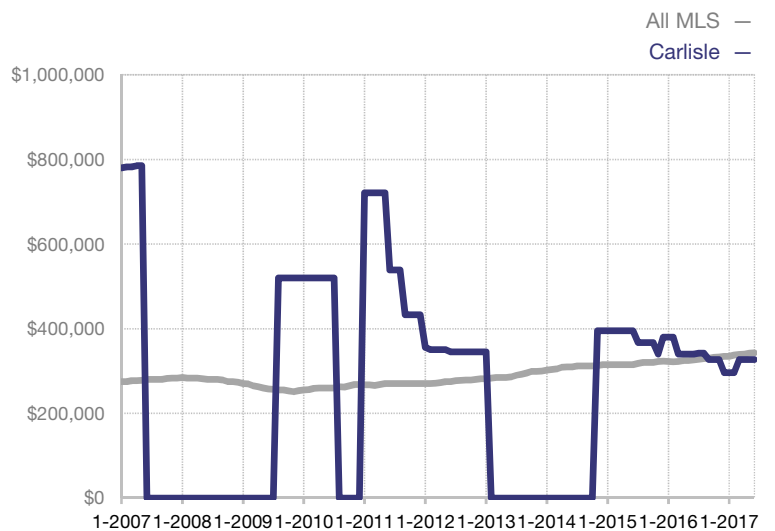
Median Sales Price – Single-Family Properties

Rolling 12-Month Calculation



Median Sales Price – Condominium Properties

Rolling 12-Month Calculation



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Local Market Update – June 2017

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Chelmsford

Single-Family Properties

Key Metrics	June			Year to Date		
	2016	2017	+ / -	2016	2017	+ / -
Pending Sales	40	52	+ 30.0%	189	192	+ 1.6%
Closed Sales	47	43	- 8.5%	155	149	- 3.9%
Median Sales Price*	\$382,000	\$439,000	+ 14.9%	\$380,000	\$420,000	+ 10.5%
Inventory of Homes for Sale	65	30	- 53.8%	--	--	--
Months Supply of Inventory	2.2	1.0	- 54.5%	--	--	--
Cumulative Days on Market Until Sale	55	26	- 52.7%	67	66	- 1.5%
Percent of Original List Price Received*	97.9%	101.1%	+ 3.3%	97.4%	100.1%	+ 2.8%
New Listings	52	49	- 5.8%	224	212	- 5.4%

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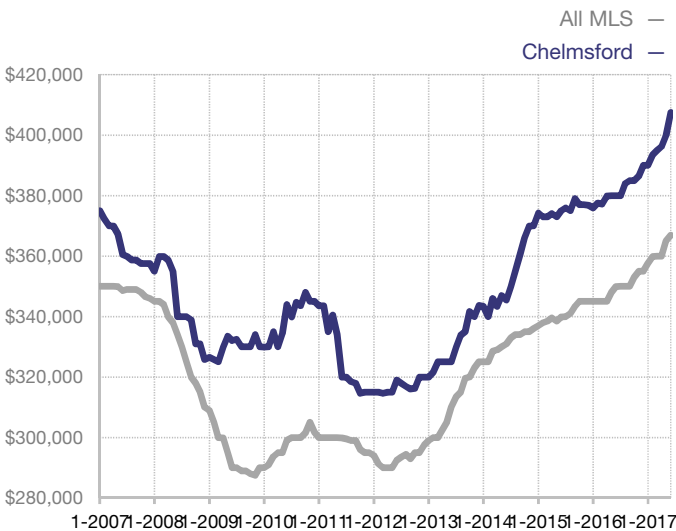
Condominium Properties

Key Metrics	June			Year to Date		
	2016	2017	+ / -	2016	2017	+ / -
Pending Sales	20	27	+ 35.0%	107	100	- 6.5%
Closed Sales	28	24	- 14.3%	90	74	- 17.8%
Median Sales Price*	\$241,000	\$277,475	+ 15.1%	\$237,000	\$256,250	+ 8.1%
Inventory of Homes for Sale	18	11	- 38.9%	--	--	--
Months Supply of Inventory	1.3	0.7	- 46.2%	--	--	--
Cumulative Days on Market Until Sale	59	18	- 69.5%	66	26	- 60.6%
Percent of Original List Price Received*	99.0%	99.8%	+ 0.8%	98.2%	99.3%	+ 1.1%
New Listings	16	26	+ 62.5%	112	109	- 2.7%

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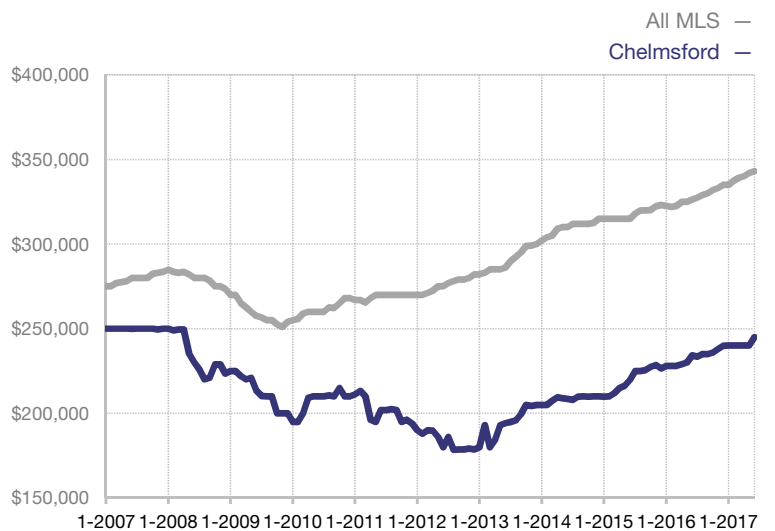
Median Sales Price – Single-Family Properties

Rolling 12-Month Calculation



Median Sales Price – Condominium Properties

Rolling 12-Month Calculation



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Local Market Update – June 2017

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Dracut

Single-Family Properties

Key Metrics	June			Year to Date		
	2016	2017	+ / -	2016	2017	+ / -
Pending Sales	38	43	+ 13.2%	209	179	- 14.4%
Closed Sales	42	36	- 14.3%	159	133	- 16.4%
Median Sales Price*	\$325,000	\$350,000	+ 7.7%	\$307,000	\$345,000	+ 12.4%
Inventory of Homes for Sale	74	42	- 43.2%	--	--	--
Months Supply of Inventory	2.6	1.5	- 42.3%	--	--	--
Cumulative Days on Market Until Sale	61	35	- 42.6%	76	63	- 17.1%
Percent of Original List Price Received*	100.5%	96.9%	- 3.6%	98.8%	98.2%	- 0.6%
New Listings	46	45	- 2.2%	240	199	- 17.1%

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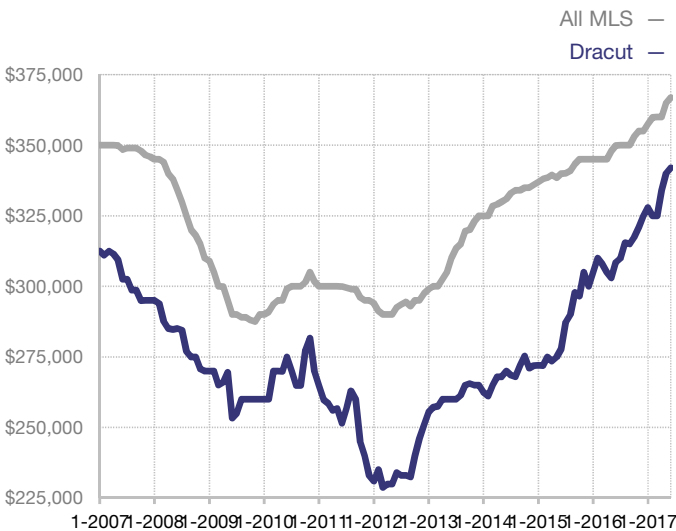
Condominium Properties

Key Metrics	June			Year to Date		
	2016	2017	+ / -	2016	2017	+ / -
Pending Sales	15	24	+ 60.0%	82	117	+ 42.7%
Closed Sales	22	22	0.0%	73	82	+ 12.3%
Median Sales Price*	\$164,500	\$185,000	+ 12.5%	\$165,000	\$188,500	+ 14.2%
Inventory of Homes for Sale	40	19	- 52.5%	--	--	--
Months Supply of Inventory	3.6	1.3	- 63.9%	--	--	--
Cumulative Days on Market Until Sale	45	32	- 28.9%	85	39	- 54.1%
Percent of Original List Price Received*	99.2%	100.2%	+ 1.0%	96.8%	100.6%	+ 3.9%
New Listings	22	20	- 9.1%	107	128	+ 19.6%

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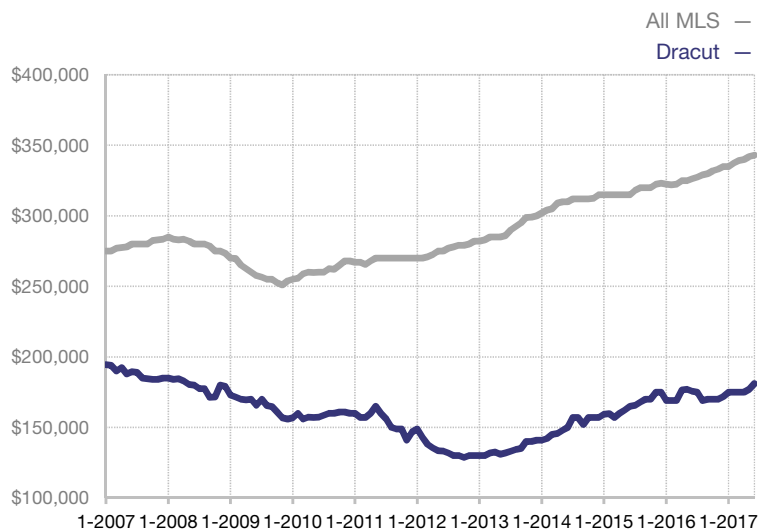
Median Sales Price – Single-Family Properties

Rolling 12-Month Calculation



Median Sales Price – Condominium Properties

Rolling 12-Month Calculation



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Local Market Update – June 2017

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Dunstable

Single-Family Properties

Key Metrics	June			Year to Date		
	2016	2017	+ / -	2016	2017	+ / -
Pending Sales	4	8	+ 100.0%	23	29	+ 26.1%
Closed Sales	7	6	- 14.3%	14	20	+ 42.9%
Median Sales Price*	\$440,000	\$442,000	+ 0.5%	\$412,500	\$489,500	+ 18.7%
Inventory of Homes for Sale	15	16	+ 6.7%	--	--	--
Months Supply of Inventory	5.8	4.4	- 24.1%	--	--	--
Cumulative Days on Market Until Sale	141	134	- 5.0%	110	89	- 19.1%
Percent of Original List Price Received*	96.6%	96.0%	- 0.6%	104.1%	97.0%	- 6.8%
New Listings	9	8	- 11.1%	35	34	- 2.9%

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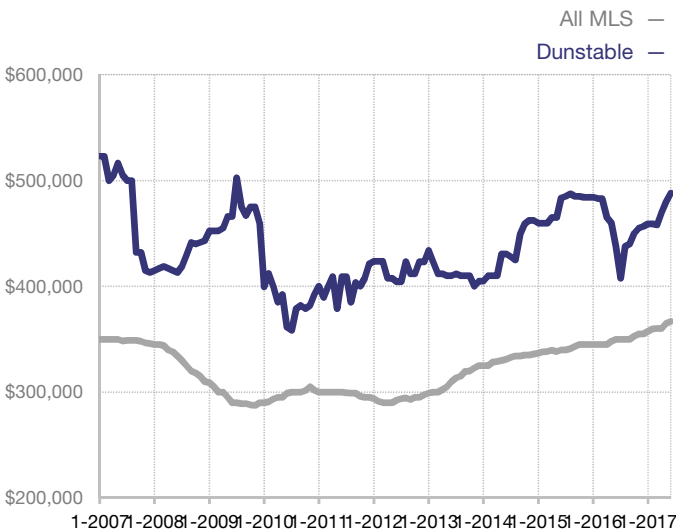
Condominium Properties

Key Metrics	June			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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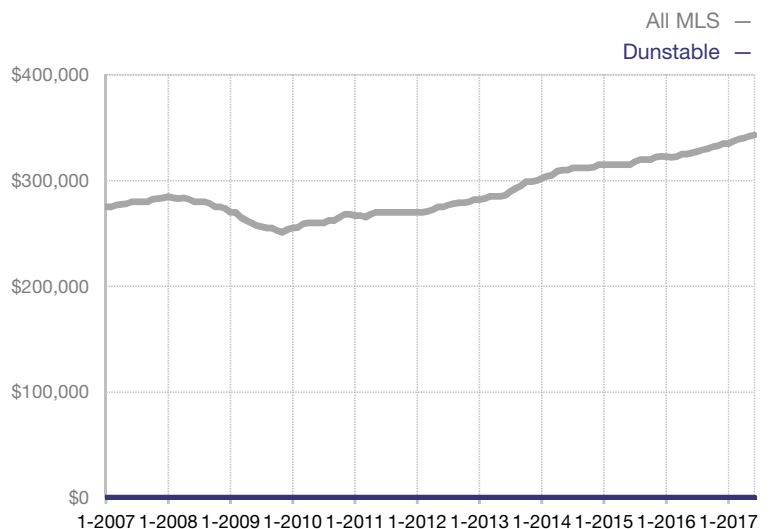
Median Sales Price – Single-Family Properties

Rolling 12-Month Calculation



Median Sales Price – Condominium Properties

Rolling 12-Month Calculation



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Local Market Update – June 2017

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Lawrence

Single-Family Properties

Key Metrics	June			Year to Date		
	2016	2017	+ / -	2016	2017	+ / -
Pending Sales	19	25	+ 31.6%	122	111	- 9.0%
Closed Sales	22	19	- 13.6%	111	94	- 15.3%
Median Sales Price*	\$229,000	\$249,500	+ 9.0%	\$224,900	\$240,000	+ 6.7%
Inventory of Homes for Sale	43	34	- 20.9%	--	--	--
Months Supply of Inventory	2.3	2.0	- 13.0%	--	--	--
Cumulative Days on Market Until Sale	85	39	- 54.1%	84	53	- 36.9%
Percent of Original List Price Received*	98.5%	98.0%	- 0.5%	97.8%	98.4%	+ 0.6%
New Listings	29	33	+ 13.8%	143	137	- 4.2%

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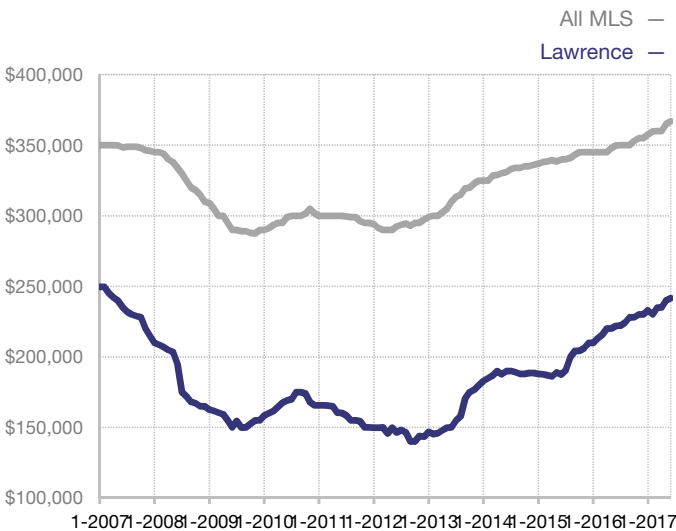
Condominium Properties

Key Metrics	June			Year to Date		
	2016	2017	+ / -	2016	2017	+ / -
Pending Sales	4	7	+ 75.0%	29	37	+ 27.6%
Closed Sales	10	7	- 30.0%	21	37	+ 76.2%
Median Sales Price*	\$130,500	\$170,000	+ 30.3%	\$120,000	\$140,000	+ 16.7%
Inventory of Homes for Sale	11	23	+ 109.1%	--	--	--
Months Supply of Inventory	3.2	4.4	+ 37.5%	--	--	--
Cumulative Days on Market Until Sale	85	12	- 85.9%	71	40	- 43.7%
Percent of Original List Price Received*	94.5%	100.9%	+ 6.8%	94.9%	99.2%	+ 4.5%
New Listings	2	16	+ 700.0%	37	57	+ 54.1%

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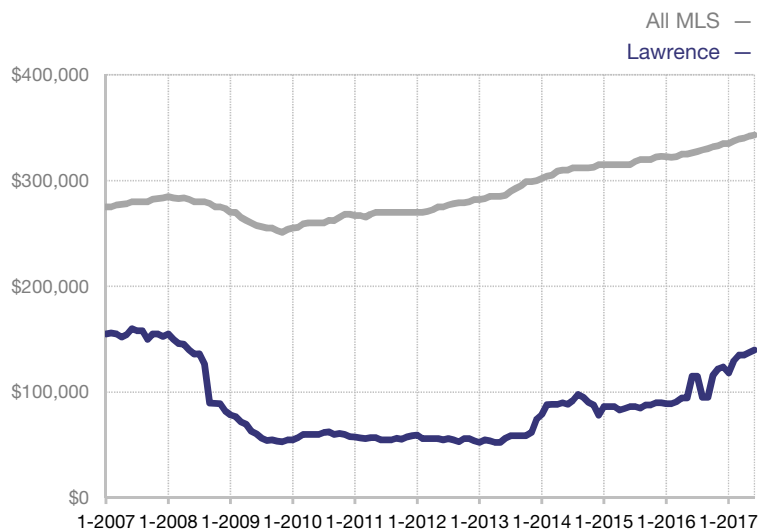
Median Sales Price – Single-Family Properties

Rolling 12-Month Calculation



Median Sales Price – Condominium Properties

Rolling 12-Month Calculation



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Local Market Update – June 2017

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Littleton

Single-Family Properties

Key Metrics	June			Year to Date		
	2016	2017	+ / -	2016	2017	+ / -
Pending Sales	13	18	+ 38.5%	78	71	- 9.0%
Closed Sales	16	17	+ 6.3%	64	58	- 9.4%
Median Sales Price*	\$490,000	\$540,000	+ 10.2%	\$507,430	\$512,000	+ 0.9%
Inventory of Homes for Sale	31	32	+ 3.2%	--	--	--
Months Supply of Inventory	2.8	2.7	- 3.6%	--	--	--
Cumulative Days on Market Until Sale	61	36	- 41.0%	84	62	- 26.2%
Percent of Original List Price Received*	98.3%	102.0%	+ 3.8%	98.2%	99.6%	+ 1.4%
New Listings	11	16	+ 45.5%	100	105	+ 5.0%

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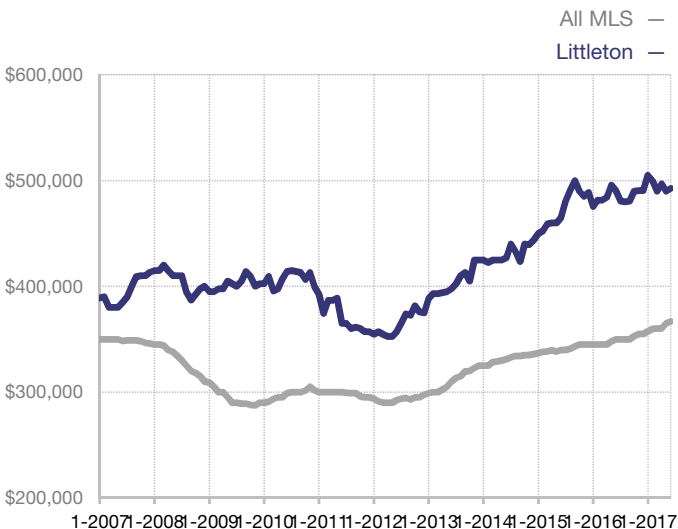
Condominium Properties

Key Metrics	June			Year to Date		
	2016	2017	+ / -	2016	2017	+ / -
Pending Sales	1	0	- 100.0%	5	1	- 80.0%
Closed Sales	0	2	--	3	3	0.0%
Median Sales Price*	\$0	\$337,000	--	\$340,000	\$335,000	- 1.5%
Inventory of Homes for Sale	3	0	- 100.0%	--	--	--
Months Supply of Inventory	1.8	0.0	- 100.0%	--	--	--
Cumulative Days on Market Until Sale	0	188	--	290	240	- 17.2%
Percent of Original List Price Received*	0.0%	99.9%	--	93.1%	95.4%	+ 2.5%
New Listings	0	0	--	5	1	- 80.0%

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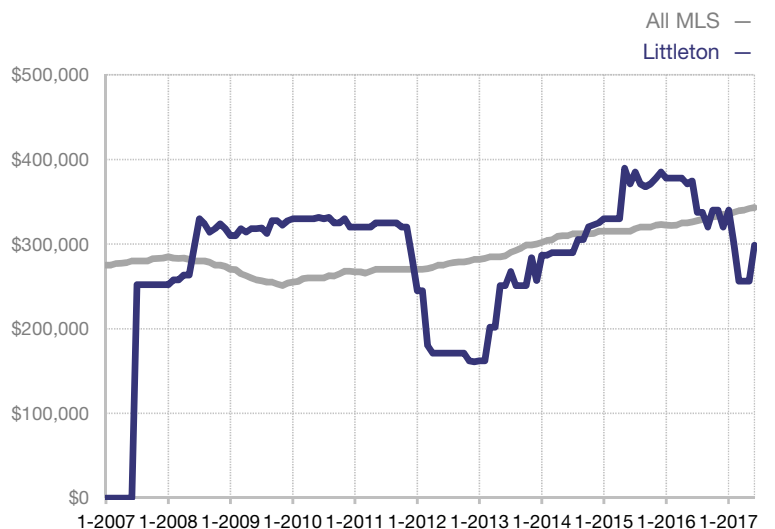
Median Sales Price – Single-Family Properties

Rolling 12-Month Calculation



Median Sales Price – Condominium Properties

Rolling 12-Month Calculation



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Local Market Update – June 2017

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Lowell

Single-Family Properties

Key Metrics	June			Year to Date		
	2016	2017	+ / -	2016	2017	+ / -
Pending Sales	44	54	+ 22.7%	261	291	+ 11.5%
Closed Sales	50	53	+ 6.0%	230	242	+ 5.2%
Median Sales Price*	\$255,950	\$280,000	+ 9.4%	\$250,000	\$270,000	+ 8.0%
Inventory of Homes for Sale	116	58	- 50.0%	--	--	--
Months Supply of Inventory	2.9	1.3	- 55.2%	--	--	--
Cumulative Days on Market Until Sale	70	42	- 40.0%	91	54	- 40.7%
Percent of Original List Price Received*	96.5%	99.3%	+ 2.9%	95.4%	98.0%	+ 2.7%
New Listings	69	64	- 7.2%	314	307	- 2.2%

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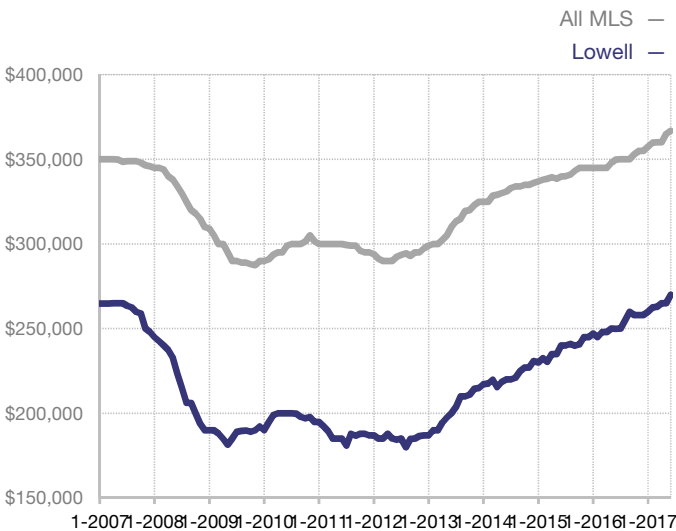
Condominium Properties

Key Metrics	June			Year to Date		
	2016	2017	+ / -	2016	2017	+ / -
Pending Sales	46	37	- 19.6%	199	175	- 12.1%
Closed Sales	34	38	+ 11.8%	171	165	- 3.5%
Median Sales Price*	\$167,080	\$174,500	+ 4.4%	\$160,000	\$180,039	+ 12.5%
Inventory of Homes for Sale	76	47	- 38.2%	--	--	--
Months Supply of Inventory	2.8	1.5	- 46.4%	--	--	--
Cumulative Days on Market Until Sale	68	26	- 61.8%	71	41	- 42.3%
Percent of Original List Price Received*	96.5%	99.3%	+ 2.9%	96.0%	98.8%	+ 2.9%
New Listings	51	73	+ 43.1%	240	229	- 4.6%

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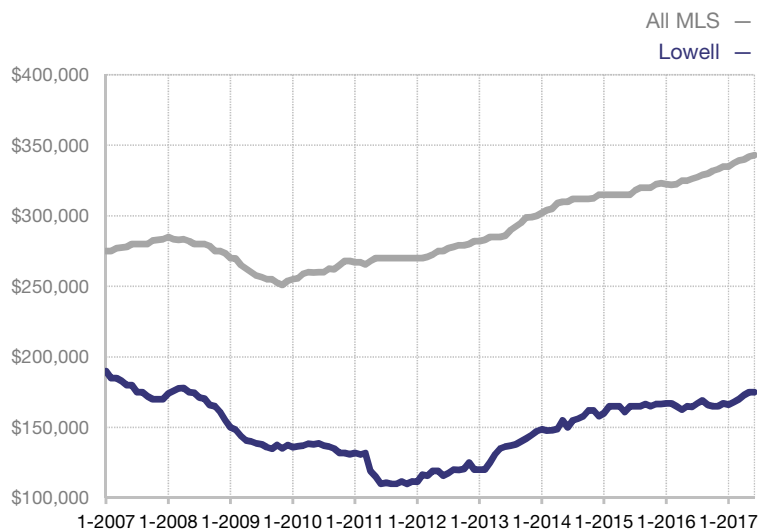
Median Sales Price – Single-Family Properties

Rolling 12-Month Calculation



Median Sales Price – Condominium Properties

Rolling 12-Month Calculation



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Local Market Update – June 2017

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Methuen

Single-Family Properties

Key Metrics	June			Year to Date		
	2016	2017	+ / -	2016	2017	+ / -
Pending Sales	44	57	+ 29.5%	239	249	+ 4.2%
Closed Sales	52	55	+ 5.8%	200	197	- 1.5%
Median Sales Price*	\$323,500	\$370,000	+ 14.4%	\$296,500	\$342,000	+ 15.3%
Inventory of Homes for Sale	82	67	- 18.3%	--	--	--
Months Supply of Inventory	2.0	1.7	- 15.0%	--	--	--
Cumulative Days on Market Until Sale	55	51	- 7.3%	79	49	- 38.0%
Percent of Original List Price Received*	99.9%	99.8%	- 0.1%	97.6%	99.3%	+ 1.7%
New Listings	58	72	+ 24.1%	289	302	+ 4.5%

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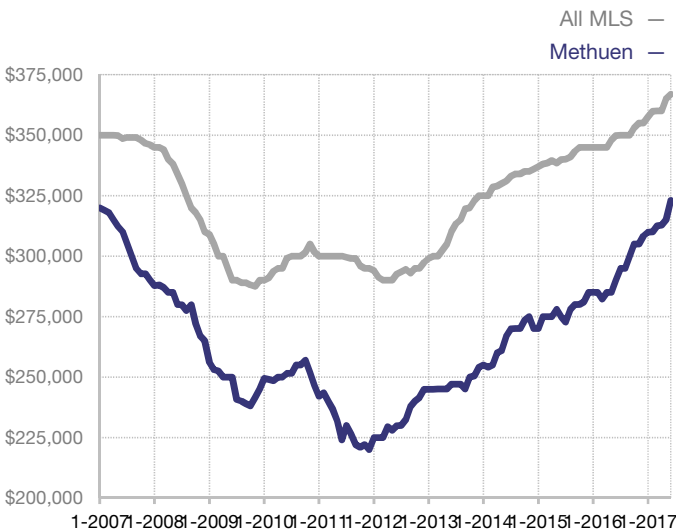
Condominium Properties

Key Metrics	June			Year to Date		
	2016	2017	+ / -	2016	2017	+ / -
Pending Sales	14	14	0.0%	71	93	+ 31.0%
Closed Sales	12	24	+ 100.0%	39	87	+ 123.1%
Median Sales Price*	\$229,450	\$231,250	+ 0.8%	\$219,000	\$232,500	+ 6.2%
Inventory of Homes for Sale	37	32	- 13.5%	--	--	--
Months Supply of Inventory	3.7	2.1	- 43.2%	--	--	--
Cumulative Days on Market Until Sale	60	44	- 26.7%	70	59	- 15.7%
Percent of Original List Price Received*	100.1%	99.8%	- 0.3%	98.1%	99.4%	+ 1.3%
New Listings	23	16	- 30.4%	102	108	+ 5.9%

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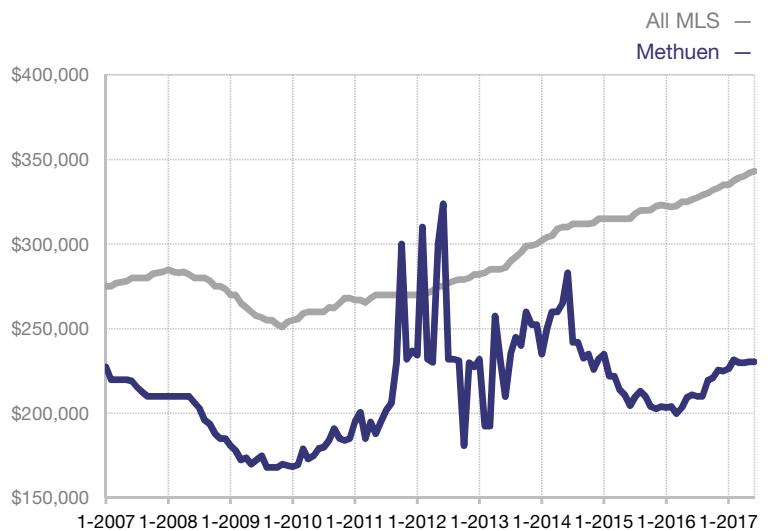
Median Sales Price – Single-Family Properties

Rolling 12-Month Calculation



Median Sales Price – Condominium Properties

Rolling 12-Month Calculation



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Local Market Update – June 2017

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North Andover

Single-Family Properties

Key Metrics	June			Year to Date		
	2016	2017	+ / -	2016	2017	+ / -
Pending Sales	27	34	+ 25.9%	142	134	- 5.6%
Closed Sales	37	37	0.0%	126	108	- 14.3%
Median Sales Price*	\$562,000	\$645,000	+ 14.8%	\$528,875	\$574,500	+ 8.6%
Inventory of Homes for Sale	67	52	- 22.4%	--	--	--
Months Supply of Inventory	3.0	2.6	- 13.3%	--	--	--
Cumulative Days on Market Until Sale	79	71	- 10.1%	82	61	- 25.6%
Percent of Original List Price Received*	98.2%	99.7%	+ 1.5%	97.2%	98.2%	+ 1.0%
New Listings	29	39	+ 34.5%	199	171	- 14.1%

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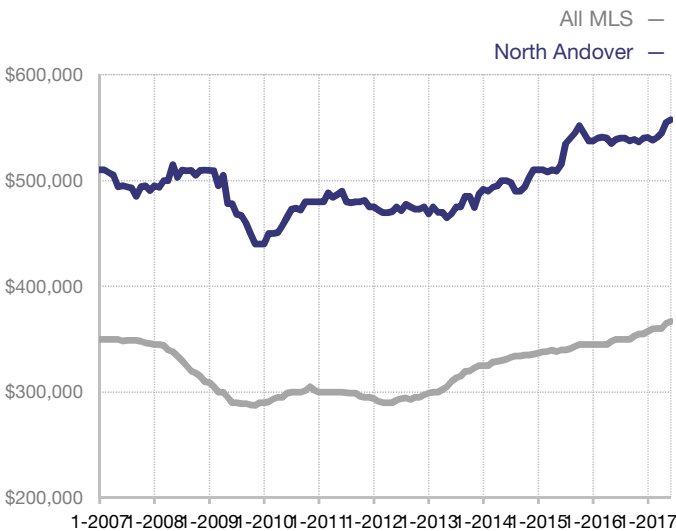
Condominium Properties

Key Metrics	June			Year to Date		
	2016	2017	+ / -	2016	2017	+ / -
Pending Sales	19	22	+ 15.8%	100	108	+ 8.0%
Closed Sales	26	19	- 26.9%	82	86	+ 4.9%
Median Sales Price*	\$255,000	\$290,000	+ 13.7%	\$236,625	\$262,500	+ 10.9%
Inventory of Homes for Sale	25	17	- 32.0%	--	--	--
Months Supply of Inventory	1.7	1.2	- 29.4%	--	--	--
Cumulative Days on Market Until Sale	55	32	- 41.8%	67	46	- 31.3%
Percent of Original List Price Received*	98.0%	100.0%	+ 2.0%	97.1%	99.7%	+ 2.7%
New Listings	23	23	0.0%	105	112	+ 6.7%

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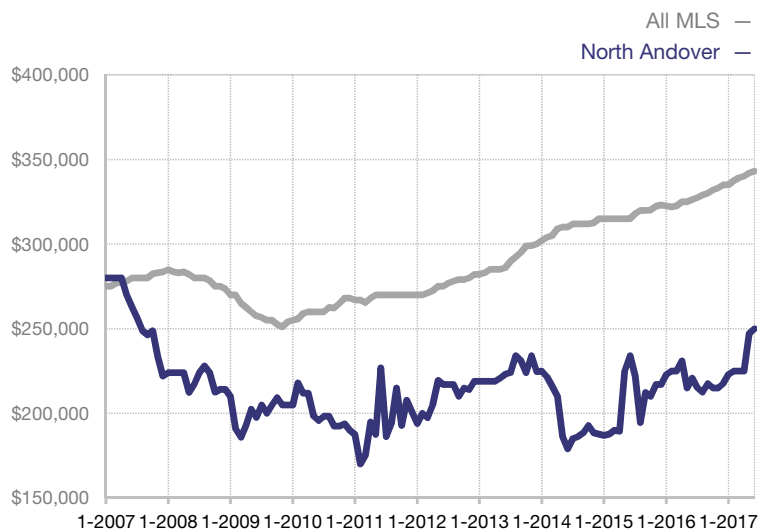
Median Sales Price – Single-Family Properties

Rolling 12-Month Calculation



Median Sales Price – Condominium Properties

Rolling 12-Month Calculation



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Local Market Update – June 2017

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Tewksbury

Single-Family Properties

Key Metrics	June			Year to Date		
	2016	2017	+ / -	2016	2017	+ / -
Pending Sales	35	37	+ 5.7%	153	137	- 10.5%
Closed Sales	34	28	- 17.6%	122	111	- 9.0%
Median Sales Price*	\$389,750	\$413,500	+ 6.1%	\$385,000	\$405,000	+ 5.2%
Inventory of Homes for Sale	45	33	- 26.7%	--	--	--
Months Supply of Inventory	2.0	1.5	- 25.0%	--	--	--
Cumulative Days on Market Until Sale	41	26	- 36.6%	68	38	- 44.1%
Percent of Original List Price Received*	100.9%	100.6%	- 0.3%	98.1%	101.1%	+ 3.1%
New Listings	41	37	- 9.8%	183	169	- 7.7%

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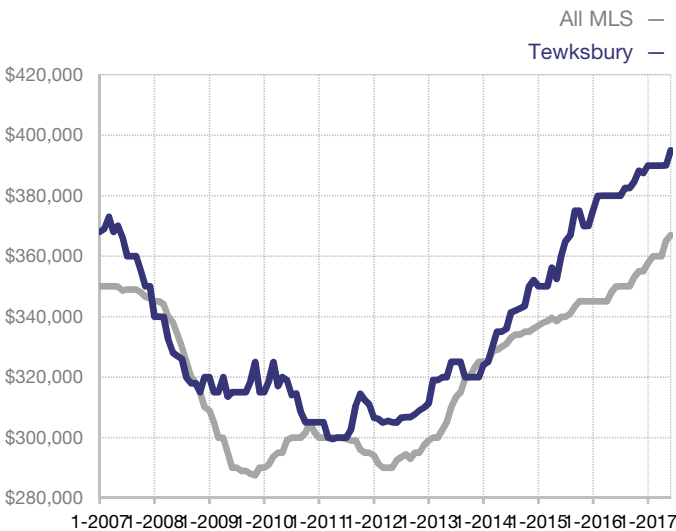
Condominium Properties

Key Metrics	June			Year to Date		
	2016	2017	+ / -	2016	2017	+ / -
Pending Sales	27	15	- 44.4%	102	69	- 32.4%
Closed Sales	19	18	- 5.3%	71	60	- 15.5%
Median Sales Price*	\$305,000	\$299,000	- 2.0%	\$284,900	\$309,000	+ 8.5%
Inventory of Homes for Sale	18	9	- 50.0%	--	--	--
Months Supply of Inventory	1.2	0.6	- 50.0%	--	--	--
Cumulative Days on Market Until Sale	57	25	- 56.1%	54	18	- 66.7%
Percent of Original List Price Received*	100.2%	101.7%	+ 1.5%	99.1%	101.1%	+ 2.0%
New Listings	28	20	- 28.6%	117	82	- 29.9%

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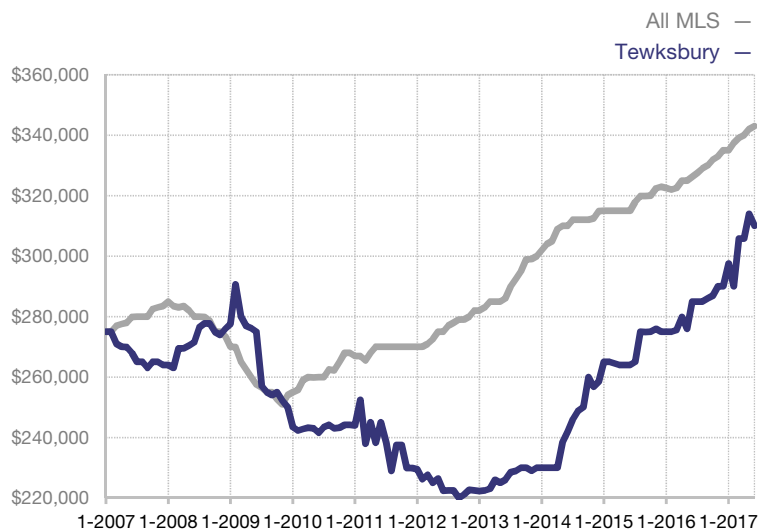
Median Sales Price – Single-Family Properties

Rolling 12-Month Calculation



Median Sales Price – Condominium Properties

Rolling 12-Month Calculation



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Local Market Update – June 2017

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Tyngsborough

Single-Family Properties

Key Metrics	June			Year to Date		
	2016	2017	+ / -	2016	2017	+ / -
Pending Sales	16	16	0.0%	50	65	+ 30.0%
Closed Sales	8	14	+ 75.0%	45	51	+ 13.3%
Median Sales Price*	\$401,000	\$430,995	+ 7.5%	\$385,000	\$395,000	+ 2.6%
Inventory of Homes for Sale	26	20	- 23.1%	--	--	--
Months Supply of Inventory	2.6	2.0	- 23.1%	--	--	--
Cumulative Days on Market Until Sale	167	85	- 49.1%	120	68	- 43.3%
Percent of Original List Price Received*	95.0%	98.3%	+ 3.5%	96.4%	98.1%	+ 1.8%
New Listings	12	10	- 16.7%	65	71	+ 9.2%

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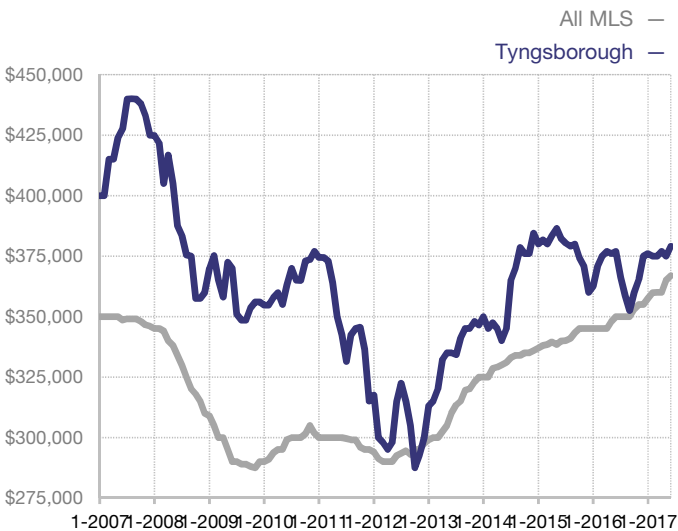
Condominium Properties

Key Metrics	June			Year to Date		
	2016	2017	+ / -	2016	2017	+ / -
Pending Sales	13	9	- 30.8%	35	28	- 20.0%
Closed Sales	6	4	- 33.3%	21	30	+ 42.9%
Median Sales Price*	\$232,000	\$306,450	+ 32.1%	\$220,000	\$210,000	- 4.5%
Inventory of Homes for Sale	9	7	- 22.2%	--	--	--
Months Supply of Inventory	1.9	1.2	- 36.8%	--	--	--
Cumulative Days on Market Until Sale	47	25	- 46.8%	108	52	- 51.9%
Percent of Original List Price Received*	98.3%	101.1%	+ 2.8%	97.6%	98.1%	+ 0.5%
New Listings	9	12	+ 33.3%	40	31	- 22.5%

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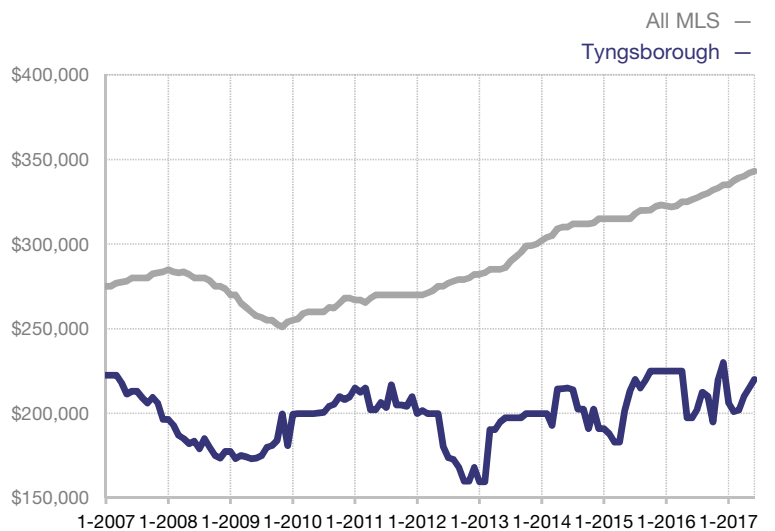
Median Sales Price – Single-Family Properties

Rolling 12-Month Calculation



Median Sales Price – Condominium Properties

Rolling 12-Month Calculation



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Local Market Update – June 2017

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Westford

Single-Family Properties

Key Metrics	June			Year to Date		
	2016	2017	+ / -	2016	2017	+ / -
Pending Sales	23	31	+ 34.8%	120	141	+ 17.5%
Closed Sales	26	44	+ 69.2%	91	102	+ 12.1%
Median Sales Price*	\$534,450	\$585,000	+ 9.5%	\$439,900	\$577,500	+ 31.3%
Inventory of Homes for Sale	75	46	- 38.7%	--	--	--
Months Supply of Inventory	3.8	2.5	- 34.2%	--	--	--
Cumulative Days on Market Until Sale	76	77	+ 1.3%	83	92	+ 10.8%
Percent of Original List Price Received*	98.2%	96.9%	- 1.3%	97.9%	97.4%	- 0.5%
New Listings	47	32	- 31.9%	181	176	- 2.8%

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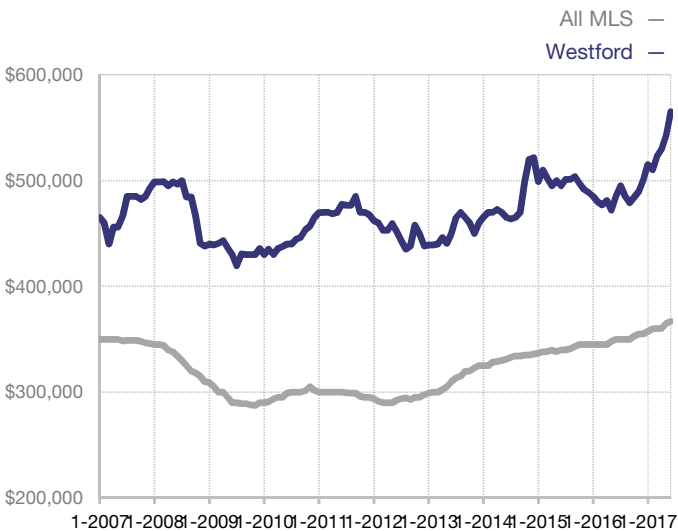
Condominium Properties

Key Metrics	June			Year to Date		
	2016	2017	+ / -	2016	2017	+ / -
Pending Sales	9	5	- 44.4%	35	30	- 14.3%
Closed Sales	8	7	- 12.5%	42	23	- 45.2%
Median Sales Price*	\$362,450	\$275,000	- 24.1%	\$400,000	\$398,500	- 0.4%
Inventory of Homes for Sale	17	5	- 70.6%	--	--	--
Months Supply of Inventory	2.6	0.8	- 69.2%	--	--	--
Cumulative Days on Market Until Sale	101	79	- 21.8%	117	67	- 42.7%
Percent of Original List Price Received*	97.7%	99.2%	+ 1.5%	99.0%	98.7%	- 0.3%
New Listings	5	1	- 80.0%	45	34	- 24.4%

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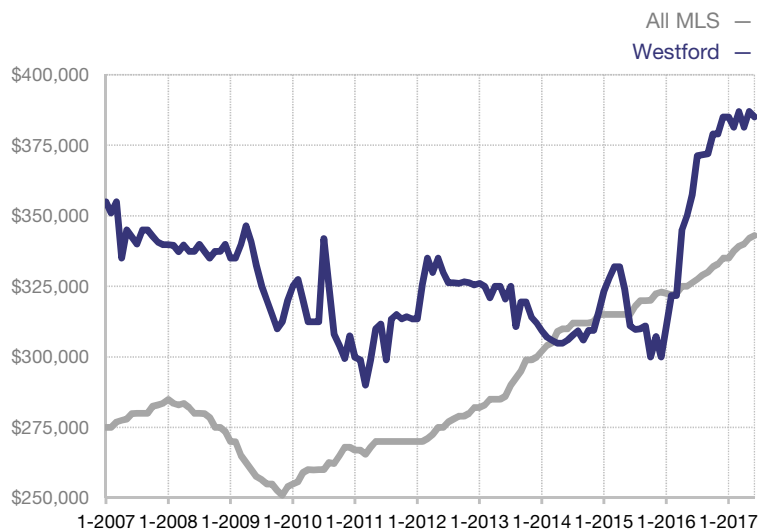
Median Sales Price – Single-Family Properties

Rolling 12-Month Calculation



Median Sales Price – Condominium Properties

Rolling 12-Month Calculation



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