



NORTHEAST ASSOCIATION OF  
**REALTORS**®

# November 2017 Housing Data

NEAR Region and individual city and town reports



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

A RESEARCH TOOL PROVIDED BY THE MASSACHUSETTS ASSOCIATION OF REALTORS®



## Northeast Association of REALTORS®

**+ 4.5%**

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

**+ 4.5%**

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

**- 28.5%**

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

### Single-Family Properties

	November			Year to Date		
	2016	2017	+ / -	2016	2017	+ / -
Pending Sales	256	<b>302</b>	+ 18.0%	3,821	<b>3,788</b>	- 0.9%
Closed Sales	335	<b>331</b>	- 1.2%	3,701	<b>3,608</b>	- 2.5%
Median Sales Price*	\$368,000	<b>\$400,000</b>	+ 8.7%	\$377,000	<b>\$400,000</b>	+ 6.1%
Inventory of Homes for Sale	733	<b>523</b>	- 28.6%	--	--	--
Months Supply of Inventory	2.2	<b>1.6</b>	- 26.9%	--	--	--
Cumulative Days on Market Until Sale	57	<b>48</b>	- 15.7%	69	<b>50</b>	- 27.8%
Percent of Original List Price Received*	97.7%	<b>97.8%</b>	+ 0.2%	97.8%	<b>98.8%</b>	+ 1.0%
New Listings	265	<b>291</b>	+ 9.8%	4,678	<b>4,560</b>	- 2.5%

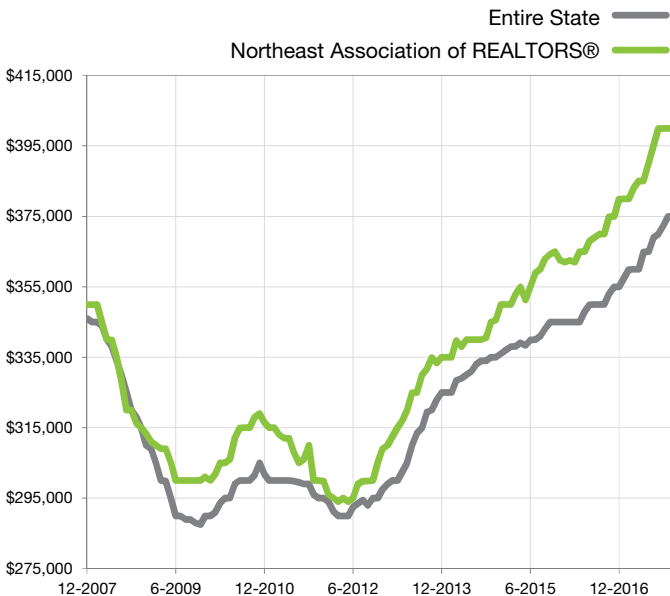
### Condominium Properties

	November			Year to Date		
	2016	2017	+ / -	2016	2017	+ / -
Pending Sales	127	<b>108</b>	- 15.0%	1,581	<b>1,504</b>	- 4.9%
Closed Sales	127	<b>152</b>	+ 19.7%	1,511	<b>1,463</b>	- 3.2%
Median Sales Price*	\$244,000	<b>\$245,000</b>	+ 0.4%	\$221,931	<b>\$235,000</b>	+ 5.9%
Inventory of Homes for Sale	266	<b>191</b>	- 28.2%	--	--	--
Months Supply of Inventory	2.0	<b>1.4</b>	- 26.1%	--	--	--
Cumulative Days on Market Until Sale	48	<b>51</b>	+ 5.8%	61	<b>41</b>	- 33.2%
Percent of Original List Price Received*	97.4%	<b>100.0%</b>	+ 2.7%	97.8%	<b>99.8%</b>	+ 2.0%
New Listings	121	<b>117</b>	- 3.3%	1,860	<b>1,770</b>	- 4.8%

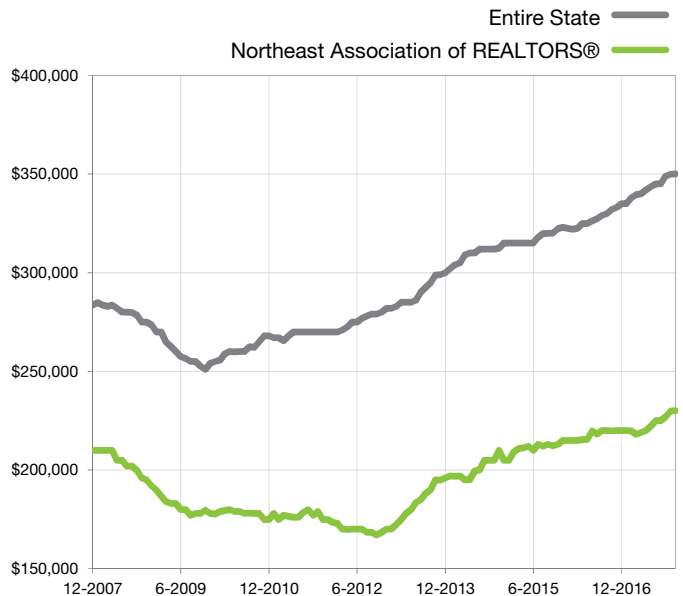
\* Does not account for seller concessions. | Activity for one month can sometimes look extreme due to small sample size.

## Median Sales Price BASED ON A ROLLING 12-MONTH AVERAGE

### Single-Family Properties



### Condominium Properties



A rolling 12-month calculation represents the current month and the 11 months prior in a single data point. If no activity occurred during a month, the line extends to the next available data point.

# Local Market Update – November 2017

A RESEARCH TOOL PROVIDED BY THE MASSACHUSETTS ASSOCIATION OF REALTORS®

## Andover

### Single-Family Properties

Key Metrics	November			Year to Date		
	2016	2017	+ / -	2016	2017	+ / -
Pending Sales	21	<b>28</b>	+ 33.3%	356	<b>368</b>	+ 3.4%
Closed Sales	29	<b>33</b>	+ 13.8%	341	<b>355</b>	+ 4.1%
Median Sales Price*	\$650,000	<b>\$570,000</b>	- 12.3%	\$610,000	<b>\$642,000</b>	+ 5.2%
Inventory of Homes for Sale	66	<b>58</b>	- 12.1%	--	--	--
Months Supply of Inventory	2.1	<b>1.8</b>	- 14.3%	--	--	--
Cumulative Days on Market Until Sale	64	<b>49</b>	- 23.4%	73	<b>54</b>	- 26.0%
Percent of Original List Price Received*	97.1%	<b>99.9%</b>	+ 2.9%	96.9%	<b>98.6%</b>	+ 1.8%
New Listings	20	<b>26</b>	+ 30.0%	471	<b>458</b>	- 2.8%

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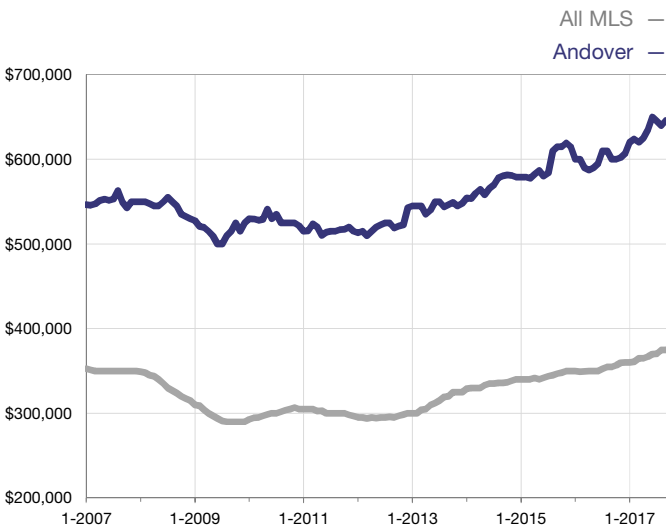
### Condominium Properties

Key Metrics	November			Year to Date		
	2016	2017	+ / -	2016	2017	+ / -
Pending Sales	4	<b>11</b>	+ 175.0%	112	<b>144</b>	+ 28.6%
Closed Sales	2	<b>13</b>	+ 550.0%	118	<b>134</b>	+ 13.6%
Median Sales Price*	\$380,000	<b>\$395,000</b>	+ 3.9%	\$265,000	<b>\$289,450</b>	+ 9.2%
Inventory of Homes for Sale	27	<b>21</b>	- 22.2%	--	--	--
Months Supply of Inventory	2.6	<b>1.8</b>	- 30.8%	--	--	--
Cumulative Days on Market Until Sale	32	<b>95</b>	+ 196.9%	66	<b>55</b>	- 16.7%
Percent of Original List Price Received*	97.9%	<b>99.0%</b>	+ 1.1%	97.4%	<b>99.1%</b>	+ 1.7%
New Listings	10	<b>10</b>	0.0%	146	<b>169</b>	+ 15.8%

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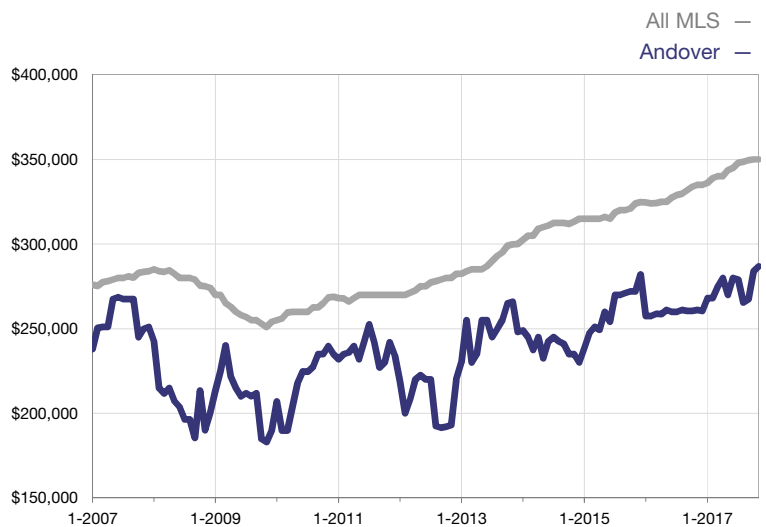
### Median Sales Price – Single-Family Properties

Rolling 12-Month Calculation



### Median Sales Price – Condominium Properties

Rolling 12-Month Calculation



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# Local Market Update – November 2017

A RESEARCH TOOL PROVIDED BY THE MASSACHUSETTS ASSOCIATION OF REALTORS®

## Billerica

### Single-Family Properties

Key Metrics	November			Year to Date		
	2016	2017	+ / -	2016	2017	+ / -
Pending Sales	30	<b>34</b>	+ 13.3%	404	<b>369</b>	- 8.7%
Closed Sales	38	<b>37</b>	- 2.6%	393	<b>336</b>	- 14.5%
Median Sales Price*	\$398,500	<b>\$424,000</b>	+ 6.4%	\$391,000	<b>\$430,000</b>	+ 10.0%
Inventory of Homes for Sale	51	<b>40</b>	- 21.6%	--	--	--
Months Supply of Inventory	1.4	<b>1.3</b>	- 7.1%	--	--	--
Cumulative Days on Market Until Sale	37	<b>51</b>	+ 37.8%	59	<b>36</b>	- 39.0%
Percent of Original List Price Received*	98.1%	<b>99.5%</b>	+ 1.4%	98.5%	<b>100.3%</b>	+ 1.8%
New Listings	40	<b>33</b>	- 17.5%	452	<b>437</b>	- 3.3%

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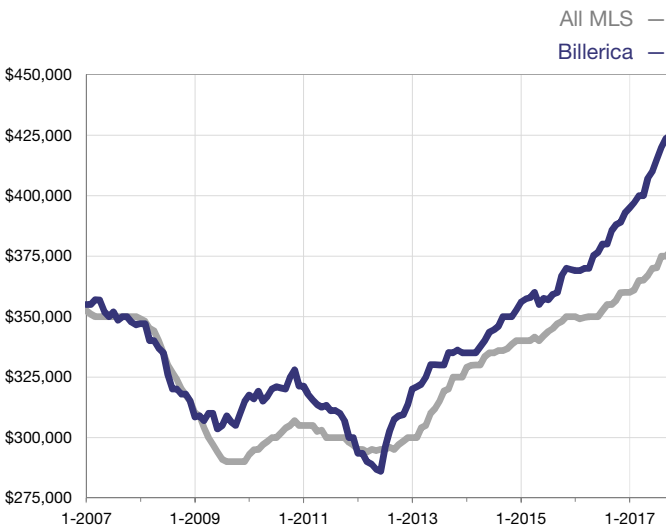
### Condominium Properties

Key Metrics	November			Year to Date		
	2016	2017	+ / -	2016	2017	+ / -
Pending Sales	4	<b>1</b>	- 75.0%	95	<b>56</b>	- 41.1%
Closed Sales	12	<b>6</b>	- 50.0%	96	<b>55</b>	- 42.7%
Median Sales Price*	\$327,500	<b>\$414,950</b>	+ 26.7%	\$307,250	<b>\$274,000</b>	- 10.8%
Inventory of Homes for Sale	7	<b>6</b>	- 14.3%	--	--	--
Months Supply of Inventory	0.8	<b>1.2</b>	+ 50.0%	--	--	--
Cumulative Days on Market Until Sale	52	<b>15</b>	- 71.2%	49	<b>25</b>	- 49.0%
Percent of Original List Price Received*	96.2%	<b>100.8%</b>	+ 4.8%	98.5%	<b>100.6%</b>	+ 2.1%
New Listings	3	<b>6</b>	+ 100.0%	97	<b>70</b>	- 27.8%

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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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## Boxford

### Single-Family Properties

Key Metrics	November			Year to Date		
	2016	2017	+ / -	2016	2017	+ / -
Pending Sales	8	12	+ 50.0%	130	123	- 5.4%
Closed Sales	12	15	+ 25.0%	122	114	- 6.6%
Median Sales Price*	\$609,500	<b>\$800,000</b>	+ 31.3%	\$622,500	<b>\$639,500</b>	+ 2.7%
Inventory of Homes for Sale	33	41	+ 24.2%	--	--	--
Months Supply of Inventory	3.0	4.0	+ 33.3%	--	--	--
Cumulative Days on Market Until Sale	125	87	- 30.4%	104	82	- 21.2%
Percent of Original List Price Received*	110.1%	<b>94.4%</b>	- 14.3%	97.5%	<b>96.6%</b>	- 0.9%
New Listings	8	11	+ 37.5%	174	181	+ 4.0%

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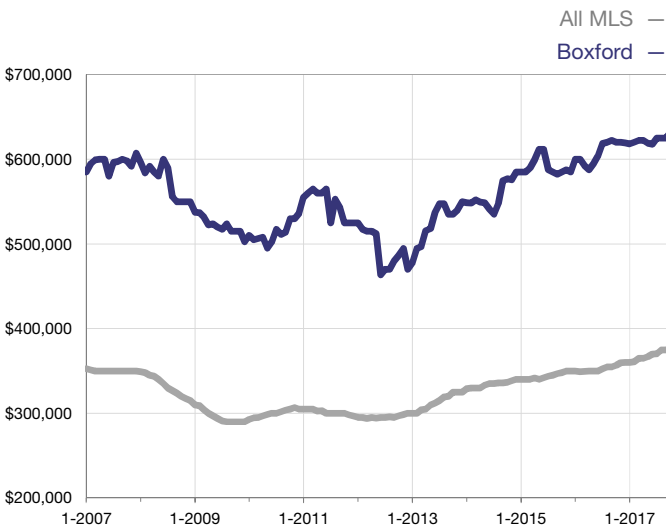
### Condominium Properties

Key Metrics	November			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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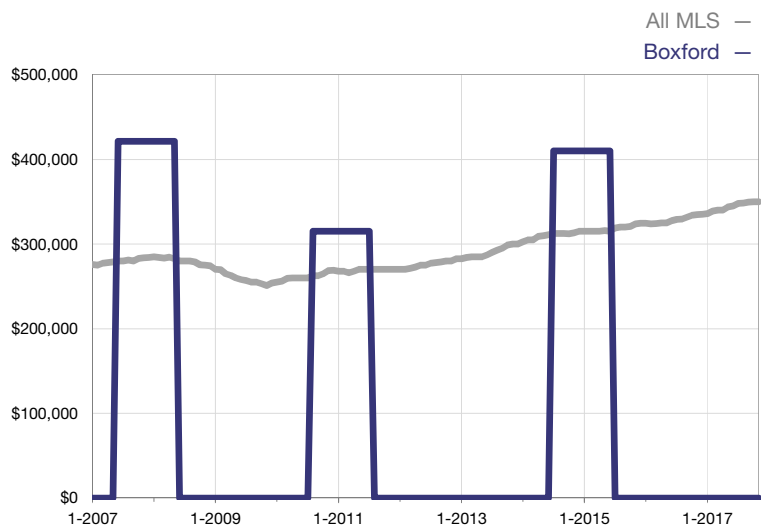
### Median Sales Price – Single-Family Properties

Rolling 12-Month Calculation



### Median Sales Price – Condominium Properties

Rolling 12-Month Calculation



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## Carlisle

### Single-Family Properties

Key Metrics	November			Year to Date		
	2016	2017	+ / -	2016	2017	+ / -
Pending Sales	3	5	+ 66.7%	93	71	- 23.7%
Closed Sales	11	7	- 36.4%	89	73	- 18.0%
Median Sales Price*	\$759,000	<b>\$900,000</b>	+ 18.6%	\$797,750	<b>\$849,500</b>	+ 6.5%
Inventory of Homes for Sale	27	18	- 33.3%	--	--	--
Months Supply of Inventory	3.4	2.8	- 17.6%	--	--	--
Cumulative Days on Market Until Sale	95	53	- 44.2%	97	71	- 26.8%
Percent of Original List Price Received*	93.6%	95.9%	+ 2.5%	95.6%	95.8%	+ 0.2%
New Listings	2	4	+ 100.0%	122	91	- 25.4%

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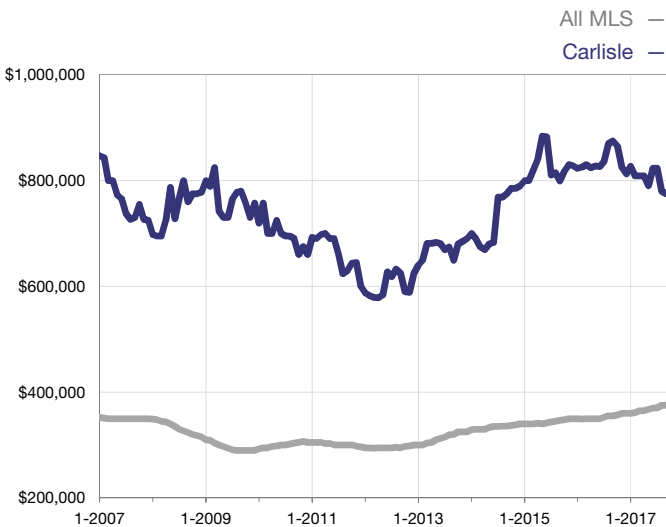
### Condominium Properties

Key Metrics	November			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	1	0	- 100.0%	--	--	--
Months Supply of Inventory	1.0	0.0	- 100.0%	--	--	--
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	1	0	- 100.0%	2	1	- 50.0%

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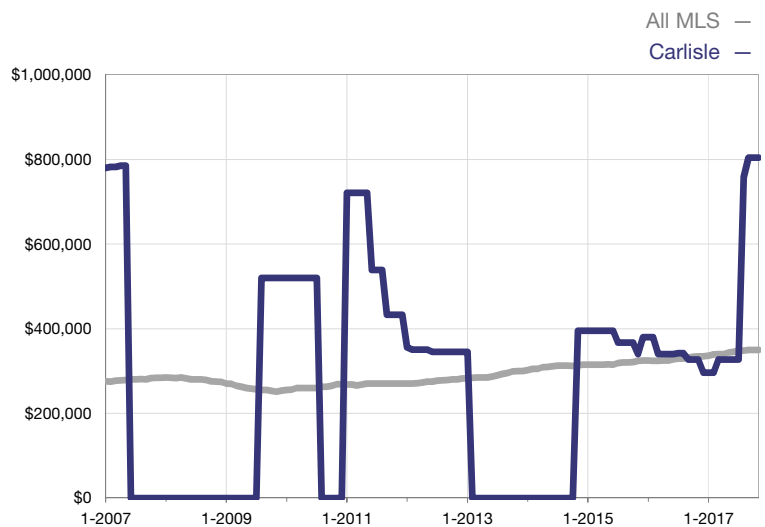
### Median Sales Price – Single-Family Properties

Rolling 12-Month Calculation



### Median Sales Price – Condominium Properties

Rolling 12-Month Calculation



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# Local Market Update – November 2017

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## Chelmsford

### Single-Family Properties

Key Metrics	November			Year to Date		
	2016	2017	+ / -	2016	2017	+ / -
Pending Sales	24	20	- 16.7%	334	331	- 0.9%
Closed Sales	27	23	- 14.8%	323	325	+ 0.6%
Median Sales Price*	\$405,000	<b>\$485,000</b>	+ 19.8%	\$389,900	<b>\$416,100</b>	+ 6.7%
Inventory of Homes for Sale	49	26	- 46.9%	--	--	--
Months Supply of Inventory	1.7	0.9	- 47.1%	--	--	--
Cumulative Days on Market Until Sale	48	34	- 29.2%	67	49	- 26.9%
Percent of Original List Price Received*	96.6%	99.0%	+ 2.5%	97.8%	99.7%	+ 1.9%
New Listings	19	22	+ 15.8%	385	374	- 2.9%

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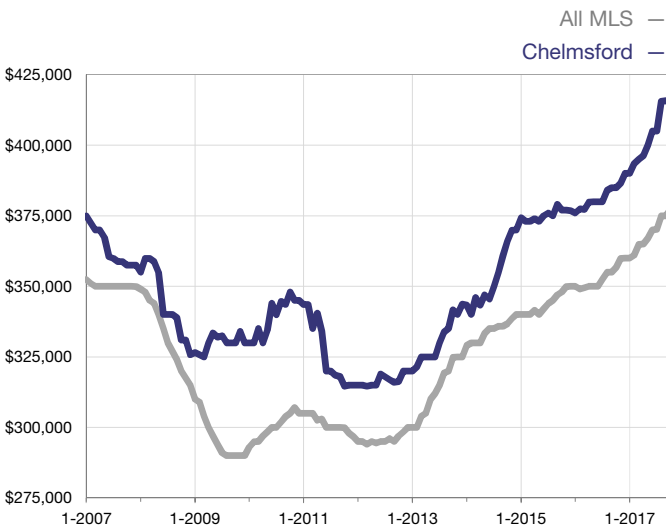
### Condominium Properties

Key Metrics	November			Year to Date		
	2016	2017	+ / -	2016	2017	+ / -
Pending Sales	12	12	0.0%	191	171	- 10.5%
Closed Sales	16	16	0.0%	182	157	- 13.7%
Median Sales Price*	\$242,000	<b>\$250,000</b>	+ 3.3%	\$239,950	<b>\$260,000</b>	+ 8.4%
Inventory of Homes for Sale	13	14	+ 7.7%	--	--	--
Months Supply of Inventory	0.8	1.0	+ 25.0%	--	--	--
Cumulative Days on Market Until Sale	46	33	- 28.3%	59	27	- 54.2%
Percent of Original List Price Received*	96.6%	98.7%	+ 2.2%	98.4%	99.2%	+ 0.8%
New Listings	13	14	+ 7.7%	202	187	- 7.4%

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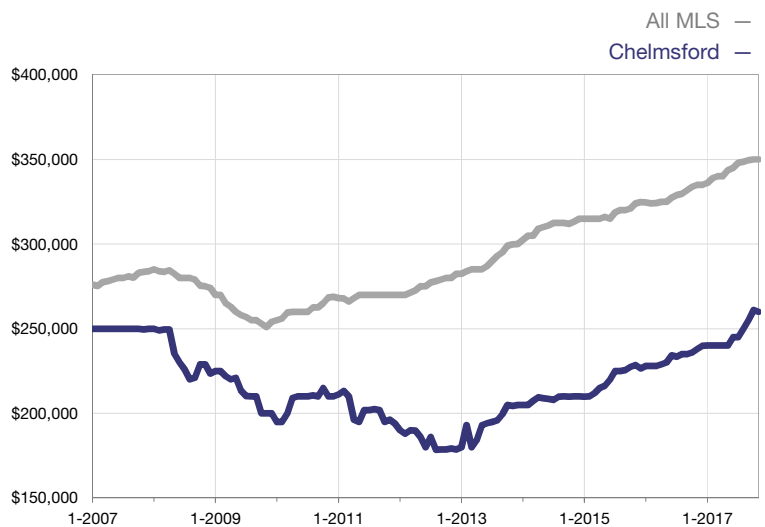
### Median Sales Price – Single-Family Properties

Rolling 12-Month Calculation



### Median Sales Price – Condominium Properties

Rolling 12-Month Calculation



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# Local Market Update – November 2017

A RESEARCH TOOL PROVIDED BY THE MASSACHUSETTS ASSOCIATION OF REALTORS®

## Dracut

### Single-Family Properties

Key Metrics	November			Year to Date		
	2016	2017	+ / -	2016	2017	+ / -
Pending Sales	22	<b>27</b>	+ 22.7%	358	<b>317</b>	- 11.5%
Closed Sales	32	<b>26</b>	- 18.8%	340	<b>295</b>	- 13.2%
Median Sales Price*	\$348,500	<b>\$331,500</b>	- 4.9%	\$325,000	<b>\$345,000</b>	+ 6.2%
Inventory of Homes for Sale	56	<b>35</b>	- 37.5%	--	--	--
Months Supply of Inventory	1.8	<b>1.3</b>	- 27.8%	--	--	--
Cumulative Days on Market Until Sale	53	<b>33</b>	- 37.7%	64	<b>49</b>	- 23.4%
Percent of Original List Price Received*	101.1%	<b>96.7%</b>	- 4.4%	99.3%	<b>99.2%</b>	- 0.1%
New Listings	19	<b>25</b>	+ 31.6%	405	<b>355</b>	- 12.3%

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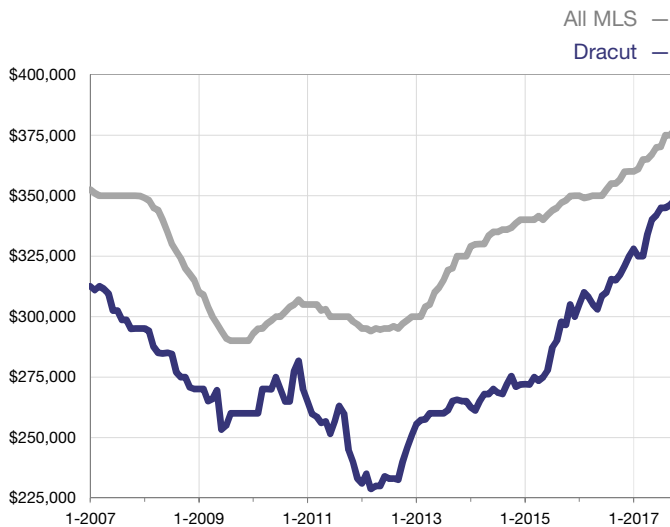
### Condominium Properties

Key Metrics	November			Year to Date		
	2016	2017	+ / -	2016	2017	+ / -
Pending Sales	14	<b>10</b>	- 28.6%	154	<b>176</b>	+ 14.3%
Closed Sales	12	<b>15</b>	+ 25.0%	150	<b>162</b>	+ 8.0%
Median Sales Price*	\$172,450	<b>\$209,900</b>	+ 21.7%	\$170,000	<b>\$199,950</b>	+ 17.6%
Inventory of Homes for Sale	31	<b>18</b>	- 41.9%	--	--	--
Months Supply of Inventory	2.3	<b>1.3</b>	- 43.5%	--	--	--
Cumulative Days on Market Until Sale	35	<b>63</b>	+ 80.0%	65	<b>38</b>	- 41.5%
Percent of Original List Price Received*	97.6%	<b>98.6%</b>	+ 1.0%	97.0%	<b>101.1%</b>	+ 4.2%
New Listings	15	<b>16</b>	+ 6.7%	183	<b>197</b>	+ 7.7%

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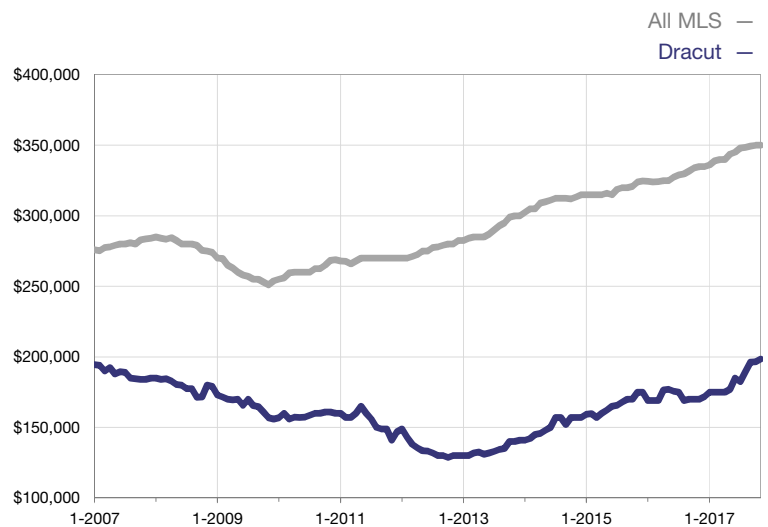
### Median Sales Price – Single-Family Properties

Rolling 12-Month Calculation



### Median Sales Price – Condominium Properties

Rolling 12-Month Calculation



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# Local Market Update – November 2017

A RESEARCH TOOL PROVIDED BY THE MASSACHUSETTS ASSOCIATION OF REALTORS®

## Dunstable

### Single-Family Properties

Key Metrics	November			Year to Date		
	2016	2017	+ / -	2016	2017	+ / -
Pending Sales	2	2	0.0%	40	47	+ 17.5%
Closed Sales	3	3	0.0%	36	44	+ 22.2%
Median Sales Price*	\$430,000	<b>\$605,376</b>	+ 40.8%	\$456,500	<b>\$505,000</b>	+ 10.6%
Inventory of Homes for Sale	22	15	- 31.8%	--	--	--
Months Supply of Inventory	7.1	3.9	- 45.1%	--	--	--
Cumulative Days on Market Until Sale	80	100	+ 25.0%	96	92	- 4.2%
Percent of Original List Price Received*	90.9%	98.1%	+ 7.9%	99.0%	97.2%	- 1.8%
New Listings	1	11	+ 1,000.0%	67	62	- 7.5%

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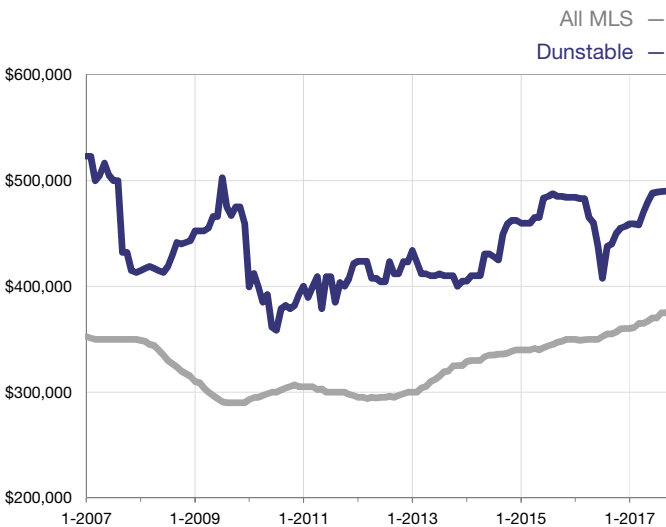
### Condominium Properties

Key Metrics	November			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.

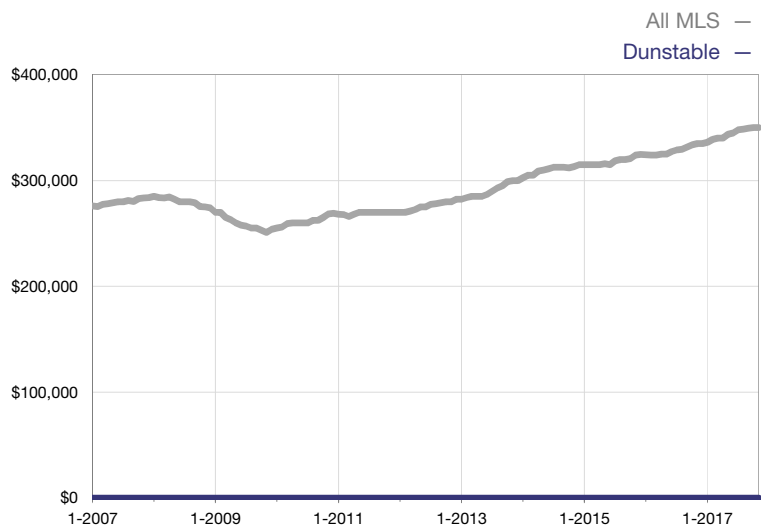
### Median Sales Price – Single-Family Properties

Rolling 12-Month Calculation



### Median Sales Price – Condominium Properties

Rolling 12-Month Calculation



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# Local Market Update – November 2017

A RESEARCH TOOL PROVIDED BY THE MASSACHUSETTS ASSOCIATION OF REALTORS®

## Lawrence

### Single-Family Properties

Key Metrics	November			Year to Date		
	2016	2017	+ / -	2016	2017	+ / -
Pending Sales	18	23	+ 27.8%	206	211	+ 2.4%
Closed Sales	17	16	- 5.9%	199	202	+ 1.5%
Median Sales Price*	\$264,900	<b>\$259,500</b>	- 2.0%	\$230,000	<b>\$252,500</b>	+ 9.8%
Inventory of Homes for Sale	47	32	- 31.9%	--	--	--
Months Supply of Inventory	2.6	1.7	- 34.6%	--	--	--
Cumulative Days on Market Until Sale	74	50	- 32.4%	79	45	- 43.0%
Percent of Original List Price Received*	94.6%	95.9%	+ 1.4%	98.6%	98.6%	0.0%
New Listings	22	19	- 13.6%	254	260	+ 2.4%

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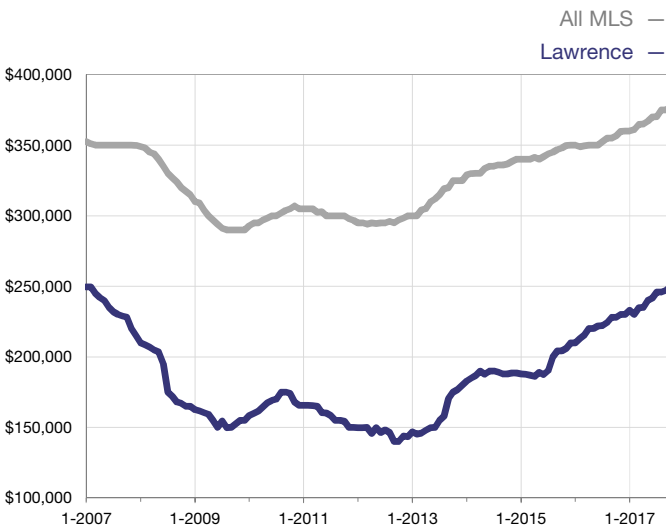
### Condominium Properties

Key Metrics	November			Year to Date		
	2016	2017	+ / -	2016	2017	+ / -
Pending Sales	11	10	- 9.1%	54	80	+ 48.1%
Closed Sales	3	9	+ 200.0%	38	80	+ 110.5%
Median Sales Price*	\$152,500	<b>\$170,000</b>	+ 11.5%	\$129,500	<b>\$147,000</b>	+ 13.5%
Inventory of Homes for Sale	14	12	- 14.3%	--	--	--
Months Supply of Inventory	4.2	1.6	- 61.9%	--	--	--
Cumulative Days on Market Until Sale	27	66	+ 144.4%	67	44	- 34.3%
Percent of Original List Price Received*	99.1%	104.6%	+ 5.5%	97.0%	100.1%	+ 3.2%
New Listings	7	4	- 42.9%	72	101	+ 40.3%

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

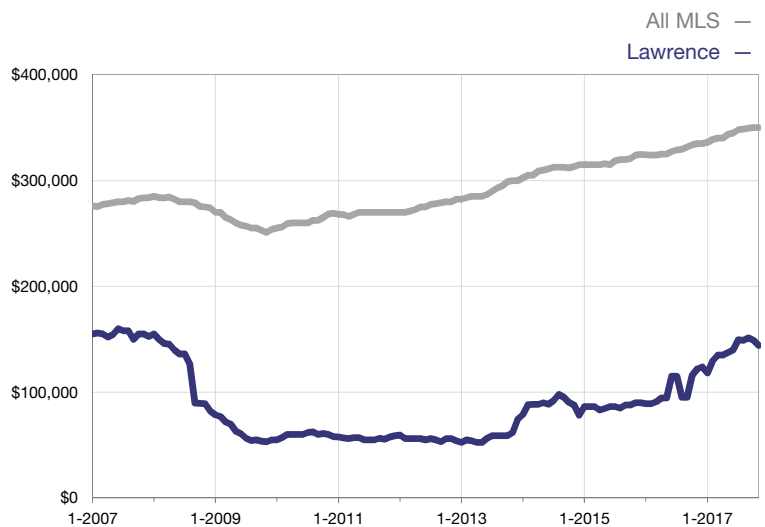
### Median Sales Price – Single-Family Properties

Rolling 12-Month Calculation



### Median Sales Price – Condominium Properties

Rolling 12-Month Calculation



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# Local Market Update – November 2017

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## Littleton

### Single-Family Properties

Key Metrics	November			Year to Date		
	2016	2017	+ / -	2016	2017	+ / -
Pending Sales	22	6	- 72.7%	139	128	- 7.9%
Closed Sales	11	12	+ 9.1%	130	122	- 6.2%
Median Sales Price*	\$495,500	<b>\$456,500</b>	- 7.9%	\$493,278	<b>\$486,500</b>	- 1.4%
Inventory of Homes for Sale	31	28	- 9.7%	--	--	--
Months Supply of Inventory	2.7	2.4	- 11.1%	--	--	--
Cumulative Days on Market Until Sale	108	73	- 32.4%	80	58	- 27.5%
Percent of Original List Price Received*	97.6%	98.5%	+ 0.9%	97.8%	98.6%	+ 0.8%
New Listings	10	12	+ 20.0%	174	182	+ 4.6%

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

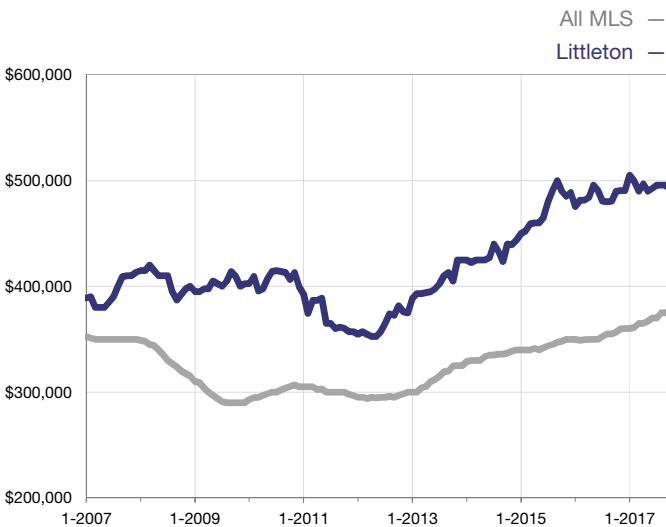
### Condominium Properties

Key Metrics	November			Year to Date		
	2016	2017	+ / -	2016	2017	+ / -
Pending Sales	0	1	--	7	5	- 28.6%
Closed Sales	0	2	--	8	6	- 25.0%
Median Sales Price*	\$0	<b>\$420,725</b>	--	\$320,000	<b>\$379,500</b>	+ 18.6%
Inventory of Homes for Sale	1	2	+ 100.0%	--	--	--
Months Supply of Inventory	0.8	1.3	+ 62.5%	--	--	--
Cumulative Days on Market Until Sale	0	55	--	153	141	- 7.8%
Percent of Original List Price Received*	0.0%	97.3%	--	95.8%	96.6%	+ 0.8%
New Listings	0	2	--	6	7	+ 16.7%

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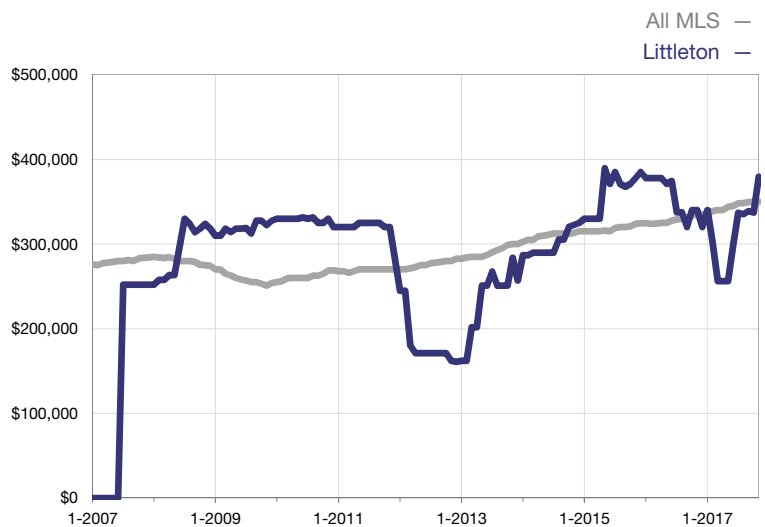
### Median Sales Price – Single-Family Properties

Rolling 12-Month Calculation



### Median Sales Price – Condominium Properties

Rolling 12-Month Calculation



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# Local Market Update – November 2017

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## Lowell

### Single-Family Properties

Key Metrics	November			Year to Date		
	2016	2017	+ / -	2016	2017	+ / -
Pending Sales	29	46	+ 58.6%	496	511	+ 3.0%
Closed Sales	51	42	- 17.6%	480	488	+ 1.7%
Median Sales Price*	\$266,200	\$300,000	+ 12.7%	\$260,000	\$284,500	+ 9.4%
Inventory of Homes for Sale	112	54	- 51.8%	--	--	--
Months Supply of Inventory	2.6	1.2	- 53.8%	--	--	--
Cumulative Days on Market Until Sale	45	38	- 15.6%	69	46	- 33.3%
Percent of Original List Price Received*	96.0%	96.9%	+ 0.9%	96.9%	98.7%	+ 1.9%
New Listings	38	33	- 13.2%	599	571	- 4.7%

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

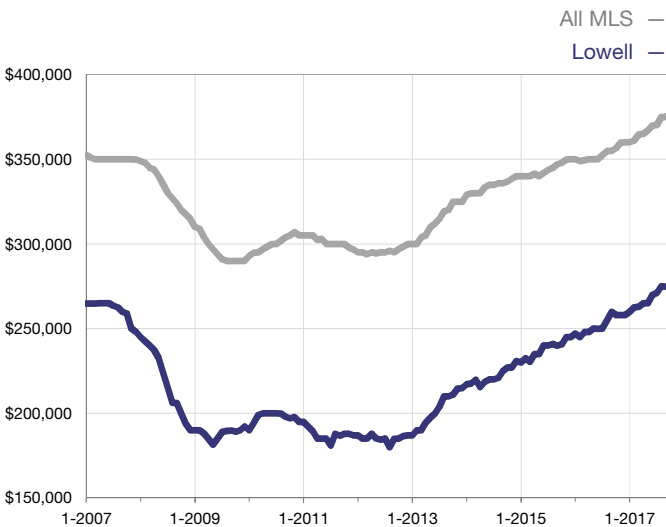
### Condominium Properties

Key Metrics	November			Year to Date		
	2016	2017	+ / -	2016	2017	+ / -
Pending Sales	36	28	- 22.2%	362	324	- 10.5%
Closed Sales	23	40	+ 73.9%	345	325	- 5.8%
Median Sales Price*	\$162,300	\$199,947	+ 23.2%	\$168,070	\$187,000	+ 11.3%
Inventory of Homes for Sale	58	41	- 29.3%	--	--	--
Months Supply of Inventory	1.9	1.4	- 26.3%	--	--	--
Cumulative Days on Market Until Sale	32	37	+ 15.6%	60	37	- 38.3%
Percent of Original List Price Received*	96.3%	100.6%	+ 4.5%	96.2%	99.1%	+ 3.0%
New Listings	30	27	- 10.0%	422	415	- 1.7%

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

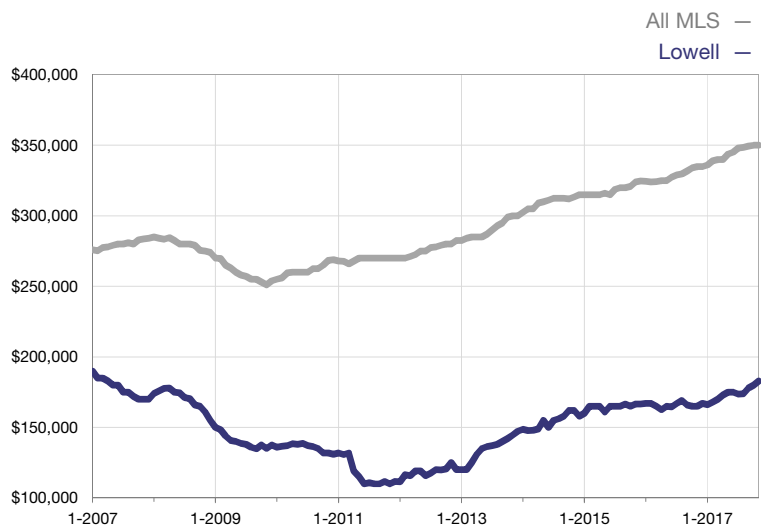
### Median Sales Price – Single-Family Properties

Rolling 12-Month Calculation



### Median Sales Price – Condominium Properties

Rolling 12-Month Calculation



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# Local Market Update – November 2017

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## Methuen

### Single-Family Properties

Key Metrics	November			Year to Date		
	2016	2017	+ / -	2016	2017	+ / -
Pending Sales	28	<b>31</b>	+ 10.7%	446	<b>458</b>	+ 2.7%
Closed Sales	40	<b>46</b>	+ 15.0%	450	<b>441</b>	- 2.0%
Median Sales Price*	\$302,000	<b>\$320,000</b>	+ 6.0%	\$308,000	<b>\$340,000</b>	+ 10.4%
Inventory of Homes for Sale	75	<b>56</b>	- 25.3%	--	--	--
Months Supply of Inventory	1.8	<b>1.4</b>	- 22.2%	--	--	--
Cumulative Days on Market Until Sale	42	<b>37</b>	- 11.9%	61	<b>43</b>	- 29.5%
Percent of Original List Price Received*	97.6%	<b>97.9%</b>	+ 0.3%	98.0%	<b>99.0%</b>	+ 1.0%
New Listings	30	<b>28</b>	- 6.7%	524	<b>560</b>	+ 6.9%

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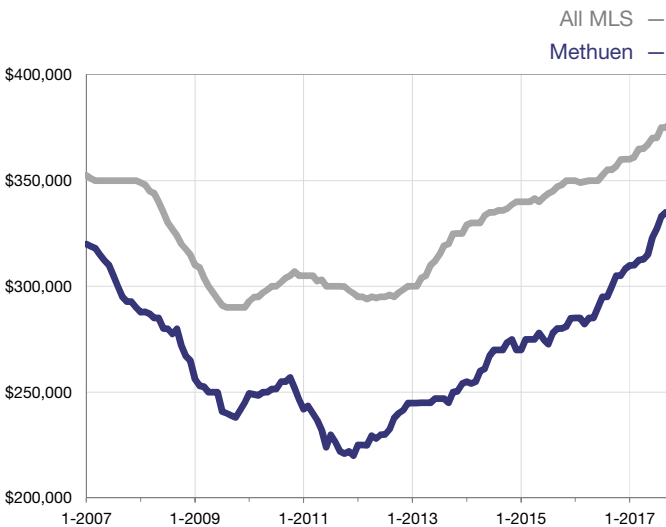
### Condominium Properties

Key Metrics	November			Year to Date		
	2016	2017	+ / -	2016	2017	+ / -
Pending Sales	14	<b>14</b>	0.0%	137	<b>160</b>	+ 16.8%
Closed Sales	14	<b>16</b>	+ 14.3%	116	<b>150</b>	+ 29.3%
Median Sales Price*	\$210,000	<b>\$264,950</b>	+ 26.2%	\$223,500	<b>\$236,000</b>	+ 5.6%
Inventory of Homes for Sale	47	<b>31</b>	- 34.0%	--	--	--
Months Supply of Inventory	4.5	<b>2.2</b>	- 51.1%	--	--	--
Cumulative Days on Market Until Sale	68	<b>83</b>	+ 22.1%	56	<b>57</b>	+ 1.8%
Percent of Original List Price Received*	96.8%	<b>100.1%</b>	+ 3.4%	99.8%	<b>99.3%</b>	- 0.5%
New Listings	14	<b>18</b>	+ 28.6%	189	<b>181</b>	- 4.2%

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

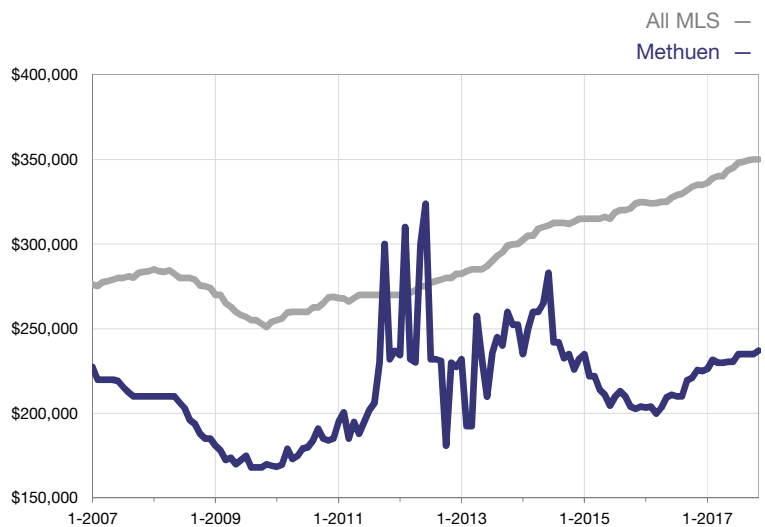
### Median Sales Price – Single-Family Properties

Rolling 12-Month Calculation



### Median Sales Price – Condominium Properties

Rolling 12-Month Calculation



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# Local Market Update – November 2017

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## North Andover

### Single-Family Properties

Key Metrics	November			Year to Date		
	2016	2017	+ / -	2016	2017	+ / -
Pending Sales	14	19	+ 35.7%	237	239	+ 0.8%
Closed Sales	18	22	+ 22.2%	241	235	- 2.5%
Median Sales Price*	\$440,000	\$568,750	+ 29.3%	\$540,000	\$570,000	+ 5.6%
Inventory of Homes for Sale	48	47	- 2.1%	--	--	--
Months Supply of Inventory	2.3	2.2	- 4.3%	--	--	--
Cumulative Days on Market Until Sale	79	71	- 10.1%	78	55	- 29.5%
Percent of Original List Price Received*	94.9%	99.0%	+ 4.3%	97.1%	98.3%	+ 1.2%
New Listings	14	23	+ 64.3%	309	305	- 1.3%

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

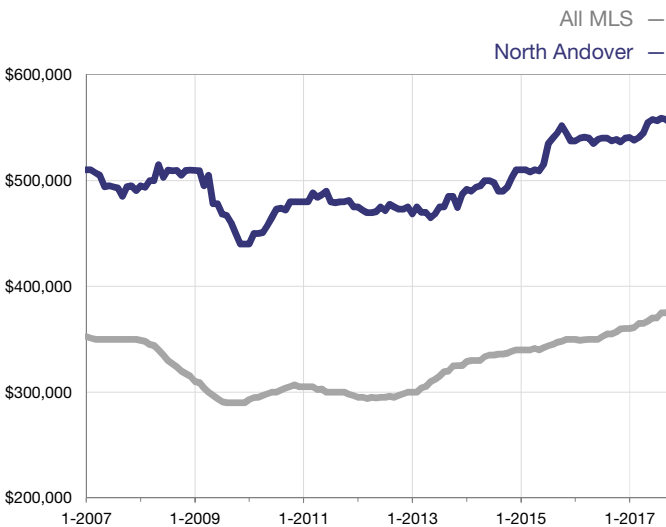
### Condominium Properties

Key Metrics	November			Year to Date		
	2016	2017	+ / -	2016	2017	+ / -
Pending Sales	11	11	0.0%	166	168	+ 1.2%
Closed Sales	15	13	- 13.3%	159	157	- 1.3%
Median Sales Price*	\$275,000	\$291,000	+ 5.8%	\$220,000	\$265,000	+ 20.5%
Inventory of Homes for Sale	36	16	- 55.6%	--	--	--
Months Supply of Inventory	2.5	1.1	- 56.0%	--	--	--
Cumulative Days on Market Until Sale	93	43	- 53.8%	64	43	- 32.8%
Percent of Original List Price Received*	97.8%	99.8%	+ 2.0%	98.0%	100.3%	+ 2.3%
New Listings	14	7	- 50.0%	200	178	- 11.0%

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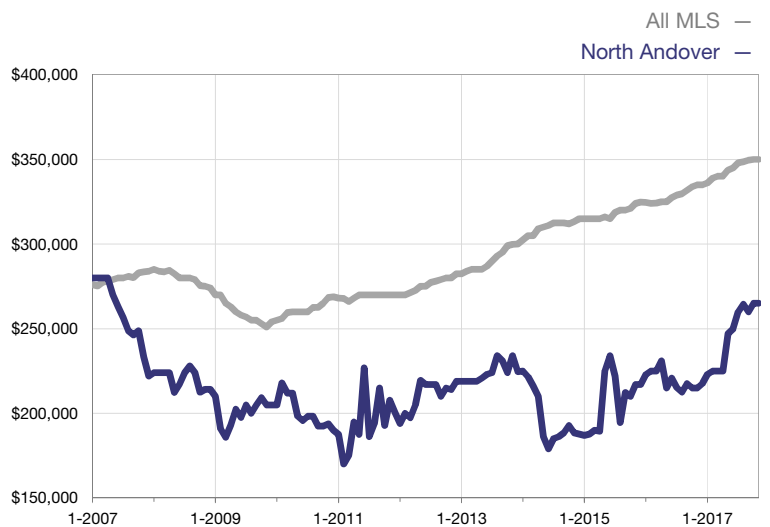
### Median Sales Price – Single-Family Properties

Rolling 12-Month Calculation



### Median Sales Price – Condominium Properties

Rolling 12-Month Calculation



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# Local Market Update – November 2017

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## Tewksbury

### Single-Family Properties

Key Metrics	November			Year to Date		
	2016	2017	+ / -	2016	2017	+ / -
Pending Sales	21	21	0.0%	273	270	- 1.1%
Closed Sales	22	24	+ 9.1%	255	258	+ 1.2%
Median Sales Price*	\$382,750	<b>\$426,250</b>	+ 11.4%	\$388,500	<b>\$423,750</b>	+ 9.1%
Inventory of Homes for Sale	39	26	- 33.3%	--	--	--
Months Supply of Inventory	1.7	1.1	- 35.3%	--	--	--
Cumulative Days on Market Until Sale	43	26	- 39.5%	55	35	- 36.4%
Percent of Original List Price Received*	98.2%	99.7%	+ 1.5%	98.7%	100.7%	+ 2.0%
New Listings	22	24	+ 9.1%	315	322	+ 2.2%

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

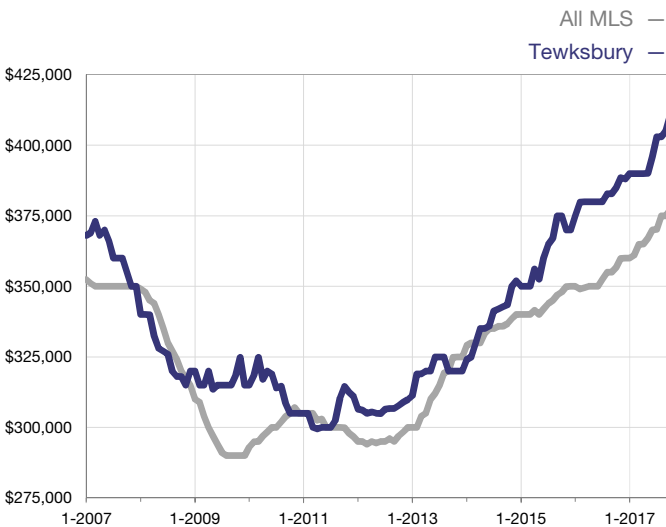
### Condominium Properties

Key Metrics	November			Year to Date		
	2016	2017	+ / -	2016	2017	+ / -
Pending Sales	9	5	- 44.4%	176	119	- 32.4%
Closed Sales	25	13	- 48.0%	169	131	- 22.5%
Median Sales Price*	\$340,475	<b>\$307,000</b>	- 9.8%	\$290,000	<b>\$310,000</b>	+ 6.9%
Inventory of Homes for Sale	8	9	+ 12.5%	--	--	--
Months Supply of Inventory	0.5	0.8	+ 60.0%	--	--	--
Cumulative Days on Market Until Sale	28	25	- 10.7%	40	22	- 45.0%
Percent of Original List Price Received*	99.4%	100.8%	+ 1.4%	99.3%	101.7%	+ 2.4%
New Listings	7	4	- 42.9%	191	138	- 27.7%

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

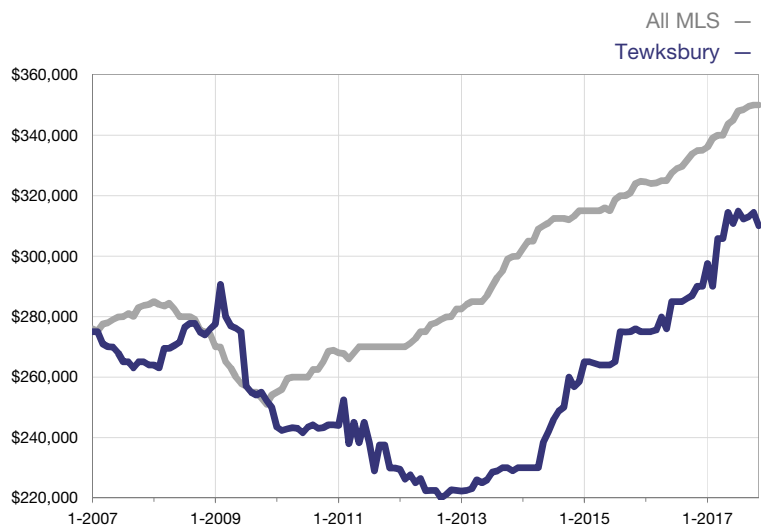
### Median Sales Price – Single-Family Properties

Rolling 12-Month Calculation



### Median Sales Price – Condominium Properties

Rolling 12-Month Calculation



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# Local Market Update – November 2017

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## Tyngsborough

### Single-Family Properties

Key Metrics	November			Year to Date		
	2016	2017	+ / -	2016	2017	+ / -
Pending Sales	7	11	+ 57.1%	105	106	+ 1.0%
Closed Sales	12	15	+ 25.0%	106	97	- 8.5%
Median Sales Price*	\$422,500	<b>\$358,800</b>	- 15.1%	\$372,500	<b>\$395,000</b>	+ 6.0%
Inventory of Homes for Sale	29	13	- 55.2%	--	--	--
Months Supply of Inventory	2.9	1.4	- 51.7%	--	--	--
Cumulative Days on Market Until Sale	45	67	+ 48.9%	78	66	- 15.4%
Percent of Original List Price Received*	98.6%	<b>94.3%</b>	- 4.4%	97.4%	<b>97.2%</b>	- 0.2%
New Listings	11	10	- 9.1%	137	114	- 16.8%

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

### Condominium Properties

Key Metrics	November			Year to Date		
	2016	2017	+ / -	2016	2017	+ / -
Pending Sales	7	1	- 85.7%	64	53	- 17.2%
Closed Sales	5	5	0.0%	54	61	+ 13.0%
Median Sales Price*	\$255,000	<b>\$359,900</b>	+ 41.1%	\$230,500	<b>\$257,000</b>	+ 11.5%
Inventory of Homes for Sale	9	8	- 11.1%	--	--	--
Months Supply of Inventory	1.7	1.4	- 17.6%	--	--	--
Cumulative Days on Market Until Sale	78	63	- 19.2%	66	54	- 18.2%
Percent of Original List Price Received*	96.1%	<b>99.4%</b>	+ 3.4%	98.7%	<b>99.4%</b>	+ 0.7%
New Listings	4	4	0.0%	76	60	- 21.1%

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

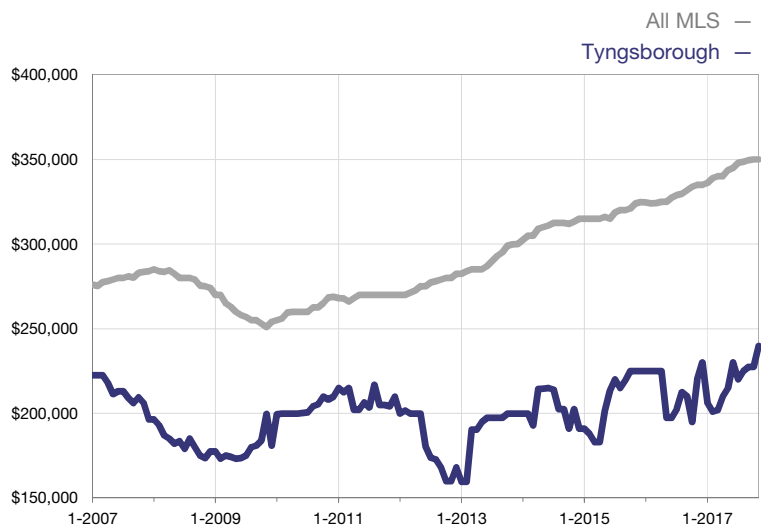
### Median Sales Price – Single-Family Properties

Rolling 12-Month Calculation



### Median Sales Price – Condominium Properties

Rolling 12-Month Calculation



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# Local Market Update – November 2017

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## Westford

### Single-Family Properties

Key Metrics	November			Year to Date		
	2016	2017	+ / -	2016	2017	+ / -
Pending Sales	7	17	+ 142.9%	204	239	+ 17.2%
Closed Sales	12	10	- 16.7%	196	223	+ 13.8%
Median Sales Price*	\$541,950	<b>\$512,145</b>	- 5.5%	\$508,125	<b>\$574,000</b>	+ 13.0%
Inventory of Homes for Sale	48	34	- 29.2%	--	--	--
Months Supply of Inventory	2.7	1.7	- 37.0%	--	--	--
Cumulative Days on Market Until Sale	51	59	+ 15.7%	69	66	- 4.3%
Percent of Original List Price Received*	97.8%	<b>96.6%</b>	- 1.2%	97.3%	<b>97.1%</b>	- 0.2%
New Listings	9	10	+ 11.1%	290	288	- 0.7%

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

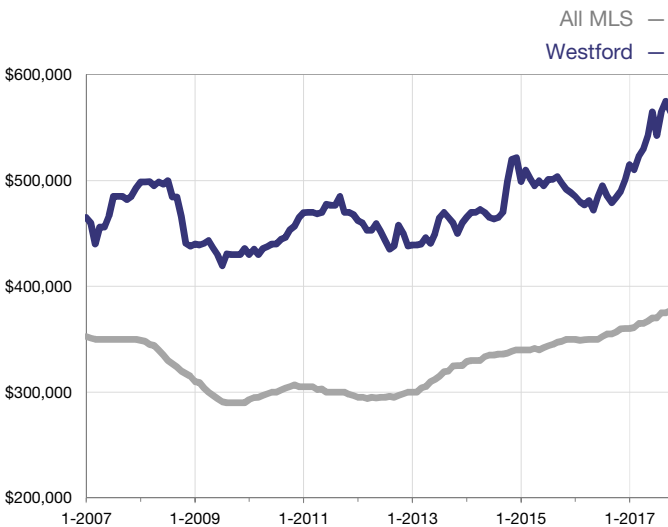
### Condominium Properties

Key Metrics	November			Year to Date		
	2016	2017	+ / -	2016	2017	+ / -
Pending Sales	5	4	- 20.0%	62	46	- 25.8%
Closed Sales	0	4	--	74	43	- 41.9%
Median Sales Price*	\$0	<b>\$429,750</b>	--	\$385,175	<b>\$392,000</b>	+ 1.8%
Inventory of Homes for Sale	14	12	- 14.3%	--	--	--
Months Supply of Inventory	1.9	2.8	+ 47.4%	--	--	--
Cumulative Days on Market Until Sale	0	48	--	98	62	- 36.7%
Percent of Original List Price Received*	0.0%	<b>97.8%</b>	--	98.2%	<b>98.6%</b>	+ 0.4%
New Listings	3	5	+ 66.7%	72	64	- 11.1%

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

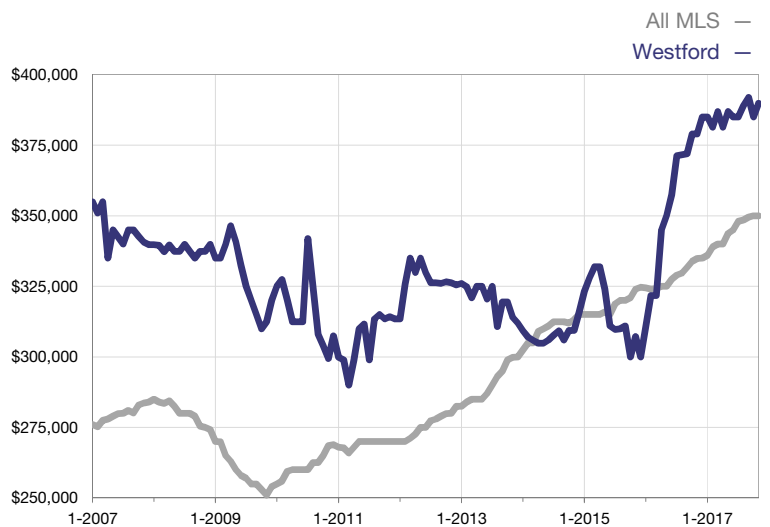
### Median Sales Price – Single-Family Properties

Rolling 12-Month Calculation



### Median Sales Price – Condominium Properties

Rolling 12-Month Calculation



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