



NORTHEAST ASSOCIATION OF
REALTORS®

July 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 – July 2017

A RESEARCH TOOL PROVIDED BY THE MASSACHUSETTS ASSOCIATION OF REALTORS®



Northeast Association of REALTORS®

- 1.4%

Year-Over-Year
Change in
Closed Sales
All Properties

+ 10.4%

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

- 26.5%

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

Single-Family Properties

	July			Year to Date		
	2016	2017	+ / -	2016	2017	+ / -
Pending Sales	418	397	- 5.0%	2,587	2,464	- 4.8%
Closed Sales	407	416	+ 2.2%	2,183	2,100	- 3.8%
Median Sales Price*	\$391,000	\$429,450	+ 9.8%	\$372,750	\$404,950	+ 8.6%
Inventory of Homes for Sale	844	650	- 23.0%	--	--	--
Months Supply of Inventory	2.6	2.0	- 23.8%	--	--	--
Cumulative Days on Market Until Sale	66	34	- 47.7%	78	55	- 30.2%
Percent of Original List Price Received*	98.7%	99.9%	+ 1.1%	97.5%	99.1%	+ 1.6%
New Listings	428	448	+ 4.7%	3,169	3,015	- 4.9%

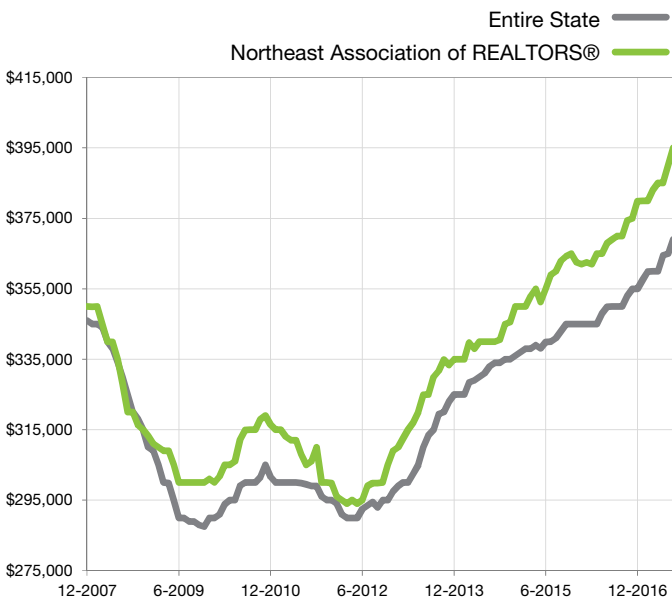
Condominium Properties

	July			Year to Date		
	2016	2017	+ / -	2016	2017	+ / -
Pending Sales	168	143	- 14.9%	1,051	1,002	- 4.7%
Closed Sales	175	158	- 9.7%	886	908	+ 2.5%
Median Sales Price*	\$225,000	\$236,000	+ 4.9%	\$220,000	\$228,200	+ 3.7%
Inventory of Homes for Sale	304	194	- 36.2%	--	--	--
Months Supply of Inventory	2.4	1.4	- 41.4%	--	--	--
Cumulative Days on Market Until Sale	58	37	- 35.2%	69	42	- 38.4%
Percent of Original List Price Received*	98.6%	100.8%	+ 2.3%	97.6%	99.7%	+ 2.1%
New Listings	182	150	- 17.6%	1,243	1,171	- 5.8%

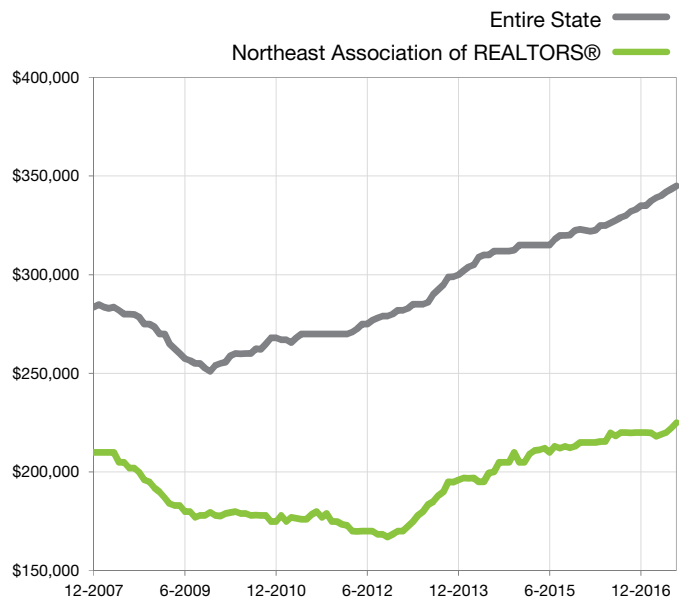
* Does not account for seller concessions. | Activity for one month can sometimes look extreme due to small sample size.

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 – July 2017

A RESEARCH TOOL PROVIDED BY THE MASSACHUSETTS ASSOCIATION OF REALTORS®

Andover

Single-Family Properties

Key Metrics	July			Year to Date		
	2016	2017	+ / -	2016	2017	+ / -
Pending Sales	41	43	+ 4.9%	258	256	- 0.8%
Closed Sales	33	38	+ 15.2%	215	213	- 0.9%
Median Sales Price*	\$660,000	\$639,950	- 3.0%	\$587,500	\$650,000	+ 10.6%
Inventory of Homes for Sale	100	71	- 29.0%	--	--	--
Months Supply of Inventory	3.1	2.3	- 25.8%	--	--	--
Cumulative Days on Market Until Sale	88	28	- 68.2%	78	59	- 24.4%
Percent of Original List Price Received*	100.2%	100.6%	+ 0.4%	96.4%	99.1%	+ 2.8%
New Listings	30	34	+ 13.3%	349	328	- 6.0%

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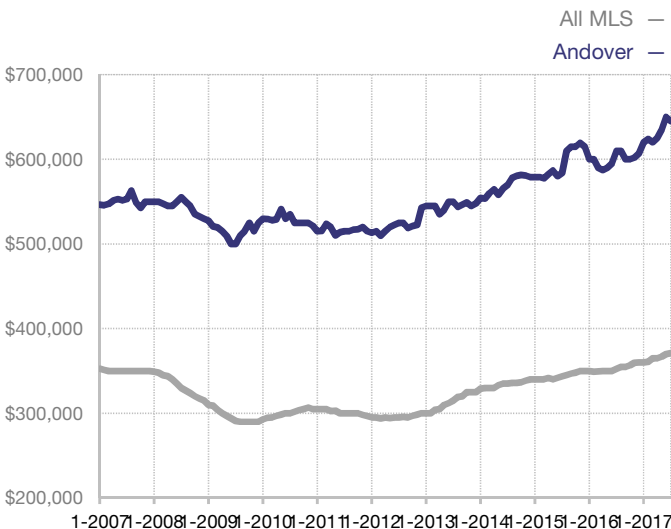
Condominium Properties

Key Metrics	July			Year to Date		
	2016	2017	+ / -	2016	2017	+ / -
Pending Sales	16	19	+ 18.8%	81	90	+ 11.1%
Closed Sales	18	14	- 22.2%	73	82	+ 12.3%
Median Sales Price*	\$369,700	\$288,500	- 22.0%	\$265,000	\$288,000	+ 8.7%
Inventory of Homes for Sale	33	25	- 24.2%	--	--	--
Months Supply of Inventory	3.1	2.3	- 25.8%	--	--	--
Cumulative Days on Market Until Sale	118	30	- 74.6%	67	57	- 14.9%
Percent of Original List Price Received*	98.0%	100.8%	+ 2.9%	97.5%	98.6%	+ 1.1%
New Listings	19	21	+ 10.5%	108	111	+ 2.8%

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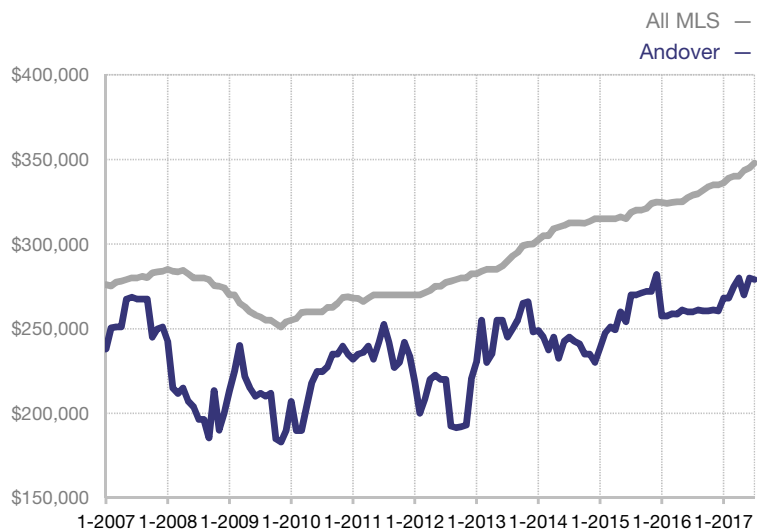
Median Sales Price – Single-Family Properties

Rolling 12-Month Calculation



Median Sales Price – Condominium Properties

Rolling 12-Month Calculation



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Local Market Update – July 2017

A RESEARCH TOOL PROVIDED BY THE MASSACHUSETTS ASSOCIATION OF REALTORS®

Billerica

Single-Family Properties

Key Metrics	July			Year to Date		
	2016	2017	+ / -	2016	2017	+ / -
Pending Sales	36	35	- 2.8%	269	237	- 11.9%
Closed Sales	39	48	+ 23.1%	222	197	- 11.3%
Median Sales Price*	\$395,000	\$441,000	+ 11.6%	\$383,750	\$430,000	+ 12.1%
Inventory of Homes for Sale	55	53	- 3.6%	--	--	--
Months Supply of Inventory	1.6	1.6	0.0%	--	--	--
Cumulative Days on Market Until Sale	53	27	- 49.1%	72	34	- 52.8%
Percent of Original List Price Received*	100.3%	99.6%	- 0.7%	98.3%	100.6%	+ 2.3%
New Listings	42	53	+ 26.2%	293	288	- 1.7%

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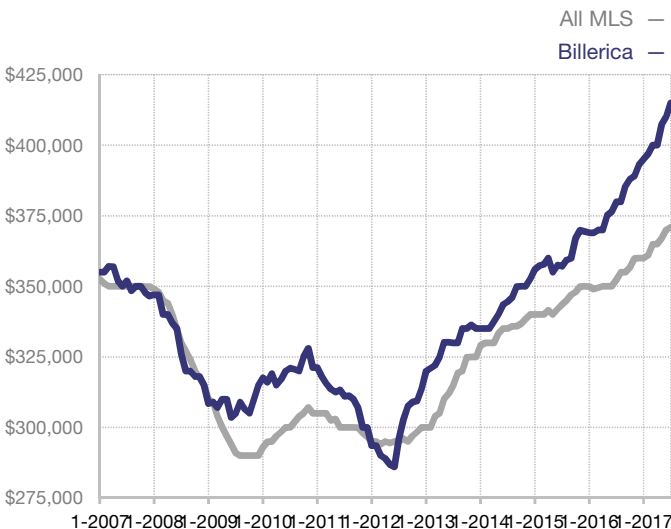
Condominium Properties

Key Metrics	July			Year to Date		
	2016	2017	+ / -	2016	2017	+ / -
Pending Sales	10	2	- 80.0%	63	33	- 47.6%
Closed Sales	14	8	- 42.9%	56	34	- 39.3%
Median Sales Price*	\$252,500	\$262,500	+ 4.0%	\$314,000	\$262,000	- 16.6%
Inventory of Homes for Sale	16	4	- 75.0%	--	--	--
Months Supply of Inventory	1.9	0.6	- 68.4%	--	--	--
Cumulative Days on Market Until Sale	67	36	- 46.3%	50	23	- 54.0%
Percent of Original List Price Received*	100.0%	98.3%	- 1.7%	99.8%	100.9%	+ 1.1%
New Listings	7	4	- 42.9%	67	41	- 38.8%

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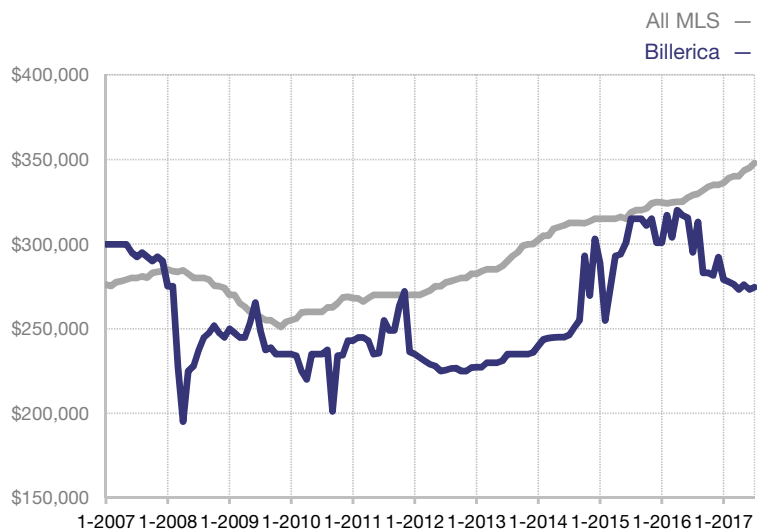
Median Sales Price – Single-Family Properties

Rolling 12-Month Calculation



Median Sales Price – Condominium Properties

Rolling 12-Month Calculation



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Local Market Update – July 2017

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Boxford

Single-Family Properties

Key Metrics	July			Year to Date		
	2016	2017	+ / -	2016	2017	+ / -
Pending Sales	13	16	+ 23.1%	89	75	- 15.7%
Closed Sales	19	16	- 15.8%	70	65	- 7.1%
Median Sales Price*	\$649,500	\$684,000	+ 5.3%	\$629,700	\$640,000	+ 1.6%
Inventory of Homes for Sale	56	50	- 10.7%	--	--	--
Months Supply of Inventory	5.4	4.7	- 13.0%	--	--	--
Cumulative Days on Market Until Sale	128	49	- 61.7%	113	85	- 24.8%
Percent of Original List Price Received*	96.4%	98.5%	+ 2.2%	96.6%	97.7%	+ 1.1%
New Listings	18	26	+ 44.4%	130	123	- 5.4%

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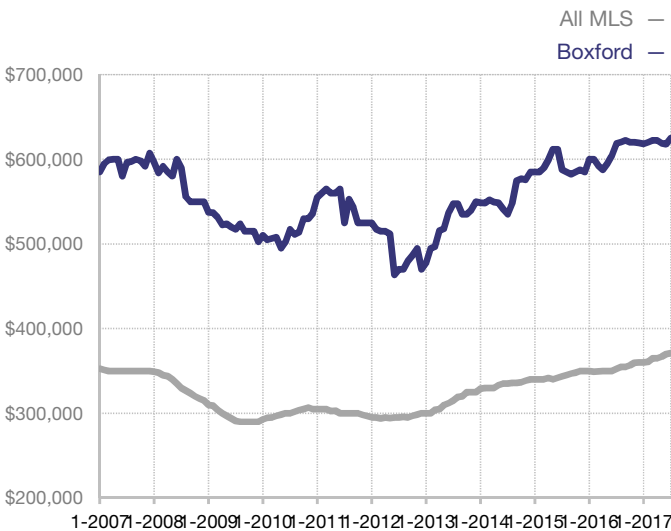
Condominium Properties

Key Metrics	July			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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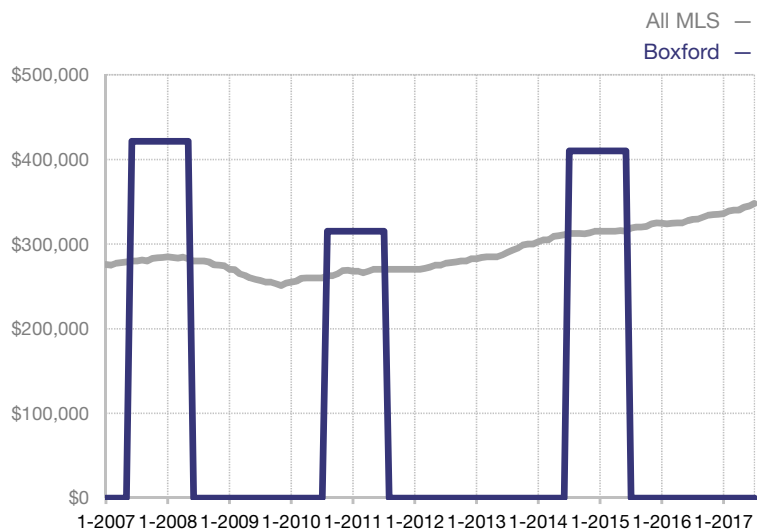
Median Sales Price – Single-Family Properties

Rolling 12-Month Calculation



Median Sales Price – Condominium Properties

Rolling 12-Month Calculation



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Local Market Update – July 2017

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Carlisle

Single-Family Properties

Key Metrics	July			Year to Date		
	2016	2017	+ / -	2016	2017	+ / -
Pending Sales	10	9	- 10.0%	67	48	- 28.4%
Closed Sales	13	7	- 46.2%	56	44	- 21.4%
Median Sales Price*	\$797,750	\$750,000	- 6.0%	\$818,875	\$834,500	+ 1.9%
Inventory of Homes for Sale	33	28	- 15.2%	--	--	--
Months Supply of Inventory	5.1	4.1	- 19.6%	--	--	--
Cumulative Days on Market Until Sale	86	30	- 65.1%	86	81	- 5.8%
Percent of Original List Price Received*	96.3%	97.3%	+ 1.0%	96.4%	95.9%	- 0.5%
New Listings	7	6	- 14.3%	93	67	- 28.0%

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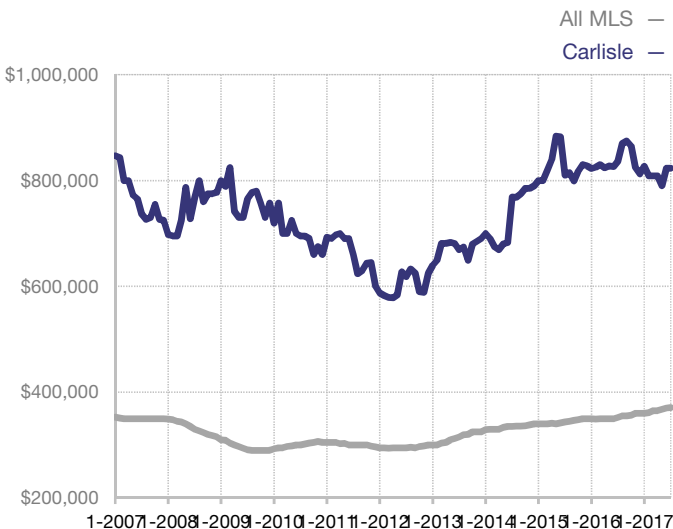
Condominium Properties

Key Metrics	July			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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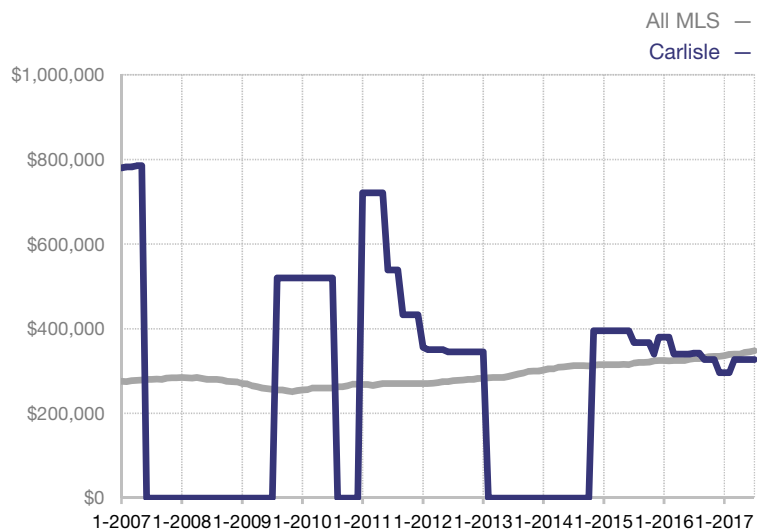
Median Sales Price – Single-Family Properties

Rolling 12-Month Calculation



Median Sales Price – Condominium Properties

Rolling 12-Month Calculation



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Local Market Update – July 2017

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Chelmsford

Single-Family Properties

Key Metrics	July			Year to Date		
	2016	2017	+ / -	2016	2017	+ / -
Pending Sales	37	37	0.0%	226	224	- 0.9%
Closed Sales	34	38	+ 11.8%	189	186	- 1.6%
Median Sales Price*	\$406,000	\$403,000	- 0.7%	\$385,000	\$412,500	+ 7.1%
Inventory of Homes for Sale	53	22	- 58.5%	--	--	--
Months Supply of Inventory	1.9	0.8	- 57.9%	--	--	--
Cumulative Days on Market Until Sale	61	37	- 39.3%	66	61	- 7.6%
Percent of Original List Price Received*	99.5%	99.7%	+ 0.2%	97.8%	100.0%	+ 2.2%
New Listings	34	31	- 8.8%	258	242	- 6.2%

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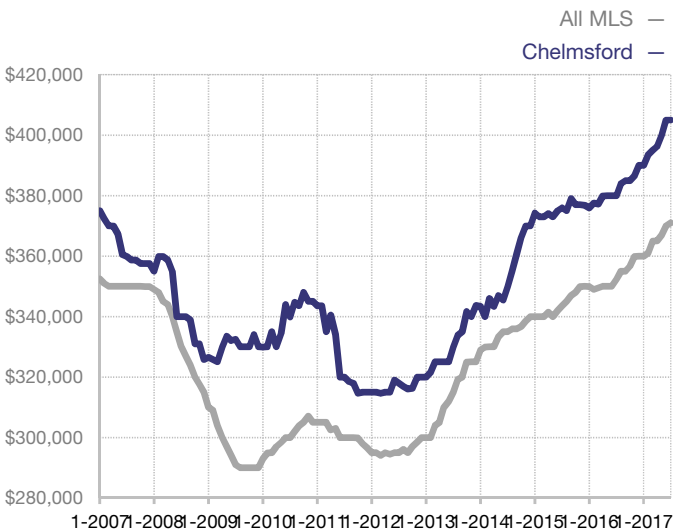
Condominium Properties

Key Metrics	July			Year to Date		
	2016	2017	+ / -	2016	2017	+ / -
Pending Sales	18	18	0.0%	125	118	- 5.6%
Closed Sales	22	22	0.0%	112	97	- 13.4%
Median Sales Price*	\$229,500	\$242,500	+ 5.7%	\$235,500	\$255,000	+ 8.3%
Inventory of Homes for Sale	19	7	- 63.2%	--	--	--
Months Supply of Inventory	1.3	0.5	- 61.5%	--	--	--
Cumulative Days on Market Until Sale	68	26	- 61.8%	66	26	- 60.6%
Percent of Original List Price Received*	98.7%	99.1%	+ 0.4%	98.3%	99.2%	+ 0.9%
New Listings	19	15	- 21.1%	131	123	- 6.1%

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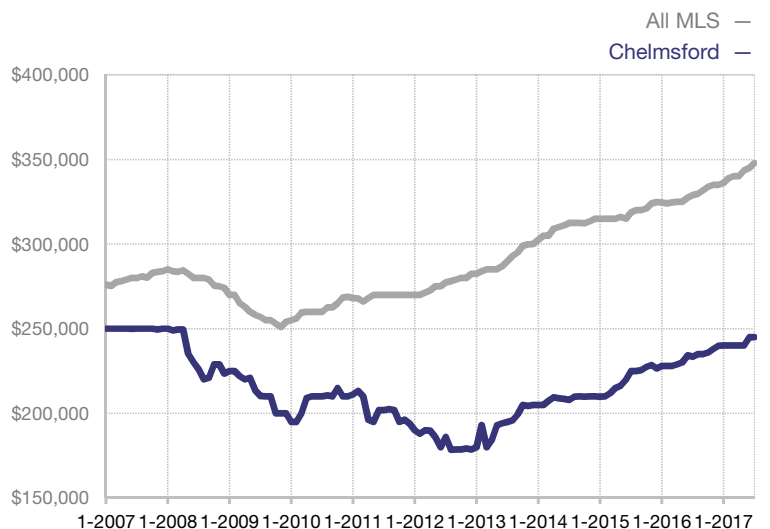
Median Sales Price – Single-Family Properties

Rolling 12-Month Calculation



Median Sales Price – Condominium Properties

Rolling 12-Month Calculation



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Local Market Update – July 2017

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Dracut

Single-Family Properties

Key Metrics	July			Year to Date		
	2016	2017	+ / -	2016	2017	+ / -
Pending Sales	45	33	- 26.7%	254	205	- 19.3%
Closed Sales	31	31	0.0%	190	167	- 12.1%
Median Sales Price*	\$335,000	\$375,000	+ 11.9%	\$315,000	\$350,000	+ 11.1%
Inventory of Homes for Sale	66	42	- 36.4%	--	--	--
Months Supply of Inventory	2.3	1.4	- 39.1%	--	--	--
Cumulative Days on Market Until Sale	47	36	- 23.4%	71	58	- 18.3%
Percent of Original List Price Received*	101.4%	101.2%	- 0.2%	99.2%	98.7%	- 0.5%
New Listings	42	34	- 19.0%	282	233	- 17.4%

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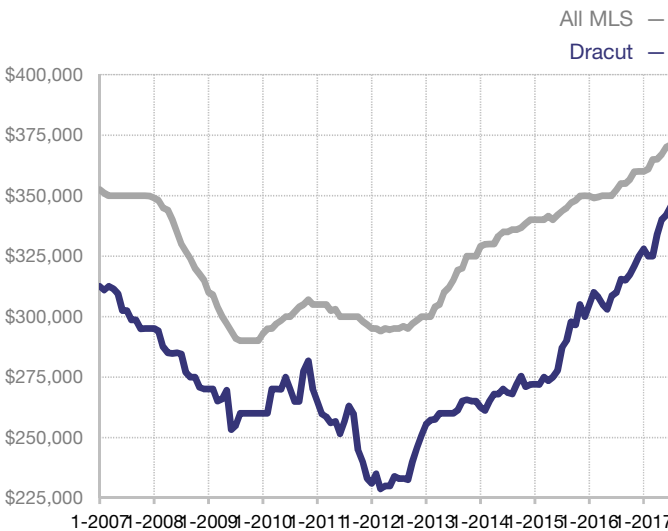
Condominium Properties

Key Metrics	July			Year to Date		
	2016	2017	+ / -	2016	2017	+ / -
Pending Sales	23	15	- 34.8%	105	132	+ 25.7%
Closed Sales	13	18	+ 38.5%	86	102	+ 18.6%
Median Sales Price*	\$190,000	\$195,750	+ 3.0%	\$174,450	\$192,500	+ 10.3%
Inventory of Homes for Sale	35	13	- 62.9%	--	--	--
Months Supply of Inventory	3.0	0.9	- 70.0%	--	--	--
Cumulative Days on Market Until Sale	49	32	- 34.7%	79	38	- 51.9%
Percent of Original List Price Received*	97.1%	105.7%	+ 8.9%	96.9%	101.5%	+ 4.7%
New Listings	18	10	- 44.4%	125	138	+ 10.4%

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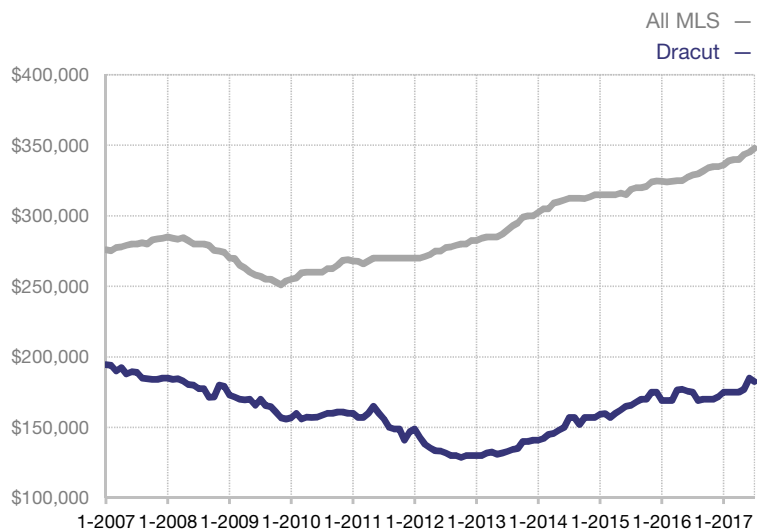
Median Sales Price – Single-Family Properties

Rolling 12-Month Calculation



Median Sales Price – Condominium Properties

Rolling 12-Month Calculation



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Local Market Update – July 2017

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Dunstable

Single-Family Properties

Key Metrics	July			Year to Date		
	2016	2017	+ / -	2016	2017	+ / -
Pending Sales	6	5	- 16.7%	29	33	+ 13.8%
Closed Sales	8	7	- 12.5%	22	27	+ 22.7%
Median Sales Price*	\$484,250	\$520,000	+ 7.4%	\$449,000	\$490,000	+ 9.1%
Inventory of Homes for Sale	14	14	0.0%	--	--	--
Months Supply of Inventory	5.1	3.9	- 23.5%	--	--	--
Cumulative Days on Market Until Sale	82	119	+ 45.1%	100	97	- 3.0%
Percent of Original List Price Received*	96.1%	97.9%	+ 1.9%	101.2%	97.3%	- 3.9%
New Listings	6	5	- 16.7%	41	39	- 4.9%

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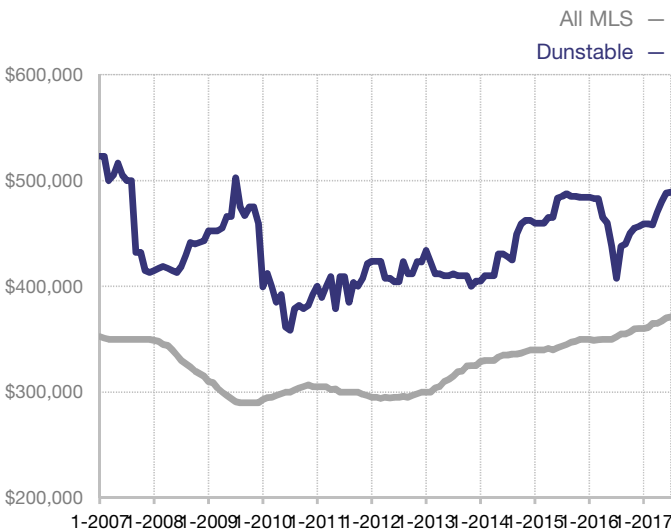
Condominium Properties

Key Metrics	July			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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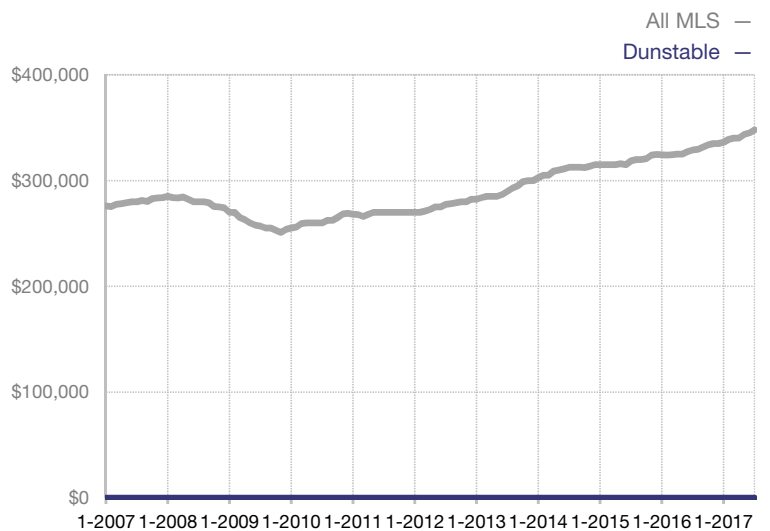
Median Sales Price – Single-Family Properties

Rolling 12-Month Calculation



Median Sales Price – Condominium Properties

Rolling 12-Month Calculation



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Local Market Update – July 2017

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Lawrence

Single-Family Properties

Key Metrics	July			Year to Date		
	2016	2017	+ / -	2016	2017	+ / -
Pending Sales	20	34	+ 70.0%	142	138	- 2.8%
Closed Sales	17	15	- 11.8%	128	109	- 14.8%
Median Sales Price*	\$240,000	\$280,000	+ 16.7%	\$225,000	\$250,000	+ 11.1%
Inventory of Homes for Sale	35	34	- 2.9%	--	--	--
Months Supply of Inventory	2.0	2.0	0.0%	--	--	--
Cumulative Days on Market Until Sale	89	23	- 74.2%	85	49	- 42.4%
Percent of Original List Price Received*	98.9%	99.7%	+ 0.8%	97.9%	98.6%	+ 0.7%
New Listings	18	29	+ 61.1%	161	166	+ 3.1%

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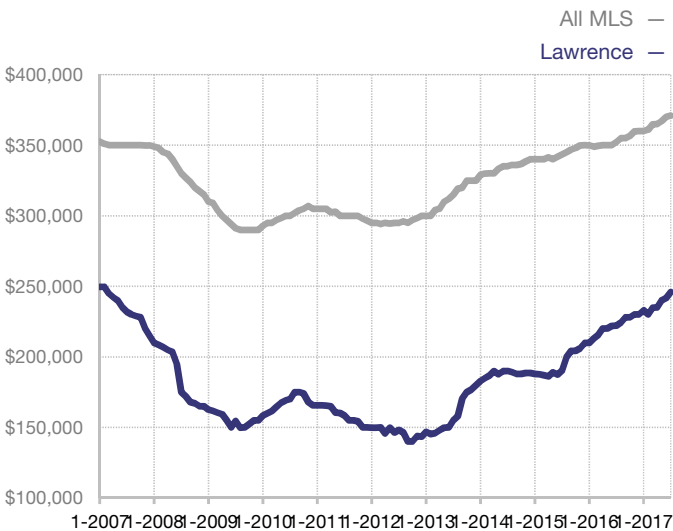
Condominium Properties

Key Metrics	July			Year to Date		
	2016	2017	+ / -	2016	2017	+ / -
Pending Sales	4	12	+ 200.0%	33	49	+ 48.5%
Closed Sales	2	9	+ 350.0%	23	46	+ 100.0%
Median Sales Price*	\$86,250	\$164,000	+ 90.1%	\$120,000	\$147,000	+ 22.5%
Inventory of Homes for Sale	11	18	+ 63.6%	--	--	--
Months Supply of Inventory	3.3	3.1	- 6.1%	--	--	--
Cumulative Days on Market Until Sale	105	27	- 74.3%	74	38	- 48.6%
Percent of Original List Price Received*	79.3%	101.9%	+ 28.5%	93.6%	99.8%	+ 6.6%
New Listings	5	11	+ 120.0%	42	68	+ 61.9%

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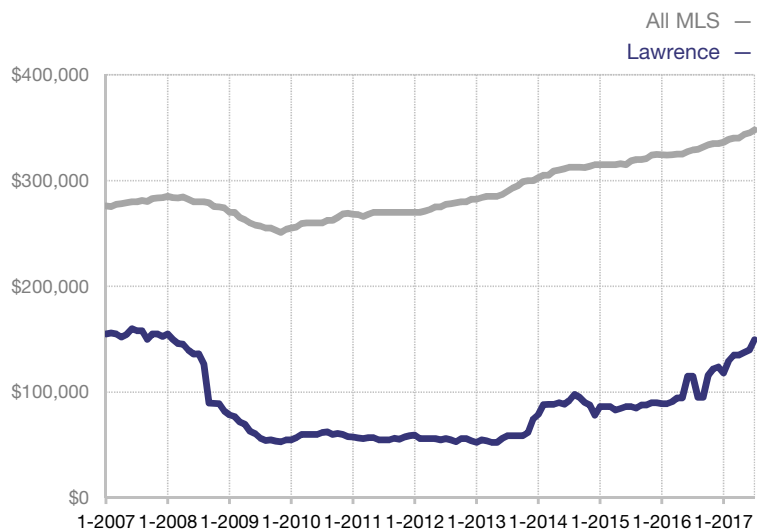
Median Sales Price – Single-Family Properties

Rolling 12-Month Calculation



Median Sales Price – Condominium Properties

Rolling 12-Month Calculation



MASSACHUSETTS ASSOCIATION OF REALTORS®



Local Market Update – July 2017

A RESEARCH TOOL PROVIDED BY THE MASSACHUSETTS ASSOCIATION OF REALTORS®

Littleton

Single-Family Properties

Key Metrics	July			Year to Date		
	2016	2017	+ / -	2016	2017	+ / -
Pending Sales	6	8	+ 33.3%	84	79	- 6.0%
Closed Sales	18	17	- 5.6%	82	75	- 8.5%
Median Sales Price*	\$392,450	\$477,000	+ 21.5%	\$495,528	\$498,000	+ 0.5%
Inventory of Homes for Sale	39	32	- 17.9%	--	--	--
Months Supply of Inventory	3.6	2.7	- 25.0%	--	--	--
Cumulative Days on Market Until Sale	77	55	- 28.6%	82	61	- 25.6%
Percent of Original List Price Received*	95.7%	96.9%	+ 1.3%	97.7%	99.0%	+ 1.3%
New Listings	14	13	- 7.1%	114	118	+ 3.5%

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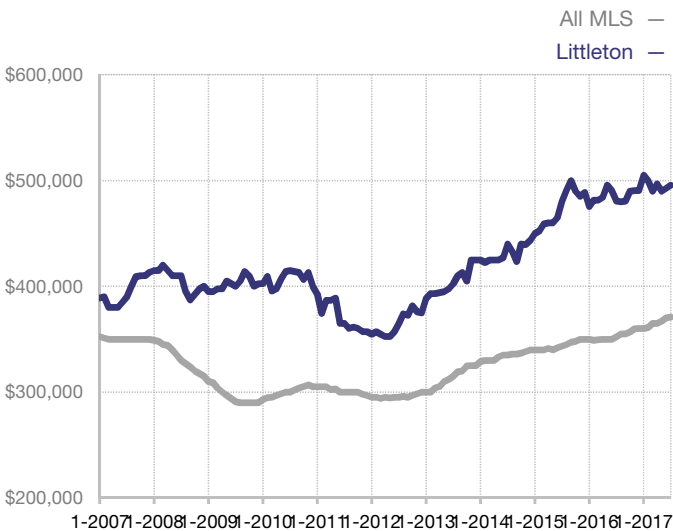
Condominium Properties

Key Metrics	July			Year to Date		
	2016	2017	+ / -	2016	2017	+ / -
Pending Sales	2	0	- 100.0%	7	1	- 85.7%
Closed Sales	2	0	- 100.0%	5	3	- 40.0%
Median Sales Price*	\$233,000	\$0	- 100.0%	\$300,000	\$335,000	+ 11.7%
Inventory of Homes for Sale	2	2	0.0%	--	--	--
Months Supply of Inventory	1.5	1.7	+ 13.3%	--	--	--
Cumulative Days on Market Until Sale	67	0	- 100.0%	201	240	+ 19.4%
Percent of Original List Price Received*	100.6%	0.0%	- 100.0%	96.1%	95.4%	- 0.7%
New Listings	1	2	+ 100.0%	6	3	- 50.0%

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

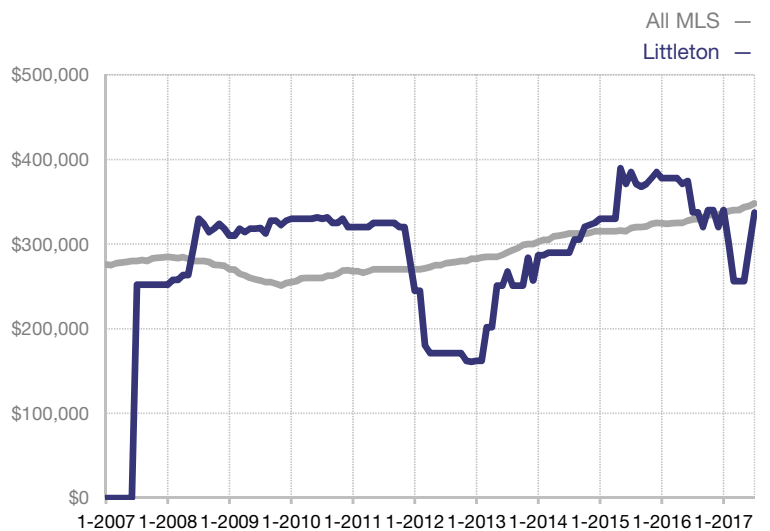
Median Sales Price – Single-Family Properties

Rolling 12-Month Calculation



Median Sales Price – Condominium Properties

Rolling 12-Month Calculation



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Local Market Update – July 2017

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Lowell

Single-Family Properties

Key Metrics	July			Year to Date		
	2016	2017	+ / -	2016	2017	+ / -
Pending Sales	57	47	- 17.5%	318	334	+ 5.0%
Closed Sales	45	48	+ 6.7%	275	292	+ 6.2%
Median Sales Price*	\$277,000	\$289,000	+ 4.3%	\$252,400	\$275,000	+ 9.0%
Inventory of Homes for Sale	116	66	- 43.1%	--	--	--
Months Supply of Inventory	2.9	1.5	- 48.3%	--	--	--
Cumulative Days on Market Until Sale	58	32	- 44.8%	86	50	- 41.9%
Percent of Original List Price Received*	98.4%	99.5%	+ 1.1%	95.9%	98.4%	+ 2.6%
New Listings	66	57	- 13.6%	380	364	- 4.2%

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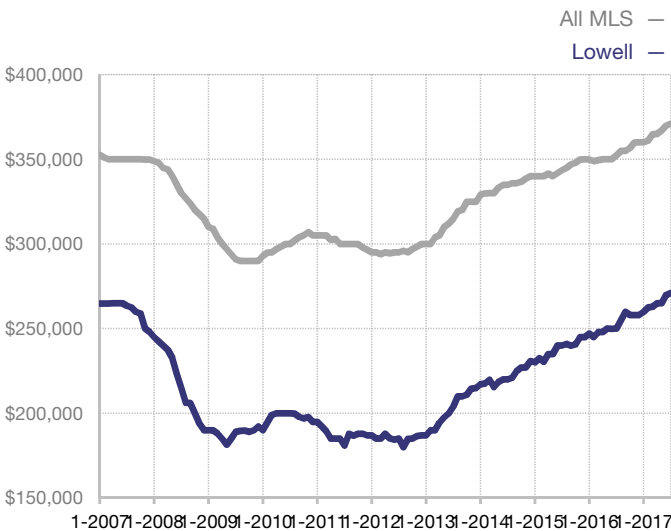
Condominium Properties

Key Metrics	July			Year to Date		
	2016	2017	+ / -	2016	2017	+ / -
Pending Sales	39	38	- 2.6%	238	211	- 11.3%
Closed Sales	43	32	- 25.6%	214	198	- 7.5%
Median Sales Price*	\$190,000	\$168,000	- 11.6%	\$164,000	\$175,000	+ 6.7%
Inventory of Homes for Sale	75	43	- 42.7%	--	--	--
Months Supply of Inventory	2.6	1.4	- 46.2%	--	--	--
Cumulative Days on Market Until Sale	57	35	- 38.6%	68	40	- 41.2%
Percent of Original List Price Received*	96.6%	99.4%	+ 2.9%	96.1%	98.9%	+ 2.9%
New Listings	43	37	- 14.0%	283	266	- 6.0%

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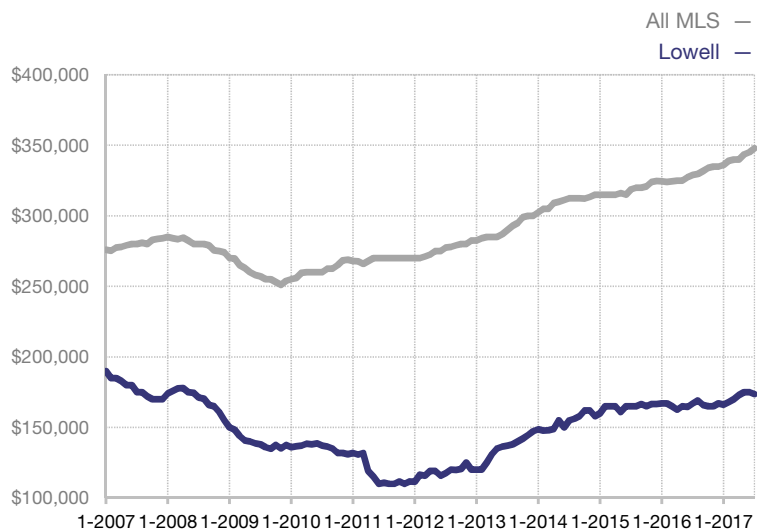
Median Sales Price – Single-Family Properties

Rolling 12-Month Calculation



Median Sales Price – Condominium Properties

Rolling 12-Month Calculation



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Local Market Update – July 2017

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Methuen

Single-Family Properties

Key Metrics	July			Year to Date		
	2016	2017	+ / -	2016	2017	+ / -
Pending Sales	56	43	- 23.2%	295	281	- 4.7%
Closed Sales	59	49	- 16.9%	259	248	- 4.2%
Median Sales Price*	\$315,000	\$348,500	+ 10.6%	\$305,000	\$344,450	+ 12.9%
Inventory of Homes for Sale	82	83	+ 1.2%	--	--	--
Months Supply of Inventory	1.9	2.1	+ 10.5%	--	--	--
Cumulative Days on Market Until Sale	62	31	- 50.0%	75	45	- 40.0%
Percent of Original List Price Received*	98.5%	101.4%	+ 2.9%	97.8%	99.6%	+ 1.8%
New Listings	62	62	0.0%	351	364	+ 3.7%

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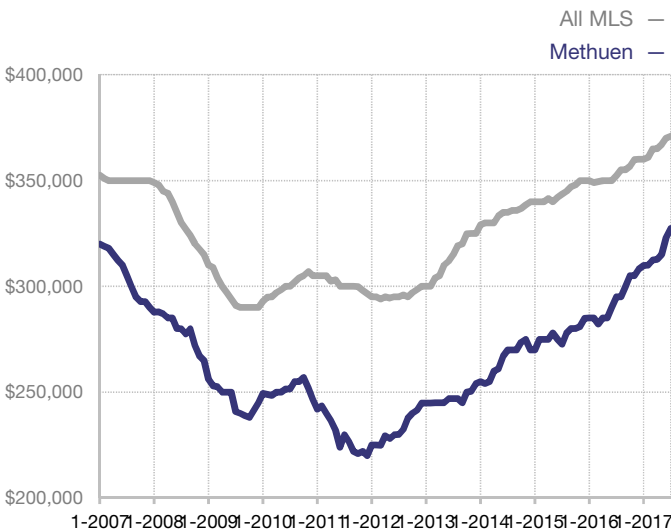
Condominium Properties

Key Metrics	July			Year to Date		
	2016	2017	+ / -	2016	2017	+ / -
Pending Sales	9	8	- 11.1%	80	100	+ 25.0%
Closed Sales	16	17	+ 6.3%	55	104	+ 89.1%
Median Sales Price*	\$208,750	\$237,000	+ 13.5%	\$218,000	\$235,000	+ 7.8%
Inventory of Homes for Sale	41	36	- 12.2%	--	--	--
Months Supply of Inventory	4.2	2.4	- 42.9%	--	--	--
Cumulative Days on Market Until Sale	39	56	+ 43.6%	61	58	- 4.9%
Percent of Original List Price Received*	104.7%	99.0%	- 5.4%	100.0%	99.3%	- 0.7%
New Listings	15	11	- 26.7%	117	119	+ 1.7%

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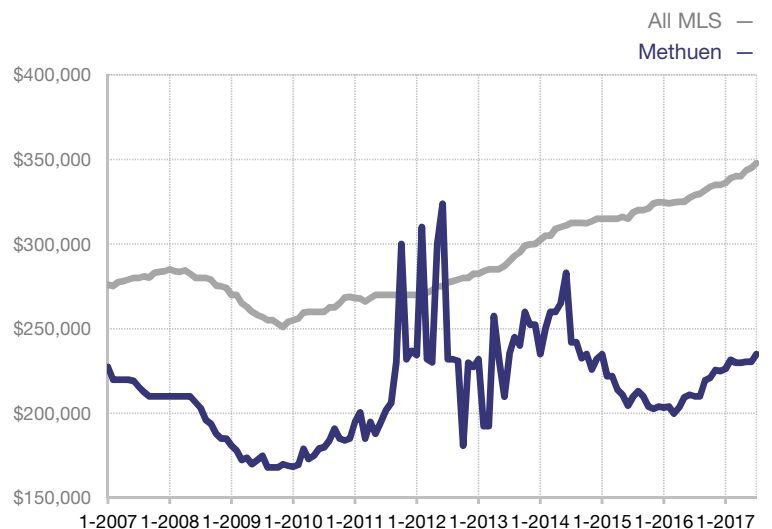
Median Sales Price – Single-Family Properties

Rolling 12-Month Calculation



Median Sales Price – Condominium Properties

Rolling 12-Month Calculation



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Local Market Update – July 2017

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North Andover

Single-Family Properties

Key Metrics	July			Year to Date		
	2016	2017	+ / -	2016	2017	+ / -
Pending Sales	26	25	- 3.8%	168	157	- 6.5%
Closed Sales	30	30	0.0%	156	138	- 11.5%
Median Sales Price*	\$602,500	\$596,000	- 1.1%	\$539,000	\$574,500	+ 6.6%
Inventory of Homes for Sale	60	48	- 20.0%	--	--	--
Months Supply of Inventory	2.8	2.4	- 14.3%	--	--	--
Cumulative Days on Market Until Sale	67	39	- 41.8%	79	56	- 29.1%
Percent of Original List Price Received*	98.5%	99.5%	+ 1.0%	97.4%	98.5%	+ 1.1%
New Listings	22	27	+ 22.7%	221	197	- 10.9%

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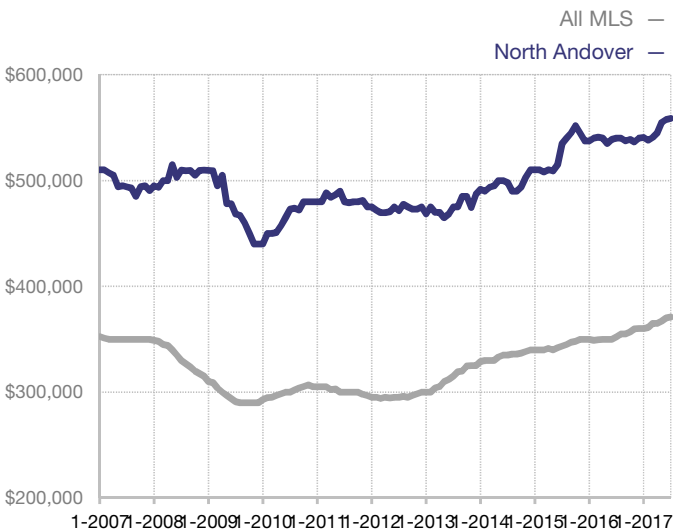
Condominium Properties

Key Metrics	July			Year to Date		
	2016	2017	+ / -	2016	2017	+ / -
Pending Sales	11	12	+ 9.1%	111	120	+ 8.1%
Closed Sales	10	13	+ 30.0%	92	101	+ 9.8%
Median Sales Price*	\$212,600	\$300,000	+ 41.1%	\$222,500	\$265,000	+ 19.1%
Inventory of Homes for Sale	23	16	- 30.4%	--	--	--
Months Supply of Inventory	1.6	1.1	- 31.3%	--	--	--
Cumulative Days on Market Until Sale	33	35	+ 6.1%	64	47	- 26.6%
Percent of Original List Price Received*	99.1%	101.4%	+ 2.3%	97.3%	99.9%	+ 2.7%
New Listings	13	11	- 15.4%	118	124	+ 5.1%

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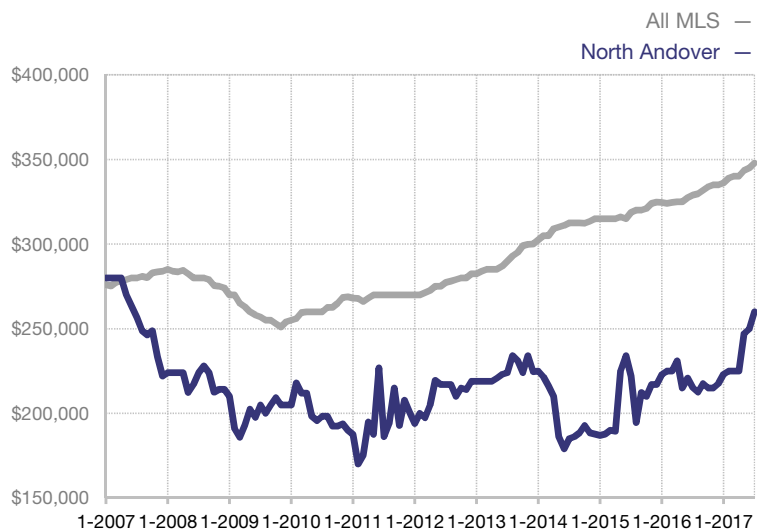
Median Sales Price – Single-Family Properties

Rolling 12-Month Calculation



Median Sales Price – Condominium Properties

Rolling 12-Month Calculation



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Local Market Update – July 2017

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Tewksbury

Single-Family Properties

Key Metrics	July			Year to Date		
	2016	2017	+ / -	2016	2017	+ / -
Pending Sales	28	27	- 3.6%	181	162	- 10.5%
Closed Sales	26	30	+ 15.4%	148	142	- 4.1%
Median Sales Price*	\$381,500	\$445,500	+ 16.8%	\$384,500	\$413,750	+ 7.6%
Inventory of Homes for Sale	48	37	- 22.9%	--	--	--
Months Supply of Inventory	2.1	1.6	- 23.8%	--	--	--
Cumulative Days on Market Until Sale	40	27	- 32.5%	63	36	- 42.9%
Percent of Original List Price Received*	100.1%	101.7%	+ 1.6%	98.5%	101.2%	+ 2.7%
New Listings	33	32	- 3.0%	216	201	- 6.9%

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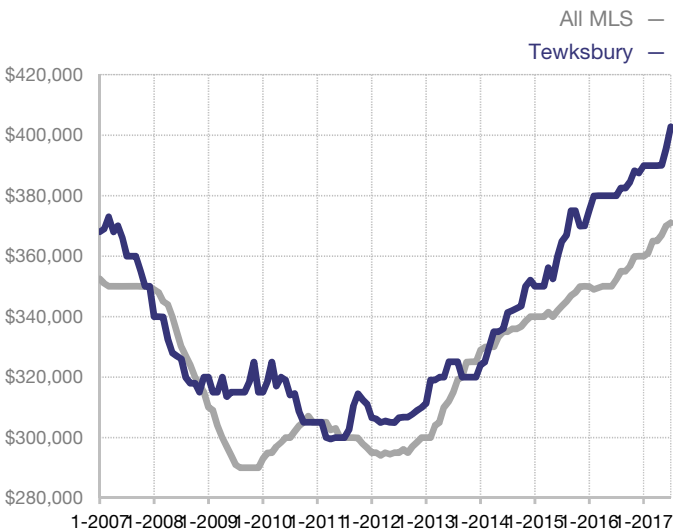
Condominium Properties

Key Metrics	July			Year to Date		
	2016	2017	+ / -	2016	2017	+ / -
Pending Sales	21	11	- 47.6%	123	80	- 35.0%
Closed Sales	18	15	- 16.7%	89	77	- 13.5%
Median Sales Price*	\$287,500	\$320,000	+ 11.3%	\$285,000	\$313,000	+ 9.8%
Inventory of Homes for Sale	22	15	- 31.8%	--	--	--
Months Supply of Inventory	1.6	1.1	- 31.3%	--	--	--
Cumulative Days on Market Until Sale	31	19	- 38.7%	49	18	- 63.3%
Percent of Original List Price Received*	99.9%	102.7%	+ 2.8%	99.3%	101.8%	+ 2.5%
New Listings	26	18	- 30.8%	143	100	- 30.1%

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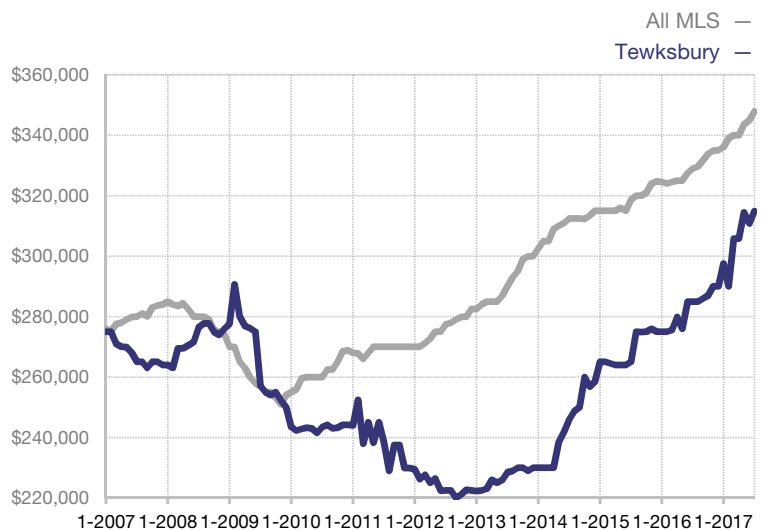
Median Sales Price – Single-Family Properties

Rolling 12-Month Calculation



Median Sales Price – Condominium Properties

Rolling 12-Month Calculation



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Tyngsborough

Single-Family Properties

Key Metrics	July			Year to Date		
	2016	2017	+ / -	2016	2017	+ / -
Pending Sales	14	5	- 64.3%	64	68	+ 6.3%
Closed Sales	10	8	- 20.0%	55	60	+ 9.1%
Median Sales Price*	\$328,000	\$398,950	+ 21.6%	\$377,000	\$398,500	+ 5.7%
Inventory of Homes for Sale	22	23	+ 4.5%	--	--	--
Months Supply of Inventory	2.4	2.3	- 4.2%	--	--	--
Cumulative Days on Market Until Sale	52	31	- 40.4%	107	64	- 40.2%
Percent of Original List Price Received*	97.1%	98.8%	+ 1.8%	96.5%	98.2%	+ 1.8%
New Listings	11	8	- 27.3%	76	78	+ 2.6%

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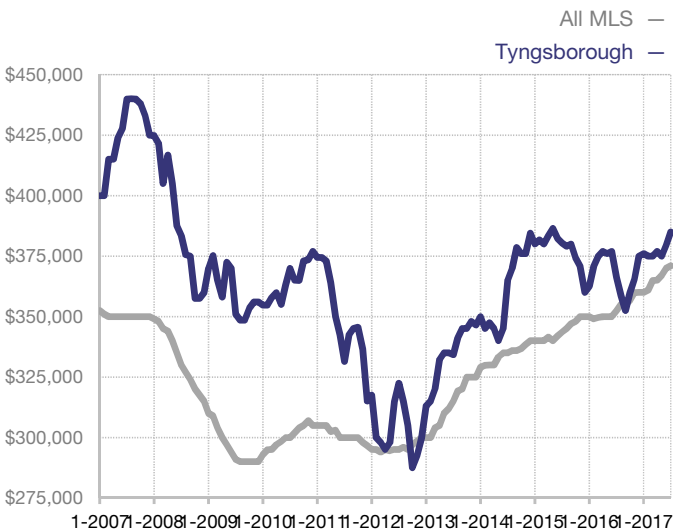
Condominium Properties

Key Metrics	July			Year to Date		
	2016	2017	+ / -	2016	2017	+ / -
Pending Sales	4	7	+ 75.0%	39	36	- 7.7%
Closed Sales	9	4	- 55.6%	30	35	+ 16.7%
Median Sales Price*	\$240,000	\$275,450	+ 14.8%	\$225,500	\$210,000	- 6.9%
Inventory of Homes for Sale	9	8	- 11.1%	--	--	--
Months Supply of Inventory	1.8	1.5	- 16.7%	--	--	--
Cumulative Days on Market Until Sale	27	144	+ 433.3%	83	61	- 26.5%
Percent of Original List Price Received*	98.6%	103.7%	+ 5.2%	97.9%	98.9%	+ 1.0%
New Listings	6	7	+ 16.7%	46	39	- 15.2%

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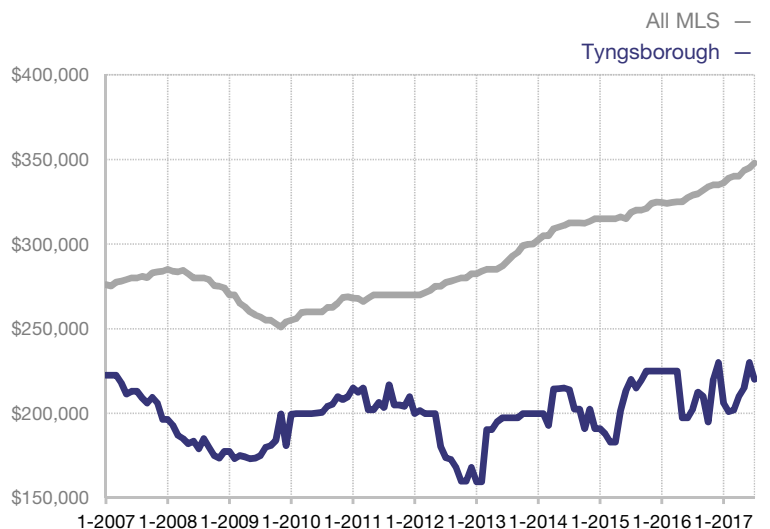
Median Sales Price – Single-Family Properties

Rolling 12-Month Calculation



Median Sales Price – Condominium Properties

Rolling 12-Month Calculation



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Local Market Update – July 2017

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Westford

Single-Family Properties

Key Metrics	July			Year to Date		
	2016	2017	+ / -	2016	2017	+ / -
Pending Sales	23	30	+ 30.4%	143	167	+ 16.8%
Closed Sales	25	34	+ 36.0%	116	137	+ 18.1%
Median Sales Price*	\$626,900	\$525,000	- 16.3%	\$500,625	\$575,000	+ 14.9%
Inventory of Homes for Sale	65	47	- 27.7%	--	--	--
Months Supply of Inventory	3.4	2.4	- 29.4%	--	--	--
Cumulative Days on Market Until Sale	52	29	- 44.2%	77	76	- 1.3%
Percent of Original List Price Received*	96.8%	98.5%	+ 1.8%	97.6%	97.7%	+ 0.1%
New Listings	23	31	+ 34.8%	204	207	+ 1.5%

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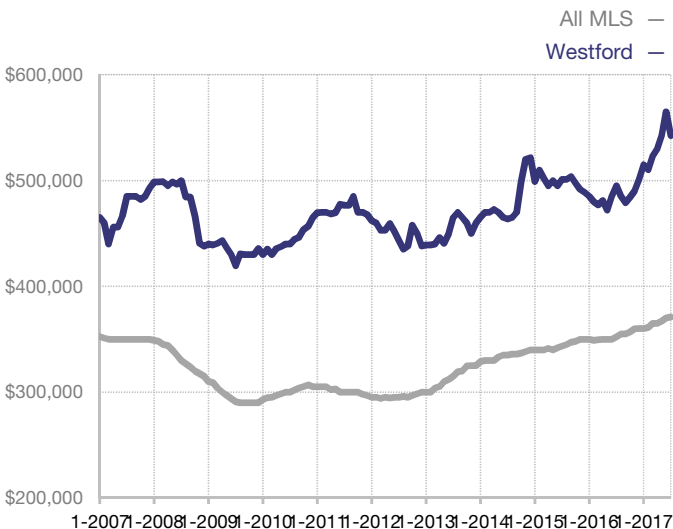
Condominium Properties

Key Metrics	July			Year to Date		
	2016	2017	+ / -	2016	2017	+ / -
Pending Sales	11	1	- 90.9%	46	31	- 32.6%
Closed Sales	8	6	- 25.0%	50	29	- 42.0%
Median Sales Price*	\$370,000	\$420,000	+ 13.5%	\$400,000	\$399,000	- 0.2%
Inventory of Homes for Sale	16	5	- 68.8%	--	--	--
Months Supply of Inventory	2.6	0.9	- 65.4%	--	--	--
Cumulative Days on Market Until Sale	42	73	+ 73.8%	105	68	- 35.2%
Percent of Original List Price Received*	98.1%	98.9%	+ 0.8%	98.9%	98.8%	- 0.1%
New Listings	10	3	- 70.0%	55	37	- 32.7%

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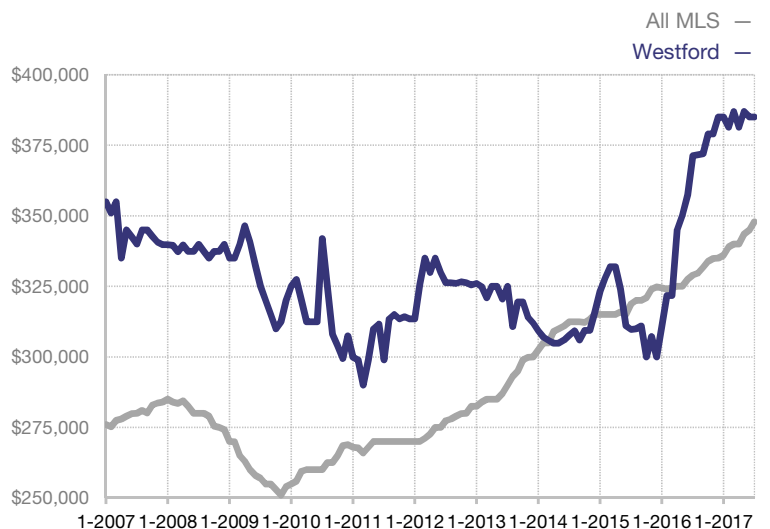
Median Sales Price – Single-Family Properties

Rolling 12-Month Calculation



Median Sales Price – Condominium Properties

Rolling 12-Month Calculation



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