



NORTHEAST ASSOCIATION OF
REALTORS®

August 2017 Housing Data

NEAR Region and individual city and town reports



Northeast Association of REALTORS®
6 Liberty Way, Suite 204
Westford, MA 01886
O: 978-577-6138/F: 978-577-6156
www.NortheastRealtors.com



Local Market Update – August 2017

A RESEARCH TOOL PROVIDED BY THE MASSACHUSETTS ASSOCIATION OF REALTORS®



Northeast Association of REALTORS®

- 10.6%

Year-Over-Year
Change in
Closed Sales
All Properties

+ 7.1%

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

- 30.1%

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

Single-Family Properties

	August			Year to Date		
	2016	2017	+ / -	2016	2017	+ / -
Pending Sales	329	414	+ 25.8%	2,916	2,853	- 2.2%
Closed Sales	475	447	- 5.9%	2,658	2,553	- 4.0%
Median Sales Price*	\$395,000	\$425,000	+ 7.6%	\$377,000	\$410,000	+ 8.8%
Inventory of Homes for Sale	855	602	- 29.6%	--	--	--
Months Supply of Inventory	2.6	1.8	- 29.4%	--	--	--
Cumulative Days on Market Until Sale	57	40	- 29.0%	74	52	- 30.0%
Percent of Original List Price Received*	98.5%	98.9%	+ 0.5%	97.7%	99.1%	+ 1.4%
New Listings	416	431	+ 3.6%	3,585	3,444	- 3.9%

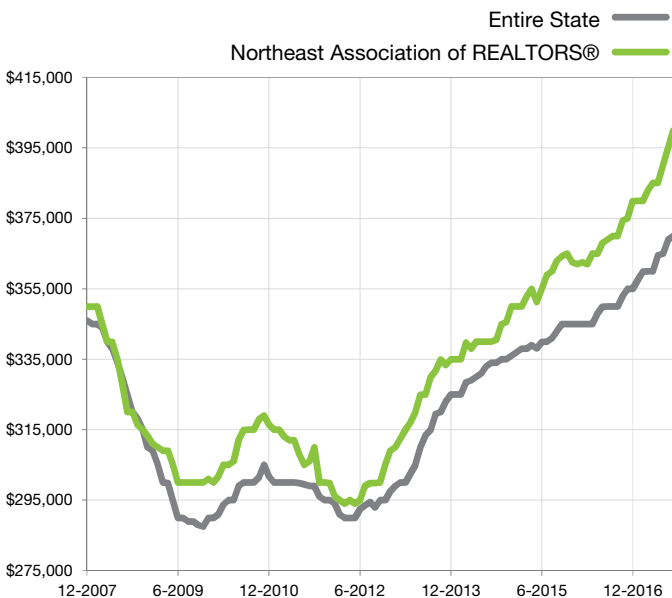
Condominium Properties

	August			Year to Date		
	2016	2017	+ / -	2016	2017	+ / -
Pending Sales	146	159	+ 8.9%	1,197	1,142	- 4.6%
Closed Sales	193	150	- 22.3%	1,079	1,059	- 1.9%
Median Sales Price*	\$230,500	\$249,950	+ 8.4%	\$223,000	\$230,000	+ 3.1%
Inventory of Homes for Sale	289	198	- 31.5%	--	--	--
Months Supply of Inventory	2.2	1.5	- 33.4%	--	--	--
Cumulative Days on Market Until Sale	56	36	- 35.0%	66	41	- 37.6%
Percent of Original List Price Received*	98.7%	99.8%	+ 1.1%	97.8%	99.7%	+ 1.9%
New Listings	163	170	+ 4.3%	1,406	1,344	- 4.4%

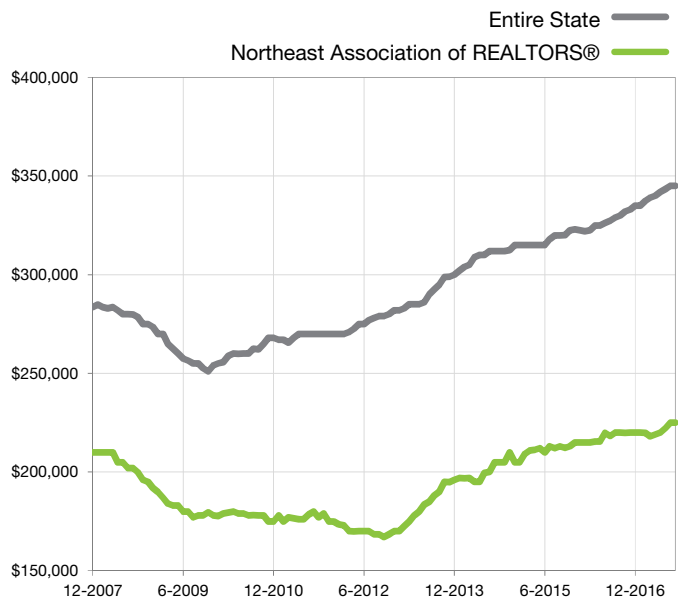
* Does not account for seller concessions. | Activity for one month can sometimes look extreme due to small sample size.

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 – August 2017

A RESEARCH TOOL PROVIDED BY THE MASSACHUSETTS ASSOCIATION OF REALTORS®

Andover

Single-Family Properties

Key Metrics	August			Year to Date		
	2016	2017	+ / -	2016	2017	+ / -
Pending Sales	16	33	+ 106.3%	274	287	+ 4.7%
Closed Sales	48	52	+ 8.3%	263	265	+ 0.8%
Median Sales Price*	\$682,500	\$655,500	- 4.0%	\$610,000	\$650,000	+ 6.6%
Inventory of Homes for Sale	99	64	- 35.4%	--	--	--
Months Supply of Inventory	3.0	2.1	- 30.0%	--	--	--
Cumulative Days on Market Until Sale	60	40	- 33.3%	75	55	- 26.7%
Percent of Original List Price Received*	98.9%	98.3%	- 0.6%	96.8%	98.9%	+ 2.2%
New Listings	24	37	+ 54.2%	373	363	- 2.7%

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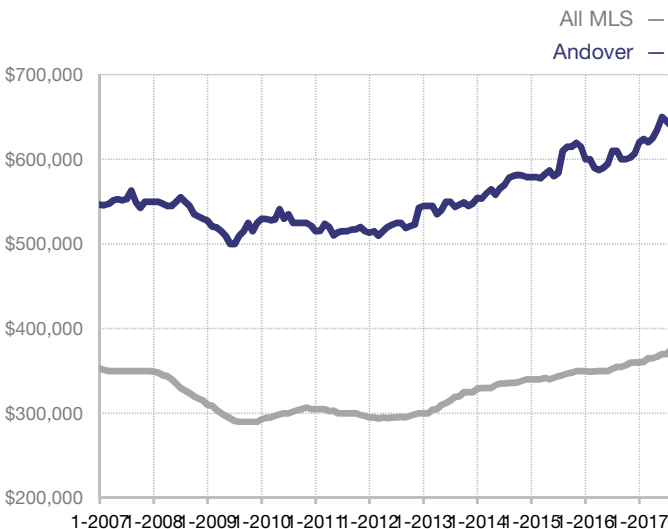
Condominium Properties

Key Metrics	August			Year to Date		
	2016	2017	+ / -	2016	2017	+ / -
Pending Sales	8	17	+ 112.5%	89	108	+ 21.3%
Closed Sales	16	16	0.0%	89	98	+ 10.1%
Median Sales Price*	\$286,500	\$190,000	- 33.7%	\$265,000	\$284,500	+ 7.4%
Inventory of Homes for Sale	31	21	- 32.3%	--	--	--
Months Supply of Inventory	3.0	1.9	- 36.7%	--	--	--
Cumulative Days on Market Until Sale	80	44	- 45.0%	69	55	- 20.3%
Percent of Original List Price Received*	97.5%	101.0%	+ 3.6%	97.5%	99.0%	+ 1.5%
New Listings	10	13	+ 30.0%	118	126	+ 6.8%

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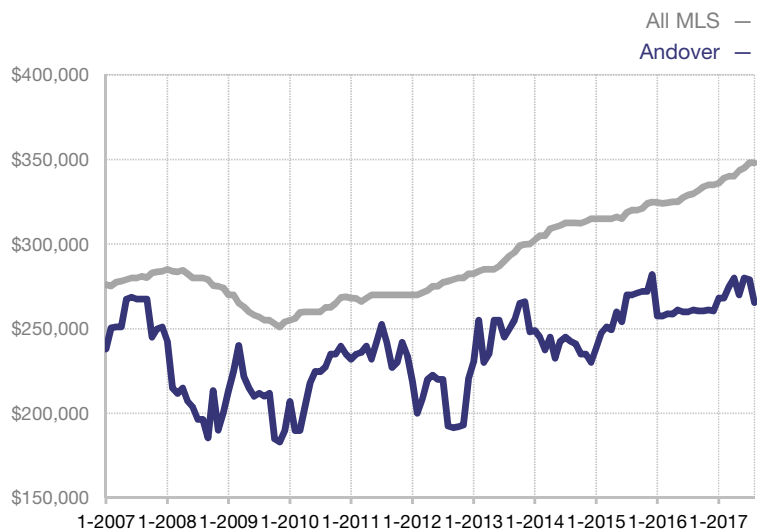
Median Sales Price – Single-Family Properties

Rolling 12-Month Calculation



Median Sales Price – Condominium Properties

Rolling 12-Month Calculation



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Local Market Update – August 2017

A RESEARCH TOOL PROVIDED BY THE MASSACHUSETTS ASSOCIATION OF REALTORS®

Billerica

Single-Family Properties

Key Metrics	August			Year to Date		
	2016	2017	+ / -	2016	2017	+ / -
Pending Sales	39	37	- 5.1%	308	271	- 12.0%
Closed Sales	60	42	- 30.0%	282	239	- 15.2%
Median Sales Price*	\$393,200	\$427,500	+ 8.7%	\$387,000	\$430,000	+ 11.1%
Inventory of Homes for Sale	46	48	+ 4.3%	--	--	--
Months Supply of Inventory	1.4	1.5	+ 7.1%	--	--	--
Cumulative Days on Market Until Sale	55	37	- 32.7%	68	35	- 48.5%
Percent of Original List Price Received*	97.2%	100.4%	+ 3.3%	98.0%	100.6%	+ 2.7%
New Listings	35	34	- 2.9%	328	322	- 1.8%

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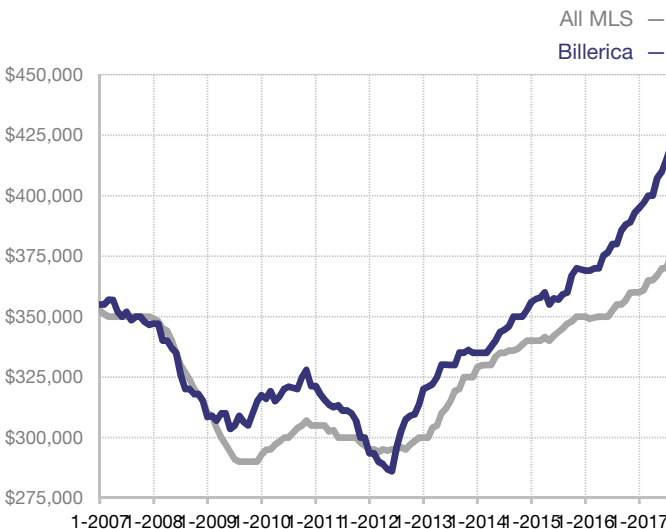
Condominium Properties

Key Metrics	August			Year to Date		
	2016	2017	+ / -	2016	2017	+ / -
Pending Sales	11	12	+ 9.1%	74	45	- 39.2%
Closed Sales	10	2	- 80.0%	66	36	- 45.5%
Median Sales Price*	\$308,000	\$327,500	+ 6.3%	\$314,000	\$274,500	- 12.6%
Inventory of Homes for Sale	13	5	- 61.5%	--	--	--
Months Supply of Inventory	1.5	0.8	- 46.7%	--	--	--
Cumulative Days on Market Until Sale	72	92	+ 27.8%	53	27	- 49.1%
Percent of Original List Price Received*	92.5%	99.8%	+ 7.9%	98.7%	100.8%	+ 2.1%
New Listings	10	13	+ 30.0%	77	54	- 29.9%

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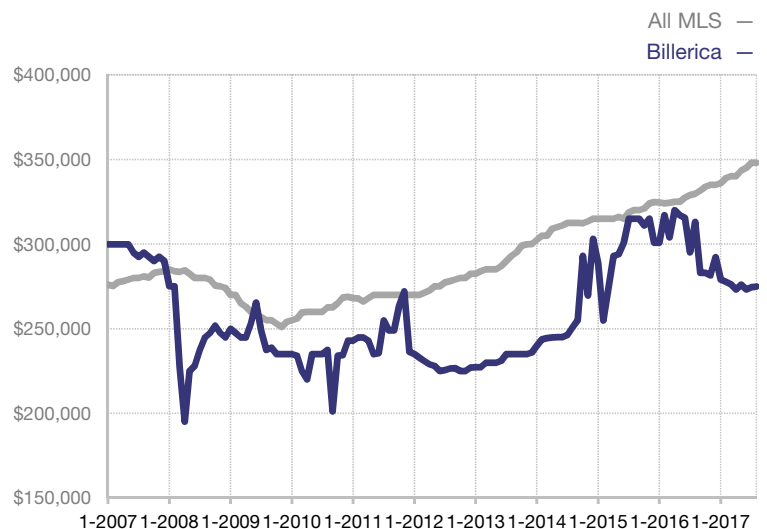
Median Sales Price – Single-Family Properties

Rolling 12-Month Calculation



Median Sales Price – Condominium Properties

Rolling 12-Month Calculation



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Local Market Update – August 2017

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Boxford

Single-Family Properties

Key Metrics	August			Year to Date		
	2016	2017	+ / -	2016	2017	+ / -
Pending Sales	9	10	+ 11.1%	98	84	- 14.3%
Closed Sales	11	12	+ 9.1%	81	77	- 4.9%
Median Sales Price*	\$625,000	\$620,000	- 0.8%	\$625,500	\$639,000	+ 2.2%
Inventory of Homes for Sale	48	52	+ 8.3%	--	--	--
Months Supply of Inventory	5.1	4.9	- 3.9%	--	--	--
Cumulative Days on Market Until Sale	61	61	0.0%	106	81	- 23.6%
Percent of Original List Price Received*	98.2%	95.4%	- 2.9%	96.8%	97.4%	+ 0.6%
New Listings	8	15	+ 87.5%	138	138	0.0%

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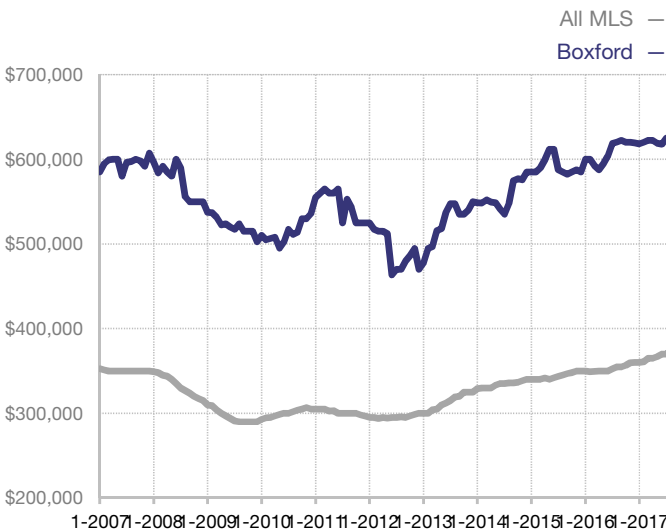
Condominium Properties

Key Metrics	August			Year to Date		
	2016	2017	+ / -	2016	2017	+ / -
Pending Sales	0	0	--	0	0	--
Closed Sales	0	0	--	0	0	--
Median Sales Price*	\$0	\$0	--	\$0	\$0	--
Inventory of Homes for Sale	1	0	- 100.0%	--	--	--
Months Supply of Inventory	0.0	0.0	--	--	--	--
Cumulative Days on Market Until Sale	0	0	--	0	0	--
Percent of Original List Price Received*	0.0%	0.0%	--	0.0%	0.0%	--
New Listings	0	0	--	2	1	- 50.0%

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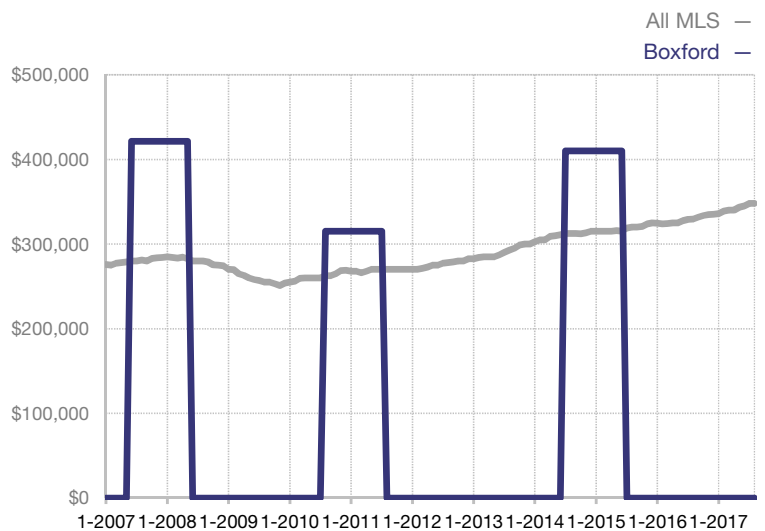
Median Sales Price – Single-Family Properties

Rolling 12-Month Calculation



Median Sales Price – Condominium Properties

Rolling 12-Month Calculation



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Local Market Update – August 2017

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Carlisle

Single-Family Properties

Key Metrics	August			Year to Date		
	2016	2017	+ / -	2016	2017	+ / -
Pending Sales	8	7	- 12.5%	75	55	- 26.7%
Closed Sales	9	8	- 11.1%	65	52	- 20.0%
Median Sales Price*	\$1,117,500	\$882,000	- 21.1%	\$870,000	\$849,250	- 2.4%
Inventory of Homes for Sale	35	21	- 40.0%	--	--	--
Months Supply of Inventory	5.1	3.1	- 39.2%	--	--	--
Cumulative Days on Market Until Sale	106	75	- 29.2%	89	80	- 10.1%
Percent of Original List Price Received*	92.6%	93.2%	+ 0.6%	95.9%	95.5%	- 0.4%
New Listings	10	3	- 70.0%	103	70	- 32.0%

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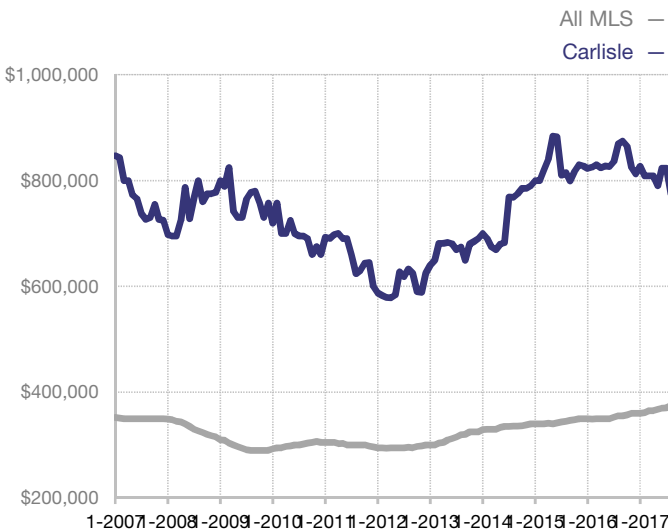
Condominium Properties

Key Metrics	August			Year to Date		
	2016	2017	+ / -	2016	2017	+ / -
Pending Sales	0	1	--	0	2	--
Closed Sales	0	2	--	1	2	+ 100.0%
Median Sales Price*	\$0	\$804,000	--	\$265,000	\$804,000	+ 203.4%
Inventory of Homes for Sale	0	0	--	--	--	--
Months Supply of Inventory	0.0	0.0	--	--	--	--
Cumulative Days on Market Until Sale	0	161	--	349	161	- 53.9%
Percent of Original List Price Received*	0.0%	95.8%	--	88.4%	95.8%	+ 8.4%
New Listings	0	0	--	0	1	--

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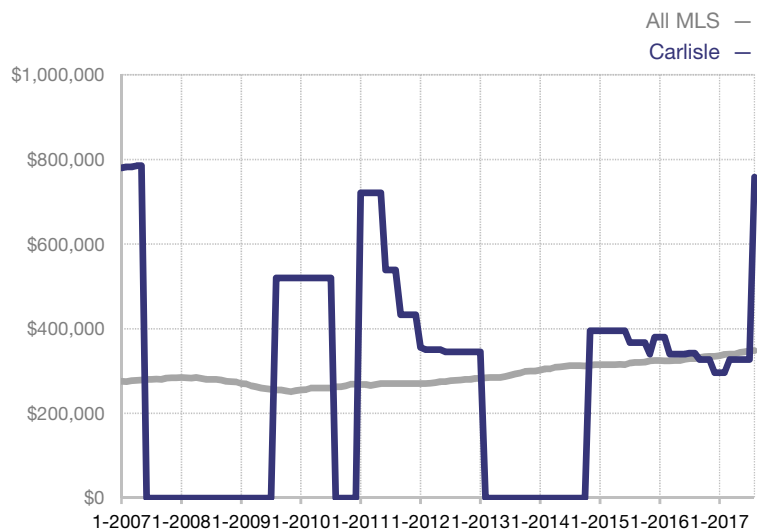
Median Sales Price – Single-Family Properties

Rolling 12-Month Calculation



Median Sales Price – Condominium Properties

Rolling 12-Month Calculation



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Local Market Update – August 2017

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Chelmsford

Single-Family Properties

Key Metrics	August			Year to Date		
	2016	2017	+ / -	2016	2017	+ / -
Pending Sales	24	31	+ 29.2%	250	253	+ 1.2%
Closed Sales	37	51	+ 37.8%	226	239	+ 5.8%
Median Sales Price*	\$390,000	\$455,000	+ 16.7%	\$385,750	\$420,000	+ 8.9%
Inventory of Homes for Sale	63	29	- 54.0%	--	--	--
Months Supply of Inventory	2.2	1.0	- 54.5%	--	--	--
Cumulative Days on Market Until Sale	55	31	- 43.6%	64	54	- 15.6%
Percent of Original List Price Received*	98.4%	100.7%	+ 2.3%	97.9%	100.1%	+ 2.2%
New Listings	40	42	+ 5.0%	298	284	- 4.7%

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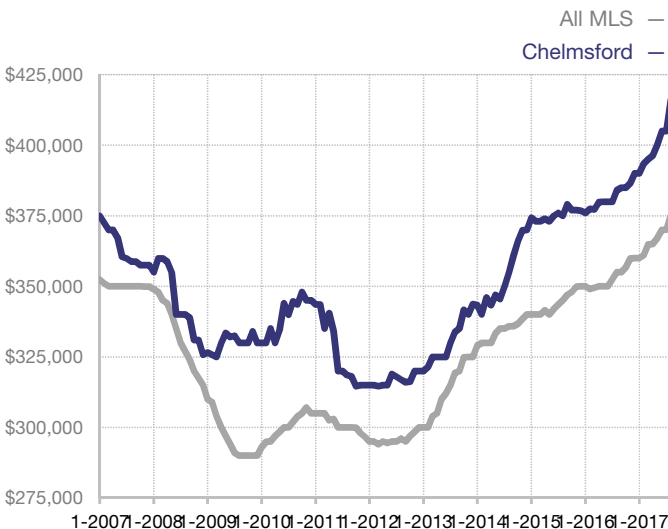
Condominium Properties

Key Metrics	August			Year to Date		
	2016	2017	+ / -	2016	2017	+ / -
Pending Sales	18	11	- 38.9%	143	128	- 10.5%
Closed Sales	21	22	+ 4.8%	133	119	- 10.5%
Median Sales Price*	\$260,500	\$285,000	+ 9.4%	\$240,000	\$262,000	+ 9.2%
Inventory of Homes for Sale	18	15	- 16.7%	--	--	--
Months Supply of Inventory	1.2	1.0	- 16.7%	--	--	--
Cumulative Days on Market Until Sale	67	31	- 53.7%	67	27	- 59.7%
Percent of Original List Price Received*	100.1%	99.4%	- 0.7%	98.6%	99.2%	+ 0.6%
New Listings	22	18	- 18.2%	153	141	- 7.8%

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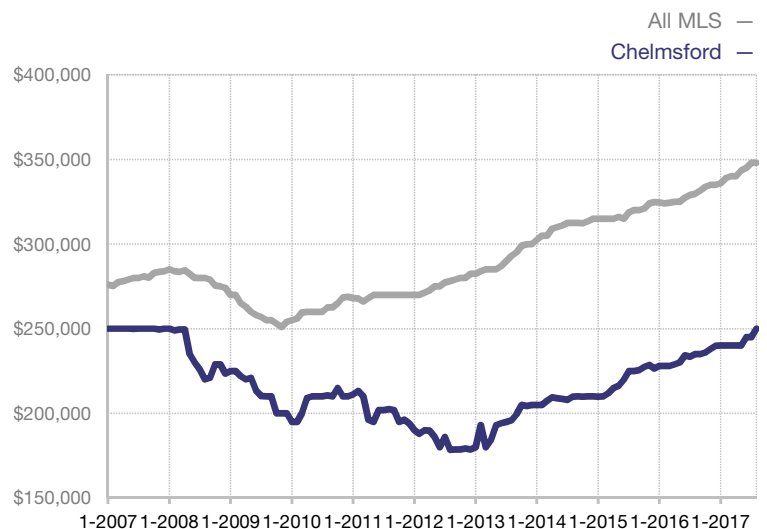
Median Sales Price – Single-Family Properties

Rolling 12-Month Calculation



Median Sales Price – Condominium Properties

Rolling 12-Month Calculation



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Local Market Update – August 2017

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Dracut

Single-Family Properties

Key Metrics	August			Year to Date		
	2016	2017	+ / -	2016	2017	+ / -
Pending Sales	26	36	+ 38.5%	280	239	- 14.6%
Closed Sales	49	41	- 16.3%	239	209	- 12.6%
Median Sales Price*	\$333,000	\$323,650	- 2.8%	\$319,900	\$346,500	+ 8.3%
Inventory of Homes for Sale	74	45	- 39.2%	--	--	--
Months Supply of Inventory	2.5	1.6	- 36.0%	--	--	--
Cumulative Days on Market Until Sale	64	36	- 43.8%	70	53	- 24.3%
Percent of Original List Price Received*	99.9%	101.9%	+ 2.0%	99.4%	99.4%	0.0%
New Listings	36	40	+ 11.1%	318	273	- 14.2%

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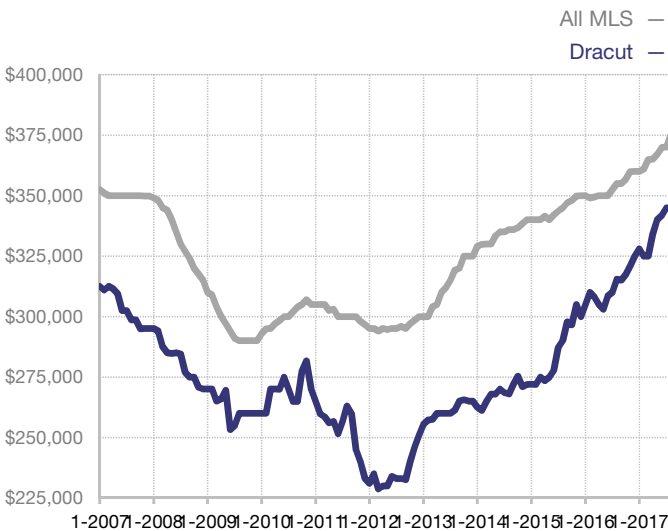
Condominium Properties

Key Metrics	August			Year to Date		
	2016	2017	+ / -	2016	2017	+ / -
Pending Sales	13	15	+ 15.4%	118	143	+ 21.2%
Closed Sales	23	15	- 34.8%	109	117	+ 7.3%
Median Sales Price*	\$165,000	\$223,000	+ 35.2%	\$169,000	\$196,900	+ 16.5%
Inventory of Homes for Sale	36	14	- 61.1%	--	--	--
Months Supply of Inventory	2.9	1.0	- 65.5%	--	--	--
Cumulative Days on Market Until Sale	63	25	- 60.3%	76	36	- 52.6%
Percent of Original List Price Received*	97.4%	100.4%	+ 3.1%	97.0%	101.3%	+ 4.4%
New Listings	15	16	+ 6.7%	140	154	+ 10.0%

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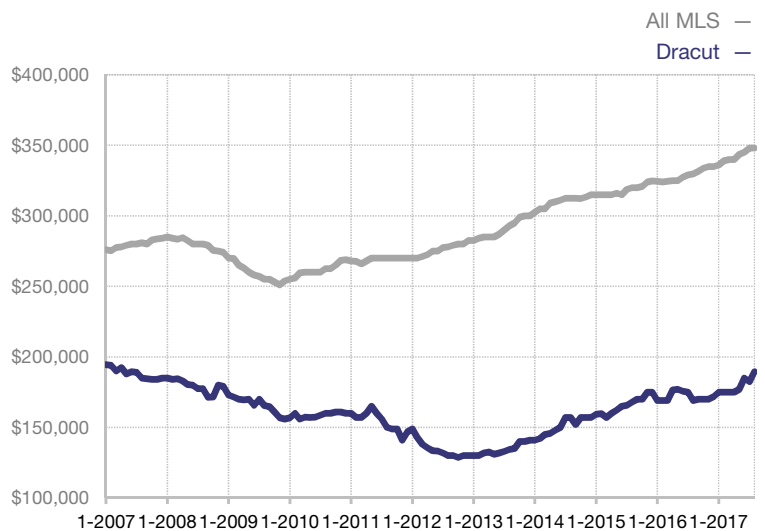
Median Sales Price – Single-Family Properties

Rolling 12-Month Calculation



Median Sales Price – Condominium Properties

Rolling 12-Month Calculation



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Local Market Update – August 2017

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Dunstable

Single-Family Properties

Key Metrics	August			Year to Date		
	2016	2017	+ / -	2016	2017	+ / -
Pending Sales	1	8	+ 700.0%	30	41	+ 36.7%
Closed Sales	6	7	+ 16.7%	28	34	+ 21.4%
Median Sales Price*	\$488,700	\$530,000	+ 8.5%	\$456,500	\$505,000	+ 10.6%
Inventory of Homes for Sale	22	10	- 54.5%	--	--	--
Months Supply of Inventory	7.1	2.7	- 62.0%	--	--	--
Cumulative Days on Market Until Sale	62	80	+ 29.0%	92	93	+ 1.1%
Percent of Original List Price Received*	97.2%	96.1%	- 1.1%	100.3%	97.0%	- 3.3%
New Listings	13	5	- 61.5%	54	44	- 18.5%

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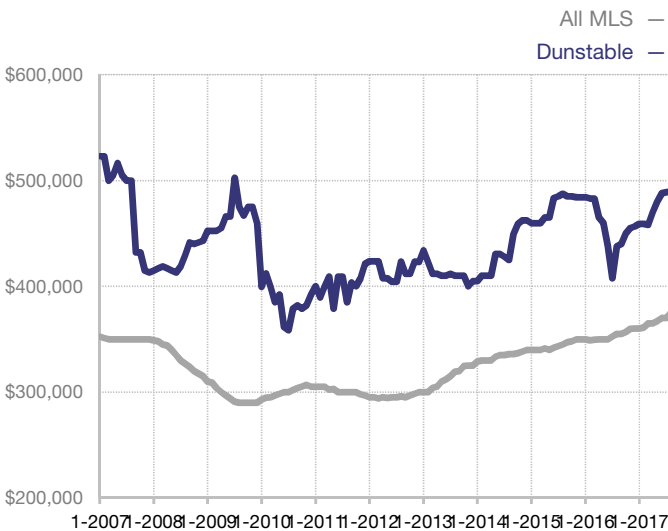
Condominium Properties

Key Metrics	August			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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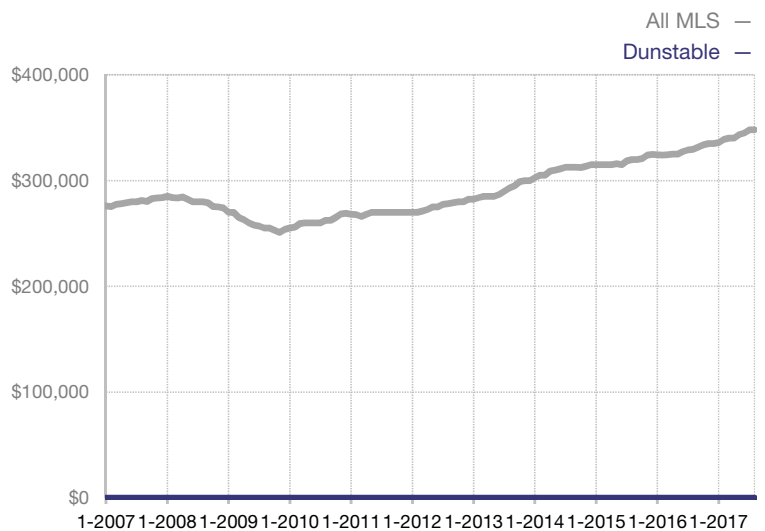
Median Sales Price – Single-Family Properties

Rolling 12-Month Calculation



Median Sales Price – Condominium Properties

Rolling 12-Month Calculation



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Local Market Update – August 2017

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Lawrence

Single-Family Properties

Key Metrics	August			Year to Date		
	2016	2017	+ / -	2016	2017	+ / -
Pending Sales	12	23	+ 91.7%	154	161	+ 4.5%
Closed Sales	24	32	+ 33.3%	152	141	- 7.2%
Median Sales Price*	\$240,000	\$236,000	- 1.7%	\$227,500	\$250,000	+ 9.9%
Inventory of Homes for Sale	45	30	- 33.3%	--	--	--
Months Supply of Inventory	2.5	1.7	- 32.0%	--	--	--
Cumulative Days on Market Until Sale	71	40	- 43.7%	83	46	- 44.6%
Percent of Original List Price Received*	99.8%	99.1%	- 0.7%	98.2%	98.7%	+ 0.5%
New Listings	26	25	- 3.8%	187	192	+ 2.7%

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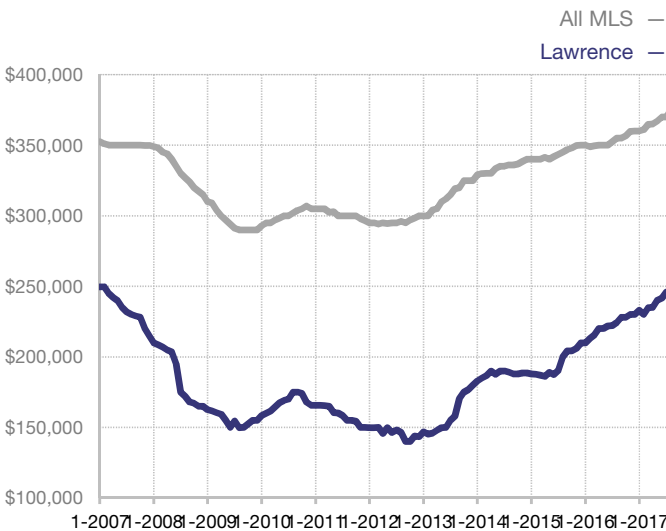
Condominium Properties

Key Metrics	August			Year to Date		
	2016	2017	+ / -	2016	2017	+ / -
Pending Sales	2	10	+ 400.0%	35	56	+ 60.0%
Closed Sales	5	6	+ 20.0%	28	52	+ 85.7%
Median Sales Price*	\$80,000	\$113,000	+ 41.3%	\$105,500	\$139,000	+ 31.8%
Inventory of Homes for Sale	14	18	+ 28.6%	--	--	--
Months Supply of Inventory	3.9	3.0	- 23.1%	--	--	--
Cumulative Days on Market Until Sale	73	61	- 16.4%	74	40	- 45.9%
Percent of Original List Price Received*	110.0%	100.1%	- 9.0%	96.5%	99.8%	+ 3.4%
New Listings	7	9	+ 28.6%	49	77	+ 57.1%

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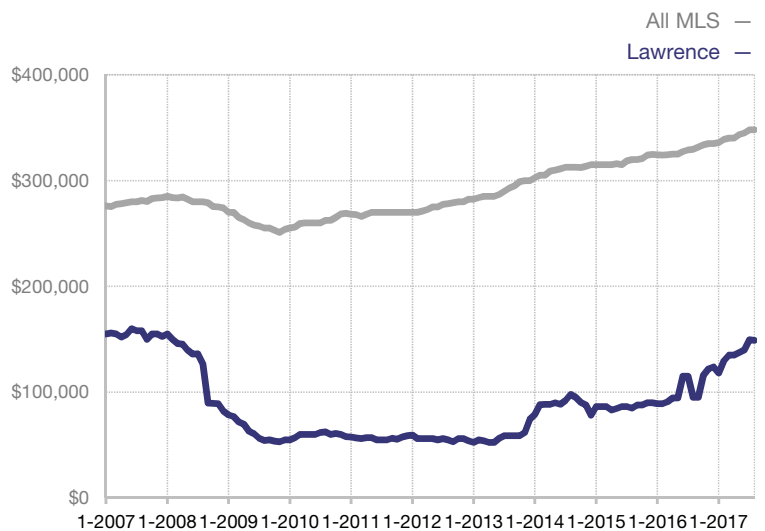
Median Sales Price – Single-Family Properties

Rolling 12-Month Calculation



Median Sales Price – Condominium Properties

Rolling 12-Month Calculation



MASSACHUSETTS ASSOCIATION OF REALTORS®



Local Market Update – August 2017

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Littleton

Single-Family Properties

Key Metrics	August			Year to Date		
	2016	2017	+ / -	2016	2017	+ / -
Pending Sales	7	11	+ 57.1%	91	89	- 2.2%
Closed Sales	14	13	- 7.1%	96	88	- 8.3%
Median Sales Price*	\$504,000	\$509,000	+ 1.0%	\$495,528	\$498,500	+ 0.6%
Inventory of Homes for Sale	37	31	- 16.2%	--	--	--
Months Supply of Inventory	3.4	2.7	- 20.6%	--	--	--
Cumulative Days on Market Until Sale	72	43	- 40.3%	81	58	- 28.4%
Percent of Original List Price Received*	97.0%	96.5%	- 0.5%	97.6%	98.6%	+ 1.0%
New Listings	8	14	+ 75.0%	122	132	+ 8.2%

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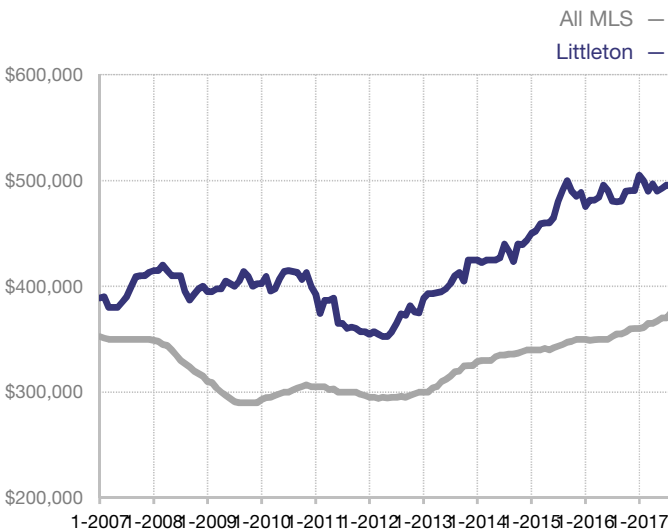
Condominium Properties

Key Metrics	August			Year to Date		
	2016	2017	+ / -	2016	2017	+ / -
Pending Sales	0	1	--	7	2	- 71.4%
Closed Sales	1	0	- 100.0%	6	3	- 50.0%
Median Sales Price*	\$345,000	\$0	- 100.0%	\$320,000	\$335,000	+ 4.7%
Inventory of Homes for Sale	2	1	- 50.0%	--	--	--
Months Supply of Inventory	1.5	0.8	- 46.7%	--	--	--
Cumulative Days on Market Until Sale	131	0	- 100.0%	189	240	+ 27.0%
Percent of Original List Price Received*	86.3%	0.0%	- 100.0%	94.5%	95.4%	+ 1.0%
New Listings	0	0	--	6	3	- 50.0%

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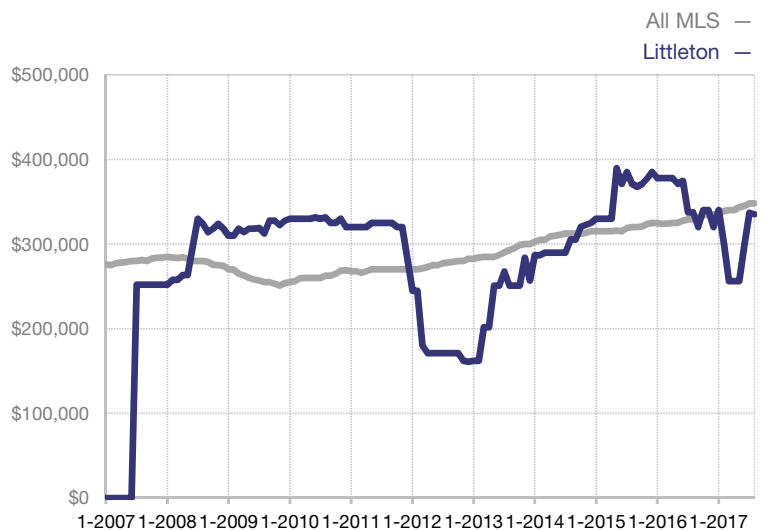
Median Sales Price – Single-Family Properties

Rolling 12-Month Calculation



Median Sales Price – Condominium Properties

Rolling 12-Month Calculation



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Local Market Update – August 2017

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Lowell

Single-Family Properties

Key Metrics	August			Year to Date		
	2016	2017	+ / -	2016	2017	+ / -
Pending Sales	53	58	+ 9.4%	371	386	+ 4.0%
Closed Sales	57	53	- 7.0%	332	345	+ 3.9%
Median Sales Price*	\$278,000	\$309,000	+ 11.2%	\$257,000	\$282,500	+ 9.9%
Inventory of Homes for Sale	121	69	- 43.0%	--	--	--
Months Supply of Inventory	3.0	1.6	- 46.7%	--	--	--
Cumulative Days on Market Until Sale	55	37	- 32.7%	81	48	- 40.7%
Percent of Original List Price Received*	98.1%	99.4%	+ 1.3%	96.2%	98.6%	+ 2.5%
New Listings	67	66	- 1.5%	447	430	- 3.8%

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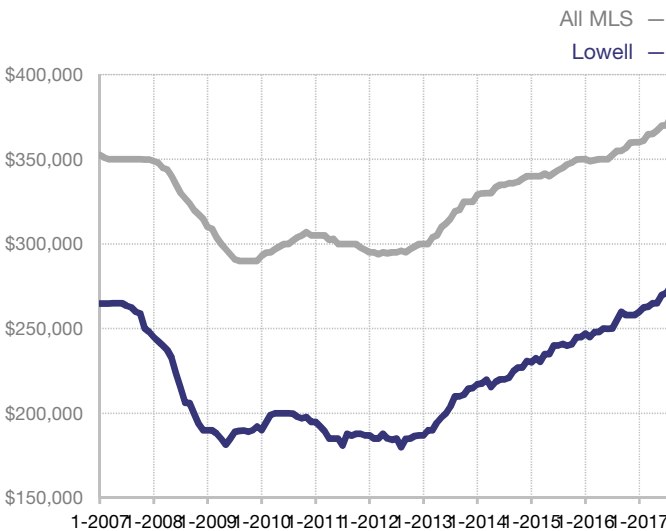
Condominium Properties

Key Metrics	August			Year to Date		
	2016	2017	+ / -	2016	2017	+ / -
Pending Sales	36	30	- 16.7%	274	232	- 15.3%
Closed Sales	41	31	- 24.4%	255	229	- 10.2%
Median Sales Price*	\$199,900	\$196,000	- 2.0%	\$171,000	\$180,000	+ 5.3%
Inventory of Homes for Sale	65	57	- 12.3%	--	--	--
Months Supply of Inventory	2.2	2.0	- 9.1%	--	--	--
Cumulative Days on Market Until Sale	47	28	- 40.4%	65	39	- 40.0%
Percent of Original List Price Received*	98.2%	99.9%	+ 1.7%	96.4%	99.0%	+ 2.7%
New Listings	34	45	+ 32.4%	317	311	- 1.9%

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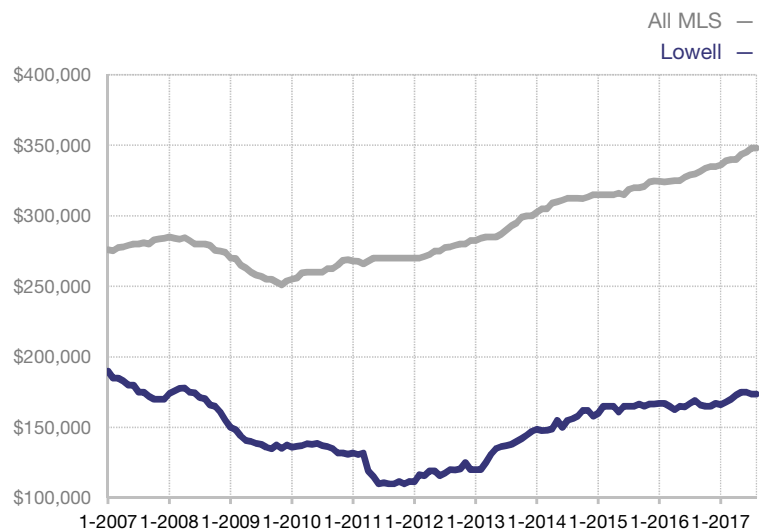
Median Sales Price – Single-Family Properties

Rolling 12-Month Calculation



Median Sales Price – Condominium Properties

Rolling 12-Month Calculation



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Local Market Update – August 2017

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Methuen

Single-Family Properties

Key Metrics	August			Year to Date		
	2016	2017	+ / -	2016	2017	+ / -
Pending Sales	54	60	+ 11.1%	349	340	- 2.6%
Closed Sales	46	50	+ 8.7%	305	299	- 2.0%
Median Sales Price*	\$312,500	\$370,000	+ 18.4%	\$308,000	\$349,900	+ 13.6%
Inventory of Homes for Sale	82	69	- 15.9%	--	--	--
Months Supply of Inventory	2.0	1.7	- 15.0%	--	--	--
Cumulative Days on Market Until Sale	45	39	- 13.3%	71	44	- 38.0%
Percent of Original List Price Received*	97.9%	98.8%	+ 0.9%	97.8%	99.5%	+ 1.7%
New Listings	62	59	- 4.8%	413	423	+ 2.4%

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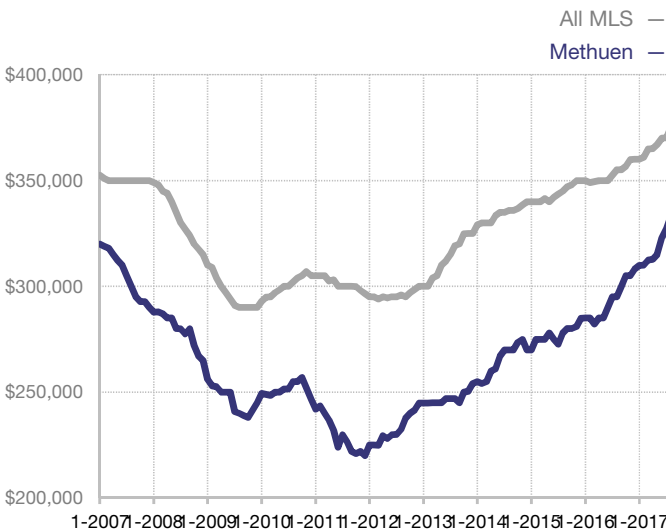
Condominium Properties

Key Metrics	August			Year to Date		
	2016	2017	+ / -	2016	2017	+ / -
Pending Sales	17	17	0.0%	97	117	+ 20.6%
Closed Sales	14	11	- 21.4%	69	116	+ 68.1%
Median Sales Price*	\$286,000	\$249,900	- 12.6%	\$220,000	\$235,000	+ 6.8%
Inventory of Homes for Sale	37	32	- 13.5%	--	--	--
Months Supply of Inventory	3.8	2.1	- 44.7%	--	--	--
Cumulative Days on Market Until Sale	57	37	- 35.1%	60	56	- 6.7%
Percent of Original List Price Received*	99.6%	97.7%	- 1.9%	99.9%	99.2%	- 0.7%
New Listings	16	15	- 6.3%	133	134	+ 0.8%

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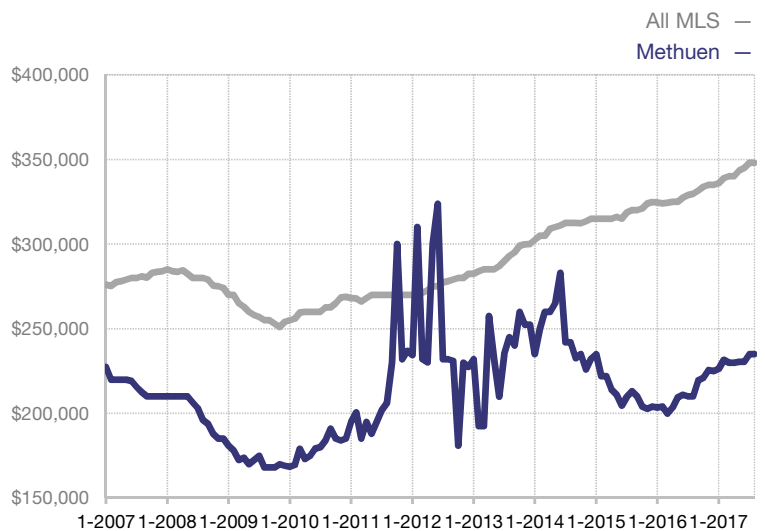
Median Sales Price – Single-Family Properties

Rolling 12-Month Calculation



Median Sales Price – Condominium Properties

Rolling 12-Month Calculation



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Local Market Update – August 2017

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North Andover

Single-Family Properties

Key Metrics	August			Year to Date		
	2016	2017	+ / -	2016	2017	+ / -
Pending Sales	17	26	+ 52.9%	185	179	- 3.2%
Closed Sales	34	24	- 29.4%	190	164	- 13.7%
Median Sales Price*	\$577,500	\$608,000	+ 5.3%	\$545,000	\$579,000	+ 6.2%
Inventory of Homes for Sale	55	44	- 20.0%	--	--	--
Months Supply of Inventory	2.5	2.3	- 8.0%	--	--	--
Cumulative Days on Market Until Sale	77	42	- 45.5%	79	54	- 31.6%
Percent of Original List Price Received*	97.4%	96.1%	- 1.3%	97.4%	98.2%	+ 0.8%
New Listings	20	26	+ 30.0%	241	222	- 7.9%

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

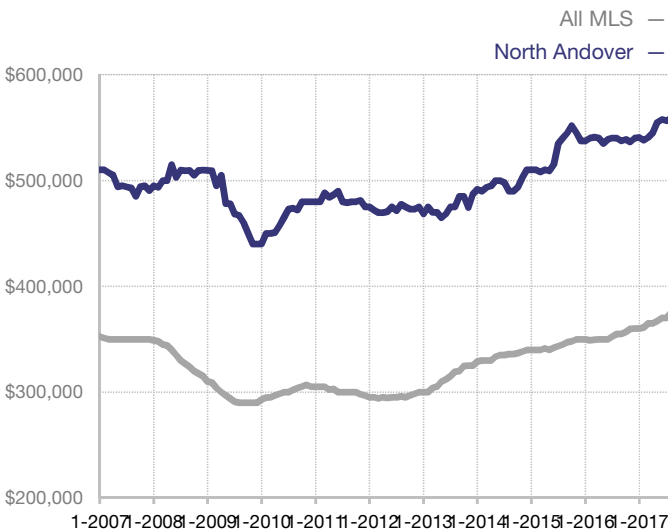
Condominium Properties

Key Metrics	August			Year to Date		
	2016	2017	+ / -	2016	2017	+ / -
Pending Sales	12	18	+ 50.0%	123	136	+ 10.6%
Closed Sales	22	18	- 18.2%	114	119	+ 4.4%
Median Sales Price*	\$195,250	\$245,000	+ 25.5%	\$210,000	\$264,000	+ 25.7%
Inventory of Homes for Sale	35	9	- 74.3%	--	--	--
Months Supply of Inventory	2.3	0.6	- 73.9%	--	--	--
Cumulative Days on Market Until Sale	27	38	+ 40.7%	57	45	- 21.1%
Percent of Original List Price Received*	100.0%	98.9%	- 1.1%	97.8%	99.8%	+ 2.0%
New Listings	25	12	- 52.0%	143	137	- 4.2%

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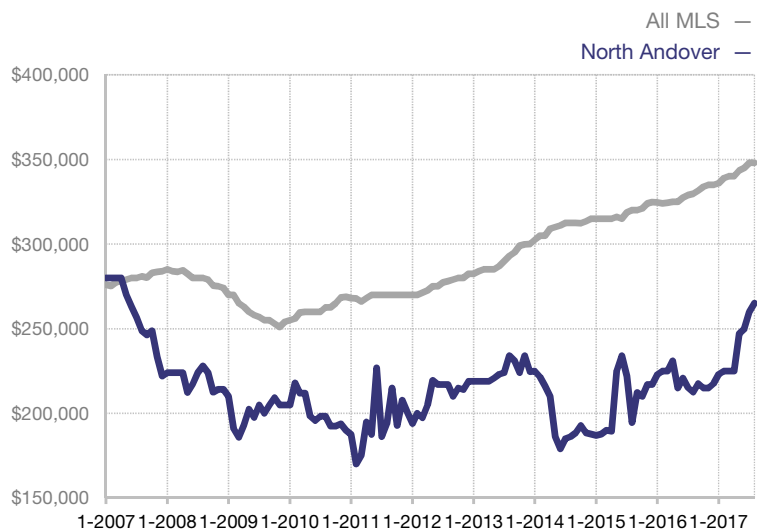
Median Sales Price – Single-Family Properties

Rolling 12-Month Calculation



Median Sales Price – Condominium Properties

Rolling 12-Month Calculation



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Local Market Update – August 2017

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Tewksbury

Single-Family Properties

Key Metrics	August			Year to Date		
	2016	2017	+ / -	2016	2017	+ / -
Pending Sales	27	38	+ 40.7%	208	200	- 3.8%
Closed Sales	38	19	- 50.0%	186	161	- 13.4%
Median Sales Price*	\$416,750	\$439,900	+ 5.6%	\$387,750	\$420,000	+ 8.3%
Inventory of Homes for Sale	42	29	- 31.0%	--	--	--
Months Supply of Inventory	1.8	1.4	- 22.2%	--	--	--
Cumulative Days on Market Until Sale	44	30	- 31.8%	59	35	- 40.7%
Percent of Original List Price Received*	100.0%	100.0%	0.0%	98.8%	101.1%	+ 2.3%
New Listings	25	31	+ 24.0%	241	232	- 3.7%

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

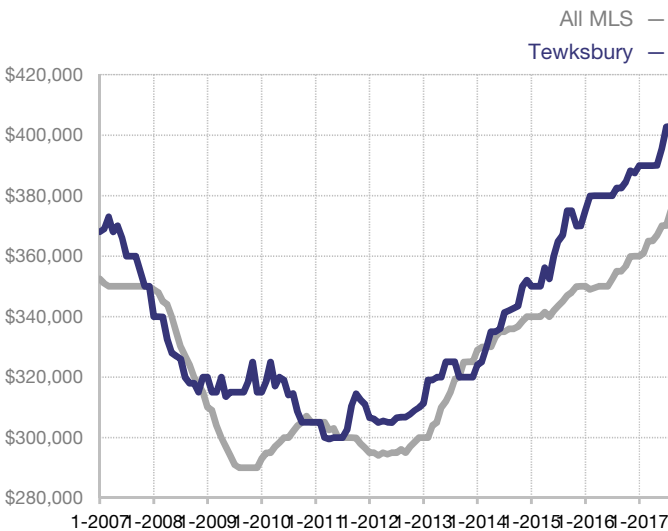
Condominium Properties

Key Metrics	August			Year to Date		
	2016	2017	+ / -	2016	2017	+ / -
Pending Sales	18	15	- 16.7%	141	94	- 33.3%
Closed Sales	24	13	- 45.8%	113	90	- 20.4%
Median Sales Price*	\$310,000	\$305,000	- 1.6%	\$287,000	\$310,250	+ 8.1%
Inventory of Homes for Sale	14	11	- 21.4%	--	--	--
Months Supply of Inventory	1.0	0.8	- 20.0%	--	--	--
Cumulative Days on Market Until Sale	38	22	- 42.1%	47	19	- 59.6%
Percent of Original List Price Received*	99.0%	102.2%	+ 3.2%	99.2%	101.9%	+ 2.7%
New Listings	14	14	0.0%	157	114	- 27.4%

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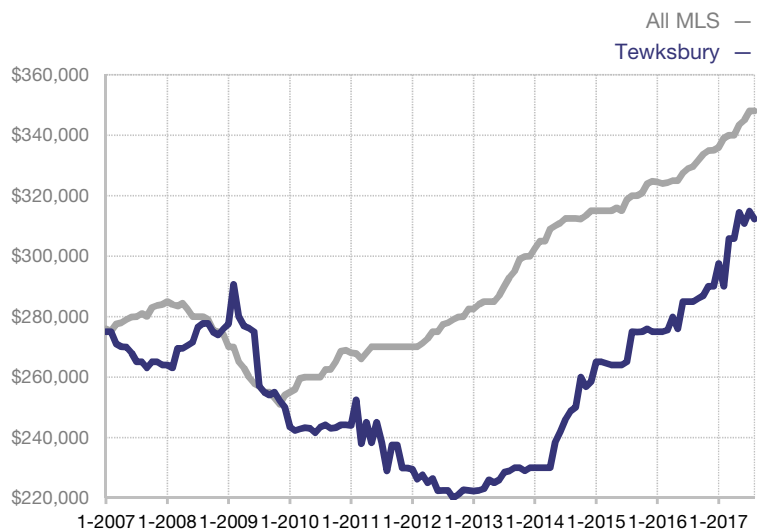
Median Sales Price – Single-Family Properties

Rolling 12-Month Calculation



Median Sales Price – Condominium Properties

Rolling 12-Month Calculation



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Local Market Update – August 2017

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Tyngsborough

Single-Family Properties

Key Metrics	August			Year to Date		
	2016	2017	+ / -	2016	2017	+ / -
Pending Sales	12	11	- 8.3%	76	77	+ 1.3%
Closed Sales	16	10	- 37.5%	71	70	- 1.4%
Median Sales Price*	\$342,450	\$440,000	+ 28.5%	\$375,000	\$409,950	+ 9.3%
Inventory of Homes for Sale	25	16	- 36.0%	--	--	--
Months Supply of Inventory	2.7	1.7	- 37.0%	--	--	--
Cumulative Days on Market Until Sale	36	95	+ 163.9%	91	68	- 25.3%
Percent of Original List Price Received*	100.1%	96.2%	- 3.9%	97.3%	97.9%	+ 0.6%
New Listings	18	6	- 66.7%	94	84	- 10.6%

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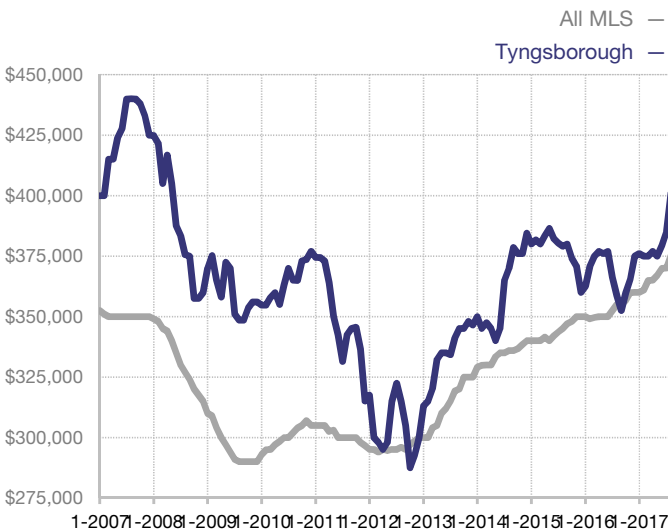
Condominium Properties

Key Metrics	August			Year to Date		
	2016	2017	+ / -	2016	2017	+ / -
Pending Sales	3	8	+ 166.7%	42	44	+ 4.8%
Closed Sales	7	11	+ 57.1%	37	46	+ 24.3%
Median Sales Price*	\$170,000	\$220,000	+ 29.4%	\$220,000	\$217,500	- 1.1%
Inventory of Homes for Sale	11	6	- 45.5%	--	--	--
Months Supply of Inventory	2.2	1.0	- 54.5%	--	--	--
Cumulative Days on Market Until Sale	63	35	- 44.4%	79	55	- 30.4%
Percent of Original List Price Received*	100.9%	99.4%	- 1.5%	98.5%	99.0%	+ 0.5%
New Listings	6	6	0.0%	52	45	- 13.5%

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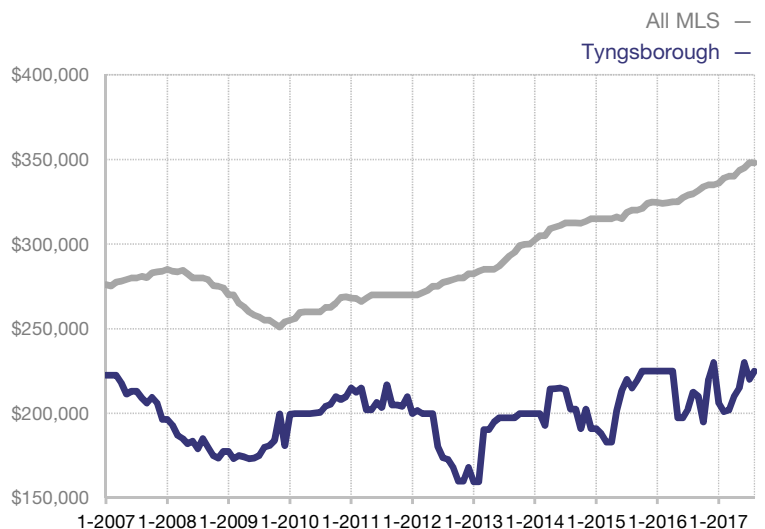
Median Sales Price – Single-Family Properties

Rolling 12-Month Calculation



Median Sales Price – Condominium Properties

Rolling 12-Month Calculation



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Local Market Update – August 2017

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Westford

Single-Family Properties

Key Metrics	August			Year to Date		
	2016	2017	+ / -	2016	2017	+ / -
Pending Sales	24	25	+ 4.2%	167	191	+ 14.4%
Closed Sales	26	33	+ 26.9%	142	170	+ 19.7%
Median Sales Price*	\$508,500	\$580,000	+ 14.1%	\$500,625	\$575,000	+ 14.9%
Inventory of Homes for Sale	61	45	- 26.2%	--	--	--
Months Supply of Inventory	3.3	2.3	- 30.3%	--	--	--
Cumulative Days on Market Until Sale	35	40	+ 14.3%	69	69	0.0%
Percent of Original List Price Received*	99.6%	97.5%	- 2.1%	98.0%	97.6%	- 0.4%
New Listings	24	28	+ 16.7%	228	235	+ 3.1%

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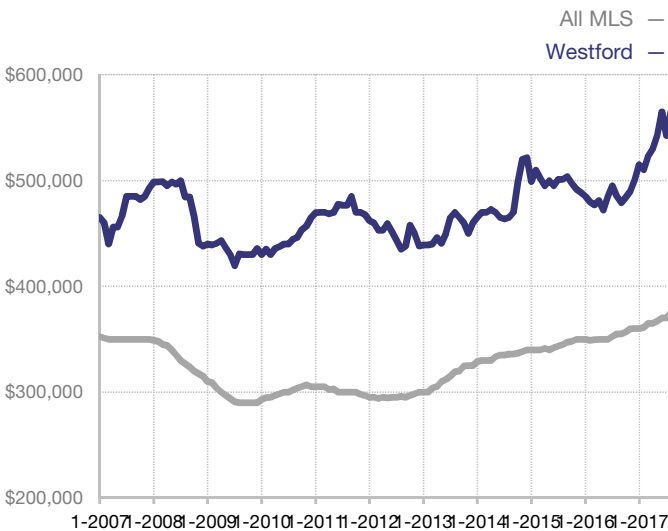
Condominium Properties

Key Metrics	August			Year to Date		
	2016	2017	+ / -	2016	2017	+ / -
Pending Sales	8	4	- 50.0%	54	35	- 35.2%
Closed Sales	9	3	- 66.7%	59	32	- 45.8%
Median Sales Price*	\$375,000	\$322,000	- 14.1%	\$380,000	\$398,750	+ 4.9%
Inventory of Homes for Sale	12	9	- 25.0%	--	--	--
Months Supply of Inventory	1.8	1.8	0.0%	--	--	--
Cumulative Days on Market Until Sale	83	58	- 30.1%	102	67	- 34.3%
Percent of Original List Price Received*	98.5%	99.0%	+ 0.5%	98.8%	98.8%	0.0%
New Listings	4	9	+ 125.0%	59	46	- 22.0%

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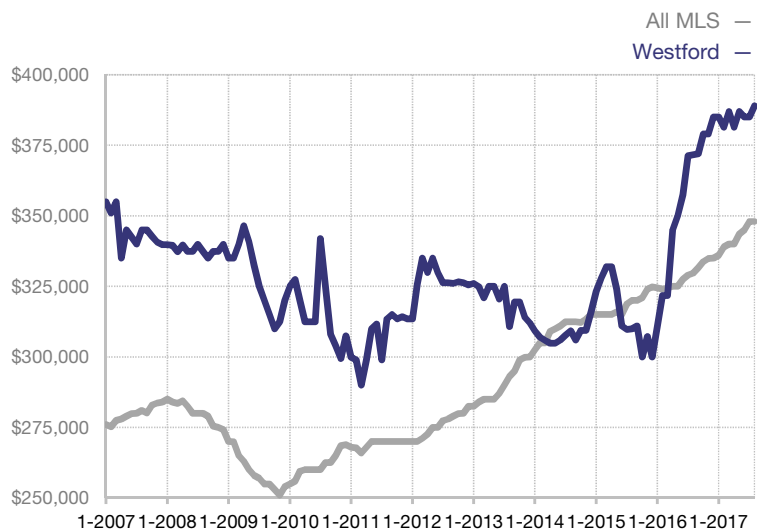
Median Sales Price – Single-Family Properties

Rolling 12-Month Calculation



Median Sales Price – Condominium Properties

Rolling 12-Month Calculation



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