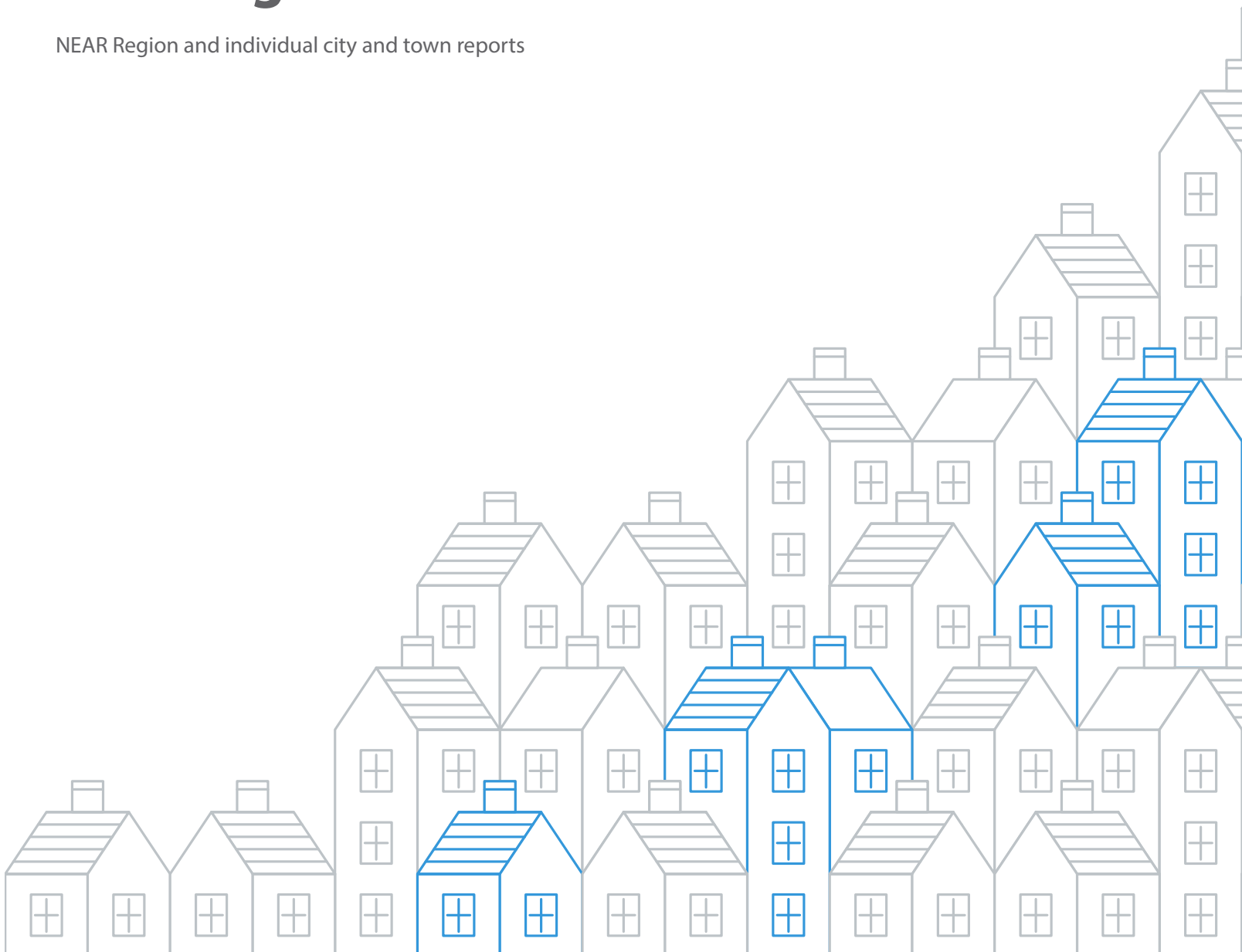




# September 2017

## Housing Data

NEAR Region and individual city and town reports



Northeast Association of REALTORS®  
6 Lyberty Way, Suite 204  
Westford, MA 01886  
O: 978-577-6138/F: 978-577-6156  
[www.NortheastRealtors.com](http://www.NortheastRealtors.com)



# Local Market Update – September 2017

A RESEARCH TOOL PROVIDED BY THE MASSACHUSETTS ASSOCIATION OF REALTORS®



## Northeast Association of REALTORS®

**- 14.8%**

Year-Over-Year  
Change in  
**Closed Sales**  
All Properties

**+ 7.3%**

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

**- 26.4%**

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

### Single-Family Properties

	September			Year to Date		
	2016	2017	+ / -	2016	2017	+ / -
Pending Sales	328	365	+ 11.3%	3,244	3,183	- 1.9%
Closed Sales	393	348	- 11.5%	3,051	2,910	- 4.6%
Median Sales Price*	\$380,000	<b>\$387,500</b>	+ 2.0%	\$377,500	<b>\$405,000</b>	+ 7.3%
Inventory of Homes for Sale	897	658	- 26.6%	--	--	--
Months Supply of Inventory	2.7	2.0	- 25.5%	--	--	--
Cumulative Days on Market Until Sale	59	44	- 25.4%	72	51	- 29.6%
Percent of Original List Price Received*	99.0%	<b>98.7%</b>	- 0.3%	97.9%	<b>99.0%</b>	+ 1.2%
New Listings	474	447	- 5.7%	4,059	3,890	- 4.2%

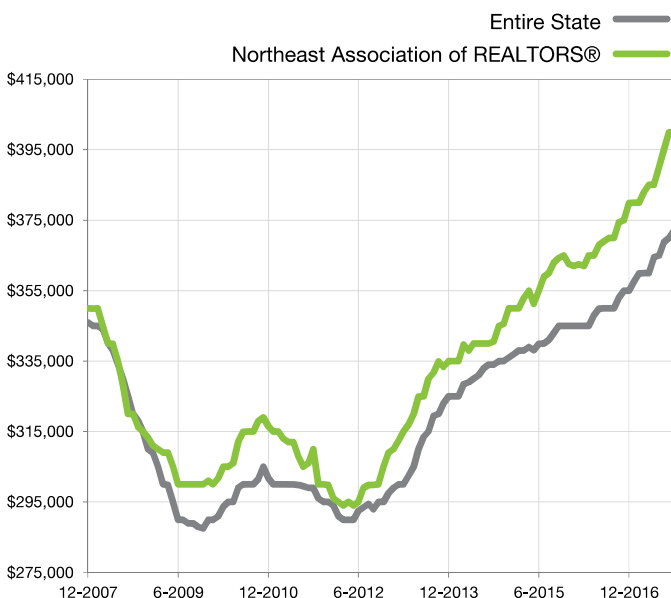
### Condominium Properties

	September			Year to Date		
	2016	2017	+ / -	2016	2017	+ / -
Pending Sales	143	137	- 4.2%	1,340	1,264	- 5.7%
Closed Sales	167	129	- 22.8%	1,246	1,190	- 4.5%
Median Sales Price*	\$217,914	<b>\$240,500</b>	+ 10.4%	\$221,862	<b>\$230,250</b>	+ 3.8%
Inventory of Homes for Sale	292	217	- 25.7%	--	--	--
Months Supply of Inventory	2.2	1.7	- 25.3%	--	--	--
Cumulative Days on Market Until Sale	52	30	- 41.6%	64	40	- 37.6%
Percent of Original List Price Received*	98.3%	<b>100.0%</b>	+ 1.8%	97.9%	<b>99.7%</b>	+ 1.9%
New Listings	178	158	- 11.2%	1,584	1,503	- 5.1%

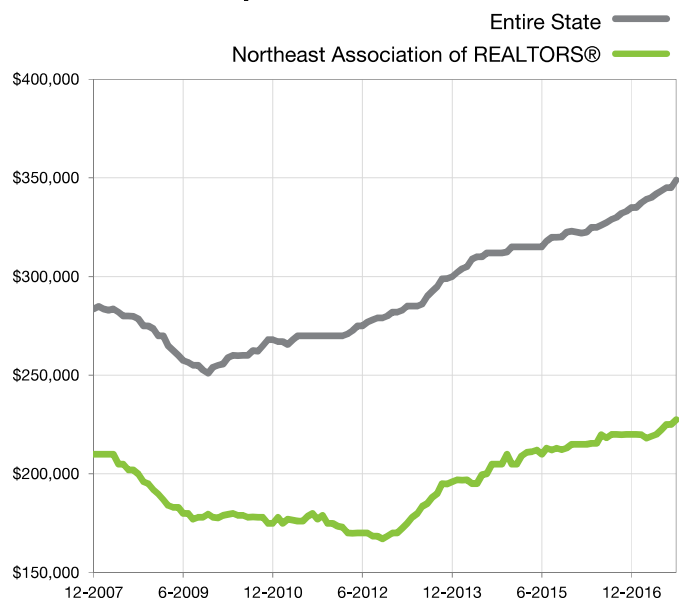
\* Does not account for seller concessions. | Activity for one month can sometimes look extreme due to small sample size.

## 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 – September 2017

A RESEARCH TOOL PROVIDED BY THE MASSACHUSETTS ASSOCIATION OF REALTORS®

## Andover

### Single-Family Properties

Key Metrics	September			Year to Date		
	2016	2017	+ / -	2016	2017	+ / -
Pending Sales	28	34	+ 21.4%	302	319	+ 5.6%
Closed Sales	28	30	+ 7.1%	291	295	+ 1.4%
Median Sales Price*	\$615,000	<b>\$658,750</b>	+ 7.1%	\$610,000	<b>\$651,500</b>	+ 6.8%
Inventory of Homes for Sale	108	75	- 30.6%	--	--	--
Months Supply of Inventory	3.3	2.4	- 27.3%	--	--	--
Cumulative Days on Market Until Sale	59	49	- 16.9%	73	54	- 26.0%
Percent of Original List Price Received*	96.6%	<b>96.9%</b>	+ 0.3%	96.8%	<b>98.7%</b>	+ 2.0%
New Listings	51	46	- 9.8%	424	408	- 3.8%

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

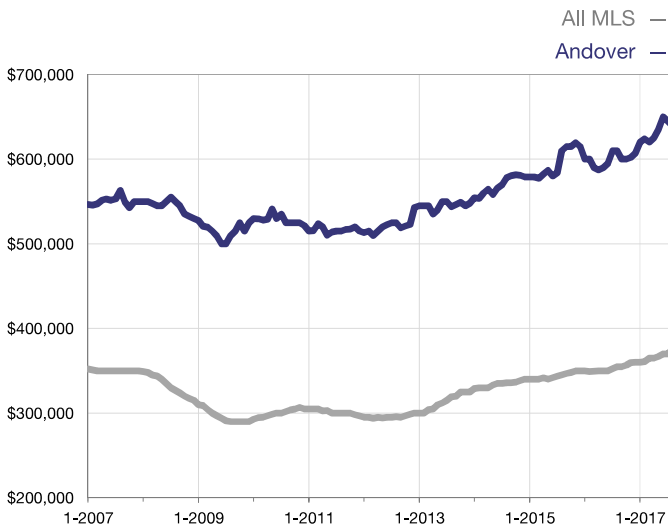
### Condominium Properties

Key Metrics	September			Year to Date		
	2016	2017	+ / -	2016	2017	+ / -
Pending Sales	12	10	- 16.7%	101	116	+ 14.9%
Closed Sales	15	17	+ 13.3%	104	115	+ 10.6%
Median Sales Price*	\$220,000	<b>\$240,500</b>	+ 9.3%	\$265,000	<b>\$284,000</b>	+ 7.2%
Inventory of Homes for Sale	27	24	- 11.1%	--	--	--
Months Supply of Inventory	2.5	2.2	- 12.0%	--	--	--
Cumulative Days on Market Until Sale	66	26	- 60.6%	69	50	- 27.5%
Percent of Original List Price Received*	96.7%	<b>99.5%</b>	+ 2.9%	97.4%	<b>99.1%</b>	+ 1.7%
New Listings	10	12	+ 20.0%	128	139	+ 8.6%

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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 – September 2017

A RESEARCH TOOL PROVIDED BY THE MASSACHUSETTS ASSOCIATION OF REALTORS®

## Billerica

### Single-Family Properties

Key Metrics	September			Year to Date		
	2016	2017	+ / -	2016	2017	+ / -
Pending Sales	38	26	- 31.6%	346	295	- 14.7%
Closed Sales	47	36	- 23.4%	329	275	- 16.4%
Median Sales Price*	\$410,000	<b>\$427,500</b>	+ 4.3%	\$390,000	<b>\$430,000</b>	+ 10.3%
Inventory of Homes for Sale	52	55	+ 5.8%	--	--	--
Months Supply of Inventory	1.5	1.8	+ 20.0%	--	--	--
Cumulative Days on Market Until Sale	36	34	- 5.6%	64	35	- 45.3%
Percent of Original List Price Received*	101.5%	<b>100.2%</b>	- 1.3%	98.5%	<b>100.5%</b>	+ 2.0%
New Listings	52	35	- 32.7%	380	357	- 6.1%

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

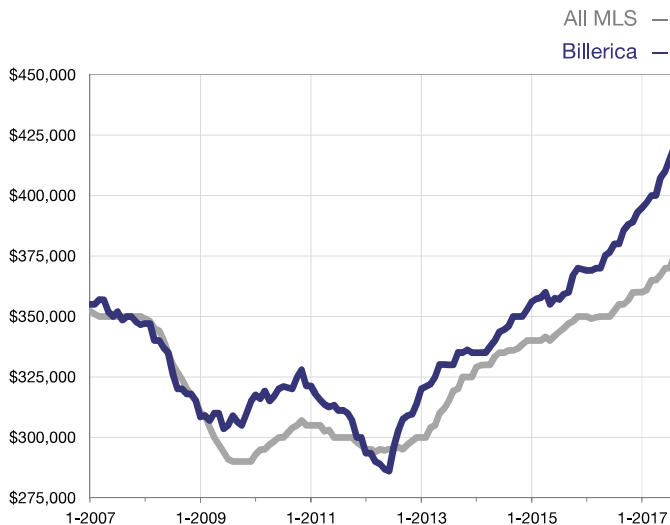
### Condominium Properties

Key Metrics	September			Year to Date		
	2016	2017	+ / -	2016	2017	+ / -
Pending Sales	9	7	- 22.2%	83	51	- 38.6%
Closed Sales	12	5	- 58.3%	78	41	- 47.4%
Median Sales Price*	\$220,450	<b>\$190,000</b>	- 13.8%	\$281,500	<b>\$245,000</b>	- 13.0%
Inventory of Homes for Sale	12	4	- 66.7%	--	--	--
Months Supply of Inventory	1.4	0.7	- 50.0%	--	--	--
Cumulative Days on Market Until Sale	33	21	- 36.4%	50	26	- 48.0%
Percent of Original List Price Received*	100.7%	<b>102.4%</b>	+ 1.7%	99.0%	<b>101.0%</b>	+ 2.0%
New Listings	11	6	- 45.5%	88	60	- 31.8%

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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 – September 2017

A RESEARCH TOOL PROVIDED BY THE MASSACHUSETTS ASSOCIATION OF REALTORS®

## Boxford

### Single-Family Properties

Key Metrics	September			Year to Date		
	2016	2017	+ / -	2016	2017	+ / -
Pending Sales	11	18	+ 63.6%	109	102	- 6.4%
Closed Sales	16	14	- 12.5%	97	91	- 6.2%
Median Sales Price*	\$622,000	<b>\$618,500</b>	- 0.6%	\$625,500	<b>\$638,000</b>	+ 2.0%
Inventory of Homes for Sale	46	48	+ 4.3%	--	--	--
Months Supply of Inventory	4.6	4.6	0.0%	--	--	--
Cumulative Days on Market Until Sale	95	66	- 30.5%	104	79	- 24.0%
Percent of Original List Price Received*	93.8%	95.7%	+ 2.0%	96.3%	97.1%	+ 0.8%
New Listings	17	16	- 5.9%	155	154	- 0.6%

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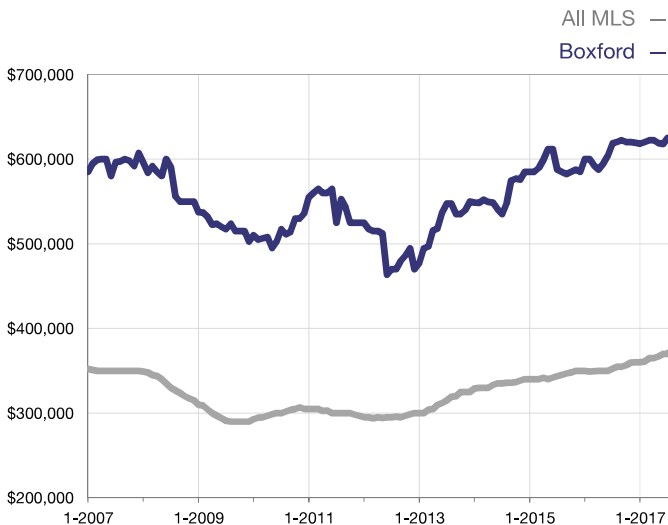
### Condominium Properties

Key Metrics	September			Year to Date		
	2016	2017	+ / -	2016	2017	+ / -
Pending Sales	0	0	--	0	0	--
Closed Sales	0	0	--	0	0	--
Median Sales Price*	\$0	<b>\$0</b>	--	\$0	<b>\$0</b>	--
Inventory of Homes for Sale	0	1	--	--	--	--
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	1	--	2	2	0.0%

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

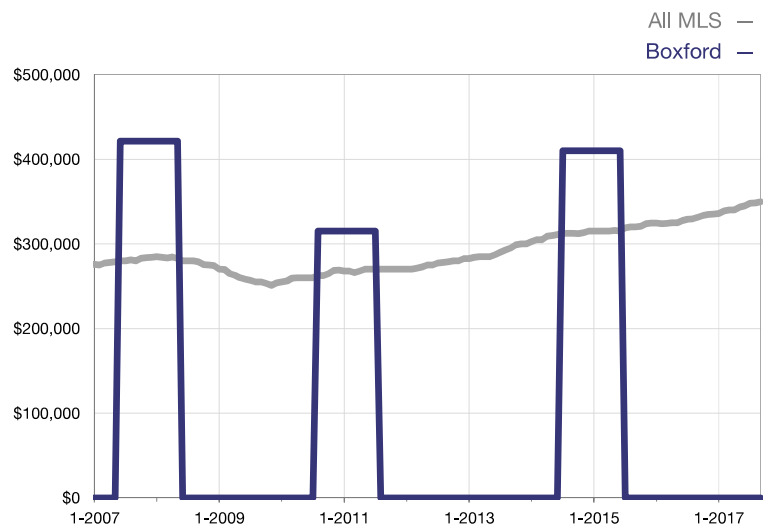
### Median Sales Price – Single-Family Properties

Rolling 12-Month Calculation



### Median Sales Price – Condominium Properties

Rolling 12-Month Calculation



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# Local Market Update – September 2017

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## Carlisle

### Single-Family Properties

Key Metrics	September			Year to Date		
	2016	2017	+ / -	2016	2017	+ / -
Pending Sales	7	8	+ 14.3%	82	63	- 23.2%
Closed Sales	7	6	- 14.3%	72	59	- 18.1%
Median Sales Price*	\$874,484	<b>\$950,000</b>	+ 8.6%	\$872,242	<b>\$849,500</b>	- 2.6%
Inventory of Homes for Sale	33	23	- 30.3%	--	--	--
Months Supply of Inventory	4.7	3.4	- 27.7%	--	--	--
Cumulative Days on Market Until Sale	210	45	- 78.6%	101	75	- 25.7%
Percent of Original List Price Received*	94.7%	95.8%	+ 1.2%	95.7%	95.5%	- 0.2%
New Listings	9	11	+ 22.2%	112	81	- 27.7%

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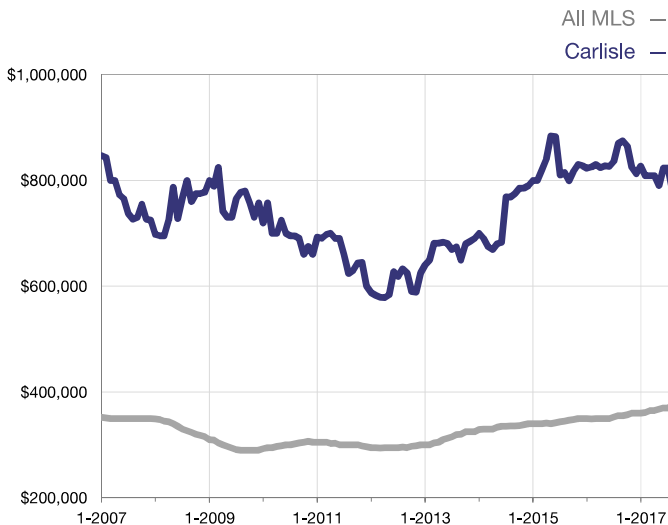
### Condominium Properties

Key Metrics	September			Year to Date		
	2016	2017	+ / -	2016	2017	+ / -
Pending Sales	1	0	- 100.0%	1	2	+ 100.0%
Closed Sales	1	0	- 100.0%	2	2	0.0%
Median Sales Price*	\$327,000	<b>\$0</b>	- 100.0%	\$296,000	<b>\$804,000</b>	+ 171.6%
Inventory of Homes for Sale	0	0	--	--	--	--
Months Supply of Inventory	0.0	0.0	--	--	--	--
Cumulative Days on Market Until Sale	487	0	- 100.0%	418	161	- 61.5%
Percent of Original List Price Received*	98.2%	0.0%	- 100.0%	93.3%	95.8%	+ 2.7%
New Listings	1	0	- 100.0%	1	1	0.0%

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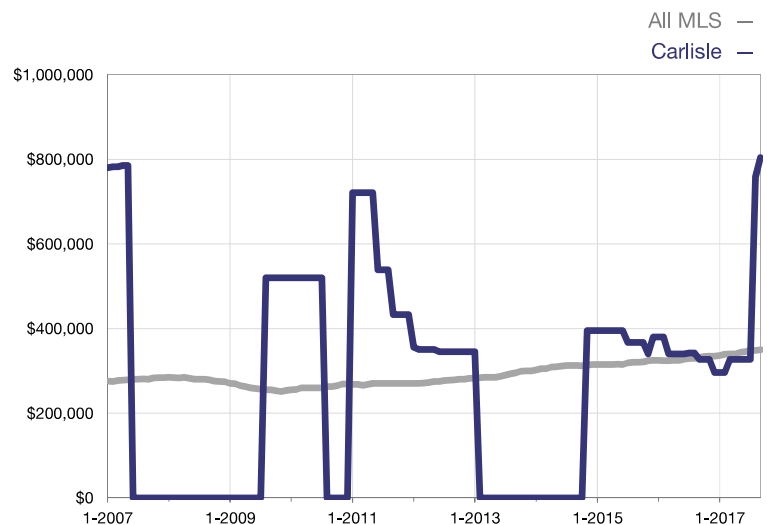
### Median Sales Price – Single-Family Properties

Rolling 12-Month Calculation



### Median Sales Price – Condominium Properties

Rolling 12-Month Calculation



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# Local Market Update – September 2017

A RESEARCH TOOL PROVIDED BY THE MASSACHUSETTS ASSOCIATION OF REALTORS®

## Chelmsford

### Single-Family Properties

Key Metrics	September			Year to Date		
	2016	2017	+ / -	2016	2017	+ / -
Pending Sales	29	30	+ 3.4%	279	281	+ 0.7%
Closed Sales	34	32	- 5.9%	260	272	+ 4.6%
Median Sales Price*	\$399,500	<b>\$401,500</b>	+ 0.5%	\$387,500	<b>\$417,550</b>	+ 7.8%
Inventory of Homes for Sale	62	37	- 40.3%	--	--	--
Months Supply of Inventory	2.2	1.2	- 45.5%	--	--	--
Cumulative Days on Market Until Sale	96	41	- 57.3%	68	52	- 23.5%
Percent of Original List Price Received*	100.3%	98.7%	- 1.6%	98.2%	100.0%	+ 1.8%
New Listings	34	40	+ 17.6%	332	324	- 2.4%

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

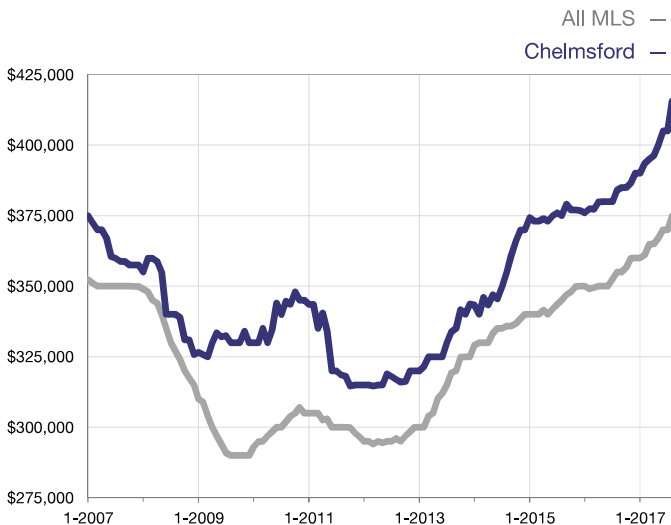
### Condominium Properties

Key Metrics	September			Year to Date		
	2016	2017	+ / -	2016	2017	+ / -
Pending Sales	21	18	- 14.3%	164	144	- 12.2%
Closed Sales	15	11	- 26.7%	148	130	- 12.2%
Median Sales Price*	\$230,000	<b>\$268,000</b>	+ 16.5%	\$239,950	<b>\$262,250</b>	+ 9.3%
Inventory of Homes for Sale	17	15	- 11.8%	--	--	--
Months Supply of Inventory	1.1	1.0	- 9.1%	--	--	--
Cumulative Days on Market Until Sale	32	19	- 40.6%	63	26	- 58.7%
Percent of Original List Price Received*	99.1%	98.5%	- 0.6%	98.6%	99.2%	+ 0.6%
New Listings	20	17	- 15.0%	173	158	- 8.7%

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

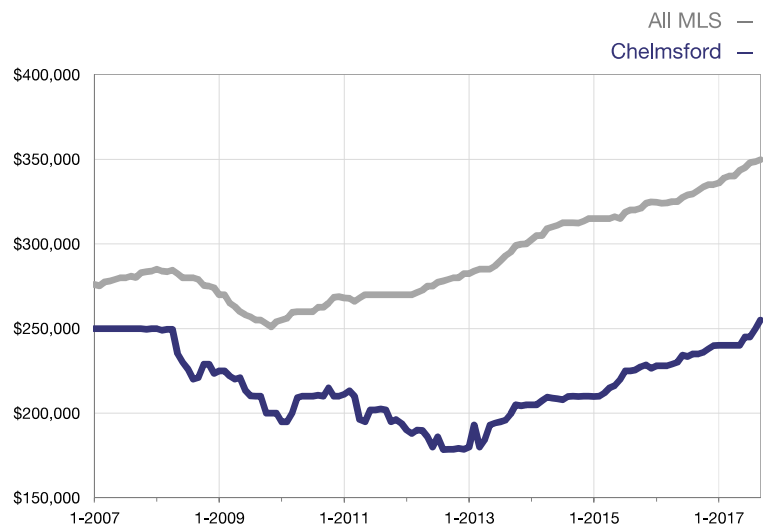
### Median Sales Price – Single-Family Properties

Rolling 12-Month Calculation



### Median Sales Price – Condominium Properties

Rolling 12-Month Calculation



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# Local Market Update – September 2017

A RESEARCH TOOL PROVIDED BY THE MASSACHUSETTS ASSOCIATION OF REALTORS®

## Dracut

### Single-Family Properties

Key Metrics	September			Year to Date		
	2016	2017	+ / -	2016	2017	+ / -
Pending Sales	33	34	+ 3.0%	313	268	- 14.4%
Closed Sales	41	16	- 61.0%	280	226	- 19.3%
Median Sales Price*	\$330,000	<b>\$334,550</b>	+ 1.4%	\$324,000	<b>\$345,000</b>	+ 6.5%
Inventory of Homes for Sale	70	40	- 42.9%	--	--	--
Months Supply of Inventory	2.4	1.5	- 37.5%	--	--	--
Cumulative Days on Market Until Sale	51	32	- 37.3%	67	52	- 22.4%
Percent of Original List Price Received*	98.5%	100.7%	+ 2.2%	99.2%	99.5%	+ 0.3%
New Listings	37	27	- 27.0%	355	300	- 15.5%

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

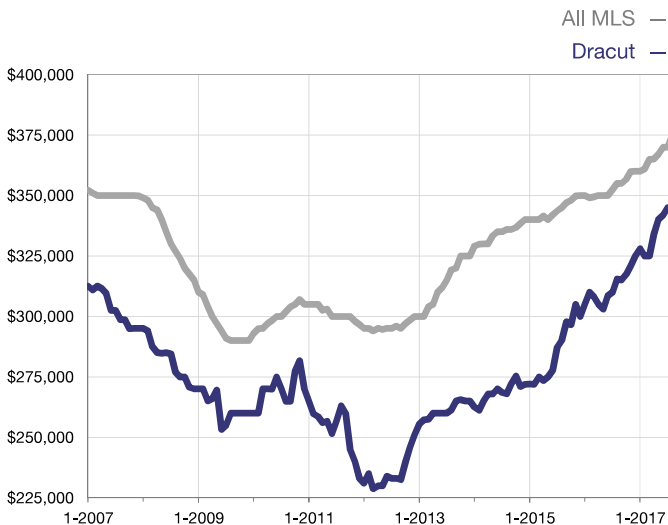
### Condominium Properties

Key Metrics	September			Year to Date		
	2016	2017	+ / -	2016	2017	+ / -
Pending Sales	15	9	- 40.0%	133	152	+ 14.3%
Closed Sales	16	19	+ 18.8%	125	136	+ 8.8%
Median Sales Price*	\$171,675	<b>\$207,000</b>	+ 20.6%	\$169,900	<b>\$198,400</b>	+ 16.8%
Inventory of Homes for Sale	32	15	- 53.1%	--	--	--
Months Supply of Inventory	2.4	1.1	- 54.2%	--	--	--
Cumulative Days on Market Until Sale	31	34	+ 9.7%	70	36	- 48.6%
Percent of Original List Price Received*	98.0%	100.7%	+ 2.8%	97.1%	101.2%	+ 4.2%
New Listings	13	11	- 15.4%	153	165	+ 7.8%

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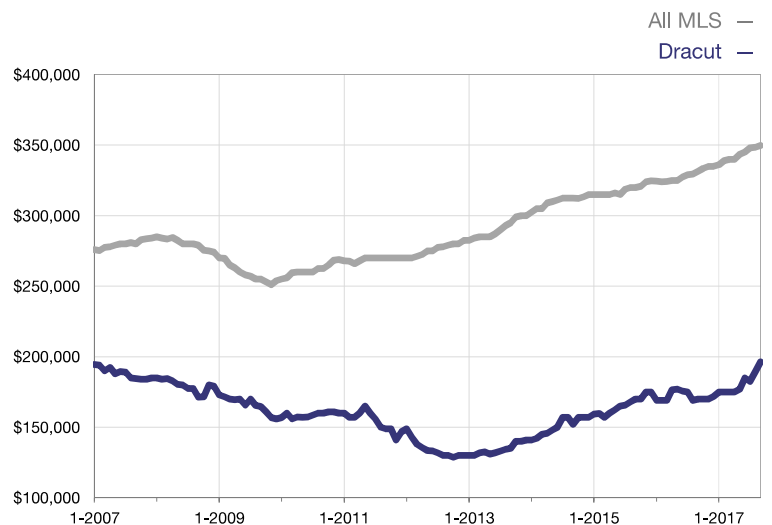
### Median Sales Price – Single-Family Properties

Rolling 12-Month Calculation



### Median Sales Price – Condominium Properties

Rolling 12-Month Calculation



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# Local Market Update – September 2017

A RESEARCH TOOL PROVIDED BY THE MASSACHUSETTS ASSOCIATION OF REALTORS®

## Dunstable

### Single-Family Properties

Key Metrics	September			Year to Date		
	2016	2017	+ / -	2016	2017	+ / -
Pending Sales	4	3	- 25.0%	34	43	+ 26.5%
Closed Sales	2	3	+ 50.0%	30	37	+ 23.3%
Median Sales Price*	\$505,450	<b>\$490,000</b>	- 3.1%	\$456,500	<b>\$490,000</b>	+ 7.3%
Inventory of Homes for Sale	26	10	- 61.5%	--	--	--
Months Supply of Inventory	8.9	2.7	- 69.7%	--	--	--
Cumulative Days on Market Until Sale	160	51	- 68.1%	96	90	- 6.3%
Percent of Original List Price Received*	95.3%	102.0%	+ 7.0%	100.0%	97.4%	- 2.6%
New Listings	8	5	- 37.5%	62	49	- 21.0%

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

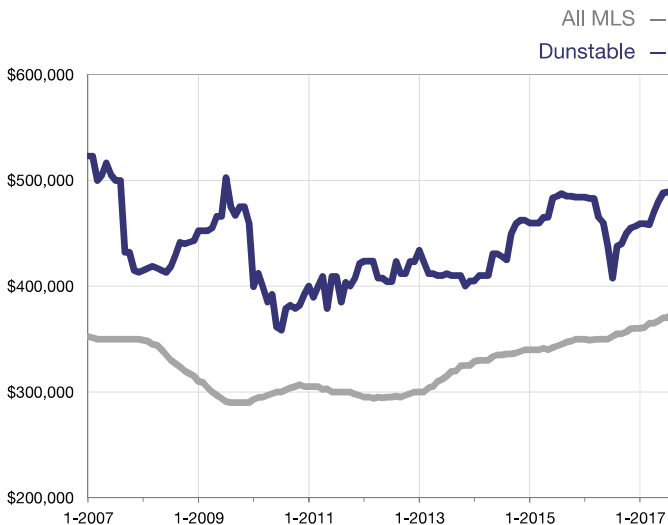
### Condominium Properties

Key Metrics	September			Year to Date		
	2016	2017	+ / -	2016	2017	+ / -
Pending Sales	0	0	--	0	0	--
Closed Sales	0	0	--	0	0	--
Median Sales Price*	\$0	<b>\$0</b>	--	\$0	<b>\$0</b>	--
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	--

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

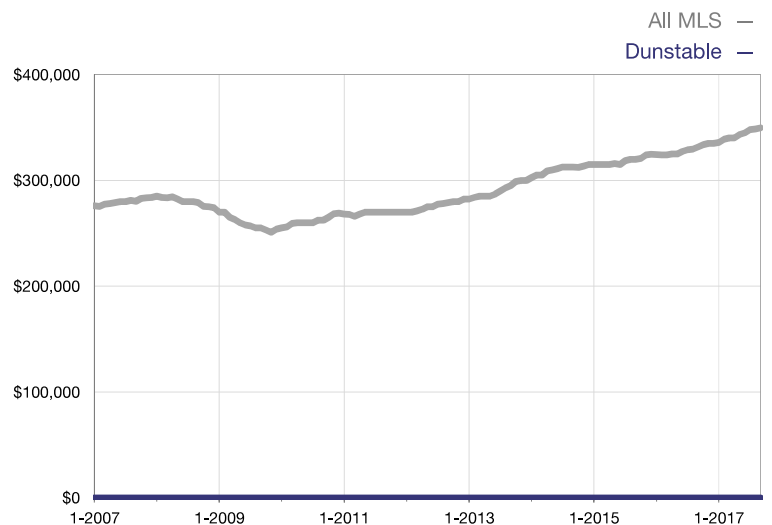
### Median Sales Price – Single-Family Properties

Rolling 12-Month Calculation



### Median Sales Price – Condominium Properties

Rolling 12-Month Calculation



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# Local Market Update – September 2017

A RESEARCH TOOL PROVIDED BY THE MASSACHUSETTS ASSOCIATION OF REALTORS®

## Lawrence

### Single-Family Properties

Key Metrics	September			Year to Date		
	2016	2017	+ / -	2016	2017	+ / -
Pending Sales	18	19	+ 5.6%	172	176	+ 2.3%
Closed Sales	18	18	0.0%	170	159	- 6.5%
Median Sales Price*	\$250,000	\$250,000	0.0%	\$228,500	\$250,000	+ 9.4%
Inventory of Homes for Sale	47	37	- 21.3%	--	--	--
Months Supply of Inventory	2.7	2.1	- 22.2%	--	--	--
Cumulative Days on Market Until Sale	63	43	- 31.7%	81	46	- 43.2%
Percent of Original List Price Received*	104.8%	99.4%	- 5.2%	98.9%	98.8%	- 0.1%
New Listings	26	24	- 7.7%	213	216	+ 1.4%

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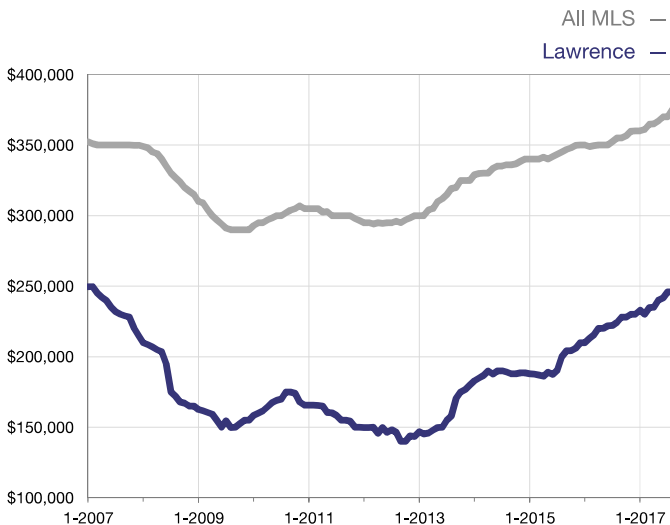
### Condominium Properties

Key Metrics	September			Year to Date		
	2016	2017	+ / -	2016	2017	+ / -
Pending Sales	3	10	+ 233.3%	38	63	+ 65.8%
Closed Sales	5	7	+ 40.0%	33	59	+ 78.8%
Median Sales Price*	\$172,000	\$203,000	+ 18.0%	\$120,000	\$150,000	+ 25.0%
Inventory of Homes for Sale	16	21	+ 31.3%	--	--	--
Months Supply of Inventory	4.8	3.5	- 27.1%	--	--	--
Cumulative Days on Market Until Sale	36	29	- 19.4%	68	39	- 42.6%
Percent of Original List Price Received*	98.7%	99.4%	+ 0.7%	96.8%	99.8%	+ 3.1%
New Listings	6	10	+ 66.7%	55	87	+ 58.2%

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

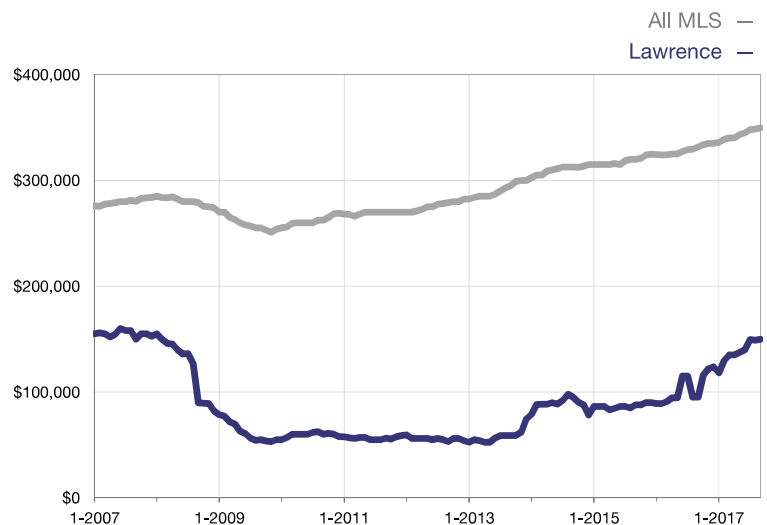
### Median Sales Price – Single-Family Properties

Rolling 12-Month Calculation



### Median Sales Price – Condominium Properties

Rolling 12-Month Calculation



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# Local Market Update – September 2017

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## Littleton

### Single-Family Properties

Key Metrics	September			Year to Date		
	2016	2017	+ / -	2016	2017	+ / -
Pending Sales	14	14	0.0%	105	102	- 2.9%
Closed Sales	11	8	- 27.3%	107	97	- 9.3%
Median Sales Price*	\$489,800	\$508,000	+ 3.7%	\$491,056	\$498,000	+ 1.4%
Inventory of Homes for Sale	41	33	- 19.5%	--	--	--
Months Supply of Inventory	3.7	2.9	- 21.6%	--	--	--
Cumulative Days on Market Until Sale	46	23	- 50.0%	77	55	- 28.6%
Percent of Original List Price Received*	98.6%	100.6%	+ 2.0%	97.7%	98.8%	+ 1.1%
New Listings	23	20	- 13.0%	145	152	+ 4.8%

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

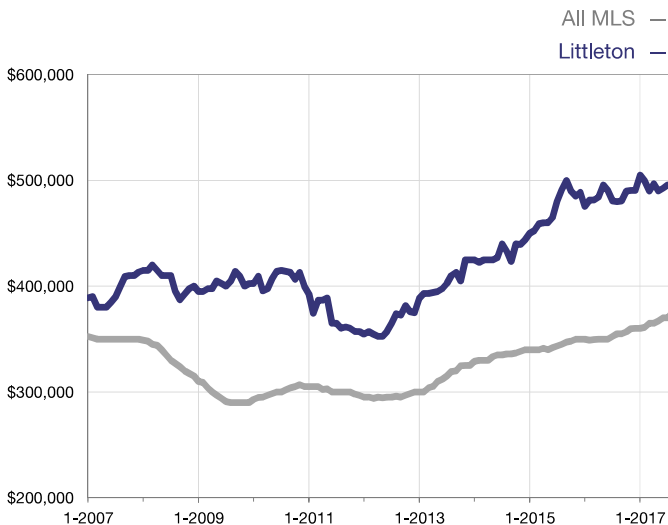
### Condominium Properties

Key Metrics	September			Year to Date		
	2016	2017	+ / -	2016	2017	+ / -
Pending Sales	0	1	--	7	3	- 57.1%
Closed Sales	1	1	0.0%	7	4	- 42.9%
Median Sales Price*	\$180,000	\$420,000	+ 133.3%	\$300,000	\$337,000	+ 12.3%
Inventory of Homes for Sale	1	2	+ 100.0%	--	--	--
Months Supply of Inventory	0.8	1.6	+ 100.0%	--	--	--
Cumulative Days on Market Until Sale	88	19	- 78.4%	175	185	+ 5.7%
Percent of Original List Price Received*	100.0%	98.8%	- 1.2%	95.2%	96.2%	+ 1.1%
New Listings	0	2	--	6	5	- 16.7%

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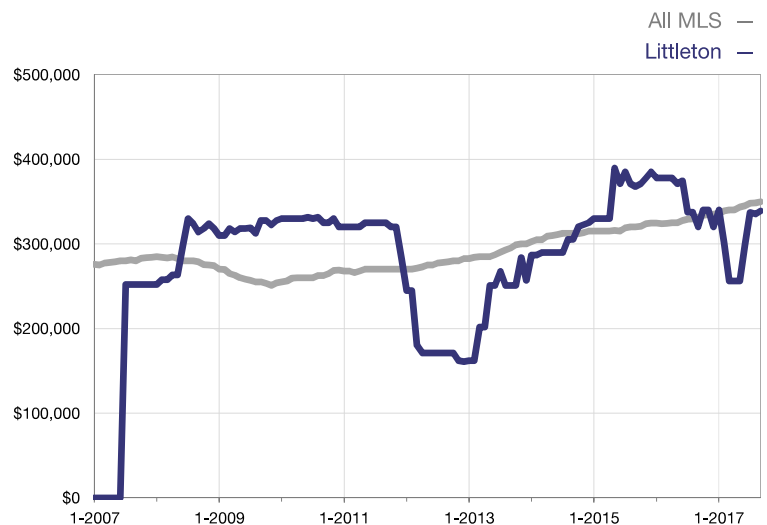
### Median Sales Price – Single-Family Properties

Rolling 12-Month Calculation



### Median Sales Price – Condominium Properties

Rolling 12-Month Calculation



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# Local Market Update – September 2017

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## Lowell

### Single-Family Properties

Key Metrics	September			Year to Date		
	2016	2017	+ / -	2016	2017	+ / -
Pending Sales	51	49	- 3.9%	422	430	+ 1.9%
Closed Sales	52	51	- 1.9%	384	398	+ 3.6%
Median Sales Price*	\$280,700	<b>\$270,000</b>	- 3.8%	\$260,000	<b>\$280,000</b>	+ 7.7%
Inventory of Homes for Sale	118	70	- 40.7%	--	--	--
Months Supply of Inventory	2.9	1.6	- 44.8%	--	--	--
Cumulative Days on Market Until Sale	50	48	- 4.0%	76	48	- 36.8%
Percent of Original List Price Received*	100.8%	99.1%	- 1.7%	96.9%	98.7%	+ 1.9%
New Listings	60	55	- 8.3%	507	485	- 4.3%

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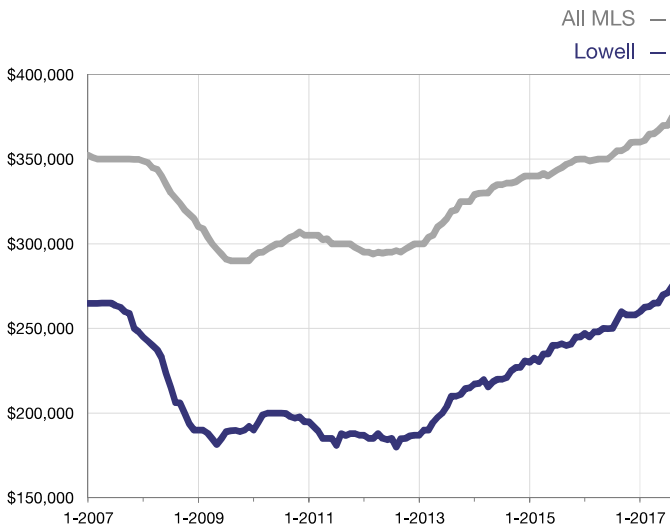
### Condominium Properties

Key Metrics	September			Year to Date		
	2016	2017	+ / -	2016	2017	+ / -
Pending Sales	29	40	+ 37.9%	303	271	- 10.6%
Closed Sales	38	23	- 39.5%	293	253	- 13.7%
Median Sales Price*	\$155,450	<b>\$210,000</b>	+ 35.1%	\$168,070	<b>\$182,000</b>	+ 8.3%
Inventory of Homes for Sale	63	53	- 15.9%	--	--	--
Months Supply of Inventory	2.1	1.9	- 9.5%	--	--	--
Cumulative Days on Market Until Sale	60	36	- 40.0%	64	38	- 40.6%
Percent of Original List Price Received*	96.5%	98.7%	+ 2.3%	96.5%	99.0%	+ 2.6%
New Listings	39	47	+ 20.5%	356	358	+ 0.6%

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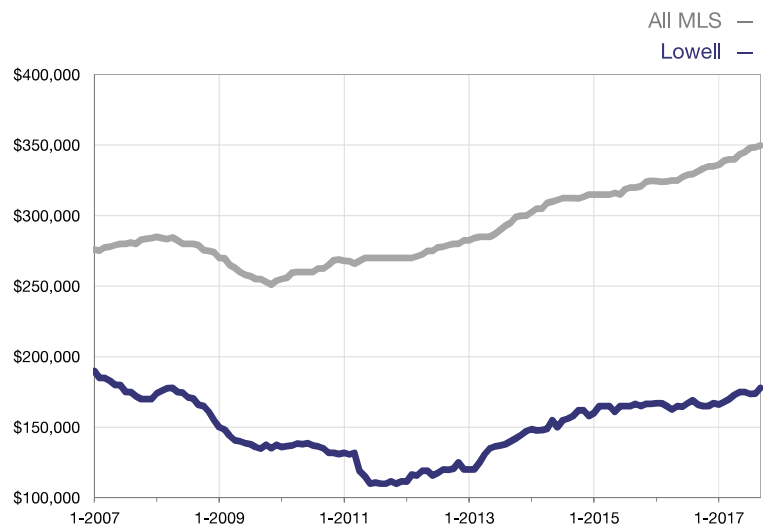
### Median Sales Price – Single-Family Properties

Rolling 12-Month Calculation



### Median Sales Price – Condominium Properties

Rolling 12-Month Calculation



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# Local Market Update – September 2017

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## Methuen

### Single-Family Properties

Key Metrics	September			Year to Date		
	2016	2017	+ / -	2016	2017	+ / -
Pending Sales	32	49	+ 53.1%	381	385	+ 1.0%
Closed Sales	53	50	- 5.7%	358	349	- 2.5%
Median Sales Price*	\$300,000	<b>\$317,500</b>	+ 5.8%	\$307,500	<b>\$344,900</b>	+ 12.2%
Inventory of Homes for Sale	91	76	- 16.5%	--	--	--
Months Supply of Inventory	2.2	1.9	- 13.6%	--	--	--
Cumulative Days on Market Until Sale	34	46	+ 35.3%	65	44	- 32.3%
Percent of Original List Price Received*	100.4%	98.2%	- 2.2%	98.2%	99.3%	+ 1.1%
New Listings	45	59	+ 31.1%	458	482	+ 5.2%

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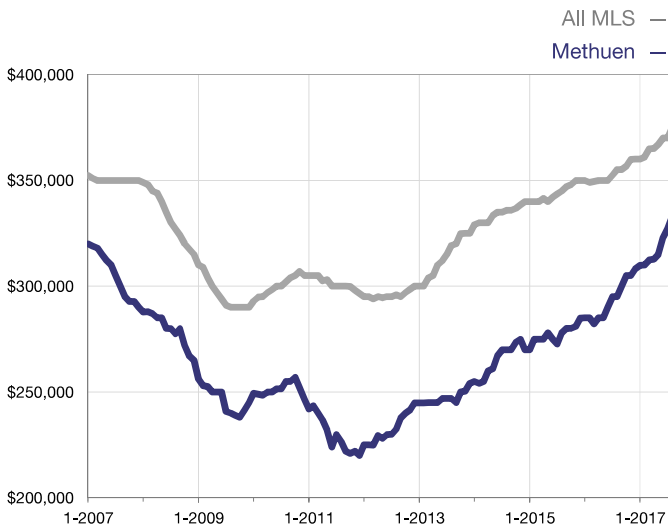
### Condominium Properties

Key Metrics	September			Year to Date		
	2016	2017	+ / -	2016	2017	+ / -
Pending Sales	11	9	- 18.2%	108	125	+ 15.7%
Closed Sales	18	10	- 44.4%	87	126	+ 44.8%
Median Sales Price*	\$222,500	<b>\$206,250</b>	- 7.3%	\$220,000	<b>\$235,000</b>	+ 6.8%
Inventory of Homes for Sale	42	36	- 14.3%	--	--	--
Months Supply of Inventory	4.2	2.5	- 40.5%	--	--	--
Cumulative Days on Market Until Sale	41	41	0.0%	56	55	- 1.8%
Percent of Original List Price Received*	99.5%	99.5%	0.0%	99.8%	99.2%	- 0.6%
New Listings	18	12	- 33.3%	151	146	- 3.3%

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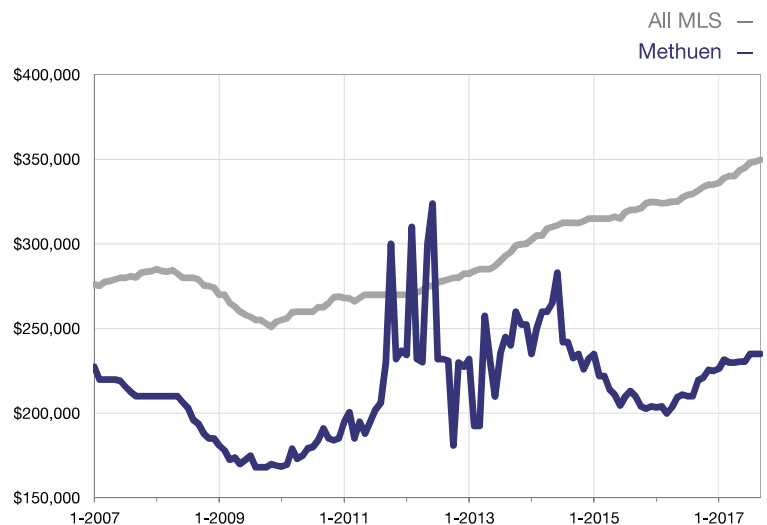
### Median Sales Price – Single-Family Properties

Rolling 12-Month Calculation



### Median Sales Price – Condominium Properties

Rolling 12-Month Calculation



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# Local Market Update – September 2017

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## North Andover

### Single-Family Properties

Key Metrics	September			Year to Date		
	2016	2017	+ / -	2016	2017	+ / -
Pending Sales	15	26	+ 73.3%	200	204	+ 2.0%
Closed Sales	23	22	- 4.3%	213	186	- 12.7%
Median Sales Price*	\$495,000	<b>\$480,000</b>	- 3.0%	\$541,500	<b>\$570,000</b>	+ 5.3%
Inventory of Homes for Sale	59	42	- 28.8%	--	--	--
Months Supply of Inventory	2.7	2.2	- 18.5%	--	--	--
Cumulative Days on Market Until Sale	79	43	- 45.6%	79	53	- 32.9%
Percent of Original List Price Received*	96.1%	98.5%	+ 2.5%	97.3%	98.2%	+ 0.9%
New Listings	25	31	+ 24.0%	266	253	- 4.9%

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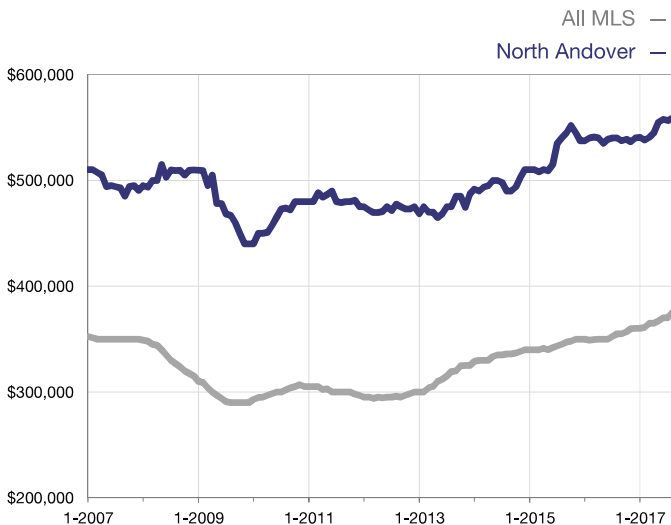
### Condominium Properties

Key Metrics	September			Year to Date		
	2016	2017	+ / -	2016	2017	+ / -
Pending Sales	16	15	- 6.3%	139	147	+ 5.8%
Closed Sales	13	10	- 23.1%	127	130	+ 2.4%
Median Sales Price*	\$295,000	<b>\$322,500</b>	+ 9.3%	\$225,000	<b>\$264,500</b>	+ 17.6%
Inventory of Homes for Sale	41	13	- 68.3%	--	--	--
Months Supply of Inventory	2.9	0.9	- 69.0%	--	--	--
Cumulative Days on Market Until Sale	95	23	- 75.8%	61	44	- 27.9%
Percent of Original List Price Received*	99.1%	99.9%	+ 0.8%	97.9%	99.8%	+ 1.9%
New Listings	25	16	- 36.0%	168	153	- 8.9%

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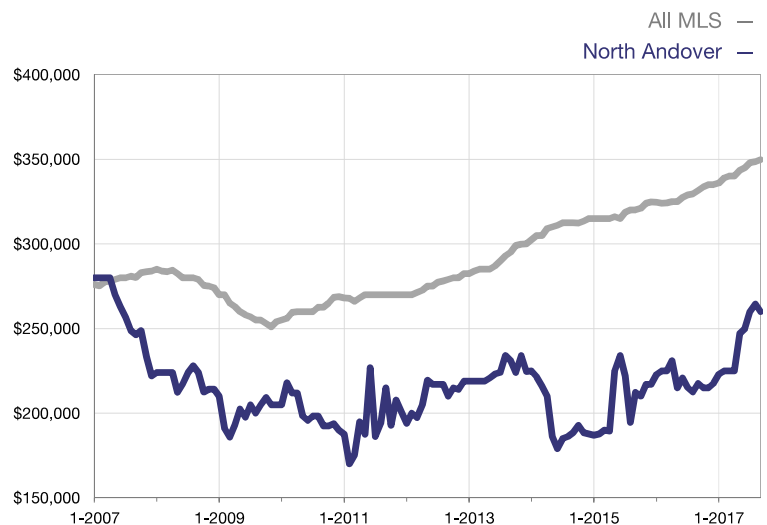
### Median Sales Price – Single-Family Properties

Rolling 12-Month Calculation



### Median Sales Price – Condominium Properties

Rolling 12-Month Calculation



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# Local Market Update – September 2017

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## Tewksbury

### Single-Family Properties

Key Metrics	September			Year to Date		
	2016	2017	+ / -	2016	2017	+ / -
Pending Sales	22	28	+ 27.3%	230	223	- 3.0%
Closed Sales	26	38	+ 46.2%	212	201	- 5.2%
Median Sales Price*	\$391,450	<b>\$388,950</b>	- 0.6%	\$389,200	<b>\$415,000</b>	+ 6.6%
Inventory of Homes for Sale	45	41	- 8.9%	--	--	--
Months Supply of Inventory	2.0	1.8	- 10.0%	--	--	--
Cumulative Days on Market Until Sale	36	39	+ 8.3%	57	35	- 38.6%
Percent of Original List Price Received*	98.4%	100.2%	+ 1.8%	98.8%	100.9%	+ 2.1%
New Listings	31	42	+ 35.5%	272	274	+ 0.7%

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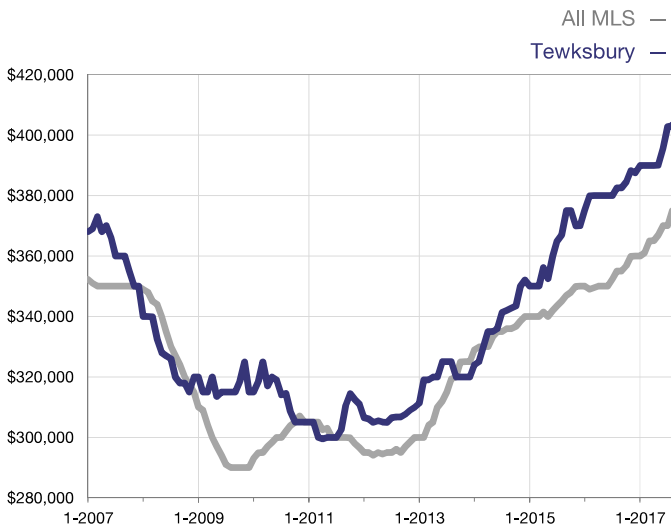
### Condominium Properties

Key Metrics	September			Year to Date		
	2016	2017	+ / -	2016	2017	+ / -
Pending Sales	18	10	- 44.4%	159	104	- 34.6%
Closed Sales	21	16	- 23.8%	134	106	- 20.9%
Median Sales Price*	\$319,000	<b>\$327,250</b>	+ 2.6%	\$290,000	<b>\$313,750</b>	+ 8.2%
Inventory of Homes for Sale	12	11	- 8.3%	--	--	--
Months Supply of Inventory	0.8	0.9	+ 12.5%	--	--	--
Cumulative Days on Market Until Sale	27	32	+ 18.5%	44	21	- 52.3%
Percent of Original List Price Received*	99.2%	101.6%	+ 2.4%	99.2%	101.8%	+ 2.6%
New Listings	19	10	- 47.4%	176	124	- 29.5%

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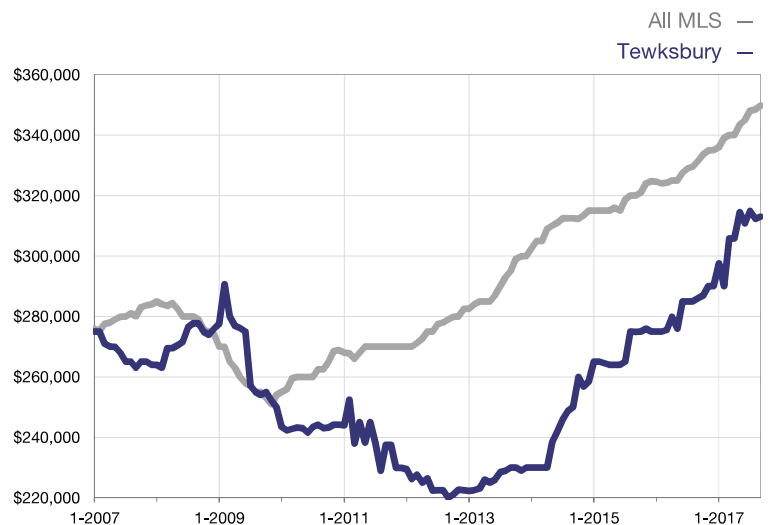
### Median Sales Price – Single-Family Properties

Rolling 12-Month Calculation



### Median Sales Price – Condominium Properties

Rolling 12-Month Calculation



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# Local Market Update – September 2017

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## Tyngsborough

### Single-Family Properties

Key Metrics	September			Year to Date		
	2016	2017	+ / -	2016	2017	+ / -
Pending Sales	9	10	+ 11.1%	85	86	+ 1.2%
Closed Sales	13	6	- 53.8%	84	76	- 9.5%
Median Sales Price*	\$315,000	<b>\$452,500</b>	+ 43.7%	\$363,750	<b>\$409,950</b>	+ 12.7%
Inventory of Homes for Sale	36	18	- 50.0%	--	--	--
Months Supply of Inventory	3.9	2.0	- 48.7%	--	--	--
Cumulative Days on Market Until Sale	80	45	- 43.8%	89	67	- 24.7%
Percent of Original List Price Received*	96.4%	95.1%	- 1.3%	97.2%	97.7%	+ 0.5%
New Listings	22	12	- 45.5%	116	96	- 17.2%

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### Condominium Properties

Key Metrics	September			Year to Date		
	2016	2017	+ / -	2016	2017	+ / -
Pending Sales	5	4	- 20.0%	47	47	0.0%
Closed Sales	6	7	+ 16.7%	43	53	+ 23.3%
Median Sales Price*	\$244,500	<b>\$260,000</b>	+ 6.3%	\$220,000	<b>\$225,000</b>	+ 2.3%
Inventory of Homes for Sale	16	7	- 56.3%	--	--	--
Months Supply of Inventory	3.3	1.2	- 63.6%	--	--	--
Cumulative Days on Market Until Sale	13	17	+ 30.8%	70	50	- 28.6%
Percent of Original List Price Received*	101.0%	102.1%	+ 1.1%	98.8%	99.4%	+ 0.6%
New Listings	11	5	- 54.5%	63	50	- 20.6%

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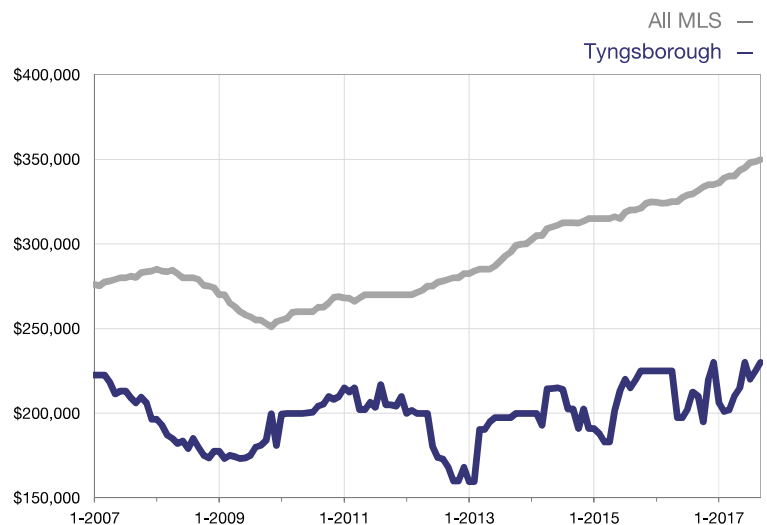
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Rolling 12-Month Calculation



### Median Sales Price – Condominium Properties

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# Local Market Update – September 2017

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## Westford

### Single-Family Properties

Key Metrics	September			Year to Date		
	2016	2017	+ / -	2016	2017	+ / -
Pending Sales	17	17	0.0%	184	206	+ 12.0%
Closed Sales	22	18	- 18.2%	164	189	+ 15.2%
Median Sales Price*	\$486,000	<b>\$571,000</b>	+ 17.5%	\$497,500	<b>\$575,000</b>	+ 15.6%
Inventory of Homes for Sale	63	53	- 15.9%	--	--	--
Months Supply of Inventory	3.3	2.7	- 18.2%	--	--	--
Cumulative Days on Market Until Sale	59	58	- 1.7%	68	68	0.0%
Percent of Original List Price Received*	95.0%	97.5%	+ 2.6%	97.6%	97.6%	0.0%
New Listings	34	24	- 29.4%	262	259	- 1.1%

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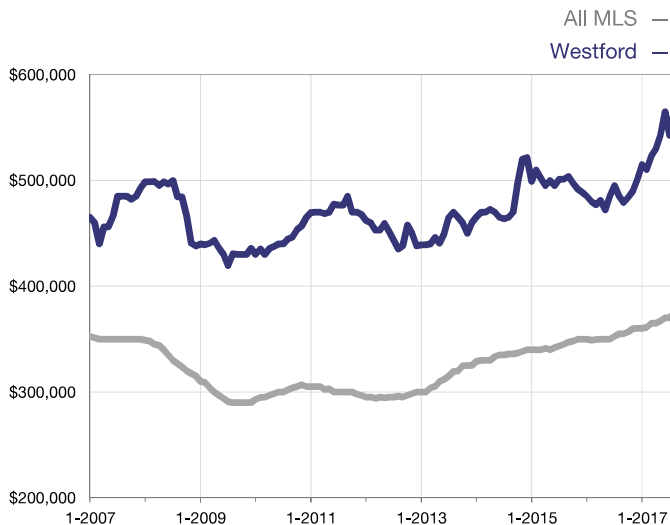
### Condominium Properties

Key Metrics	September			Year to Date		
	2016	2017	+ / -	2016	2017	+ / -
Pending Sales	3	4	+ 33.3%	57	39	- 31.6%
Closed Sales	6	3	- 50.0%	65	35	- 46.2%
Median Sales Price*	\$345,175	<b>\$327,000</b>	- 5.3%	\$380,000	<b>\$395,000</b>	+ 3.9%
Inventory of Homes for Sale	13	15	+ 15.4%	--	--	--
Months Supply of Inventory	1.9	3.1	+ 63.2%	--	--	--
Cumulative Days on Market Until Sale	101	53	- 47.5%	102	66	- 35.3%
Percent of Original List Price Received*	95.9%	100.8%	+ 5.1%	98.5%	99.0%	+ 0.5%
New Listings	5	9	+ 80.0%	64	55	- 14.1%

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Rolling 12-Month Calculation



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