



# October 2017 Housing Data

NEAR Region and individual city and town reports



Northeast Association of REALTORS®  
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# Local Market Update – October 2017

A RESEARCH TOOL PROVIDED BY THE MASSACHUSETTS ASSOCIATION OF REALTORS®



## Northeast Association of REALTORS®

**+ 4.0%**

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

**+ 6.8%**

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

**- 28.8%**

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

### Single-Family Properties

	October			Year to Date		
	2016	2017	+ / -	2016	2017	+ / -
Pending Sales	323	<b>364</b>	+ 12.7%	3,565	<b>3,519</b>	- 1.3%
Closed Sales	314	<b>356</b>	+ 13.4%	3,366	<b>3,271</b>	- 2.8%
Median Sales Price*	\$380,000	<b>\$375,000</b>	- 1.3%	\$377,750	<b>\$401,000</b>	+ 6.2%
Inventory of Homes for Sale	829	<b>607</b>	- 26.8%	--	--	--
Months Supply of Inventory	2.5	<b>1.9</b>	- 26.5%	--	--	--
Cumulative Days on Market Until Sale	54	<b>46</b>	- 14.9%	71	<b>50</b>	- 28.7%
Percent of Original List Price Received*	97.3%	<b>97.9%</b>	+ 0.6%	97.8%	<b>98.9%</b>	+ 1.1%
New Listings	354	<b>381</b>	+ 7.6%	4,413	<b>4,272</b>	- 3.2%

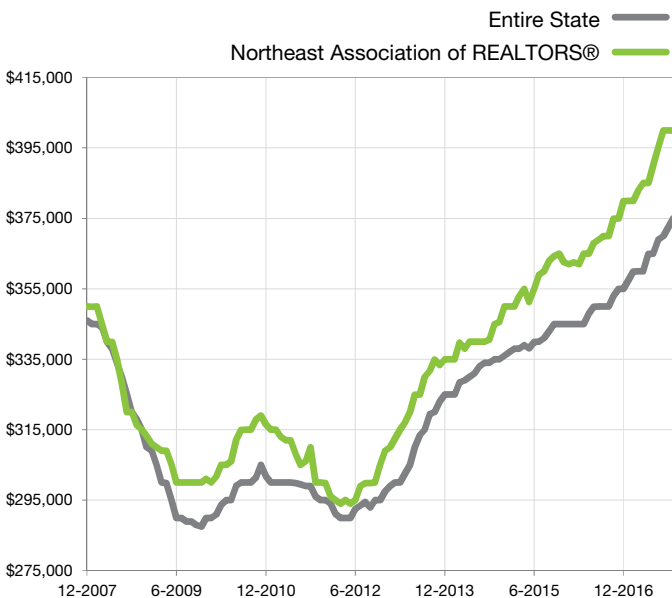
### Condominium Properties

	October			Year to Date		
	2016	2017	+ / -	2016	2017	+ / -
Pending Sales	114	<b>152</b>	+ 33.3%	1,454	<b>1,411</b>	- 3.0%
Closed Sales	138	<b>114</b>	- 17.4%	1,384	<b>1,310</b>	- 5.3%
Median Sales Price*	\$210,000	<b>\$234,450</b>	+ 11.6%	\$220,000	<b>\$230,000</b>	+ 4.5%
Inventory of Homes for Sale	293	<b>192</b>	- 34.5%	--	--	--
Months Supply of Inventory	2.2	<b>1.5</b>	- 32.5%	--	--	--
Cumulative Days on Market Until Sale	45	<b>35</b>	- 21.5%	63	<b>40</b>	- 36.3%
Percent of Original List Price Received*	97.6%	<b>100.0%</b>	+ 2.5%	97.9%	<b>99.8%</b>	+ 1.9%
New Listings	155	<b>151</b>	- 2.6%	1,739	<b>1,654</b>	- 4.9%

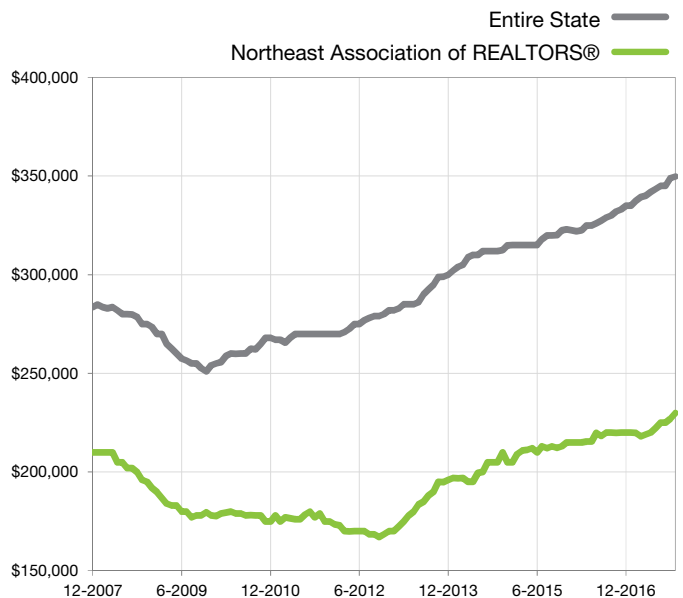
\* Does not account for seller concessions. | Activity for one month can sometimes look extreme due to small sample size.

## 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 – October 2017

A RESEARCH TOOL PROVIDED BY THE MASSACHUSETTS ASSOCIATION OF REALTORS®

## Andover

### Single-Family Properties

Key Metrics	October			Year to Date		
	2016	2017	+ / -	2016	2017	+ / -
Pending Sales	33	26	- 21.2%	335	343	+ 2.4%
Closed Sales	21	27	+ 28.6%	312	322	+ 3.2%
Median Sales Price*	\$600,000	<b>\$634,900</b>	+ 5.8%	\$610,000	<b>\$650,000</b>	+ 6.6%
Inventory of Homes for Sale	88	64	- 27.3%	--	--	--
Months Supply of Inventory	2.8	2.0	- 28.6%	--	--	--
Cumulative Days on Market Until Sale	73	62	- 15.1%	73	55	- 24.7%
Percent of Original List Price Received*	97.0%	95.3%	- 1.8%	96.8%	98.4%	+ 1.7%
New Listings	27	23	- 14.8%	451	431	- 4.4%

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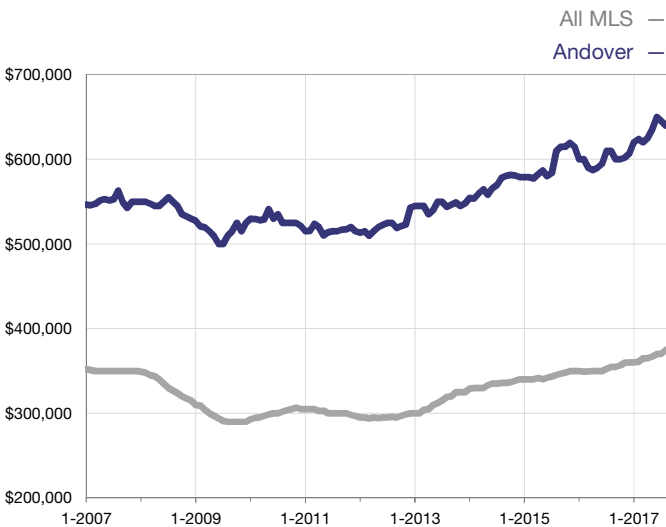
### Condominium Properties

Key Metrics	October			Year to Date		
	2016	2017	+ / -	2016	2017	+ / -
Pending Sales	7	17	+ 142.9%	108	133	+ 23.1%
Closed Sales	12	5	- 58.3%	116	121	+ 4.3%
Median Sales Price*	\$237,500	<b>\$301,000</b>	+ 26.7%	\$265,000	<b>\$286,500</b>	+ 8.1%
Inventory of Homes for Sale	24	26	+ 8.3%	--	--	--
Months Supply of Inventory	2.3	2.5	+ 8.7%	--	--	--
Cumulative Days on Market Until Sale	49	47	- 4.1%	67	51	- 23.9%
Percent of Original List Price Received*	97.4%	100.9%	+ 3.6%	97.4%	99.1%	+ 1.7%
New Listings	8	21	+ 162.5%	136	160	+ 17.6%

\* 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 – October 2017

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## Billerica

### Single-Family Properties

Key Metrics	October			Year to Date		
	2016	2017	+ / -	2016	2017	+ / -
Pending Sales	28	44	+ 57.1%	374	338	- 9.6%
Closed Sales	26	23	- 11.5%	355	299	- 15.8%
Median Sales Price*	\$405,000	<b>\$428,000</b>	+ 5.7%	\$390,000	<b>\$430,000</b>	+ 10.3%
Inventory of Homes for Sale	48	47	- 2.1%	--	--	--
Months Supply of Inventory	1.4	1.5	+ 7.1%	--	--	--
Cumulative Days on Market Until Sale	30	29	- 3.3%	61	34	- 44.3%
Percent of Original List Price Received*	98.5%	<b>99.2%</b>	+ 0.7%	98.5%	<b>100.4%</b>	+ 1.9%
New Listings	32	47	+ 46.9%	412	404	- 1.9%

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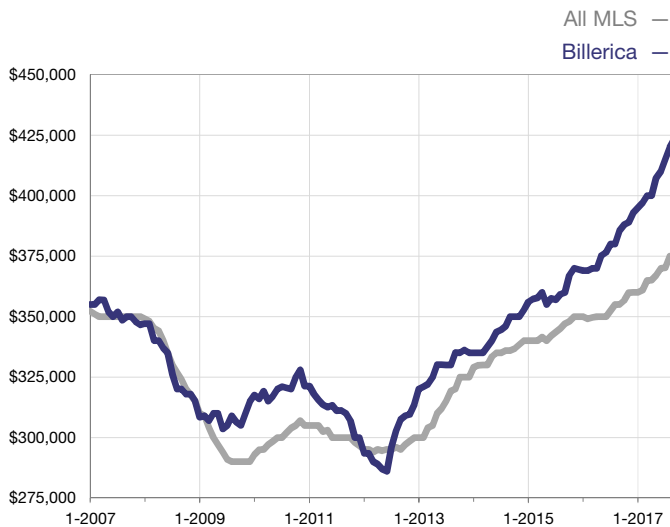
### Condominium Properties

Key Metrics	October			Year to Date		
	2016	2017	+ / -	2016	2017	+ / -
Pending Sales	8	4	- 50.0%	91	55	- 39.6%
Closed Sales	6	7	+ 16.7%	84	49	- 41.7%
Median Sales Price*	\$288,250	<b>\$299,000</b>	+ 3.7%	\$281,500	<b>\$245,000</b>	- 13.0%
Inventory of Homes for Sale	9	2	- 77.8%	--	--	--
Months Supply of Inventory	1.0	0.4	- 60.0%	--	--	--
Cumulative Days on Market Until Sale	39	27	- 30.8%	49	26	- 46.9%
Percent of Original List Price Received*	97.2%	<b>98.1%</b>	+ 0.9%	98.9%	<b>100.5%</b>	+ 1.6%
New Listings	6	4	- 33.3%	94	64	- 31.9%

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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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## Boxford

### Single-Family Properties

Key Metrics	October			Year to Date		
	2016	2017	+ / -	2016	2017	+ / -
Pending Sales	13	12	- 7.7%	122	112	- 8.2%
Closed Sales	13	8	- 38.5%	110	99	- 10.0%
Median Sales Price*	\$595,000	<b>\$657,500</b>	+ 10.5%	\$622,500	<b>\$638,000</b>	+ 2.5%
Inventory of Homes for Sale	39	48	+ 23.1%	--	--	--
Months Supply of Inventory	3.7	4.8	+ 29.7%	--	--	--
Cumulative Days on Market Until Sale	84	114	+ 35.7%	101	81	- 19.8%
Percent of Original List Price Received*	95.2%	<b>94.8%</b>	- 0.4%	96.2%	<b>96.9%</b>	+ 0.7%
New Listings	11	16	+ 45.5%	166	170	+ 2.4%

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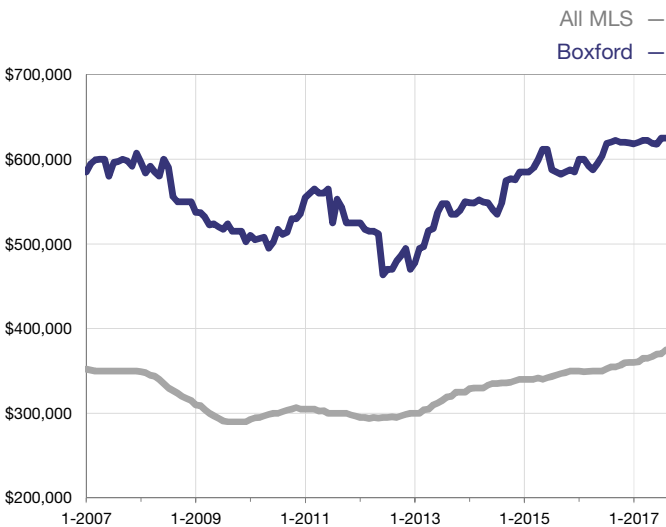
### Condominium Properties

Key Metrics	October			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%	<b>0.0%</b>	--	0.0%	<b>0.0%</b>	--
New Listings	0	0	--	2	2	0.0%

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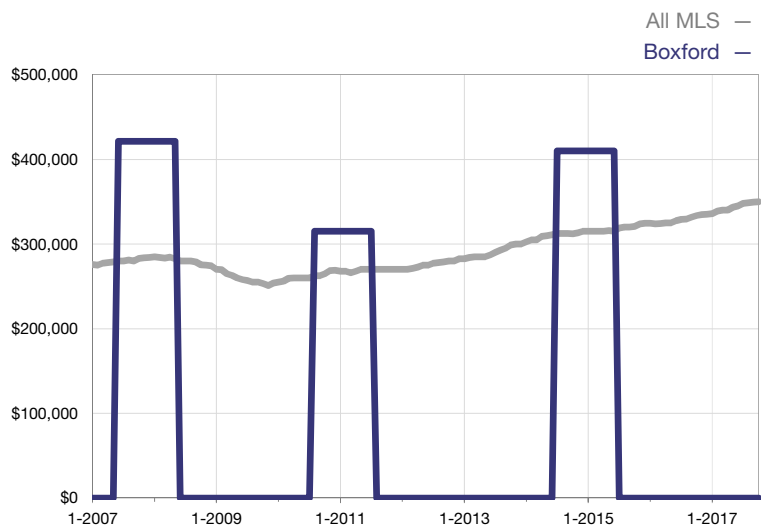
### Median Sales Price – Single-Family Properties

Rolling 12-Month Calculation



### Median Sales Price – Condominium Properties

Rolling 12-Month Calculation



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# Local Market Update – October 2017

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## Carlisle

### Single-Family Properties

Key Metrics	October			Year to Date		
	2016	2017	+ / -	2016	2017	+ / -
Pending Sales	8	3	- 62.5%	90	66	- 26.7%
Closed Sales	6	7	+ 16.7%	78	66	- 15.4%
Median Sales Price*	\$599,450	<b>\$728,500</b>	+ 21.5%	\$859,500	<b>\$834,500</b>	- 2.9%
Inventory of Homes for Sale	30	24	- 20.0%	--	--	--
Months Supply of Inventory	4.1	3.5	- 14.6%	--	--	--
Cumulative Days on Market Until Sale	52	51	- 1.9%	97	73	- 24.7%
Percent of Original List Price Received*	97.4%	97.8%	+ 0.4%	95.9%	95.8%	- 0.1%
New Listings	8	6	- 25.0%	120	87	- 27.5%

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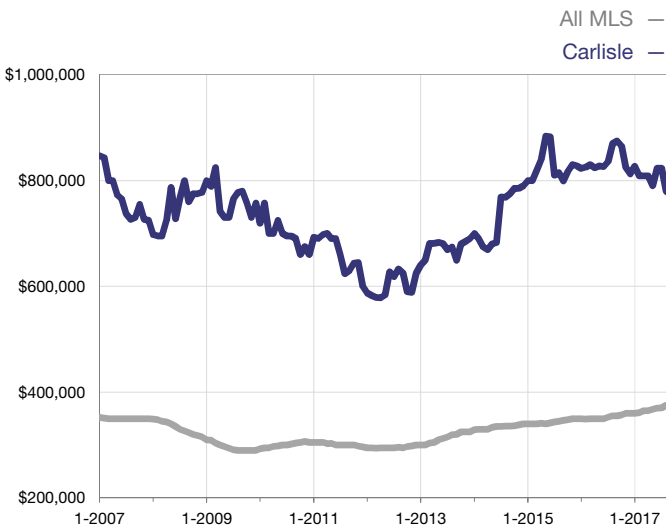
### Condominium Properties

Key Metrics	October			Year to Date		
	2016	2017	+ / -	2016	2017	+ / -
Pending Sales	0	0	--	1	2	+ 100.0%
Closed Sales	0	0	--	2	2	0.0%
Median Sales Price*	\$0	<b>\$0</b>	--	\$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	0	0	--	418	161	- 61.5%
Percent of Original List Price Received*	0.0%	0.0%	--	93.3%	95.8%	+ 2.7%
New Listings	0	0	--	1	1	0.0%

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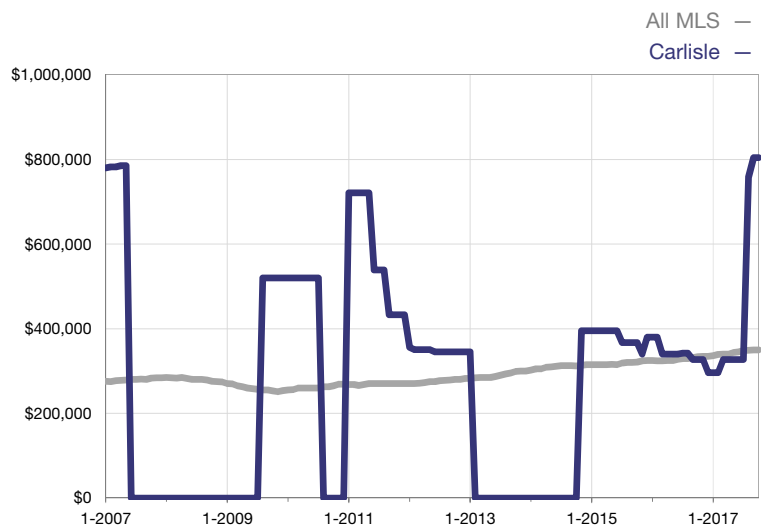
### Median Sales Price – Single-Family Properties

Rolling 12-Month Calculation



### Median Sales Price – Condominium Properties

Rolling 12-Month Calculation



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# Local Market Update – October 2017

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## Chelmsford

### Single-Family Properties

Key Metrics	October			Year to Date		
	2016	2017	+ / -	2016	2017	+ / -
Pending Sales	32	<b>33</b>	+ 3.1%	310	<b>313</b>	+ 1.0%
Closed Sales	36	<b>30</b>	- 16.7%	296	<b>302</b>	+ 2.0%
Median Sales Price*	\$387,500	<b>\$390,750</b>	+ 0.8%	\$387,500	<b>\$415,000</b>	+ 7.1%
Inventory of Homes for Sale	61	<b>30</b>	- 50.8%	--	--	--
Months Supply of Inventory	2.1	<b>1.0</b>	- 52.4%	--	--	--
Cumulative Days on Market Until Sale	71	<b>32</b>	- 54.9%	68	<b>50</b>	- 26.5%
Percent of Original List Price Received*	95.7%	<b>97.7%</b>	+ 2.1%	97.9%	<b>99.7%</b>	+ 1.8%
New Listings	34	<b>29</b>	- 14.7%	366	<b>353</b>	- 3.6%

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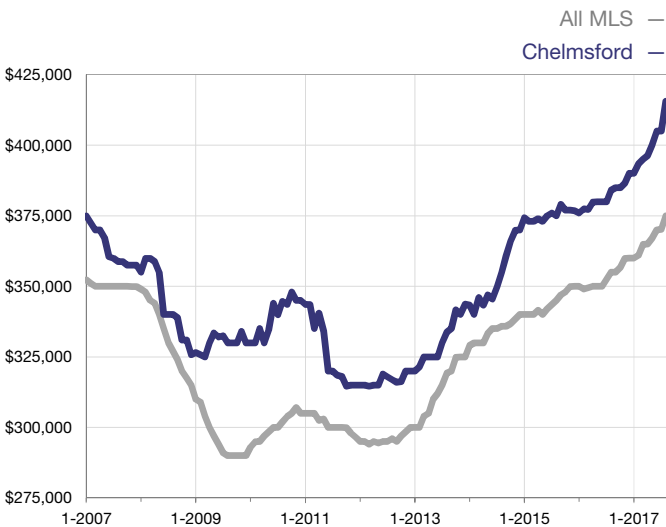
### Condominium Properties

Key Metrics	October			Year to Date		
	2016	2017	+ / -	2016	2017	+ / -
Pending Sales	15	<b>18</b>	+ 20.0%	179	<b>161</b>	- 10.1%
Closed Sales	18	<b>11</b>	- 38.9%	166	<b>141</b>	- 15.1%
Median Sales Price*	\$231,750	<b>\$265,000</b>	+ 14.3%	\$239,000	<b>\$262,500</b>	+ 9.8%
Inventory of Homes for Sale	16	<b>12</b>	- 25.0%	--	--	--
Months Supply of Inventory	1.0	<b>0.8</b>	- 20.0%	--	--	--
Cumulative Days on Market Until Sale	37	<b>21</b>	- 43.2%	60	<b>26</b>	- 56.7%
Percent of Original List Price Received*	98.2%	<b>99.4%</b>	+ 1.2%	98.6%	<b>99.2%</b>	+ 0.6%
New Listings	16	<b>15</b>	- 6.3%	189	<b>173</b>	- 8.5%

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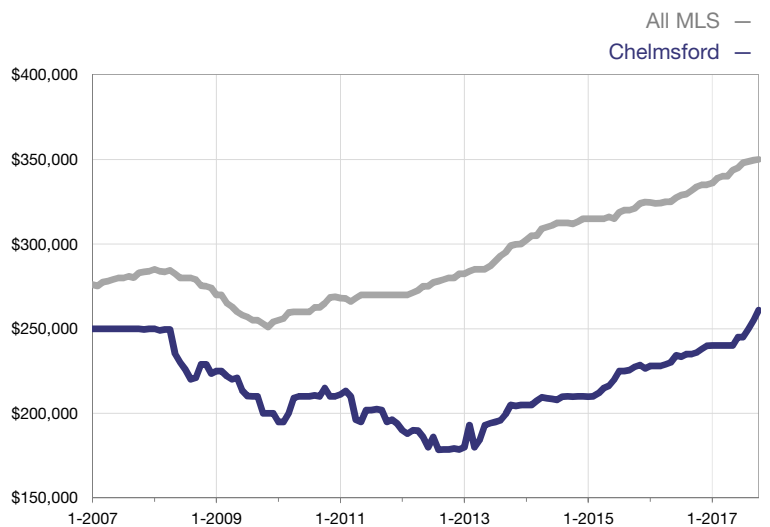
### Median Sales Price – Single-Family Properties

Rolling 12-Month Calculation



### Median Sales Price – Condominium Properties

Rolling 12-Month Calculation



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# Local Market Update – October 2017

A RESEARCH TOOL PROVIDED BY THE MASSACHUSETTS ASSOCIATION OF REALTORS®

## Dracut

### Single-Family Properties

Key Metrics	October			Year to Date		
	2016	2017	+ / -	2016	2017	+ / -
Pending Sales	23	<b>24</b>	+ 4.3%	336	<b>291</b>	- 13.4%
Closed Sales	28	<b>43</b>	+ 53.6%	308	<b>269</b>	- 12.7%
Median Sales Price*	\$321,750	<b>\$345,000</b>	+ 7.2%	\$324,000	<b>\$345,000</b>	+ 6.5%
Inventory of Homes for Sale	65	<b>42</b>	- 35.4%	--	--	--
Months Supply of Inventory	2.2	<b>1.5</b>	- 31.8%	--	--	--
Cumulative Days on Market Until Sale	51	<b>45</b>	- 11.8%	65	<b>51</b>	- 21.5%
Percent of Original List Price Received*	98.3%	<b>99.1%</b>	+ 0.8%	99.2%	<b>99.4%</b>	+ 0.2%
New Listings	31	<b>31</b>	0.0%	386	<b>331</b>	- 14.2%

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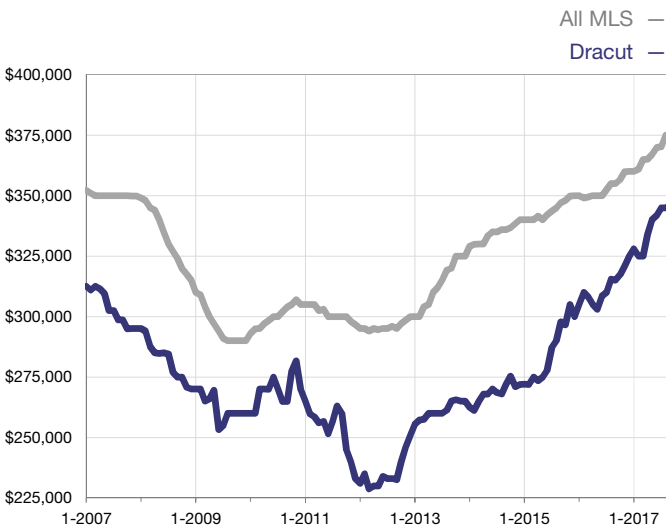
### Condominium Properties

Key Metrics	October			Year to Date		
	2016	2017	+ / -	2016	2017	+ / -
Pending Sales	7	<b>15</b>	+ 114.3%	140	<b>166</b>	+ 18.6%
Closed Sales	13	<b>11</b>	- 15.4%	138	<b>147</b>	+ 6.5%
Median Sales Price*	\$175,000	<b>\$250,000</b>	+ 42.9%	\$170,000	<b>\$199,900</b>	+ 17.6%
Inventory of Homes for Sale	32	<b>13</b>	- 59.4%	--	--	--
Months Supply of Inventory	2.4	<b>0.9</b>	- 62.5%	--	--	--
Cumulative Days on Market Until Sale	45	<b>26</b>	- 42.2%	68	<b>35</b>	- 48.5%
Percent of Original List Price Received*	95.5%	<b>102.4%</b>	+ 7.2%	97.0%	<b>101.3%</b>	+ 4.4%
New Listings	15	<b>17</b>	+ 13.3%	168	<b>181</b>	+ 7.7%

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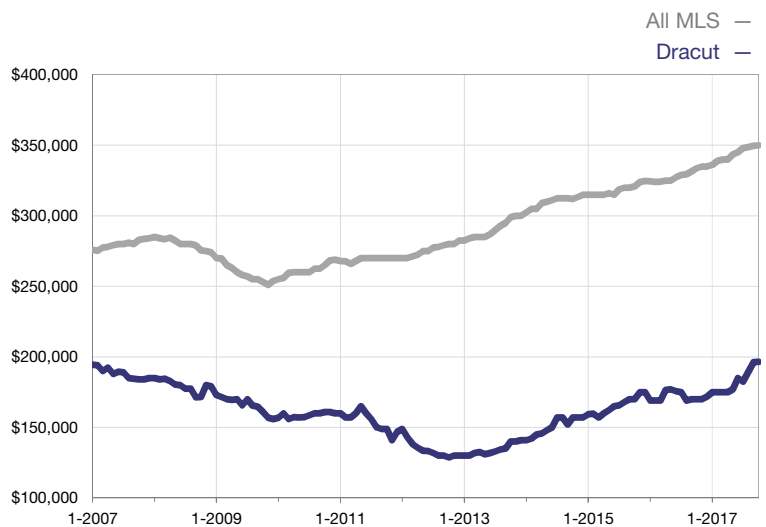
### Median Sales Price – Single-Family Properties

Rolling 12-Month Calculation



### Median Sales Price – Condominium Properties

Rolling 12-Month Calculation



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# Local Market Update – October 2017

A RESEARCH TOOL PROVIDED BY THE MASSACHUSETTS ASSOCIATION OF REALTORS®

## Dunstable

### Single-Family Properties

Key Metrics	October			Year to Date		
	2016	2017	+ / -	2016	2017	+ / -
Pending Sales	4	2	- 50.0%	38	45	+ 18.4%
Closed Sales	3	4	+ 33.3%	33	41	+ 24.2%
Median Sales Price*	\$480,000	<b>\$504,950</b>	+ 5.2%	\$458,000	<b>\$490,000</b>	+ 7.0%
Inventory of Homes for Sale	25	9	- 64.0%	--	--	--
Months Supply of Inventory	8.1	2.3	- 71.6%	--	--	--
Cumulative Days on Market Until Sale	106	108	+ 1.9%	97	92	- 5.2%
Percent of Original List Price Received*	97.5%	95.0%	- 2.6%	99.8%	97.2%	- 2.6%
New Listings	4	2	- 50.0%	66	51	- 22.7%

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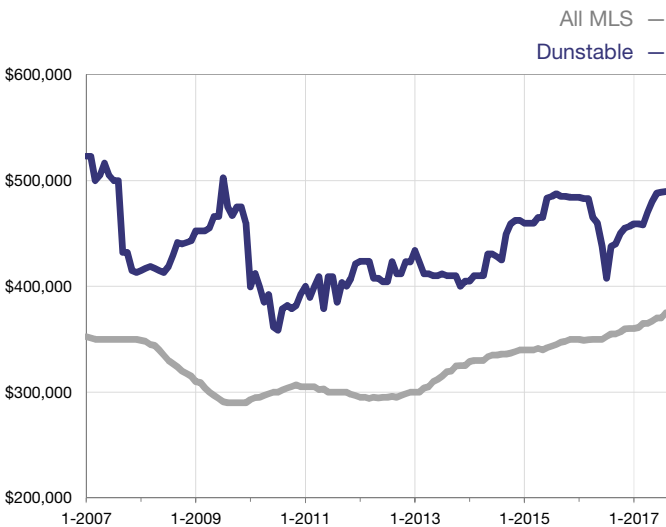
### Condominium Properties

Key Metrics	October			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	--

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

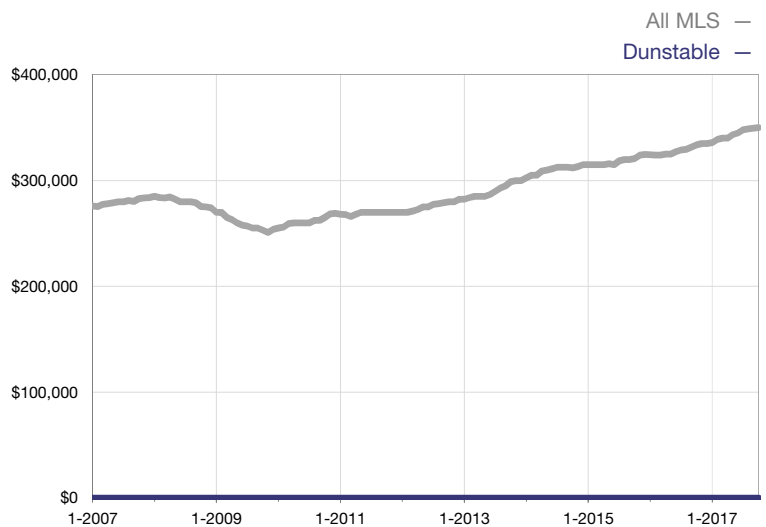
### Median Sales Price – Single-Family Properties

Rolling 12-Month Calculation



### Median Sales Price – Condominium Properties

Rolling 12-Month Calculation



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# Local Market Update – October 2017

A RESEARCH TOOL PROVIDED BY THE MASSACHUSETTS ASSOCIATION OF REALTORS®

## Lawrence

### Single-Family Properties

Key Metrics	October			Year to Date		
	2016	2017	+ / -	2016	2017	+ / -
Pending Sales	16	<b>20</b>	+ 25.0%	188	<b>191</b>	+ 1.6%
Closed Sales	12	<b>25</b>	+ 108.3%	182	<b>185</b>	+ 1.6%
Median Sales Price*	\$229,500	<b>\$267,000</b>	+ 16.3%	\$228,500	<b>\$252,000</b>	+ 10.3%
Inventory of Homes for Sale	46	<b>37</b>	- 19.6%	--	--	--
Months Supply of Inventory	2.6	<b>2.0</b>	- 23.1%	--	--	--
Cumulative Days on Market Until Sale	58	<b>36</b>	- 37.9%	79	<b>45</b>	- 43.0%
Percent of Original List Price Received*	99.8%	<b>99.1%</b>	- 0.7%	99.0%	<b>98.8%</b>	- 0.2%
New Listings	19	<b>25</b>	+ 31.6%	232	<b>241</b>	+ 3.9%

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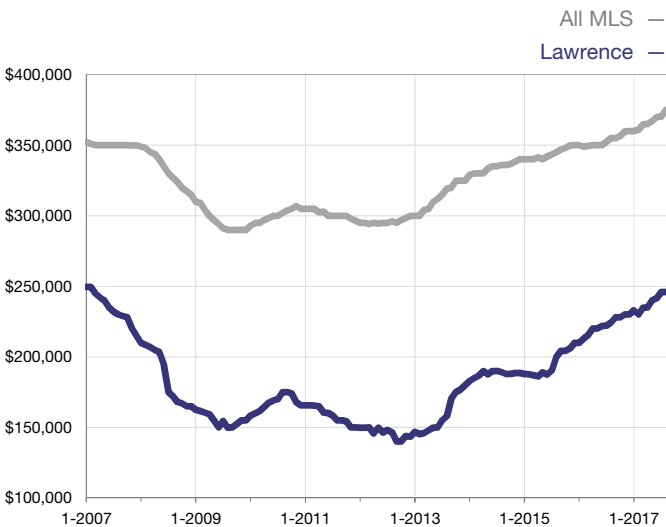
### Condominium Properties

Key Metrics	October			Year to Date		
	2016	2017	+ / -	2016	2017	+ / -
Pending Sales	5	<b>8</b>	+ 60.0%	43	<b>71</b>	+ 65.1%
Closed Sales	2	<b>11</b>	+ 450.0%	35	<b>71</b>	+ 102.9%
Median Sales Price*	\$148,000	<b>\$117,000</b>	- 20.9%	\$120,000	<b>\$144,000</b>	+ 20.0%
Inventory of Homes for Sale	19	<b>18</b>	- 5.3%	--	--	--
Months Supply of Inventory	5.6	<b>2.6</b>	- 53.6%	--	--	--
Cumulative Days on Market Until Sale	113	<b>55</b>	- 51.3%	70	<b>41</b>	- 41.4%
Percent of Original List Price Received*	96.2%	<b>98.3%</b>	+ 2.2%	96.8%	<b>99.5%</b>	+ 2.8%
New Listings	10	<b>10</b>	0.0%	65	<b>97</b>	+ 49.2%

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

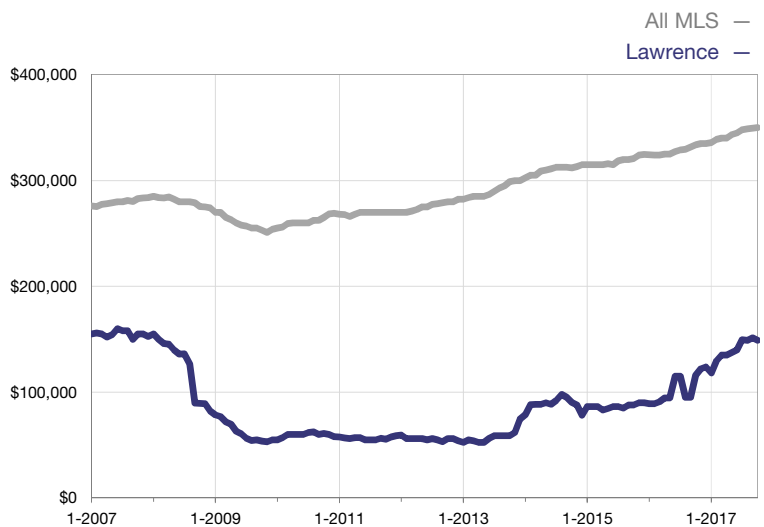
### Median Sales Price – Single-Family Properties

Rolling 12-Month Calculation



### Median Sales Price – Condominium Properties

Rolling 12-Month Calculation



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# Local Market Update – October 2017

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## Littleton

### Single-Family Properties

Key Metrics	October			Year to Date		
	2016	2017	+ / -	2016	2017	+ / -
Pending Sales	13	20	+ 53.8%	117	122	+ 4.3%
Closed Sales	12	13	+ 8.3%	119	110	- 7.6%
Median Sales Price*	\$497,500	<b>\$460,000</b>	- 7.5%	\$491,056	<b>\$493,292</b>	+ 0.5%
Inventory of Homes for Sale	44	30	- 31.8%	--	--	--
Months Supply of Inventory	3.8	2.6	- 31.6%	--	--	--
Cumulative Days on Market Until Sale	75	72	- 4.0%	77	57	- 26.0%
Percent of Original List Price Received*	99.1%	97.2%	- 1.9%	97.8%	98.7%	+ 0.9%
New Listings	19	18	- 5.3%	164	170	+ 3.7%

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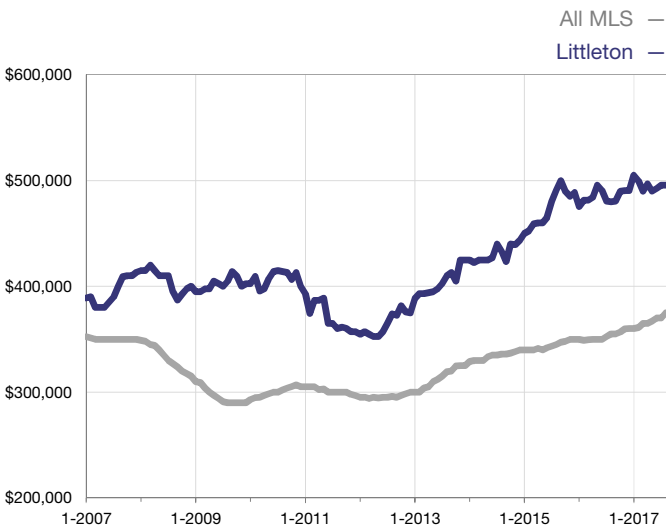
### Condominium Properties

Key Metrics	October			Year to Date		
	2016	2017	+ / -	2016	2017	+ / -
Pending Sales	0	1	--	7	4	- 42.9%
Closed Sales	1	0	- 100.0%	8	4	- 50.0%
Median Sales Price*	\$350,000	<b>\$0</b>	- 100.0%	\$320,000	<b>\$337,000</b>	+ 5.3%
Inventory of Homes for Sale	1	1	0.0%	--	--	--
Months Supply of Inventory	0.8	0.8	0.0%	--	--	--
Cumulative Days on Market Until Sale	3	0	- 100.0%	153	185	+ 20.9%
Percent of Original List Price Received*	100.0%	0.0%	- 100.0%	95.8%	96.2%	+ 0.4%
New Listings	0	0	--	6	5	- 16.7%

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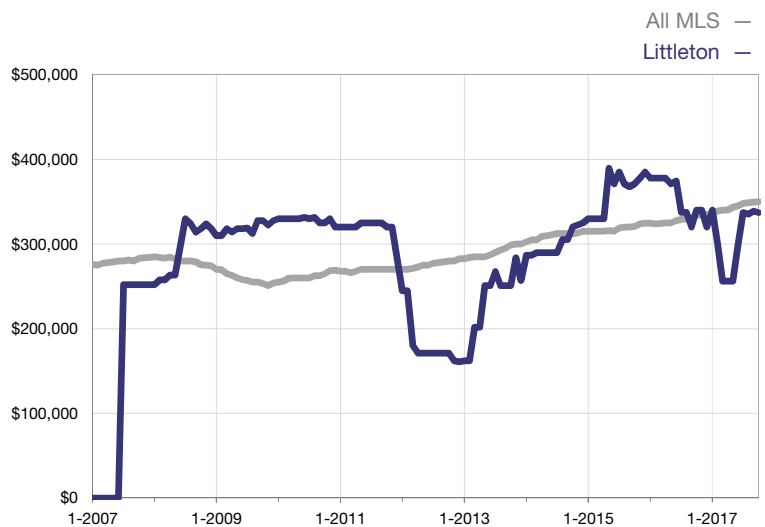
### Median Sales Price – Single-Family Properties

Rolling 12-Month Calculation



### Median Sales Price – Condominium Properties

Rolling 12-Month Calculation



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# Local Market Update – October 2017

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## Lowell

### Single-Family Properties

Key Metrics	October			Year to Date		
	2016	2017	+ / -	2016	2017	+ / -
Pending Sales	45	<b>49</b>	+ 8.9%	467	<b>473</b>	+ 1.3%
Closed Sales	45	<b>44</b>	- 2.2%	429	<b>444</b>	+ 3.5%
Median Sales Price*	\$260,000	<b>\$280,000</b>	+ 7.7%	\$260,000	<b>\$280,000</b>	+ 7.7%
Inventory of Homes for Sale	114	<b>75</b>	- 34.2%	--	--	--
Months Supply of Inventory	2.8	<b>1.7</b>	- 39.3%	--	--	--
Cumulative Days on Market Until Sale	33	<b>38</b>	+ 15.2%	72	<b>47</b>	- 34.7%
Percent of Original List Price Received*	98.3%	<b>99.5%</b>	+ 1.2%	97.0%	<b>98.8%</b>	+ 1.9%
New Listings	54	<b>53</b>	- 1.9%	561	<b>539</b>	- 3.9%

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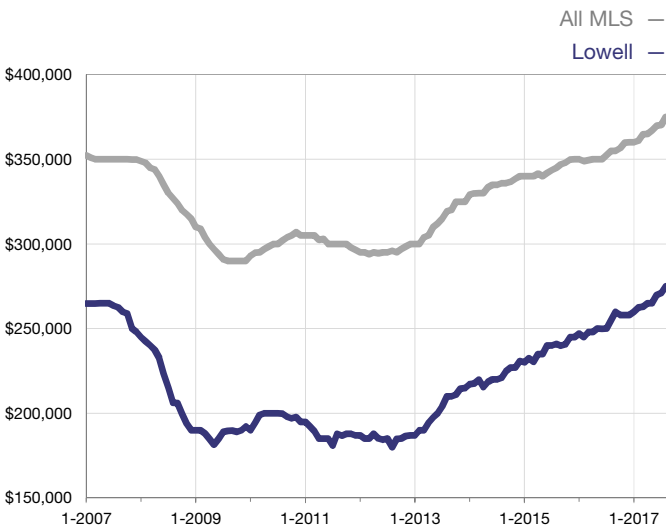
### Condominium Properties

Key Metrics	October			Year to Date		
	2016	2017	+ / -	2016	2017	+ / -
Pending Sales	23	<b>35</b>	+ 52.2%	326	<b>303</b>	- 7.1%
Closed Sales	29	<b>30</b>	+ 3.4%	322	<b>285</b>	- 11.5%
Median Sales Price*	\$174,000	<b>\$203,450</b>	+ 16.9%	\$168,140	<b>\$184,700</b>	+ 9.8%
Inventory of Homes for Sale	68	<b>48</b>	- 29.4%	--	--	--
Months Supply of Inventory	2.3	<b>1.7</b>	- 26.1%	--	--	--
Cumulative Days on Market Until Sale	41	<b>28</b>	- 31.7%	62	<b>37</b>	- 40.3%
Percent of Original List Price Received*	94.0%	<b>98.0%</b>	+ 4.3%	96.2%	<b>98.9%</b>	+ 2.8%
New Listings	36	<b>30</b>	- 16.7%	392	<b>388</b>	- 1.0%

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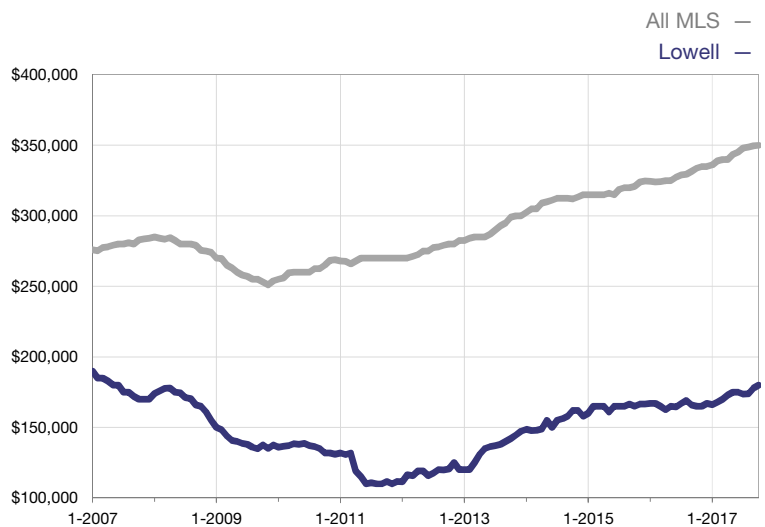
### Median Sales Price – Single-Family Properties

Rolling 12-Month Calculation



### Median Sales Price – Condominium Properties

Rolling 12-Month Calculation



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# Local Market Update – October 2017

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## Methuen

### Single-Family Properties

Key Metrics	October			Year to Date		
	2016	2017	+ / -	2016	2017	+ / -
Pending Sales	37	51	+ 37.8%	418	431	+ 3.1%
Closed Sales	52	46	- 11.5%	410	395	- 3.7%
Median Sales Price*	\$324,000	<b>\$327,500</b>	+ 1.1%	\$309,950	<b>\$340,000</b>	+ 9.7%
Inventory of Homes for Sale	84	67	- 20.2%	--	--	--
Months Supply of Inventory	2.0	1.7	- 15.0%	--	--	--
Cumulative Days on Market Until Sale	42	39	- 7.1%	62	44	- 29.0%
Percent of Original List Price Received*	97.1%	97.6%	+ 0.5%	98.0%	99.1%	+ 1.1%
New Listings	36	50	+ 38.9%	494	532	+ 7.7%

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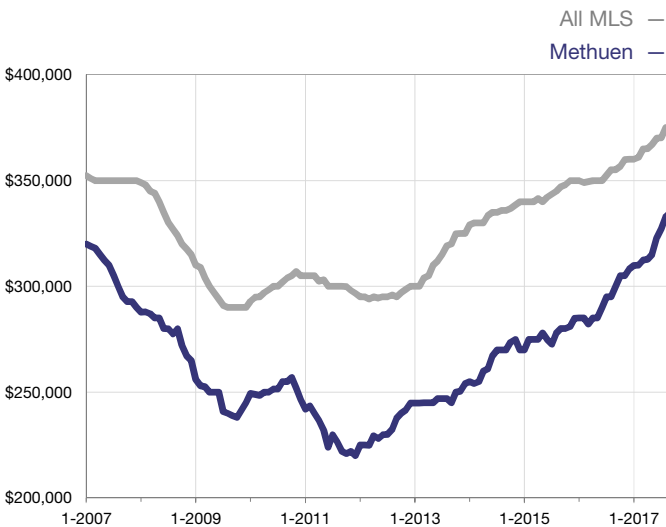
### Condominium Properties

Key Metrics	October			Year to Date		
	2016	2017	+ / -	2016	2017	+ / -
Pending Sales	15	23	+ 53.3%	123	148	+ 20.3%
Closed Sales	15	8	- 46.7%	102	134	+ 31.4%
Median Sales Price*	\$245,000	<b>\$186,750</b>	- 23.8%	\$225,000	<b>\$235,000</b>	+ 4.4%
Inventory of Homes for Sale	49	28	- 42.9%	--	--	--
Months Supply of Inventory	4.7	2.0	- 57.4%	--	--	--
Cumulative Days on Market Until Sale	41	33	- 19.5%	54	53	- 1.9%
Percent of Original List Price Received*	102.3%	98.3%	- 3.9%	100.2%	99.2%	- 1.0%
New Listings	24	17	- 29.2%	175	163	- 6.9%

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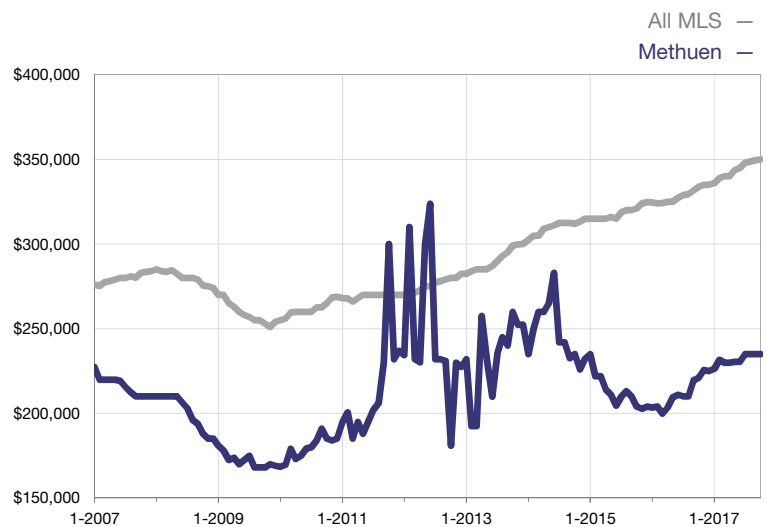
### Median Sales Price – Single-Family Properties

Rolling 12-Month Calculation



### Median Sales Price – Condominium Properties

Rolling 12-Month Calculation



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# Local Market Update – October 2017

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## North Andover

### Single-Family Properties

Key Metrics	October			Year to Date		
	2016	2017	+ / -	2016	2017	+ / -
Pending Sales	23	21	- 8.7%	223	222	- 0.4%
Closed Sales	10	27	+ 170.0%	223	213	- 4.5%
Median Sales Price*	\$594,625	<b>\$568,500</b>	- 4.4%	\$545,000	<b>\$570,000</b>	+ 4.6%
Inventory of Homes for Sale	55	47	- 14.5%	--	--	--
Months Supply of Inventory	2.7	2.3	- 14.8%	--	--	--
Cumulative Days on Market Until Sale	60	54	- 10.0%	78	53	- 32.1%
Percent of Original List Price Received*	97.3%	98.5%	+ 1.2%	97.3%	98.2%	+ 0.9%
New Listings	29	29	0.0%	295	282	- 4.4%

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

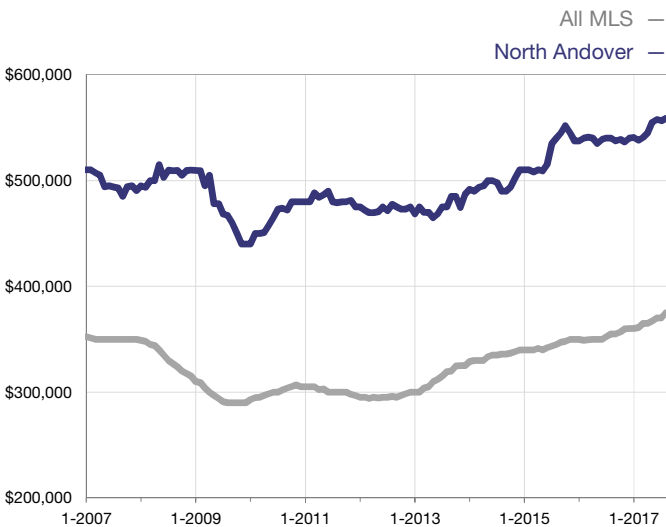
### Condominium Properties

Key Metrics	October			Year to Date		
	2016	2017	+ / -	2016	2017	+ / -
Pending Sales	16	11	- 31.3%	155	158	+ 1.9%
Closed Sales	17	14	- 17.6%	144	144	0.0%
Median Sales Price*	\$165,000	<b>\$272,750</b>	+ 65.3%	\$215,100	<b>\$265,000</b>	+ 23.2%
Inventory of Homes for Sale	37	18	- 51.4%	--	--	--
Months Supply of Inventory	2.5	1.3	- 48.0%	--	--	--
Cumulative Days on Market Until Sale	62	38	- 38.7%	61	43	- 29.5%
Percent of Original List Price Received*	98.9%	105.1%	+ 6.3%	98.1%	100.3%	+ 2.2%
New Listings	18	18	0.0%	186	171	- 8.1%

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

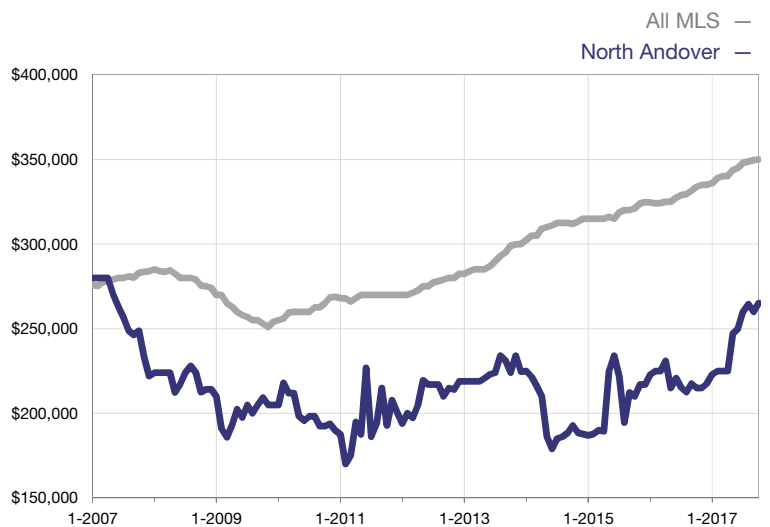
### Median Sales Price – Single-Family Properties

Rolling 12-Month Calculation



### Median Sales Price – Condominium Properties

Rolling 12-Month Calculation



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# Local Market Update – October 2017

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## Tewksbury

### Single-Family Properties

Key Metrics	October			Year to Date		
	2016	2017	+ / -	2016	2017	+ / -
Pending Sales	22	<b>28</b>	+ 27.3%	252	<b>251</b>	- 0.4%
Closed Sales	20	<b>32</b>	+ 60.0%	233	<b>233</b>	0.0%
Median Sales Price*	\$389,950	<b>\$462,500</b>	+ 18.6%	\$389,900	<b>\$422,000</b>	+ 8.2%
Inventory of Homes for Sale	41	<b>32</b>	- 22.0%	--	--	--
Months Supply of Inventory	1.8	<b>1.4</b>	- 22.2%	--	--	--
Cumulative Days on Market Until Sale	47	<b>36</b>	- 23.4%	56	<b>35</b>	- 37.5%
Percent of Original List Price Received*	98.3%	<b>100.2%</b>	+ 1.9%	98.7%	<b>100.8%</b>	+ 2.1%
New Listings	21	<b>25</b>	+ 19.0%	293	<b>299</b>	+ 2.0%

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### Condominium Properties

Key Metrics	October			Year to Date		
	2016	2017	+ / -	2016	2017	+ / -
Pending Sales	8	<b>11</b>	+ 37.5%	167	<b>115</b>	- 31.1%
Closed Sales	10	<b>12</b>	+ 20.0%	144	<b>118</b>	- 18.1%
Median Sales Price*	\$290,750	<b>\$308,250</b>	+ 6.0%	\$290,000	<b>\$313,750</b>	+ 8.2%
Inventory of Homes for Sale	10	<b>9</b>	- 10.0%	--	--	--
Months Supply of Inventory	0.7	<b>0.7</b>	0.0%	--	--	--
Cumulative Days on Market Until Sale	26	<b>36</b>	+ 38.5%	42	<b>22</b>	- 47.6%
Percent of Original List Price Received*	101.1%	<b>101.2%</b>	+ 0.1%	99.3%	<b>101.8%</b>	+ 2.5%
New Listings	8	<b>9</b>	+ 12.5%	184	<b>134</b>	- 27.2%

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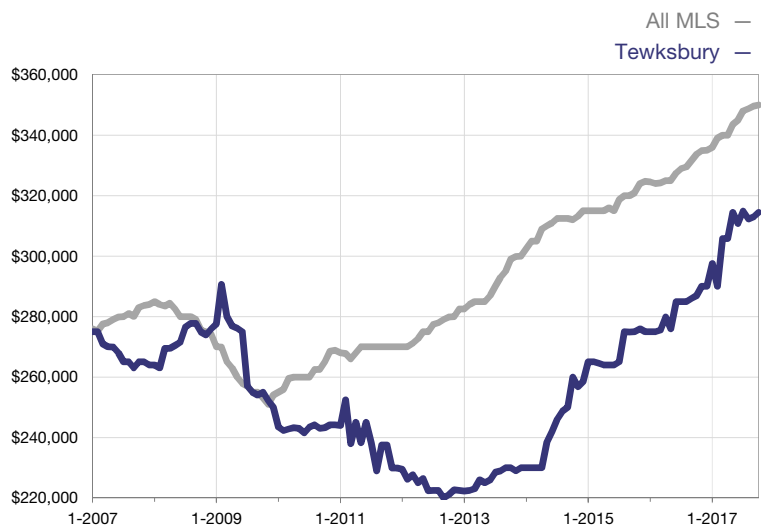
### Median Sales Price – Single-Family Properties

Rolling 12-Month Calculation



### Median Sales Price – Condominium Properties

Rolling 12-Month Calculation



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# Local Market Update – October 2017

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## Tyngsborough

### Single-Family Properties

Key Metrics	October			Year to Date		
	2016	2017	+ / -	2016	2017	+ / -
Pending Sales	13	10	- 23.1%	98	96	- 2.0%
Closed Sales	10	5	- 50.0%	94	81	- 13.8%
Median Sales Price*	\$377,500	<b>\$334,000</b>	- 11.5%	\$367,500	<b>\$409,900</b>	+ 11.5%
Inventory of Homes for Sale	32	14	- 56.3%	--	--	--
Months Supply of Inventory	3.3	1.6	- 51.5%	--	--	--
Cumulative Days on Market Until Sale	32	64	+ 100.0%	83	66	- 20.5%
Percent of Original List Price Received*	97.9%	<b>98.3%</b>	+ 0.4%	97.3%	<b>97.7%</b>	+ 0.4%
New Listings	10	8	- 20.0%	126	104	- 17.5%

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### Condominium Properties

Key Metrics	October			Year to Date		
	2016	2017	+ / -	2016	2017	+ / -
Pending Sales	10	5	- 50.0%	57	52	- 8.8%
Closed Sales	6	2	- 66.7%	49	56	+ 14.3%
Median Sales Price*	\$211,750	<b>\$279,900</b>	+ 32.2%	\$220,000	<b>\$222,500</b>	+ 1.1%
Inventory of Homes for Sale	12	6	- 50.0%	--	--	--
Months Supply of Inventory	2.3	1.1	- 52.2%	--	--	--
Cumulative Days on Market Until Sale	29	146	+ 403.4%	65	53	- 18.5%
Percent of Original List Price Received*	99.6%	<b>101.4%</b>	+ 1.8%	98.9%	<b>99.4%</b>	+ 0.5%
New Listings	9	6	- 33.3%	72	56	- 22.2%

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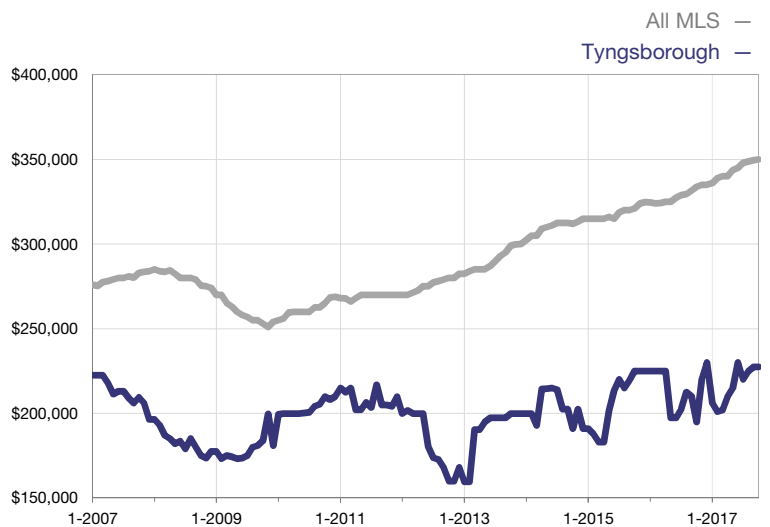
### Median Sales Price – Single-Family Properties

Rolling 12-Month Calculation



### Median Sales Price – Condominium Properties

Rolling 12-Month Calculation



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# Local Market Update – October 2017

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## Westford

### Single-Family Properties

Key Metrics	October			Year to Date		
	2016	2017	+ / -	2016	2017	+ / -
Pending Sales	13	21	+ 61.5%	197	225	+ 14.2%
Closed Sales	20	22	+ 10.0%	184	212	+ 15.2%
Median Sales Price*	\$609,950	<b>\$512,000</b>	- 16.1%	\$500,625	<b>\$575,000</b>	+ 14.9%
Inventory of Homes for Sale	57	41	- 28.1%	--	--	--
Months Supply of Inventory	3.0	2.1	- 30.0%	--	--	--
Cumulative Days on Market Until Sale	94	57	- 39.4%	70	66	- 5.7%
Percent of Original List Price Received*	94.1%	91.9%	- 2.3%	97.2%	97.1%	- 0.1%
New Listings	19	19	0.0%	281	278	- 1.1%

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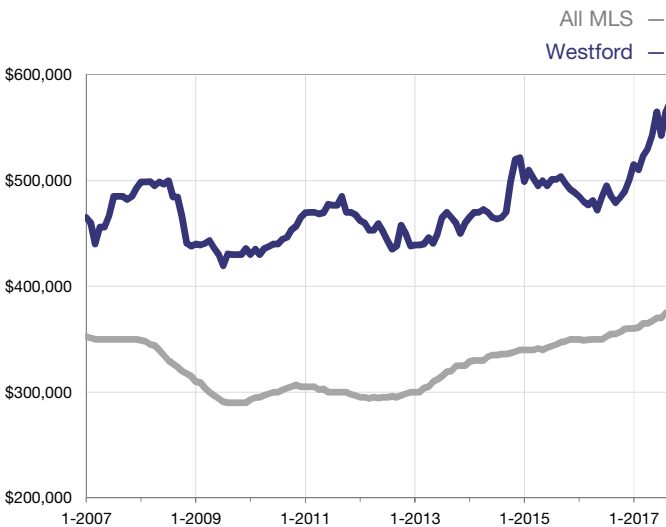
### Condominium Properties

Key Metrics	October			Year to Date		
	2016	2017	+ / -	2016	2017	+ / -
Pending Sales	0	4	--	57	43	- 24.6%
Closed Sales	9	3	- 66.7%	74	38	- 48.6%
Median Sales Price*	\$418,000	<b>\$330,000</b>	- 21.1%	\$385,175	<b>\$386,000</b>	+ 0.2%
Inventory of Homes for Sale	16	10	- 37.5%	--	--	--
Months Supply of Inventory	2.2	2.4	+ 9.1%	--	--	--
Cumulative Days on Market Until Sale	70	42	- 40.0%	98	64	- 34.7%
Percent of Original List Price Received*	95.5%	96.8%	+ 1.4%	98.2%	98.8%	+ 0.6%
New Listings	5	4	- 20.0%	69	59	- 14.5%

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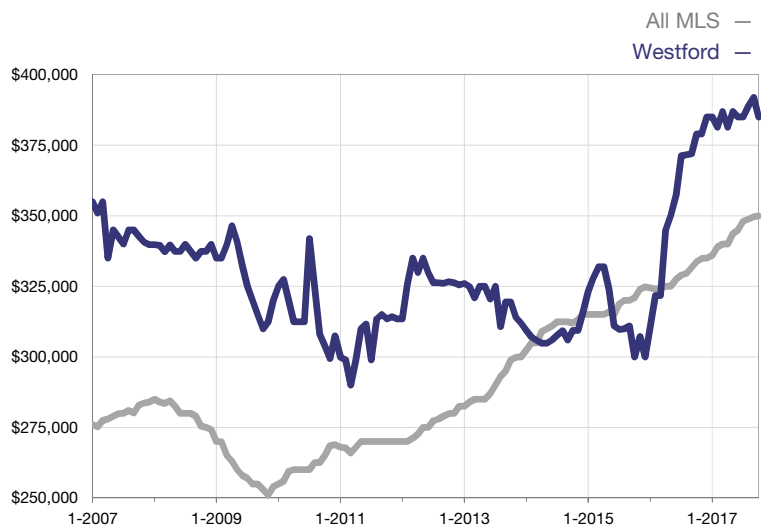
### Median Sales Price – Single-Family Properties

Rolling 12-Month Calculation



### Median Sales Price – Condominium Properties

Rolling 12-Month Calculation



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