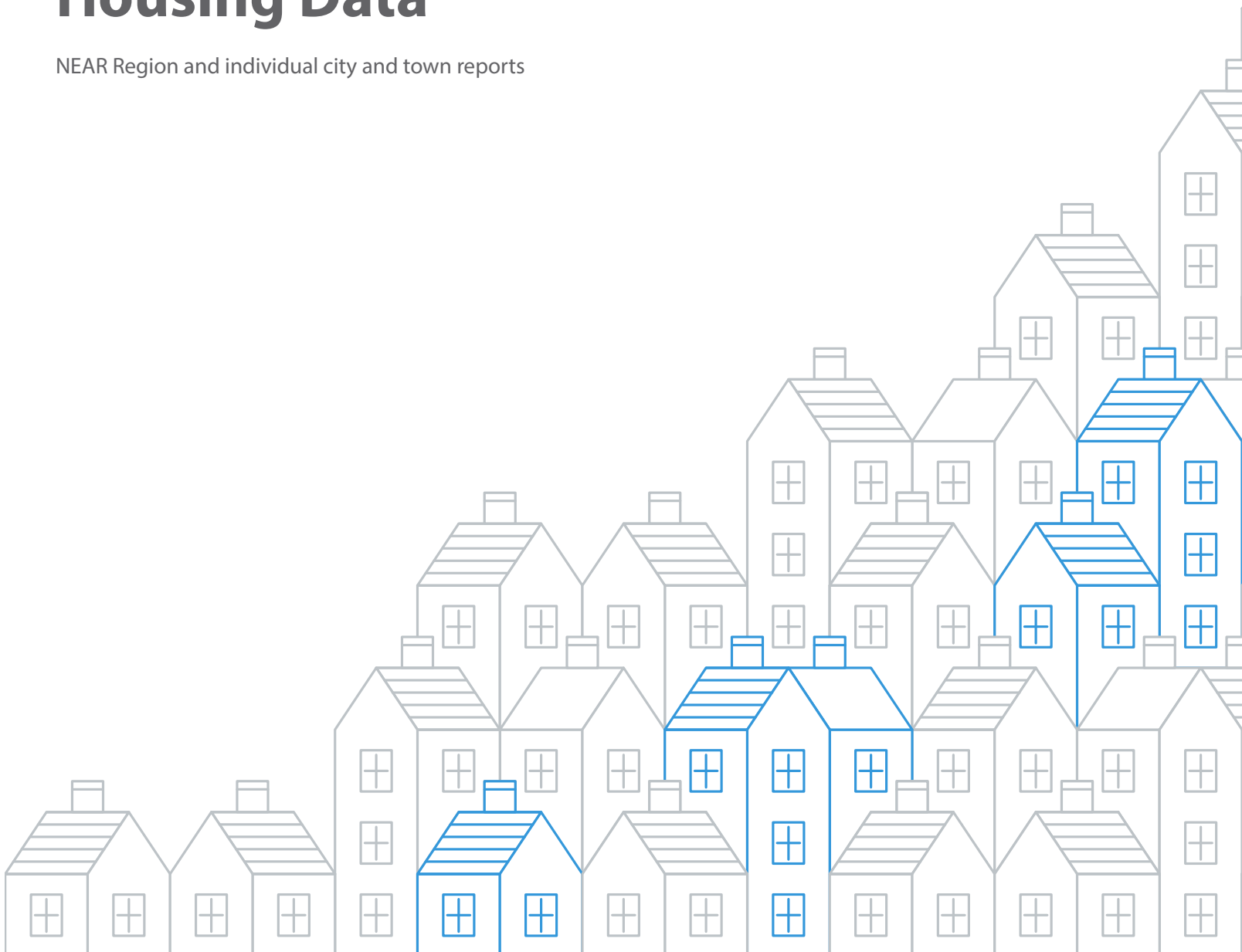


# December 2017

## Housing Data

NEAR Region and individual city and town reports



# Local Market Update – December 2017

A RESEARCH TOOL PROVIDED BY THE MASSACHUSETTS ASSOCIATION OF REALTORS®



## Northeast Association of REALTORS®

**- 5.4%**

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

**+ 9.6%**

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

**- 33.7%**

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

### Single-Family Properties

|  | December  |                  |         | Year to Date |                  |         |
|--|-----------|------------------|---------|--------------|------------------|---------|
|  | 2016      | 2017             | + / -   | 2016         | 2017             | + / -   |
| Pending Sales                            | 184       | 209              | + 13.6% | 4,005        | 3,974            | - 0.8%  |
| Closed Sales                             | 326       | 309              | - 5.2%  | 4,027        | 3,923            | - 2.6%  |
| Median Sales Price*                      | \$390,000 | <b>\$413,000</b> | + 5.9%  | \$379,900    | <b>\$403,000</b> | + 6.1%  |
| Inventory of Homes for Sale              | 575       | 388              | - 32.5% | --           | --               | --      |
| Months Supply of Inventory               | 1.7       | 1.2              | - 30.7% | --           | --               | --      |
| Cumulative Days on Market Until Sale     | 60        | 51               | - 15.9% | 69           | 50               | - 26.9% |
| Percent of Original List Price Received* | 97.2%     | 97.5%            | + 0.3%  | 97.8%        | 98.7%            | + 1.0%  |
| New Listings                             | 151       | 167              | + 10.6% | 4,829        | 4,726            | - 2.1%  |

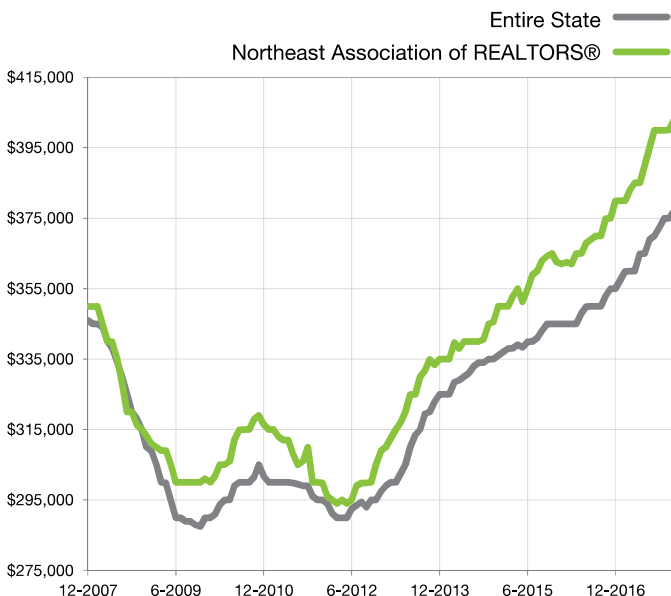
### Condominium Properties

|  | December  |                  |         | Year to Date |                  |         |
|--|-----------|------------------|---------|--------------|------------------|---------|
|  | 2016      | 2017             | + / -   | 2016         | 2017             | + / -   |
| Pending Sales                            | 67        | 84               | + 25.4% | 1,648        | 1,583            | - 3.9%  |
| Closed Sales                             | 122       | 115              | - 5.7%  | 1,633        | 1,579            | - 3.3%  |
| Median Sales Price*                      | \$203,700 | <b>\$230,000</b> | + 12.9% | \$220,000    | <b>\$234,205</b> | + 6.5%  |
| Inventory of Homes for Sale              | 226       | 143              | - 36.7% | --           | --               | --      |
| Months Supply of Inventory               | 1.7       | 1.1              | - 34.6% | --           | --               | --      |
| Cumulative Days on Market Until Sale     | 45        | 45               | + 0.7%  | 60           | 41               | - 31.3% |
| Percent of Original List Price Received* | 97.4%     | 99.3%            | + 1.9%  | 97.8%        | 99.7%            | + 2.0%  |
| New Listings                             | 59        | 55               | - 6.8%  | 1,919        | 1,828            | - 4.7%  |

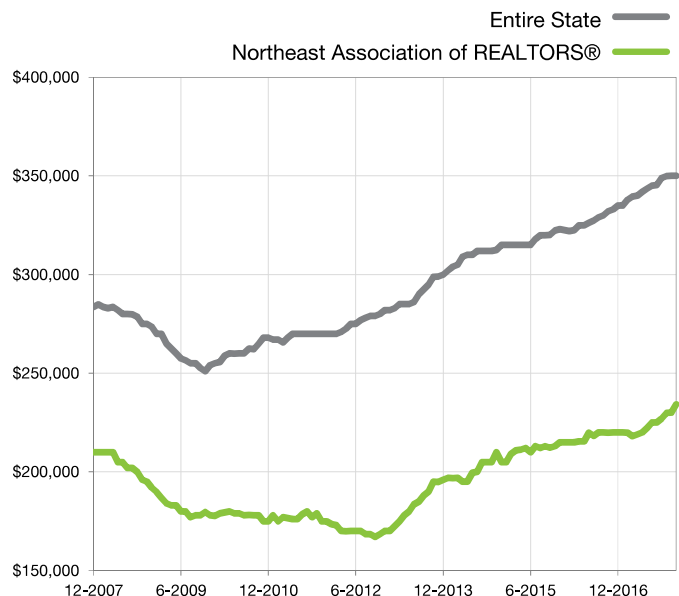
\* Does not account for seller concessions. | Activity for one month can sometimes look extreme due to small sample size.

## 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 – December 2017

A RESEARCH TOOL PROVIDED BY THE MASSACHUSETTS ASSOCIATION OF REALTORS®

## Andover

### Single-Family Properties

| Key Metrics                              | December  |           |         | Year to Date |           |         |
|--|-----------|-----------|---------|--------------|-----------|---------|
|  | 2016      | 2017      | + / -   | 2016         | 2017      | + / -   |
| Pending Sales                            | 15        | 16        | + 6.7%  | 371          | 382       | + 3.0%  |
| Closed Sales                             | 28        | 20        | - 28.6% | 369          | 375       | + 1.6%  |
| Median Sales Price*                      | \$585,950 | \$585,000 | - 0.2%  | \$607,000    | \$639,900 | + 5.4%  |
| Inventory of Homes for Sale              | 47        | 38        | - 19.1% | --           | --        | --      |
| Months Supply of Inventory               | 1.5       | 1.2       | - 20.0% | --           | --        | --      |
| Cumulative Days on Market Until Sale     | 66        | 55        | - 16.7% | 72           | 54        | - 25.0% |
| Percent of Original List Price Received* | 95.5%     | 95.0%     | - 0.5%  | 96.8%        | 98.4%     | + 1.7%  |
| New Listings                             | 7         | 7         | 0.0%    | 478          | 462       | - 3.3%  |

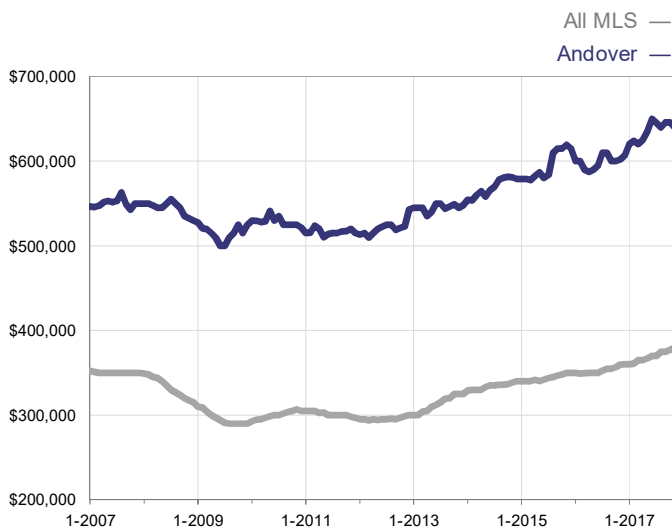
\* Does not account for seller concessions. | Activity for one month can sometimes look extreme due to small sample size.

### Condominium Properties

| Key Metrics                              | December  |           |          | Year to Date |           |         |
|--|-----------|-----------|----------|--------------|-----------|---------|
|  | 2016      | 2017      | + / -    | 2016         | 2017      | + / -   |
| Pending Sales                            | 9         | 8         | - 11.1%  | 121          | 152       | + 25.6% |
| Closed Sales                             | 4         | 18        | + 350.0% | 122          | 152       | + 24.6% |
| Median Sales Price*                      | \$197,000 | \$407,840 | + 107.0% | \$260,500    | \$298,500 | + 14.6% |
| Inventory of Homes for Sale              | 20        | 16        | - 20.0%  | --           | --        | --      |
| Months Supply of Inventory               | 2.0       | 1.3       | - 35.0%  | --           | --        | --      |
| Cumulative Days on Market Until Sale     | 51        | 57        | + 11.8%  | 66           | 55        | - 16.7% |
| Percent of Original List Price Received* | 99.1%     | 101.0%    | + 1.9%   | 97.4%        | 99.3%     | + 2.0%  |
| New Listings                             | 4         | 3         | - 25.0%  | 150          | 174       | + 16.0% |

\* 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 – December 2017

A RESEARCH TOOL PROVIDED BY THE MASSACHUSETTS ASSOCIATION OF REALTORS®

## Billerica

### Single-Family Properties

| Key Metrics                              | December  |                  |         | Year to Date |                  |         |
|--|-----------|------------------|---------|--------------|------------------|---------|
|  | 2016      | 2017             | + / -   | 2016         | 2017             | + / -   |
| Pending Sales                            | 21        | 25               | + 19.0% | 425          | 389              | - 8.5%  |
| Closed Sales                             | 37        | 39               | + 5.4%  | 430          | 376              | - 12.6% |
| Median Sales Price*                      | \$400,000 | <b>\$415,000</b> | + 3.8%  | \$393,000    | <b>\$429,608</b> | + 9.3%  |
| Inventory of Homes for Sale              | 38        | 34               | - 10.5% | --           | --               | --      |
| Months Supply of Inventory               | 1.1       | 1.1              | 0.0%    | --           | --               | --      |
| Cumulative Days on Market Until Sale     | 33        | 38               | + 15.2% | 57           | 36               | - 36.8% |
| Percent of Original List Price Received* | 99.2%     | <b>99.4%</b>     | + 0.2%  | 98.6%        | <b>100.2%</b>    | + 1.6%  |
| New Listings                             | 15        | 18               | + 20.0% | 467          | 455              | - 2.6%  |

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

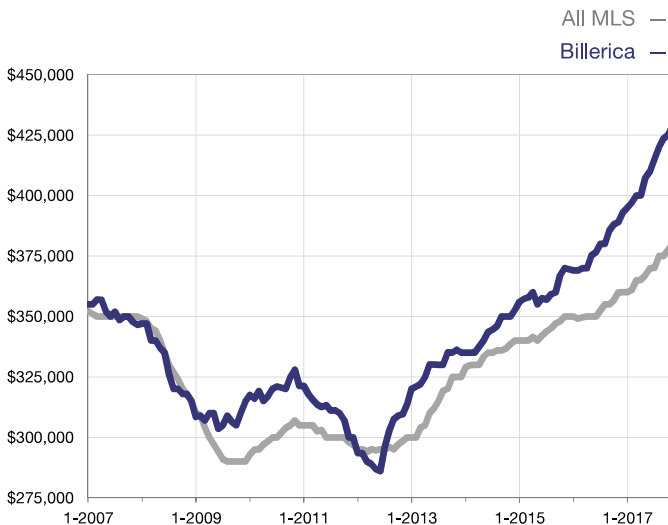
### Condominium Properties

| Key Metrics                              | December  |                  |          | Year to Date |                  |         |
|--|-----------|------------------|----------|--------------|------------------|---------|
|  | 2016      | 2017             | + / -    | 2016         | 2017             | + / -   |
| Pending Sales                            | 3         | 6                | + 100.0% | 98           | 62               | - 36.7% |
| Closed Sales                             | 6         | 1                | - 83.3%  | 102          | 56               | - 45.1% |
| Median Sales Price*                      | \$219,950 | <b>\$435,000</b> | + 97.8%  | \$292,250    | <b>\$274,500</b> | - 6.1%  |
| Inventory of Homes for Sale              | 4         | 1                | - 75.0%  | --           | --               | --      |
| Months Supply of Inventory               | 0.5       | 0.2              | - 60.0%  | --           | --               | --      |
| Cumulative Days on Market Until Sale     | 26        | 5                | - 80.8%  | 48           | 25               | - 47.9% |
| Percent of Original List Price Received* | 99.3%     | <b>103.6%</b>    | + 4.3%   | 98.6%        | <b>100.6%</b>    | + 2.0%  |
| New Listings                             | 2         | 2                | 0.0%     | 99           | 72               | - 27.3% |

\* 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 – December 2017

A RESEARCH TOOL PROVIDED BY THE MASSACHUSETTS ASSOCIATION OF REALTORS®

## Boxford

### Single-Family Properties

| Key Metrics                              | December  |                  |          | Year to Date |                  |         |
|--|-----------|------------------|----------|--------------|------------------|---------|
|  | 2016      | 2017             | + / -    | 2016         | 2017             | + / -   |
| Pending Sales                            | 5         | 8                | + 60.0%  | 135          | 130              | - 3.7%  |
| Closed Sales                             | 10        | 13               | + 30.0%  | 132          | 128              | - 3.0%  |
| Median Sales Price*                      | \$594,500 | <b>\$557,500</b> | - 6.2%   | \$619,500    | <b>\$633,500</b> | + 2.3%  |
| Inventory of Homes for Sale              | 27        | 29               | + 7.4%   | --           | --               | --      |
| Months Supply of Inventory               | 2.5       | 2.7              | + 8.0%   | --           | --               | --      |
| Cumulative Days on Market Until Sale     | 149       | 45               | - 69.8%  | 107          | 79               | - 26.2% |
| Percent of Original List Price Received* | 93.0%     | 98.1%            | + 5.5%   | 97.2%        | 96.6%            | - 0.6%  |
| New Listings                             | 2         | 5                | + 150.0% | 176          | 186              | + 5.7%  |

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

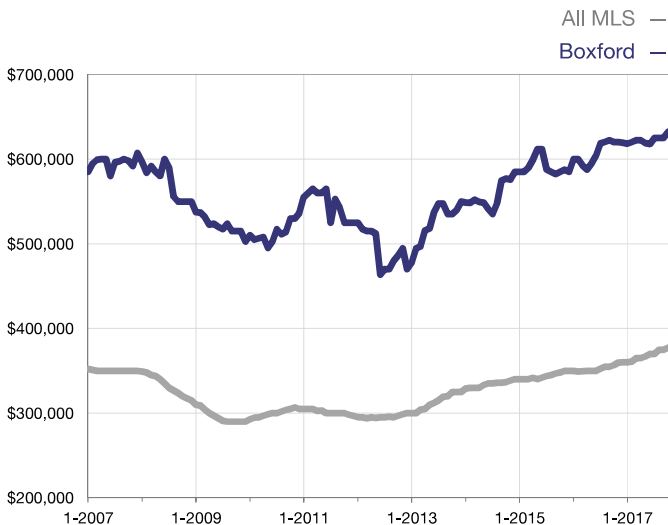
### Condominium Properties

| Key Metrics                              | December |            |       | 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        | 0          | --    | 2            | 2          | 0.0%  |

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

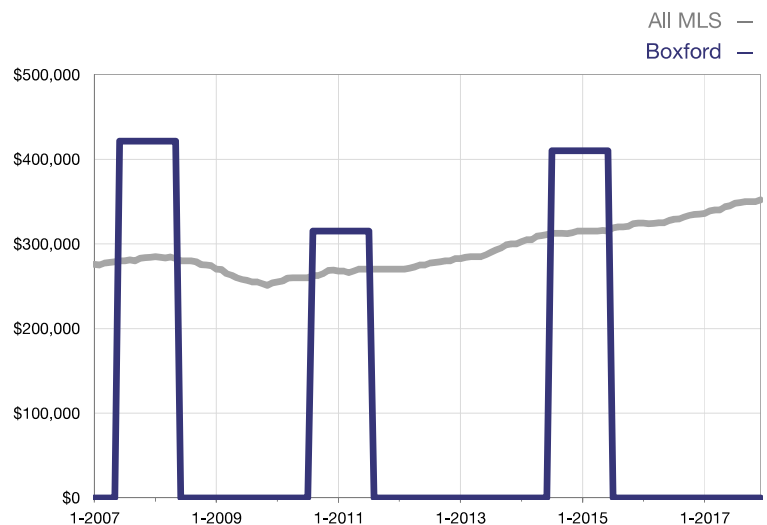
### Median Sales Price – Single-Family Properties

Rolling 12-Month Calculation



### Median Sales Price – Condominium Properties

Rolling 12-Month Calculation



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# Local Market Update – December 2017

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## Carlisle

### Single-Family Properties

| Key Metrics                              | December  |                    |         | Year to Date |                  |         |
|--|-----------|--------------------|---------|--------------|------------------|---------|
|  | 2016      | 2017               | + / -   | 2016         | 2017             | + / -   |
| Pending Sales                            | 5         | 4                  | - 20.0% | 98           | 75               | - 23.5% |
| Closed Sales                             | 5         | 2                  | - 60.0% | 94           | 75               | - 20.2% |
| Median Sales Price*                      | \$842,500 | <b>\$1,163,750</b> | + 38.1% | \$812,375    | <b>\$858,000</b> | + 5.6%  |
| Inventory of Homes for Sale              | 20        | 12                 | - 40.0% | --           | --               | --      |
| Months Supply of Inventory               | 2.6       | 1.9                | - 26.9% | --           | --               | --      |
| Cumulative Days on Market Until Sale     | 164       | 265                | + 61.6% | 100          | 76               | - 24.0% |
| Percent of Original List Price Received* | 90.9%     | 91.2%              | + 0.3%  | 95.3%        | 95.7%            | + 0.4%  |
| New Listings                             | 2         | 3                  | + 50.0% | 124          | 94               | - 24.2% |

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

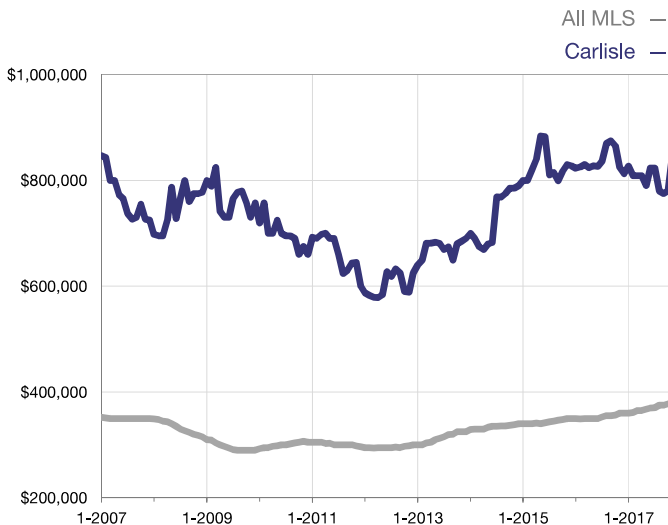
### Condominium Properties

| Key Metrics                              | December |            |          | 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                             | 0        | 0          | --       | 2            | 1                | - 50.0%  |

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

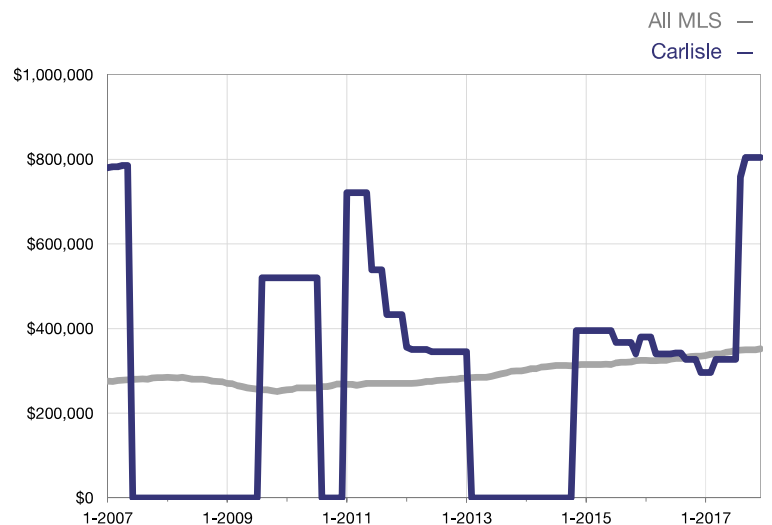
### Median Sales Price – Single-Family Properties

Rolling 12-Month Calculation



### Median Sales Price – Condominium Properties

Rolling 12-Month Calculation



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# Local Market Update – December 2017

A RESEARCH TOOL PROVIDED BY THE MASSACHUSETTS ASSOCIATION OF REALTORS®

## Chelmsford

### Single-Family Properties

| Key Metrics                              | December  |                  |         | Year to Date |                  |         |
|--|-----------|------------------|---------|--------------|------------------|---------|
|  | 2016      | 2017             | + / -   | 2016         | 2017             | + / -   |
| Pending Sales                            | 17        | 15               | - 11.8% | 351          | 345              | - 1.7%  |
| Closed Sales                             | 29        | 24               | - 17.2% | 352          | 351              | - 0.3%  |
| Median Sales Price*                      | \$439,000 | <b>\$459,556</b> | + 4.7%  | \$390,000    | <b>\$420,000</b> | + 7.7%  |
| Inventory of Homes for Sale              | 35        | 24               | - 31.4% | --           | --               | --      |
| Months Supply of Inventory               | 1.2       | 0.8              | - 33.3% | --           | --               | --      |
| Cumulative Days on Market Until Sale     | 55        | 30               | - 45.5% | 66           | 48               | - 27.3% |
| Percent of Original List Price Received* | 97.5%     | 99.8%            | + 2.4%  | 97.7%        | 99.7%            | + 2.0%  |
| New Listings                             | 9         | 16               | + 77.8% | 394          | 389              | - 1.3%  |

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

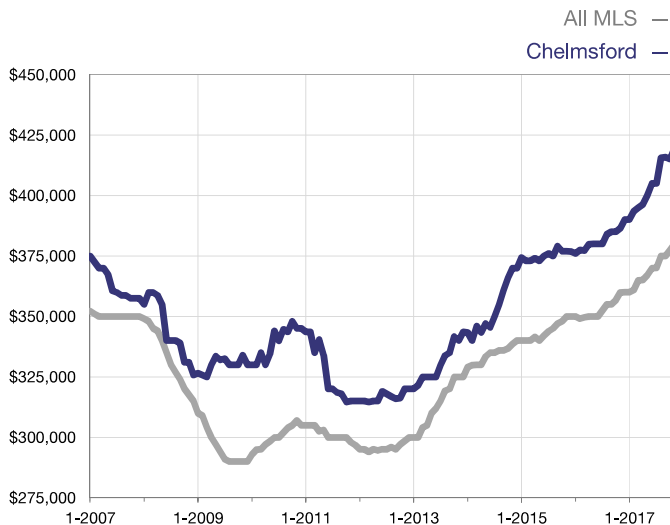
### Condominium Properties

| Key Metrics                              | December  |                  |          | Year to Date |                  |         |
|--|-----------|------------------|----------|--------------|------------------|---------|
|  | 2016      | 2017             | + / -    | 2016         | 2017             | + / -   |
| Pending Sales                            | 2         | 8                | + 300.0% | 193          | 178              | - 7.8%  |
| Closed Sales                             | 15        | 17               | + 13.3%  | 197          | 174              | - 11.7% |
| Median Sales Price*                      | \$235,000 | <b>\$264,000</b> | + 12.3%  | \$239,900    | <b>\$261,000</b> | + 8.8%  |
| Inventory of Homes for Sale              | 11        | 9                | - 18.2%  | --           | --               | --      |
| Months Supply of Inventory               | 0.7       | 0.6              | - 14.3%  | --           | --               | --      |
| Cumulative Days on Market Until Sale     | 40        | 32               | - 20.0%  | 58           | 27               | - 53.4% |
| Percent of Original List Price Received* | 97.1%     | 99.6%            | + 2.6%   | 98.3%        | 99.2%            | + 0.9%  |
| New Listings                             | 1         | 5                | + 400.0% | 203          | 192              | - 5.4%  |

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

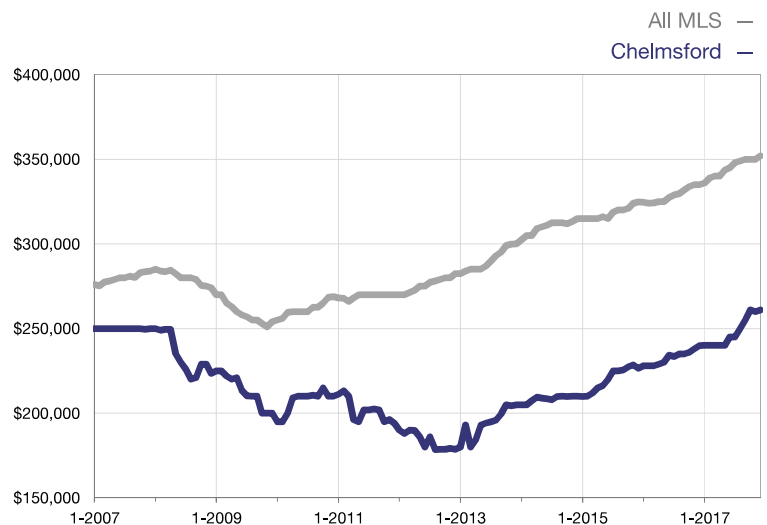
### Median Sales Price – Single-Family Properties

Rolling 12-Month Calculation



### Median Sales Price – Condominium Properties

Rolling 12-Month Calculation



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# Local Market Update – December 2017

A RESEARCH TOOL PROVIDED BY THE MASSACHUSETTS ASSOCIATION OF REALTORS®

## Dracut

### Single-Family Properties

| Key Metrics                              | December  |                  |          | Year to Date |                  |         |
|--|-----------|------------------|----------|--------------|------------------|---------|
|  | 2016      | 2017             | + / -    | 2016         | 2017             | + / -   |
| Pending Sales                            | 8         | 19               | + 137.5% | 366          | 335              | - 8.5%  |
| Closed Sales                             | 31        | 22               | - 29.0%  | 371          | 317              | - 14.6% |
| Median Sales Price*                      | \$365,000 | <b>\$323,500</b> | - 11.4%  | \$325,000    | <b>\$343,000</b> | + 5.5%  |
| Inventory of Homes for Sale              | 60        | 24               | - 60.0%  | --           | --               | --      |
| Months Supply of Inventory               | 1.9       | 0.9              | - 52.6%  | --           | --               | --      |
| Cumulative Days on Market Until Sale     | 58        | 36               | - 37.9%  | 64           | 48               | - 25.0% |
| Percent of Original List Price Received* | 98.0%     | <b>96.4%</b>     | - 1.6%   | 99.2%        | <b>99.0%</b>     | - 0.2%  |
| New Listings                             | 18        | 16               | - 11.1%  | 423          | 372              | - 12.1% |

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

### Condominium Properties

| Key Metrics                              | December  |                  |          | Year to Date |                  |         |
|--|-----------|------------------|----------|--------------|------------------|---------|
|  | 2016      | 2017             | + / -    | 2016         | 2017             | + / -   |
| Pending Sales                            | 4         | 10               | + 150.0% | 158          | 186              | + 17.7% |
| Closed Sales                             | 10        | 10               | 0.0%     | 160          | 172              | + 7.5%  |
| Median Sales Price*                      | \$190,750 | <b>\$176,500</b> | - 7.5%   | \$171,725    | <b>\$196,450</b> | + 14.4% |
| Inventory of Homes for Sale              | 29        | 13               | - 55.2%  | --           | --               | --      |
| Months Supply of Inventory               | 2.2       | 0.9              | - 59.1%  | --           | --               | --      |
| Cumulative Days on Market Until Sale     | 24        | 34               | + 41.7%  | 63           | 37               | - 41.3% |
| Percent of Original List Price Received* | 97.1%     | <b>99.7%</b>     | + 2.7%   | 97.0%        | <b>101.0%</b>    | + 4.1%  |
| New Listings                             | 4         | 7                | + 75.0%  | 187          | 204              | + 9.1%  |

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

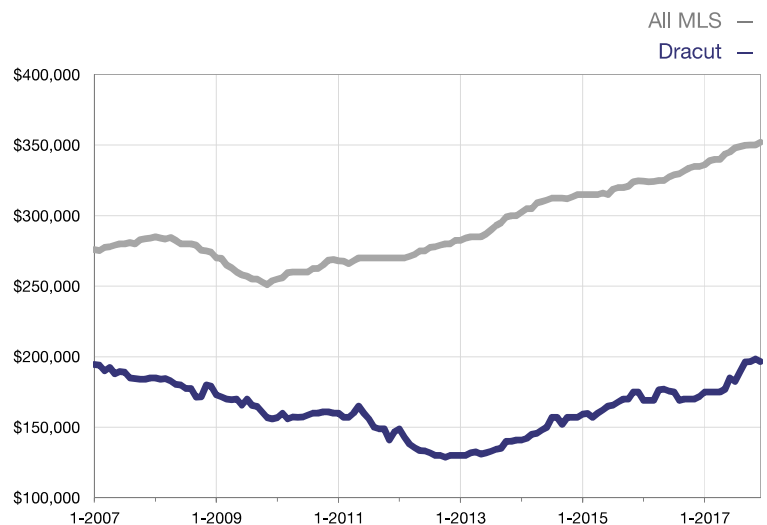
### Median Sales Price – Single-Family Properties

Rolling 12-Month Calculation



### Median Sales Price – Condominium Properties

Rolling 12-Month Calculation



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# Local Market Update – December 2017

A RESEARCH TOOL PROVIDED BY THE MASSACHUSETTS ASSOCIATION OF REALTORS®

## Dunstable

### Single-Family Properties

| Key Metrics                              | December  |                  |          | Year to Date |                  |         |
|--|-----------|------------------|----------|--------------|------------------|---------|
|  | 2016      | 2017             | + / -    | 2016         | 2017             | + / -   |
| Pending Sales                            | 0         | 1                | --       | 40           | 48               | + 20.0% |
| Closed Sales                             | 2         | 4                | + 100.0% | 38           | 48               | + 26.3% |
| Median Sales Price*                      | \$466,000 | <b>\$539,950</b> | + 15.9%  | \$456,500    | <b>\$505,000</b> | + 10.6% |
| Inventory of Homes for Sale              | 21        | 15               | - 28.6%  | --           | --               | --      |
| Months Supply of Inventory               | 6.6       | 3.8              | - 42.4%  | --           | --               | --      |
| Cumulative Days on Market Until Sale     | 59        | 50               | - 15.3%  | 94           | 89               | - 5.3%  |
| Percent of Original List Price Received* | 92.9%     | <b>95.4%</b>     | + 2.7%   | 98.7%        | <b>97.1%</b>     | - 1.6%  |
| New Listings                             | 2         | 4                | + 100.0% | 69           | 66               | - 4.3%  |

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

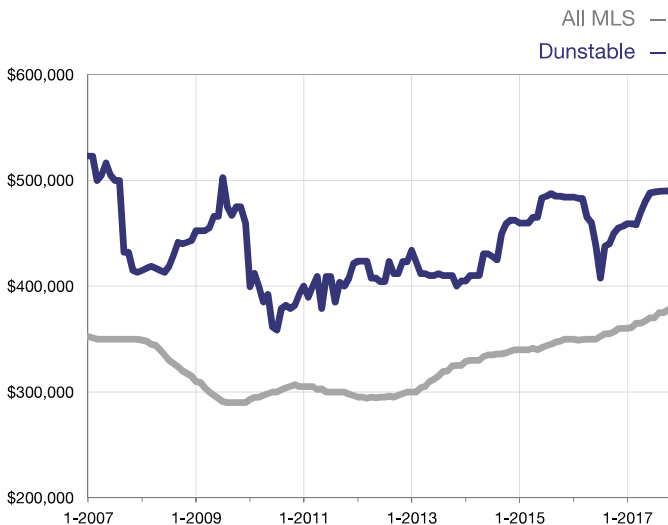
### Condominium Properties

| Key Metrics                              | December |             |       | 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%     | <b>0.0%</b> | --    | 0.0%         | <b>0.0%</b> | --    |
| 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.

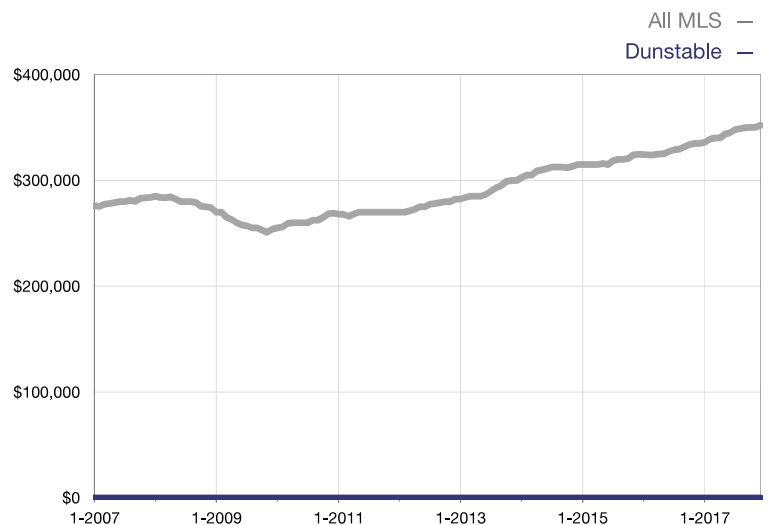
### Median Sales Price – Single-Family Properties

Rolling 12-Month Calculation



### Median Sales Price – Condominium Properties

Rolling 12-Month Calculation



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# Local Market Update – December 2017

A RESEARCH TOOL PROVIDED BY THE MASSACHUSETTS ASSOCIATION OF REALTORS®

## Lawrence

### Single-Family Properties

| Key Metrics                              | December  |                  |         | Year to Date |                  |         |
|--|-----------|------------------|---------|--------------|------------------|---------|
|  | 2016      | 2017             | + / -   | 2016         | 2017             | + / -   |
| Pending Sales                            | 12        | 9                | - 25.0% | 218          | 221              | + 1.4%  |
| Closed Sales                             | 24        | 19               | - 20.8% | 223          | 221              | - 0.9%  |
| Median Sales Price*                      | \$242,500 | <b>\$265,900</b> | + 9.6%  | \$230,000    | <b>\$255,450</b> | + 11.1% |
| Inventory of Homes for Sale              | 38        | 29               | - 23.7% | --           | --               | --      |
| Months Supply of Inventory               | 2.0       | 1.6              | - 20.0% | --           | --               | --      |
| Cumulative Days on Market Until Sale     | 53        | 41               | - 22.6% | 76           | 45               | - 40.8% |
| Percent of Original List Price Received* | 95.8%     | 97.9%            | + 2.2%  | 98.3%        | 98.5%            | + 0.2%  |
| New Listings                             | 14        | 15               | + 7.1%  | 268          | 276              | + 3.0%  |

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

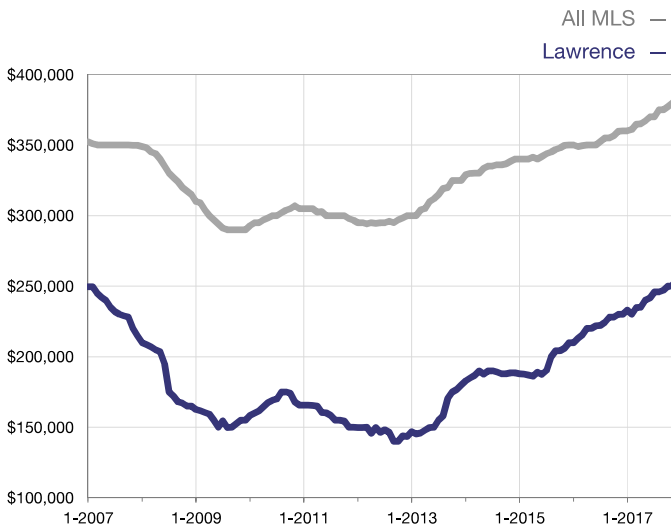
### Condominium Properties

| Key Metrics                              | December  |                  |         | Year to Date |                  |         |
|--|-----------|------------------|---------|--------------|------------------|---------|
|  | 2016      | 2017             | + / -   | 2016         | 2017             | + / -   |
| Pending Sales                            | 8         | 7                | - 12.5% | 62           | 83               | + 33.9% |
| Closed Sales                             | 9         | 5                | - 44.4% | 47           | 85               | + 80.9% |
| Median Sales Price*                      | \$115,000 | <b>\$120,000</b> | + 4.3%  | \$124,000    | <b>\$144,000</b> | + 16.1% |
| Inventory of Homes for Sale              | 14        | 9                | - 35.7% | --           | --               | --      |
| Months Supply of Inventory               | 3.6       | 1.3              | - 63.9% | --           | --               | --      |
| Cumulative Days on Market Until Sale     | 33        | 52               | + 57.6% | 61           | 44               | - 27.9% |
| Percent of Original List Price Received* | 93.9%     | 97.5%            | + 3.8%  | 96.4%        | 99.9%            | + 3.6%  |
| New Listings                             | 8         | 4                | - 50.0% | 80           | 104              | + 30.0% |

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

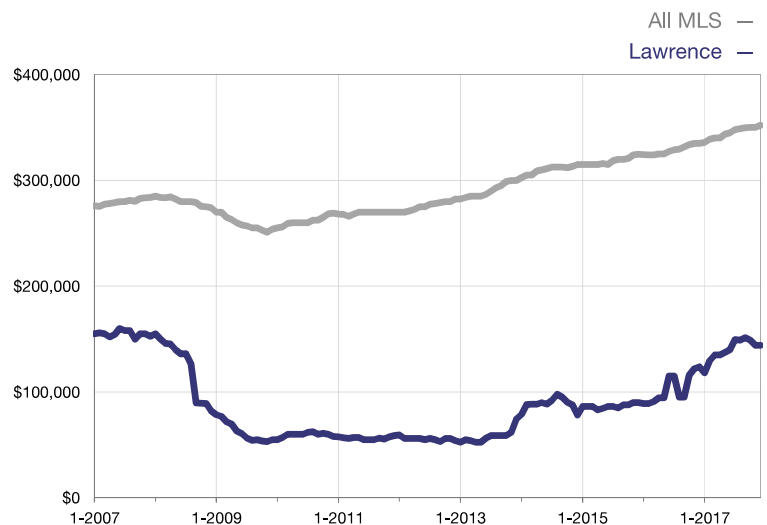
### Median Sales Price – Single-Family Properties

Rolling 12-Month Calculation



### Median Sales Price – Condominium Properties

Rolling 12-Month Calculation



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# Local Market Update – December 2017

A RESEARCH TOOL PROVIDED BY THE MASSACHUSETTS ASSOCIATION OF REALTORS®

## Littleton

### Single-Family Properties

| Key Metrics                              | December  |           |         | Year to Date |           |         |
|--|-----------|-----------|---------|--------------|-----------|---------|
|  | 2016      | 2017      | + / -   | 2016         | 2017      | + / -   |
| Pending Sales                            | 8         | 7         | - 12.5% | 147          | 134       | - 8.8%  |
| Closed Sales                             | 18        | 14        | - 22.2% | 148          | 136       | - 8.1%  |
| Median Sales Price*                      | \$457,723 | \$595,000 | + 30.0% | \$490,528    | \$489,394 | - 0.2%  |
| Inventory of Homes for Sale              | 26        | 24        | - 7.7%  | --           | --        | --      |
| Months Supply of Inventory               | 2.1       | 2.1       | 0.0%    | --           | --        | --      |
| Cumulative Days on Market Until Sale     | 84        | 58        | - 31.0% | 80           | 58        | - 27.5% |
| Percent of Original List Price Received* | 97.5%     | 102.2%    | + 4.8%  | 97.8%        | 99.0%     | + 1.2%  |
| New Listings                             | 7         | 9         | + 28.6% | 181          | 191       | + 5.5%  |

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

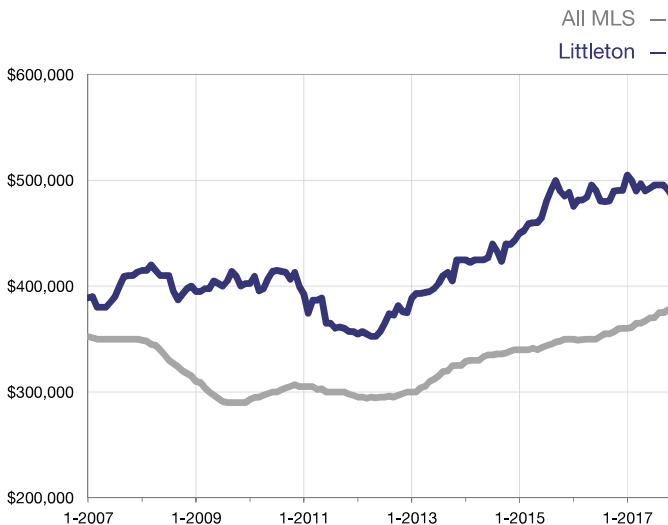
### Condominium Properties

| Key Metrics                              | December |           |       | Year to Date |           |         |
|--|----------|-----------|-------|--------------|-----------|---------|
|  | 2016     | 2017      | + / - | 2016         | 2017      | + / -   |
| Pending Sales                            | 1        | 1         | 0.0%  | 8            | 6         | - 25.0% |
| Closed Sales                             | 0        | 1         | --    | 8            | 7         | - 12.5% |
| Median Sales Price*                      | \$0      | \$457,000 | --    | \$320,000    | \$420,000 | + 31.3% |
| Inventory of Homes for Sale              | 0        | 1         | --    | --           | --        | --      |
| Months Supply of Inventory               | 0.0      | 0.7       | --    | --           | --        | --      |
| Cumulative Days on Market Until Sale     | 0        | 57        | --    | 153          | 129       | - 15.7% |
| Percent of Original List Price Received* | 0.0%     | 97.3%     | --    | 95.8%        | 96.7%     | + 0.9%  |
| New Listings                             | 0        | 0         | --    | 6            | 7         | + 16.7% |

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

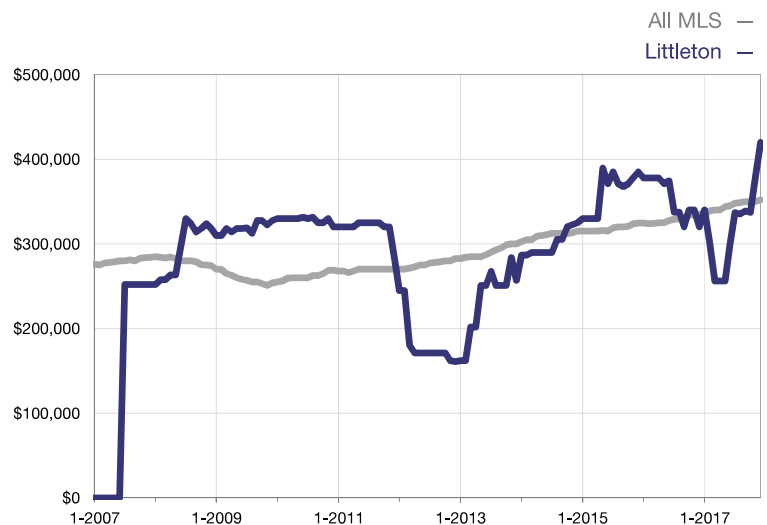
### Median Sales Price – Single-Family Properties

Rolling 12-Month Calculation



### Median Sales Price – Condominium Properties

Rolling 12-Month Calculation



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# Local Market Update – December 2017

A RESEARCH TOOL PROVIDED BY THE MASSACHUSETTS ASSOCIATION OF REALTORS®

## Lowell

### Single-Family Properties

| Key Metrics                              | December  |                  |         | Year to Date |                  |         |
|--|-----------|------------------|---------|--------------|------------------|---------|
|  | 2016      | 2017             | + / -   | 2016         | 2017             | + / -   |
| Pending Sales                            | 22        | 26               | + 18.2% | 518          | 534              | + 3.1%  |
| Closed Sales                             | 39        | 38               | - 2.6%  | 519          | 527              | + 1.5%  |
| Median Sales Price*                      | \$248,000 | <b>\$299,500</b> | + 20.8% | \$258,000    | <b>\$286,000</b> | + 10.9% |
| Inventory of Homes for Sale              | 85        | 42               | - 50.6% | --           | --               | --      |
| Months Supply of Inventory               | 2.0       | 1.0              | - 50.0% | --           | --               | --      |
| Cumulative Days on Market Until Sale     | 58        | 71               | + 22.4% | 68           | 48               | - 29.4% |
| Percent of Original List Price Received* | 97.7%     | <b>95.4%</b>     | - 2.4%  | 97.0%        | <b>98.4%</b>     | + 1.4%  |
| New Listings                             | 24        | 19               | - 20.8% | 623          | 592              | - 5.0%  |

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

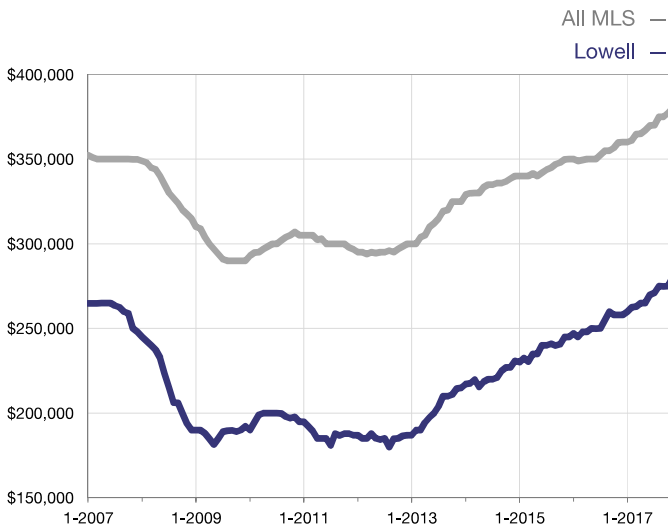
### Condominium Properties

| Key Metrics                              | December  |                  |         | Year to Date |                  |         |
|--|-----------|------------------|---------|--------------|------------------|---------|
|  | 2016      | 2017             | + / -   | 2016         | 2017             | + / -   |
| Pending Sales                            | 17        | 18               | + 5.9%  | 379          | 342              | - 9.8%  |
| Closed Sales                             | 28        | 25               | - 10.7% | 373          | 351              | - 5.9%  |
| Median Sales Price*                      | \$152,500 | <b>\$194,000</b> | + 27.2% | \$166,980    | <b>\$187,500</b> | + 12.3% |
| Inventory of Homes for Sale              | 51        | 33               | - 35.3% | --           | --               | --      |
| Months Supply of Inventory               | 1.6       | 1.1              | - 31.3% | --           | --               | --      |
| Cumulative Days on Market Until Sale     | 46        | 53               | + 15.2% | 59           | 38               | - 35.6% |
| Percent of Original List Price Received* | 98.0%     | <b>99.2%</b>     | + 1.2%  | 96.4%        | <b>99.1%</b>     | + 2.8%  |
| New Listings                             | 15        | 18               | + 20.0% | 437          | 433              | - 0.9%  |

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

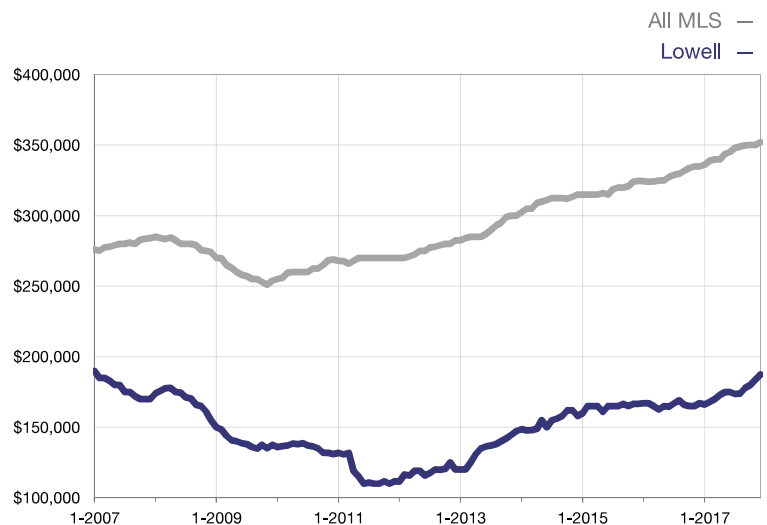
### Median Sales Price – Single-Family Properties

Rolling 12-Month Calculation



### Median Sales Price – Condominium Properties

Rolling 12-Month Calculation



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# Local Market Update – December 2017

A RESEARCH TOOL PROVIDED BY THE MASSACHUSETTS ASSOCIATION OF REALTORS®

## Methuen

### Single-Family Properties

| Key Metrics                              | December  |                  |         | Year to Date |                  |         |
|--|-----------|------------------|---------|--------------|------------------|---------|
|  | 2016      | 2017             | + / -   | 2016         | 2017             | + / -   |
| Pending Sales                            | 25        | 28               | + 12.0% | 471          | 483              | + 2.5%  |
| Closed Sales                             | 31        | 39               | + 25.8% | 481          | 480              | - 0.2%  |
| Median Sales Price*                      | \$309,000 | <b>\$348,000</b> | + 12.6% | \$308,250    | <b>\$340,000</b> | + 10.3% |
| Inventory of Homes for Sale              | 60        | 37               | - 38.3% | --           | --               | --      |
| Months Supply of Inventory               | 1.5       | 0.9              | - 40.0% | --           | --               | --      |
| Cumulative Days on Market Until Sale     | 57        | 51               | - 10.5% | 60           | 44               | - 26.7% |
| Percent of Original List Price Received* | 97.6%     | 97.3%            | - 0.3%  | 98.0%        | 98.8%            | + 0.8%  |
| New Listings                             | 20        | 17               | - 15.0% | 544          | 577              | + 6.1%  |

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

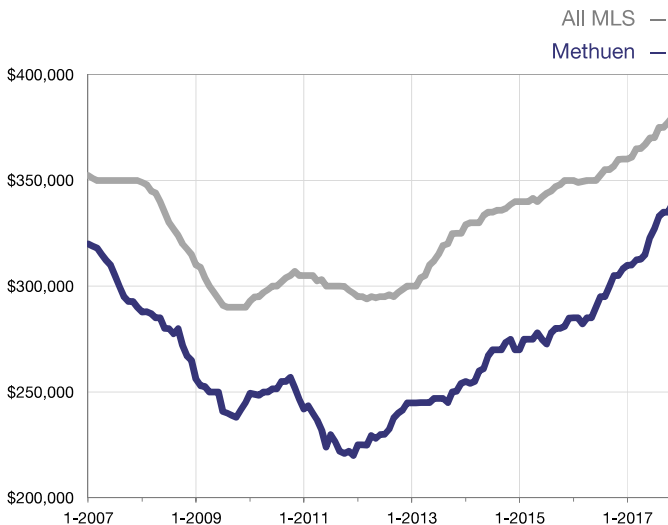
### Condominium Properties

| Key Metrics                              | December  |                  |         | Year to Date |                  |         |
|--|-----------|------------------|---------|--------------|------------------|---------|
|  | 2016      | 2017             | + / -   | 2016         | 2017             | + / -   |
| Pending Sales                            | 8         | 7                | - 12.5% | 145          | 167              | + 15.2% |
| Closed Sales                             | 16        | 15               | - 6.3%  | 132          | 165              | + 25.0% |
| Median Sales Price*                      | \$258,000 | <b>\$189,000</b> | - 26.7% | \$225,000    | <b>\$232,500</b> | + 3.3%  |
| Inventory of Homes for Sale              | 40        | 24               | - 40.0% | --           | --               | --      |
| Months Supply of Inventory               | 3.6       | 1.7              | - 52.8% | --           | --               | --      |
| Cumulative Days on Market Until Sale     | 52        | 28               | - 46.2% | 55           | 54               | - 1.8%  |
| Percent of Original List Price Received* | 97.9%     | 97.9%            | 0.0%    | 99.6%        | 99.1%            | - 0.5%  |
| New Listings                             | 8         | 1                | - 87.5% | 197          | 182              | - 7.6%  |

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

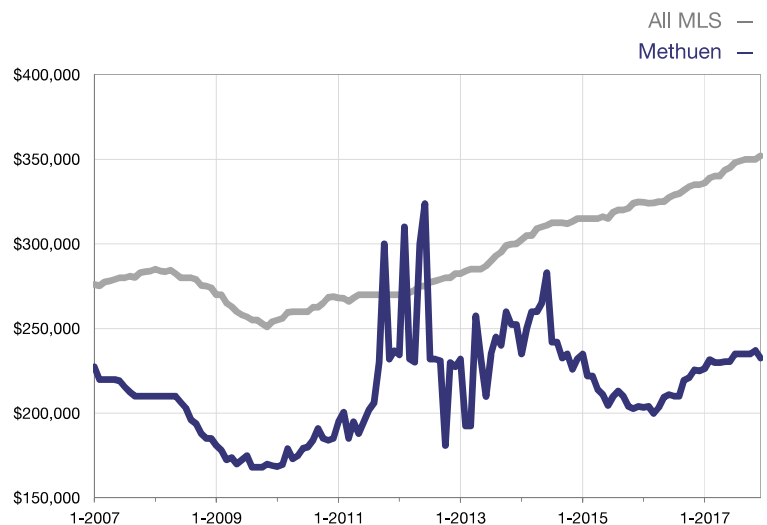
### Median Sales Price – Single-Family Properties

Rolling 12-Month Calculation



### Median Sales Price – Condominium Properties

Rolling 12-Month Calculation



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# Local Market Update – December 2017

A RESEARCH TOOL PROVIDED BY THE MASSACHUSETTS ASSOCIATION OF REALTORS®

## North Andover

### Single-Family Properties

| Key Metrics                              | December  |                  |         | Year to Date |                  |         |
|--|-----------|------------------|---------|--------------|------------------|---------|
|  | 2016      | 2017             | + / -   | 2016         | 2017             | + / -   |
| Pending Sales                            | 13        | 19               | + 46.2% | 250          | 256              | + 2.4%  |
| Closed Sales                             | 19        | 22               | + 15.8% | 260          | 257              | - 1.2%  |
| Median Sales Price*                      | \$550,000 | <b>\$621,250</b> | + 13.0% | \$540,000    | <b>\$570,000</b> | + 5.6%  |
| Inventory of Homes for Sale              | 34        | 30               | - 11.8% | --           | --               | --      |
| Months Supply of Inventory               | 1.6       | 1.4              | - 12.5% | --           | --               | --      |
| Cumulative Days on Market Until Sale     | 68        | 62               | - 8.8%  | 77           | 55               | - 28.6% |
| Percent of Original List Price Received* | 97.8%     | <b>98.4%</b>     | + 0.6%  | 97.2%        | <b>98.3%</b>     | + 1.1%  |
| New Listings                             | 9         | 14               | + 55.6% | 318          | 319              | + 0.3%  |

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

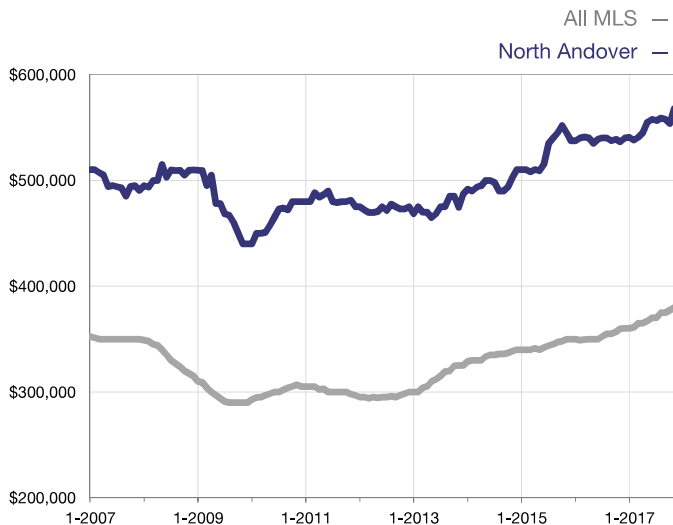
### Condominium Properties

| Key Metrics                              | December  |                  |         | Year to Date |                  |         |
|--|-----------|------------------|---------|--------------|------------------|---------|
|  | 2016      | 2017             | + / -   | 2016         | 2017             | + / -   |
| Pending Sales                            | 5         | 8                | + 60.0% | 171          | 175              | + 2.3%  |
| Closed Sales                             | 11        | 7                | - 36.4% | 170          | 164              | - 3.5%  |
| Median Sales Price*                      | \$205,000 | <b>\$216,000</b> | + 5.4%  | \$217,600    | <b>\$265,000</b> | + 21.8% |
| Inventory of Homes for Sale              | 33        | 15               | - 54.5% | --           | --               | --      |
| Months Supply of Inventory               | 2.3       | 1.1              | - 52.2% | --           | --               | --      |
| Cumulative Days on Market Until Sale     | 89        | 30               | - 66.3% | 65           | 43               | - 33.8% |
| Percent of Original List Price Received* | 95.6%     | <b>99.3%</b>     | + 3.9%  | 97.9%        | <b>100.2%</b>    | + 2.3%  |
| New Listings                             | 7         | 8                | + 14.3% | 207          | 187              | - 9.7%  |

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

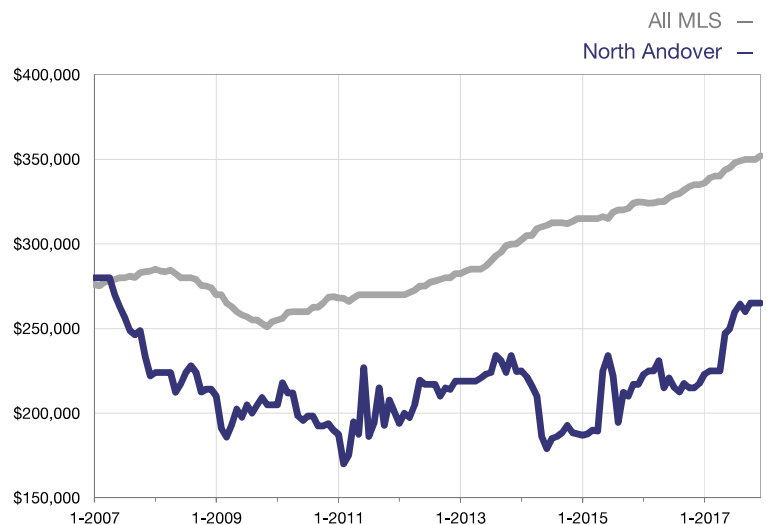
### Median Sales Price – Single-Family Properties

Rolling 12-Month Calculation



### Median Sales Price – Condominium Properties

Rolling 12-Month Calculation



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# Local Market Update – December 2017

A RESEARCH TOOL PROVIDED BY THE MASSACHUSETTS ASSOCIATION OF REALTORS®



## Northeast Association of REALTORS®

**- 5.4%**

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

**+ 9.6%**

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

**- 33.7%**

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

### Single-Family Properties

|  | December  |                  |         | Year to Date |                  |         |
|--|-----------|------------------|---------|--------------|------------------|---------|
|  | 2016      | 2017             | + / -   | 2016         | 2017             | + / -   |
| Pending Sales                            | 184       | <b>209</b>       | + 13.6% | 4,005        | <b>3,974</b>     | - 0.8%  |
| Closed Sales                             | 326       | <b>309</b>       | - 5.2%  | 4,027        | <b>3,923</b>     | - 2.6%  |
| Median Sales Price*                      | \$390,000 | <b>\$413,000</b> | + 5.9%  | \$379,900    | <b>\$403,000</b> | + 6.1%  |
| Inventory of Homes for Sale              | 575       | <b>388</b>       | - 32.5% | --           | --               | --      |
| Months Supply of Inventory               | 1.7       | <b>1.2</b>       | - 30.7% | --           | --               | --      |
| Cumulative Days on Market Until Sale     | 60        | <b>51</b>        | - 15.9% | 69           | <b>50</b>        | - 26.9% |
| Percent of Original List Price Received* | 97.2%     | <b>97.5%</b>     | + 0.3%  | 97.8%        | <b>98.7%</b>     | + 1.0%  |
| New Listings                             | 151       | <b>167</b>       | + 10.6% | 4,829        | <b>4,726</b>     | - 2.1%  |

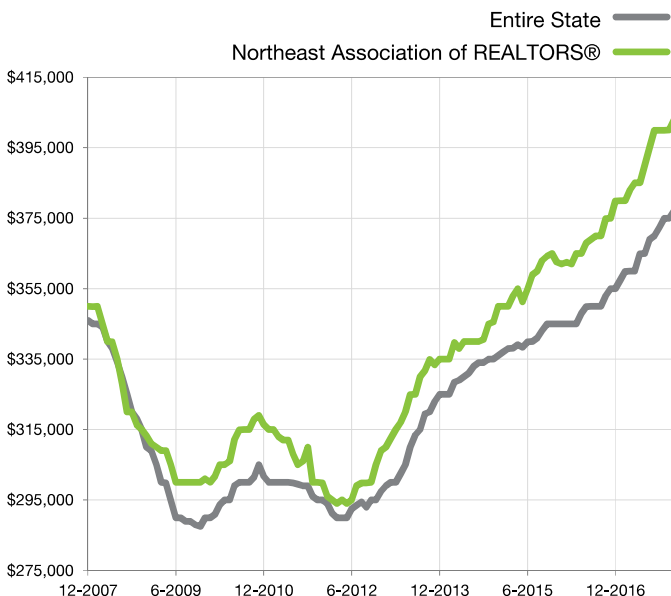
### Condominium Properties

|  | December  |                  |         | Year to Date |                  |         |
|--|-----------|------------------|---------|--------------|------------------|---------|
|  | 2016      | 2017             | + / -   | 2016         | 2017             | + / -   |
| Pending Sales                            | 67        | <b>84</b>        | + 25.4% | 1,648        | <b>1,583</b>     | - 3.9%  |
| Closed Sales                             | 122       | <b>115</b>       | - 5.7%  | 1,633        | <b>1,579</b>     | - 3.3%  |
| Median Sales Price*                      | \$203,700 | <b>\$230,000</b> | + 12.9% | \$220,000    | <b>\$234,205</b> | + 6.5%  |
| Inventory of Homes for Sale              | 226       | <b>143</b>       | - 36.7% | --           | --               | --      |
| Months Supply of Inventory               | 1.7       | <b>1.1</b>       | - 34.6% | --           | --               | --      |
| Cumulative Days on Market Until Sale     | 45        | <b>45</b>        | + 0.7%  | 60           | <b>41</b>        | - 31.3% |
| Percent of Original List Price Received* | 97.4%     | <b>99.3%</b>     | + 1.9%  | 97.8%        | <b>99.7%</b>     | + 2.0%  |
| New Listings                             | 59        | <b>55</b>        | - 6.8%  | 1,919        | <b>1,828</b>     | - 4.7%  |

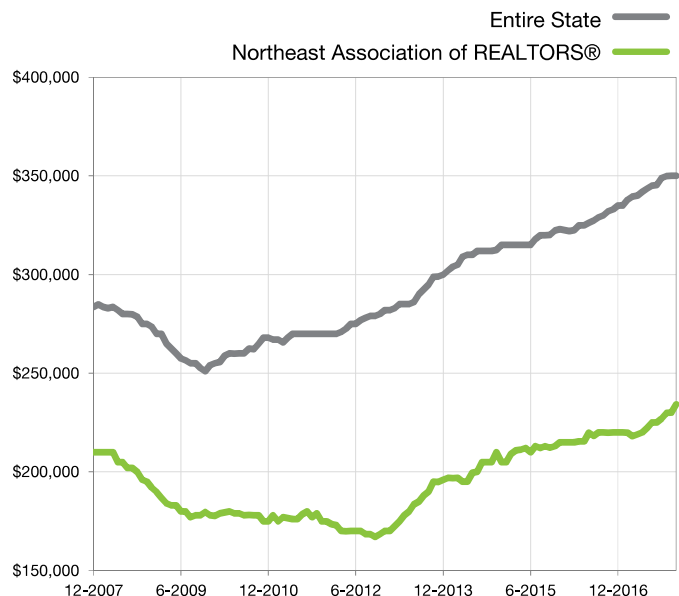
\* Does not account for seller concessions. | Activity for one month can sometimes look extreme due to small sample size.

## 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 – December 2017

A RESEARCH TOOL PROVIDED BY THE MASSACHUSETTS ASSOCIATION OF REALTORS®

## Tewksbury

### Single-Family Properties

| Key Metrics                              | December  |                  |          | Year to Date |                  |         |
|--|-----------|------------------|----------|--------------|------------------|---------|
|  | 2016      | 2017             | + / -    | 2016         | 2017             | + / -   |
| Pending Sales                            | 15        | 18               | + 20.0%  | 288          | 286              | - 0.7%  |
| Closed Sales                             | 26        | 26               | 0.0%     | 281          | 284              | + 1.1%  |
| Median Sales Price*                      | \$375,000 | <b>\$422,000</b> | + 12.5%  | \$388,000    | <b>\$423,750</b> | + 9.2%  |
| Inventory of Homes for Sale              | 24        | 19               | - 20.8%  | --           | --               | --      |
| Months Supply of Inventory               | 1.0       | 0.8              | - 20.0%  | --           | --               | --      |
| Cumulative Days on Market Until Sale     | 45        | 46               | + 2.2%   | 54           | 36               | - 33.3% |
| Percent of Original List Price Received* | 97.0%     | 97.5%            | + 0.5%   | 98.5%        | 100.4%           | + 1.9%  |
| New Listings                             | 6         | 14               | + 133.3% | 321          | 336              | + 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                              | December  |                  |         | Year to Date |                  |         |
|--|-----------|------------------|---------|--------------|------------------|---------|
|  | 2016      | 2017             | + / -   | 2016         | 2017             | + / -   |
| Pending Sales                            | 4         | 4                | 0.0%    | 180          | 123              | - 31.7% |
| Closed Sales                             | 12        | 7                | - 41.7% | 181          | 138              | - 23.8% |
| Median Sales Price*                      | \$298,500 | <b>\$320,000</b> | + 7.2%  | \$290,000    | <b>\$313,750</b> | + 8.2%  |
| Inventory of Homes for Sale              | 7         | 8                | + 14.3% | --           | --               | --      |
| Months Supply of Inventory               | 0.5       | 0.7              | + 40.0% | --           | --               | --      |
| Cumulative Days on Market Until Sale     | 27        | 50               | + 85.2% | 39           | 24               | - 38.5% |
| Percent of Original List Price Received* | 99.2%     | 99.0%            | - 0.2%  | 99.3%        | 101.5%           | + 2.2%  |
| New Listings                             | 5         | 3                | - 40.0% | 196          | 141              | - 28.1% |

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

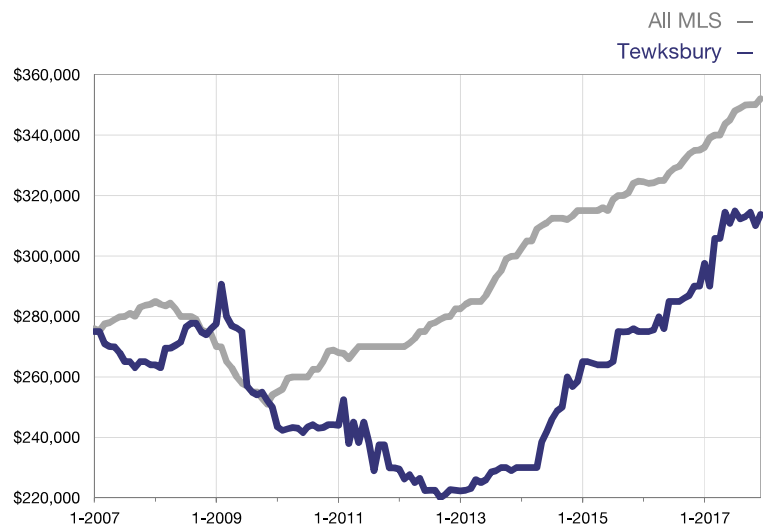
### Median Sales Price – Single-Family Properties

Rolling 12-Month Calculation



### Median Sales Price – Condominium Properties

Rolling 12-Month Calculation



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# Local Market Update – December 2017

A RESEARCH TOOL PROVIDED BY THE MASSACHUSETTS ASSOCIATION OF REALTORS®

## Tyngsborough

### Single-Family Properties

| Key Metrics                              | December  |                  |         | Year to Date |                  |         |
|--|-----------|------------------|---------|--------------|------------------|---------|
|  | 2016      | 2017             | + / -   | 2016         | 2017             | + / -   |
| Pending Sales                            | 6         | 6                | 0.0%    | 111          | 110              | - 0.9%  |
| Closed Sales                             | 11        | 5                | - 54.5% | 117          | 102              | - 12.8% |
| Median Sales Price*                      | \$399,900 | <b>\$430,000</b> | + 7.5%  | \$375,000    | <b>\$395,500</b> | + 5.5%  |
| Inventory of Homes for Sale              | 25        | 10               | - 60.0% | --           | --               | --      |
| Months Supply of Inventory               | 2.6       | 1.2              | - 53.8% | --           | --               | --      |
| Cumulative Days on Market Until Sale     | 54        | 57               | + 5.6%  | 76           | 66               | - 13.2% |
| Percent of Original List Price Received* | 97.1%     | 92.1%            | - 5.1%  | 97.4%        | 96.9%            | - 0.5%  |
| New Listings                             | 9         | 4                | - 55.6% | 146          | 118              | - 19.2% |

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

### Condominium Properties

| Key Metrics                              | December  |                  |          | Year to Date |                  |         |
|--|-----------|------------------|----------|--------------|------------------|---------|
|  | 2016      | 2017             | + / -    | 2016         | 2017             | + / -   |
| Pending Sales                            | 5         | 4                | - 20.0%  | 69           | 57               | - 17.4% |
| Closed Sales                             | 7         | 5                | - 28.6%  | 61           | 66               | + 8.2%  |
| Median Sales Price*                      | \$161,700 | <b>\$336,250</b> | + 107.9% | \$230,000    | <b>\$260,000</b> | + 13.0% |
| Inventory of Homes for Sale              | 7         | 6                | - 14.3%  | --           | --               | --      |
| Months Supply of Inventory               | 1.3       | 1.1              | - 15.4%  | --           | --               | --      |
| Cumulative Days on Market Until Sale     | 62        | 74               | + 19.4%  | 65           | 55               | - 15.4% |
| Percent of Original List Price Received* | 94.9%     | 99.2%            | + 4.5%   | 98.2%        | 99.4%            | + 1.2%  |
| New Listings                             | 4         | 2                | - 50.0%  | 80           | 62               | - 22.5% |

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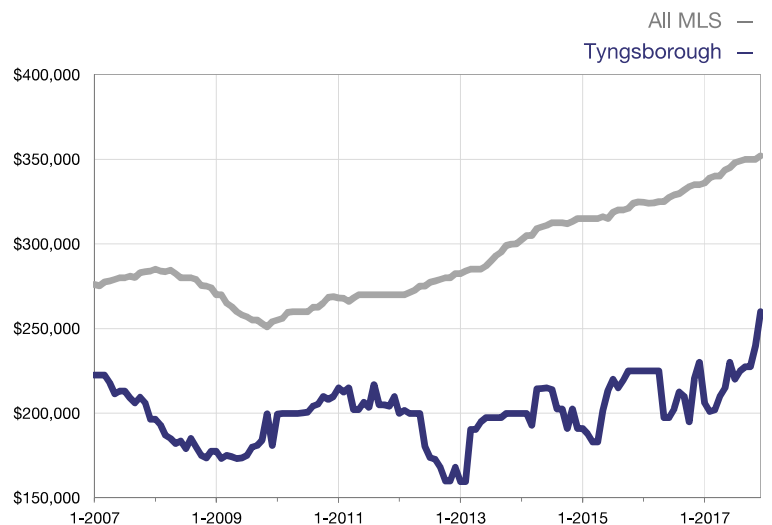
### Median Sales Price – Single-Family Properties

Rolling 12-Month Calculation



### Median Sales Price – Condominium Properties

Rolling 12-Month Calculation



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# Local Market Update – December 2017

A RESEARCH TOOL PROVIDED BY THE MASSACHUSETTS ASSOCIATION OF REALTORS®

## Westford

### Single-Family Properties

| Key Metrics                              | December  |                  |         | Year to Date |                  |         |
|--|-----------|------------------|---------|--------------|------------------|---------|
|  | 2016      | 2017             | + / -   | 2016         | 2017             | + / -   |
| Pending Sales                            | 12        | 8                | - 33.3% | 216          | 246              | + 13.9% |
| Closed Sales                             | 16        | 22               | + 37.5% | 212          | 246              | + 16.0% |
| Median Sales Price*                      | \$464,500 | <b>\$510,000</b> | + 9.8%  | \$500,625    | <b>\$565,000</b> | + 12.9% |
| Inventory of Homes for Sale              | 35        | 21               | - 40.0% | --           | --               | --      |
| Months Supply of Inventory               | 2.0       | 1.0              | - 50.0% | --           | --               | --      |
| Cumulative Days on Market Until Sale     | 60        | 56               | - 6.7%  | 69           | 65               | - 5.8%  |
| Percent of Original List Price Received* | 97.7%     | <b>96.1%</b>     | - 1.6%  | 97.3%        | <b>97.0%</b>     | - 0.3%  |
| New Listings                             | 7         | 6                | - 14.3% | 297          | 293              | - 1.3%  |

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

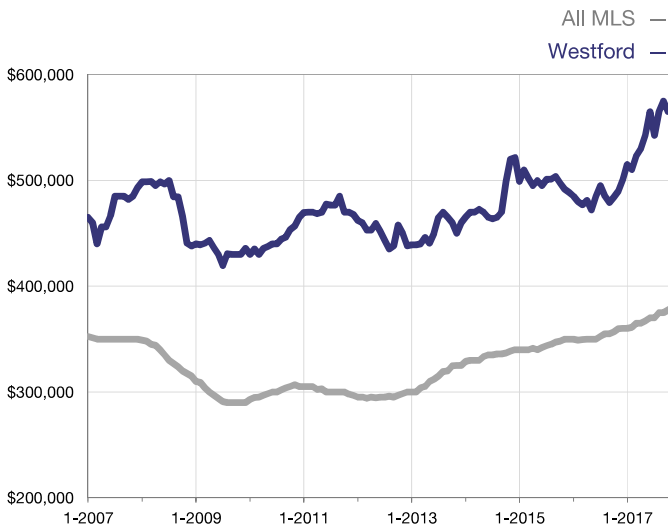
### Condominium Properties

| Key Metrics                              | December  |                  |          | Year to Date |                  |         |
|--|-----------|------------------|----------|--------------|------------------|---------|
|  | 2016      | 2017             | + / -    | 2016         | 2017             | + / -   |
| Pending Sales                            | 1         | 3                | + 200.0% | 63           | 50               | - 20.6% |
| Closed Sales                             | 4         | 4                | 0.0%     | 78           | 47               | - 39.7% |
| Median Sales Price*                      | \$385,000 | <b>\$463,000</b> | + 20.3%  | \$385,000    | <b>\$395,000</b> | + 2.6%  |
| Inventory of Homes for Sale              | 9         | 7                | - 22.2%  | --           | --               | --      |
| Months Supply of Inventory               | 1.3       | 1.6              | + 23.1%  | --           | --               | --      |
| Cumulative Days on Market Until Sale     | 37        | 76               | + 105.4% | 95           | 64               | - 32.6% |
| Percent of Original List Price Received* | 98.9%     | <b>96.4%</b>     | - 2.5%   | 98.2%        | <b>98.4%</b>     | + 0.2%  |
| New Listings                             | 1         | 2                | + 100.0% | 73           | 67               | - 8.2%  |

\* 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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