



February 2017 Housing Data

NEAR Region and individual city and town reports



Northeast Association of REALTORS®
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www.NortheastRealtors.com



Local Market Update – February 2017

A RESEARCH TOOL PROVIDED BY THE MASSACHUSETTS ASSOCIATION OF REALTORS®



Northeast Association of REALTORS®

- 8.4%

Year-Over-Year
Change in
Closed Sales
All Properties

- 3.3%

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

- 37.1%

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

Single-Family Properties

	February			Year to Date		
	2016	2017	+ / -	2016	2017	+ / -
Pending Sales	262	238	- 9.2%	500	475	- 5.0%
Closed Sales	190	170	- 10.5%	448	395	- 11.8%
Median Sales Price*	\$337,900	\$339,950	+ 0.6%	\$336,000	\$378,000	+ 12.5%
Inventory of Homes for Sale	678	433	- 36.1%	--	--	--
Months Supply of Inventory	2.2	1.3	- 39.1%	--	--	--
Cumulative Days on Market Until Sale	105	79	- 24.9%	103	67	- 34.5%
Percent of Original List Price Received*	95.4%	97.4%	+ 2.1%	95.4%	97.7%	+ 2.4%
New Listings	289	251	- 13.1%	584	525	- 10.1%

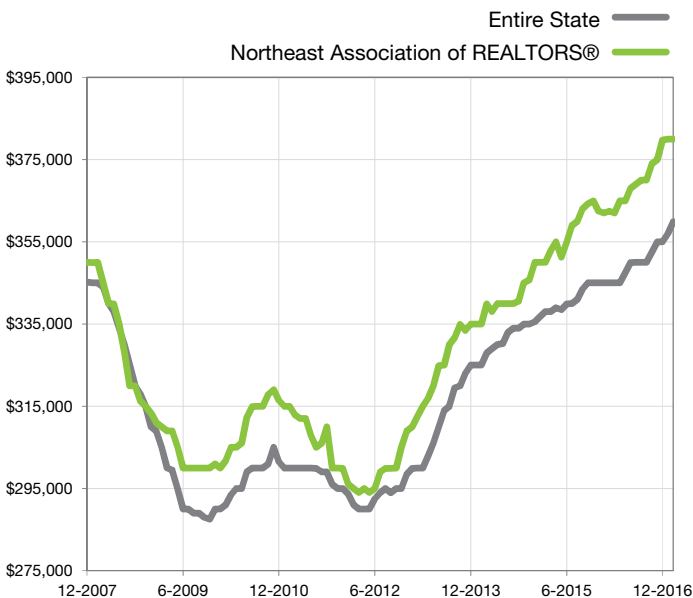
Condominium Properties

	February			Year to Date		
	2016	2017	+ / -	2016	2017	+ / -
Pending Sales	97	103	+ 6.2%	204	205	+ 0.5%
Closed Sales	83	80	- 3.6%	175	192	+ 9.7%
Median Sales Price*	\$215,000	\$201,250	- 6.4%	\$214,000	\$202,750	- 5.3%
Inventory of Homes for Sale	253	153	- 39.5%	--	--	--
Months Supply of Inventory	2.0	1.1	- 45.6%	--	--	--
Cumulative Days on Market Until Sale	89	52	- 41.2%	87	51	- 41.4%
Percent of Original List Price Received*	96.3%	98.3%	+ 2.2%	96.1%	98.1%	+ 2.2%
New Listings	130	106	- 18.5%	238	239	+ 0.4%

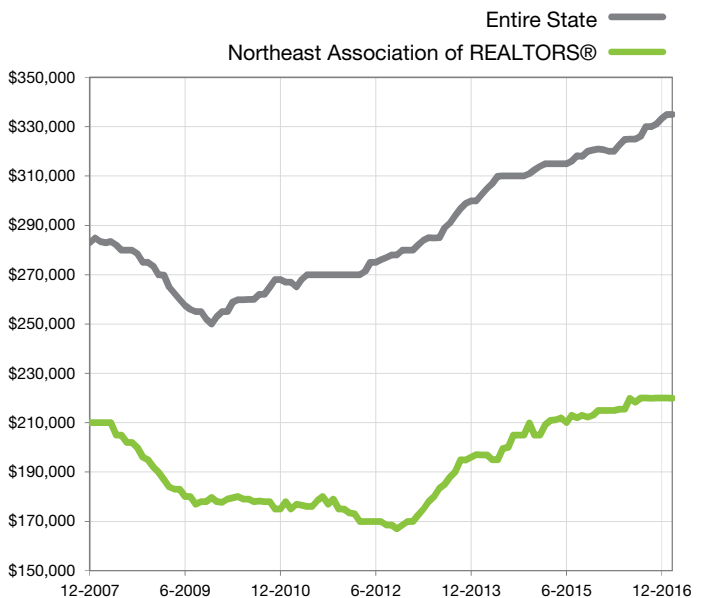
* Does not account for seller concessions. | Activity for one month can sometimes look extreme due to small sample size.

Median Sales Price BASED ON A ROLLING 12-MONTH AVERAGE

Single-Family Properties



Condominium Properties



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

Local Market Update – February 2017

A RESEARCH TOOL PROVIDED BY THE MASSACHUSETTS ASSOCIATION OF REALTORS®

Andover

Single-Family Properties

Key Metrics	February			Year to Date		
	2016	2017	+ / -	2016	2017	+ / -
Pending Sales	29	24	- 17.2%	45	43	- 4.4%
Closed Sales	9	11	+ 22.2%	36	38	+ 5.6%
Median Sales Price*	\$530,000	\$584,900	+ 10.4%	\$530,000	\$653,750	+ 23.3%
Inventory of Homes for Sale	82	58	- 29.3%	--	--	--
Months Supply of Inventory	2.7	1.9	- 29.6%	--	--	--
Cumulative Days on Market Until Sale	167	130	- 22.2%	102	90	- 11.8%
Percent of Original List Price Received*	90.7%	97.9%	+ 7.9%	93.3%	96.9%	+ 3.9%
New Listings	38	31	- 18.4%	68	63	- 7.4%

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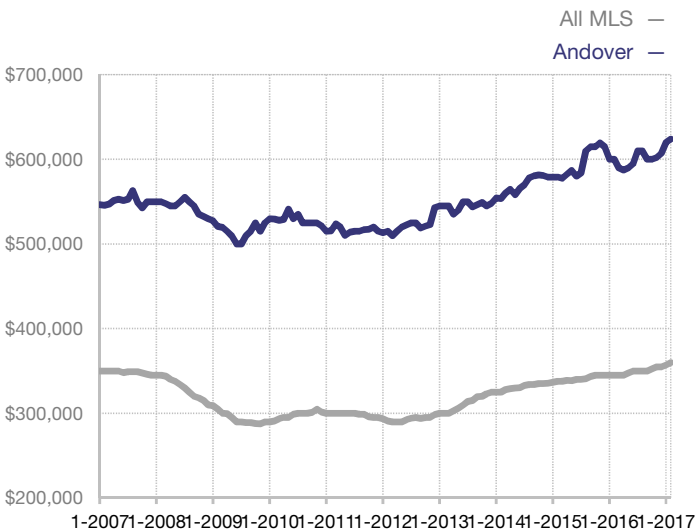
Condominium Properties

Key Metrics	February			Year to Date		
	2016	2017	+ / -	2016	2017	+ / -
Pending Sales	7	5	- 28.6%	16	13	- 18.8%
Closed Sales	13	7	- 46.2%	22	18	- 18.2%
Median Sales Price*	\$359,000	\$279,900	- 22.0%	\$237,700	\$323,000	+ 35.9%
Inventory of Homes for Sale	26	17	- 34.6%	--	--	--
Months Supply of Inventory	2.3	1.7	- 26.1%	--	--	--
Cumulative Days on Market Until Sale	83	38	- 54.2%	66	80	+ 21.2%
Percent of Original List Price Received*	96.2%	100.4%	+ 4.4%	95.7%	95.9%	+ 0.2%
New Listings	10	5	- 50.0%	17	22	+ 29.4%

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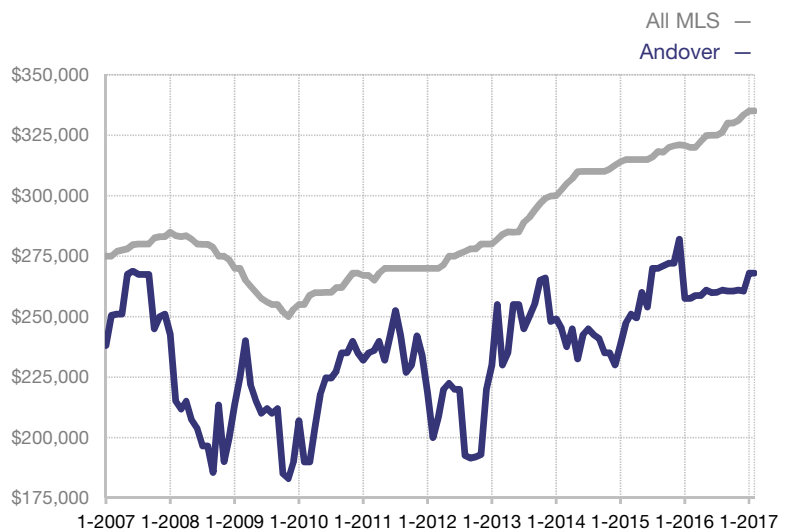
Median Sales Price – Single-Family Properties

Rolling 12-Month Calculation



Median Sales Price – Condominium Properties

Rolling 12-Month Calculation



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Local Market Update – February 2017

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Billerica

Single-Family Properties

Key Metrics	February			Year to Date		
	2016	2017	+ / -	2016	2017	+ / -
Pending Sales	26	25	- 3.8%	55	45	- 18.2%
Closed Sales	26	14	- 46.2%	52	37	- 28.8%
Median Sales Price*	\$374,500	\$396,000	+ 5.7%	\$357,500	\$407,000	+ 13.8%
Inventory of Homes for Sale	52	28	- 46.2%	--	--	--
Months Supply of Inventory	1.6	0.8	- 50.0%	--	--	--
Cumulative Days on Market Until Sale	80	34	- 57.5%	86	41	- 52.3%
Percent of Original List Price Received*	94.5%	102.4%	+ 8.4%	94.9%	100.4%	+ 5.8%
New Listings	30	29	- 3.3%	56	46	- 17.9%

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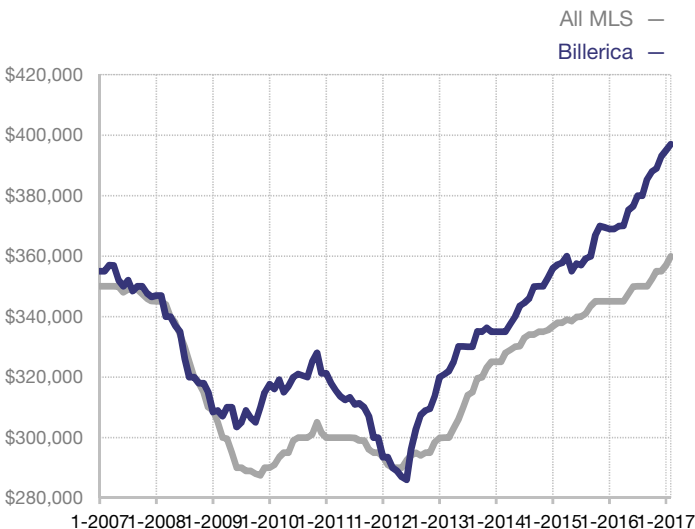
Condominium Properties

Key Metrics	February			Year to Date		
	2016	2017	+ / -	2016	2017	+ / -
Pending Sales	5	4	- 20.0%	15	5	- 66.7%
Closed Sales	3	1	- 66.7%	4	6	+ 50.0%
Median Sales Price*	\$283,000	\$170,000	- 39.9%	\$218,000	\$207,500	- 4.8%
Inventory of Homes for Sale	13	3	- 76.9%	--	--	--
Months Supply of Inventory	1.9	0.3	- 84.2%	--	--	--
Cumulative Days on Market Until Sale	24	7	- 70.8%	22	42	+ 90.9%
Percent of Original List Price Received*	96.9%	101.2%	+ 4.4%	95.9%	98.7%	+ 2.9%
New Listings	4	5	+ 25.0%	12	8	- 33.3%

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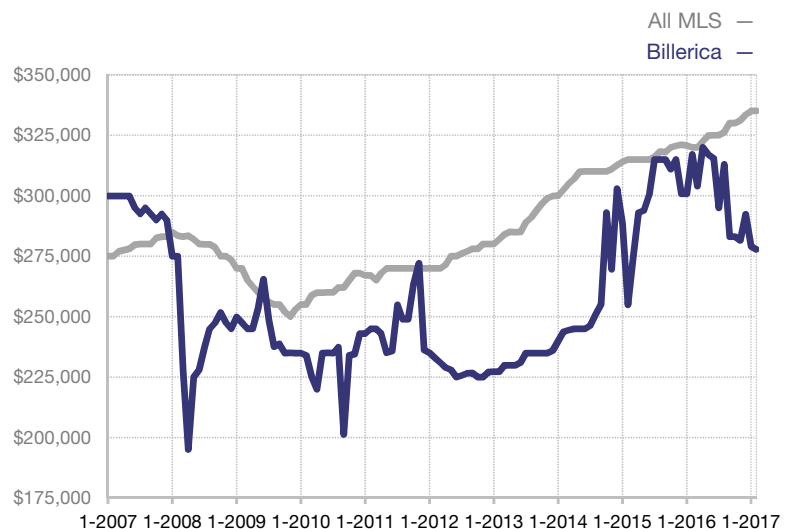
Median Sales Price – Single-Family Properties

Rolling 12-Month Calculation



Median Sales Price – Condominium Properties

Rolling 12-Month Calculation



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Local Market Update – February 2017

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Boxford

Single-Family Properties

Key Metrics	February			Year to Date		
	2016	2017	+ / -	2016	2017	+ / -
Pending Sales	6	7	+ 16.7%	14	9	- 35.7%
Closed Sales	3	2	- 33.3%	9	12	+ 33.3%
Median Sales Price*	\$385,000	\$860,000	+ 123.4%	\$625,500	\$658,250	+ 5.2%
Inventory of Homes for Sale	36	22	- 38.9%	--	--	--
Months Supply of Inventory	4.0	2.0	- 50.0%	--	--	--
Cumulative Days on Market Until Sale	87	48	- 44.8%	143	94	- 34.3%
Percent of Original List Price Received*	98.1%	96.2%	- 1.9%	94.9%	93.9%	- 1.1%
New Listings	5	6	+ 20.0%	19	14	- 26.3%

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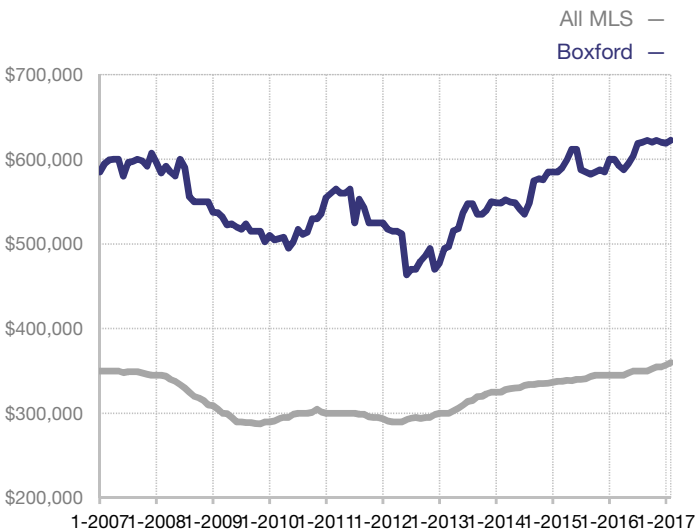
Condominium Properties

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

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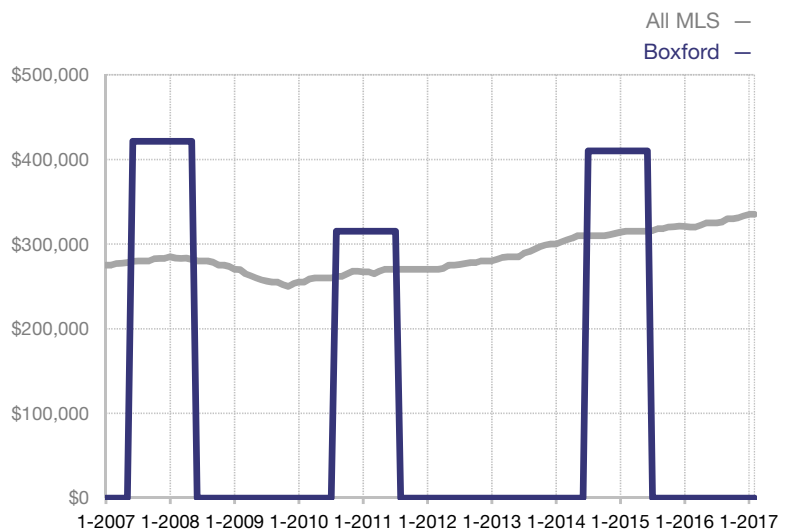
Median Sales Price – Single-Family Properties

Rolling 12-Month Calculation



Median Sales Price – Condominium Properties

Rolling 12-Month Calculation



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Local Market Update – February 2017

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Carlisle

Single-Family Properties

Key Metrics	February			Year to Date		
	2016	2017	+ / -	2016	2017	+ / -
Pending Sales	5	7	+ 40.0%	14	13	- 7.1%
Closed Sales	2	3	+ 50.0%	8	8	0.0%
Median Sales Price*	\$1,580,000	\$820,000	- 48.1%	\$798,500	\$782,500	- 2.0%
Inventory of Homes for Sale	30	11	- 63.3%	--	--	--
Months Supply of Inventory	5.4	1.4	- 74.1%	--	--	--
Cumulative Days on Market Until Sale	208	213	+ 2.4%	149	106	- 28.9%
Percent of Original List Price Received*	81.4%	92.7%	+ 13.9%	92.9%	96.0%	+ 3.3%
New Listings	11	6	- 45.5%	25	8	- 68.0%

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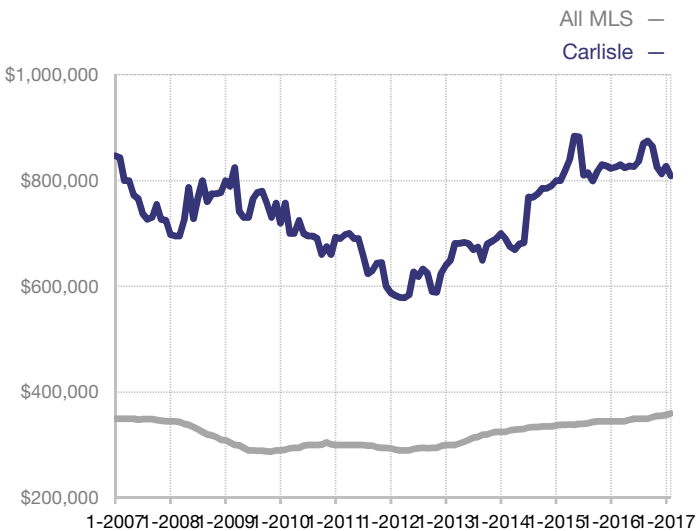
Condominium Properties

Key Metrics	February			Year to Date		
	2016	2017	+ / -	2016	2017	+ / -
Pending Sales	0	0	--	0	0	--
Closed Sales	0	0	--	0	0	--
Median Sales Price*	\$0	\$0	--	\$0	\$0	--
Inventory of Homes for Sale	1	1	0.0%	--	--	--
Months Supply of Inventory	1.0	1.0	0.0%	--	--	--
Cumulative Days on Market Until Sale	0	0	--	0	0	--
Percent of Original List Price Received*	0.0%	0.0%	--	0.0%	0.0%	--
New Listings	0	0	--	0	0	--

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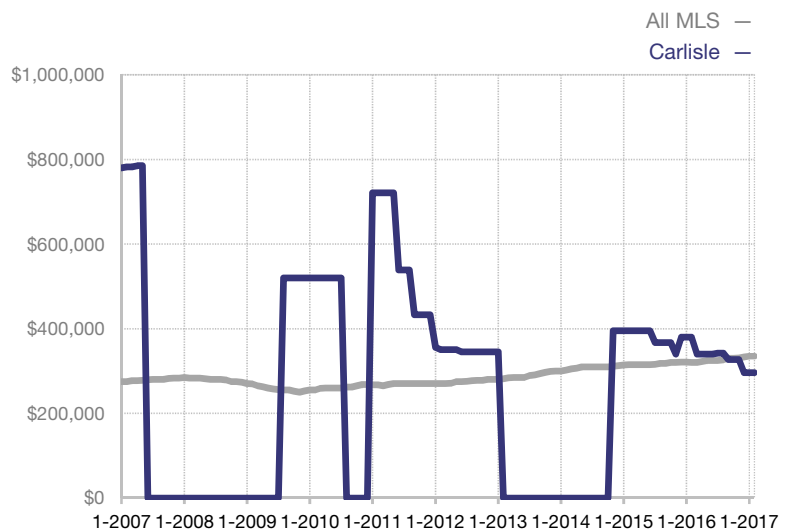
Median Sales Price – Single-Family Properties

Rolling 12-Month Calculation



Median Sales Price – Condominium Properties

Rolling 12-Month Calculation



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Local Market Update – February 2017

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Chelmsford

Single-Family Properties

Key Metrics	February			Year to Date		
	2016	2017	+ / -	2016	2017	+ / -
Pending Sales	27	9	- 66.7%	37	30	- 18.9%
Closed Sales	14	17	+ 21.4%	36	37	+ 2.8%
Median Sales Price*	\$338,725	\$438,000	+ 29.3%	\$364,500	\$390,000	+ 7.0%
Inventory of Homes for Sale	54	22	- 59.3%	--	--	--
Months Supply of Inventory	2.0	0.7	- 65.0%	--	--	--
Cumulative Days on Market Until Sale	99	114	+ 15.2%	89	84	- 5.6%
Percent of Original List Price Received*	94.1%	96.1%	+ 2.1%	95.7%	98.0%	+ 2.4%
New Listings	21	15	- 28.6%	45	36	- 20.0%

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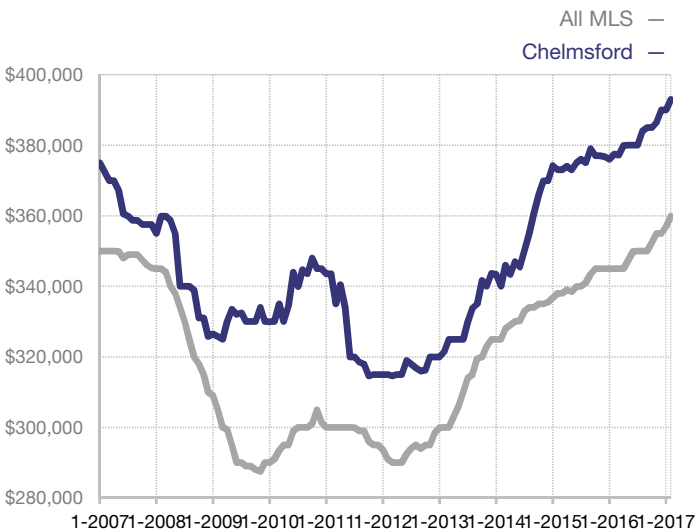
Condominium Properties

Key Metrics	February			Year to Date		
	2016	2017	+ / -	2016	2017	+ / -
Pending Sales	10	12	+ 20.0%	21	21	0.0%
Closed Sales	11	8	- 27.3%	19	16	- 15.8%
Median Sales Price*	\$210,000	\$165,195	- 21.3%	\$225,000	\$250,000	+ 11.1%
Inventory of Homes for Sale	27	10	- 63.0%	--	--	--
Months Supply of Inventory	2.1	0.6	- 71.4%	--	--	--
Cumulative Days on Market Until Sale	53	23	- 56.6%	62	25	- 59.7%
Percent of Original List Price Received*	98.3%	101.9%	+ 3.7%	96.6%	100.0%	+ 3.5%
New Listings	17	12	- 29.4%	26	26	0.0%

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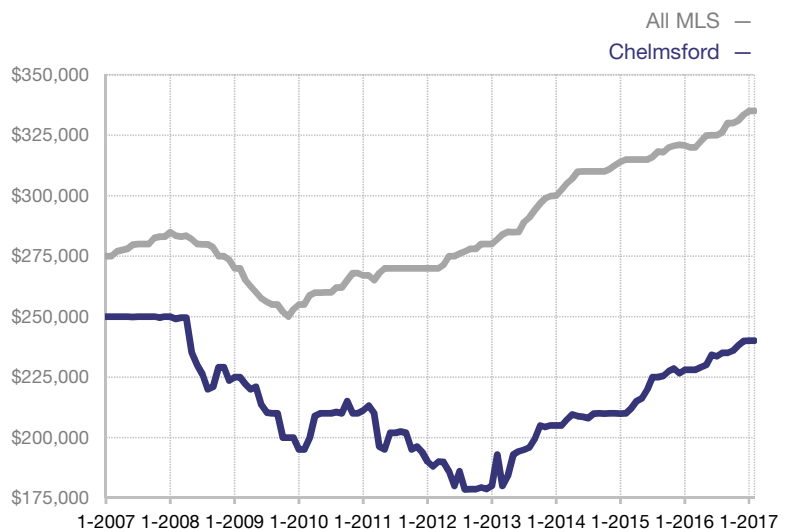
Median Sales Price – Single-Family Properties

Rolling 12-Month Calculation



Median Sales Price – Condominium Properties

Rolling 12-Month Calculation



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Local Market Update – February 2017

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Dracut

Single-Family Properties

Key Metrics	February			Year to Date		
	2016	2017	+ / -	2016	2017	+ / -
Pending Sales	25	22	- 12.0%	48	38	- 20.8%
Closed Sales	19	11	- 42.1%	38	28	- 26.3%
Median Sales Price*	\$425,000	\$295,000	- 30.6%	\$345,950	\$330,500	- 4.5%
Inventory of Homes for Sale	54	33	- 38.9%	--	--	--
Months Supply of Inventory	2.2	1.1	- 50.0%	--	--	--
Cumulative Days on Market Until Sale	140	85	- 39.3%	120	76	- 36.7%
Percent of Original List Price Received*	96.1%	97.7%	+ 1.7%	96.2%	98.3%	+ 2.2%
New Listings	20	19	- 5.0%	49	35	- 28.6%

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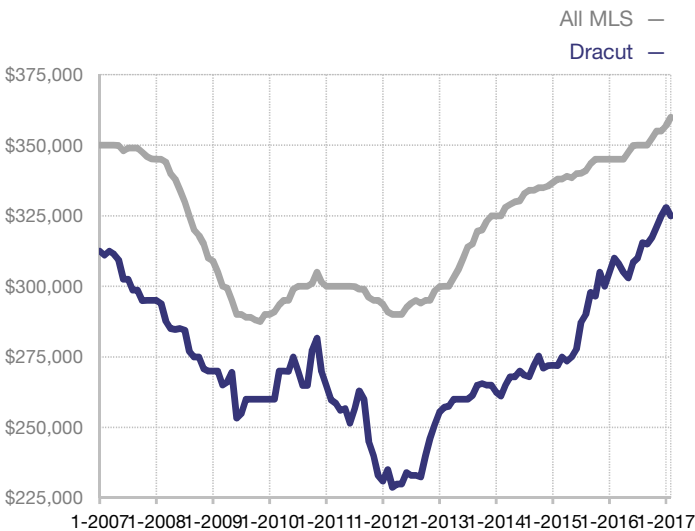
Condominium Properties

Key Metrics	February			Year to Date		
	2016	2017	+ / -	2016	2017	+ / -
Pending Sales	10	10	0.0%	22	28	+ 27.3%
Closed Sales	6	8	+ 33.3%	16	15	- 6.3%
Median Sales Price*	\$153,500	\$184,450	+ 20.2%	\$145,000	\$186,000	+ 28.3%
Inventory of Homes for Sale	19	27	+ 42.1%	--	--	--
Months Supply of Inventory	1.9	2.0	+ 5.3%	--	--	--
Cumulative Days on Market Until Sale	160	34	- 78.8%	128	28	- 78.1%
Percent of Original List Price Received*	95.6%	96.4%	+ 0.8%	92.9%	97.4%	+ 4.8%
New Listings	10	20	+ 100.0%	20	43	+ 115.0%

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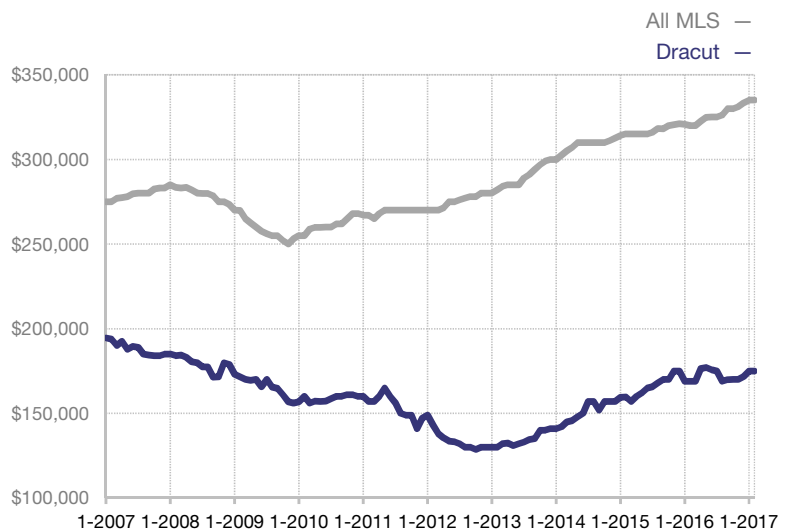
Median Sales Price – Single-Family Properties

Rolling 12-Month Calculation



Median Sales Price – Condominium Properties

Rolling 12-Month Calculation



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Local Market Update – February 2017

A RESEARCH TOOL PROVIDED BY THE MASSACHUSETTS ASSOCIATION OF REALTORS®

Dunstable

Single-Family Properties

Key Metrics	February			Year to Date		
	2016	2017	+ / -	2016	2017	+ / -
Pending Sales	0	6	--	1	9	+ 800.0%
Closed Sales	1	3	+ 200.0%	2	6	+ 200.0%
Median Sales Price*	\$301,259	\$420,000	+ 39.4%	\$378,130	\$452,450	+ 19.7%
Inventory of Homes for Sale	12	12	0.0%	--	--	--
Months Supply of Inventory	4.4	3.4	- 22.7%	--	--	--
Cumulative Days on Market Until Sale	8	77	+ 862.5%	73	64	- 12.3%
Percent of Original List Price Received*	173.1%	106.7%	- 38.4%	134.0%	101.8%	- 24.0%
New Listings	5	4	- 20.0%	6	6	0.0%

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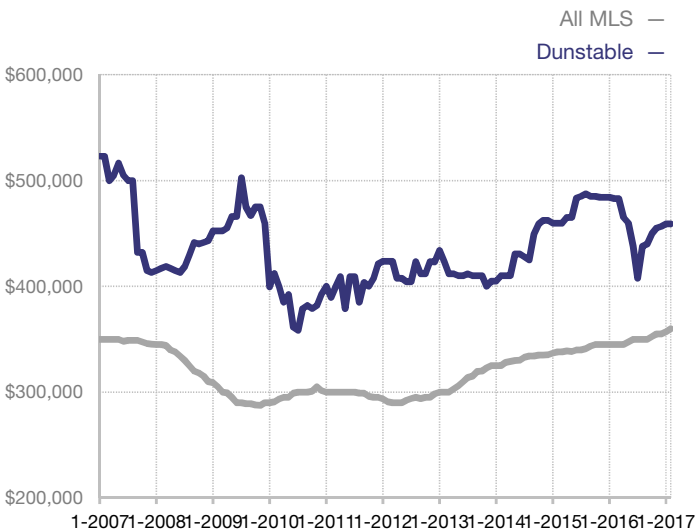
Condominium Properties

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

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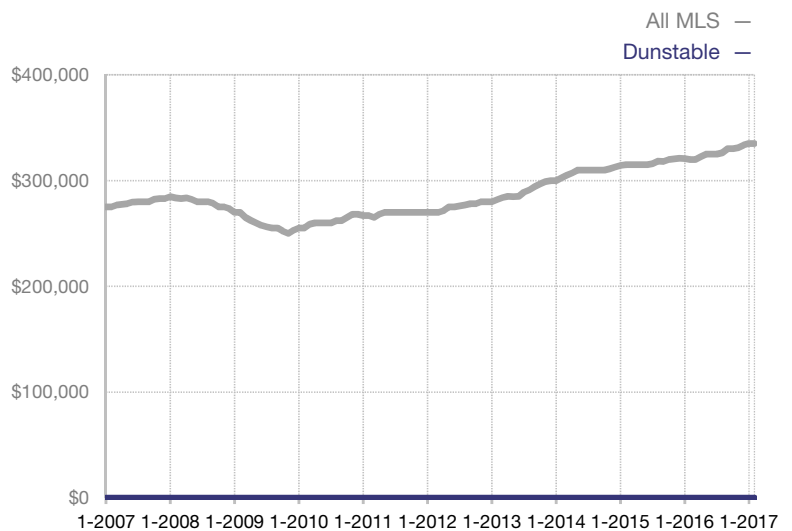
Median Sales Price – Single-Family Properties

Rolling 12-Month Calculation



Median Sales Price – Condominium Properties

Rolling 12-Month Calculation



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Local Market Update – February 2017

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Lawrence

Single-Family Properties

Key Metrics	February			Year to Date		
	2016	2017	+ / -	2016	2017	+ / -
Pending Sales	22	18	- 18.2%	33	36	+ 9.1%
Closed Sales	5	15	+ 200.0%	27	28	+ 3.7%
Median Sales Price*	\$210,000	\$200,000	- 4.8%	\$224,000	\$197,500	- 11.8%
Inventory of Homes for Sale	39	19	- 51.3%	--	--	--
Months Supply of Inventory	2.2	1.0	- 54.5%	--	--	--
Cumulative Days on Market Until Sale	61	62	+ 1.6%	92	58	- 37.0%
Percent of Original List Price Received*	95.3%	95.7%	+ 0.4%	96.1%	96.2%	+ 0.1%
New Listings	23	10	- 56.5%	42	31	- 26.2%

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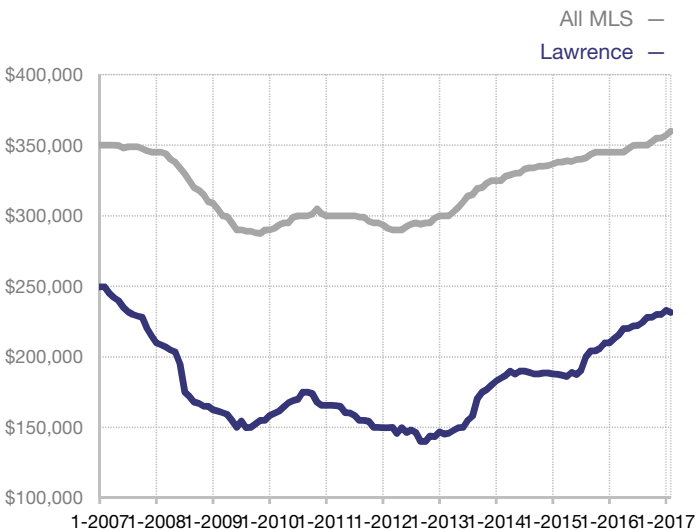
Condominium Properties

Key Metrics	February			Year to Date		
	2016	2017	+ / -	2016	2017	+ / -
Pending Sales	4	5	+ 25.0%	5	10	+ 100.0%
Closed Sales	1	7	+ 600.0%	2	15	+ 650.0%
Median Sales Price*	\$94,000	\$140,000	+ 48.9%	\$90,250	\$105,000	+ 16.3%
Inventory of Homes for Sale	18	8	- 55.6%	--	--	--
Months Supply of Inventory	5.4	1.6	- 70.4%	--	--	--
Cumulative Days on Market Until Sale	14	45	+ 221.4%	69	40	- 42.0%
Percent of Original List Price Received*	99.5%	97.3%	- 2.2%	98.3%	96.7%	- 1.6%
New Listings	10	8	- 20.0%	13	13	0.0%

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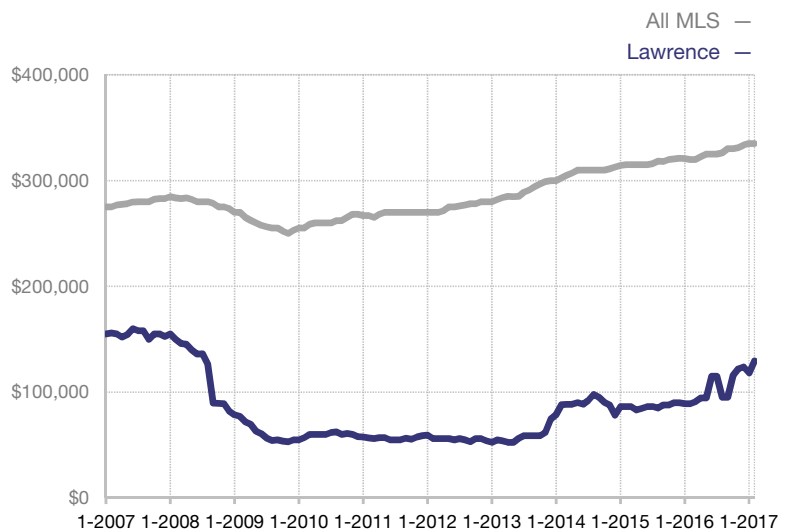
Median Sales Price – Single-Family Properties

Rolling 12-Month Calculation



Median Sales Price – Condominium Properties

Rolling 12-Month Calculation



MASSACHUSETTS ASSOCIATION OF REALTORS®



Local Market Update – February 2017

A RESEARCH TOOL PROVIDED BY THE MASSACHUSETTS ASSOCIATION OF REALTORS®

Littleton

Single-Family Properties

Key Metrics	February			Year to Date		
	2016	2017	+ / -	2016	2017	+ / -
Pending Sales	12	7	- 41.7%	18	17	- 5.6%
Closed Sales	7	6	- 14.3%	16	14	- 12.5%
Median Sales Price*	\$618,500	\$587,500	- 5.0%	\$482,530	\$567,000	+ 17.5%
Inventory of Homes for Sale	31	29	- 6.5%	--	--	--
Months Supply of Inventory	2.7	2.4	- 11.1%	--	--	--
Cumulative Days on Market Until Sale	38	134	+ 252.6%	78	124	+ 59.0%
Percent of Original List Price Received*	101.3%	94.4%	- 6.8%	97.9%	94.7%	- 3.3%
New Listings	15	10	- 33.3%	25	29	+ 16.0%

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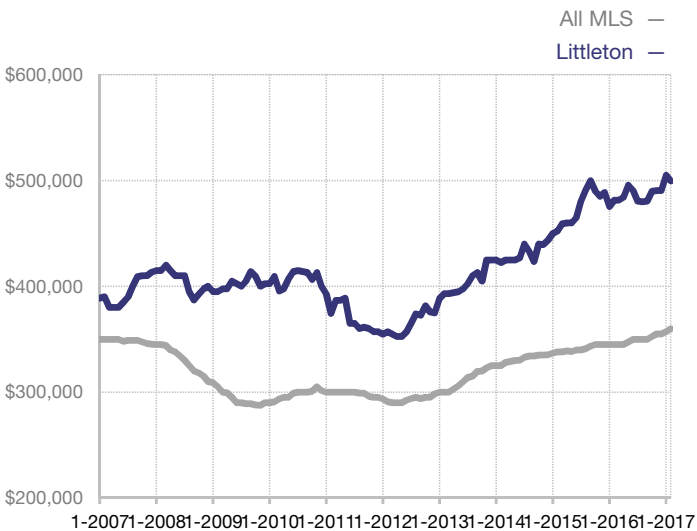
Condominium Properties

Key Metrics	February			Year to Date		
	2016	2017	+ / -	2016	2017	+ / -
Pending Sales	0	0	--	2	0	- 100.0%
Closed Sales	0	1	--	1	1	0.0%
Median Sales Price*	\$0	\$250,000	--	\$300,000	\$250,000	- 16.7%
Inventory of Homes for Sale	2	0	- 100.0%	--	--	--
Months Supply of Inventory	1.4	0.0	- 100.0%	--	--	--
Cumulative Days on Market Until Sale	0	344	--	59	344	+ 483.1%
Percent of Original List Price Received*	0.0%	86.2%	--	93.8%	86.2%	- 8.1%
New Listings	0	0	--	1	0	- 100.0%

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

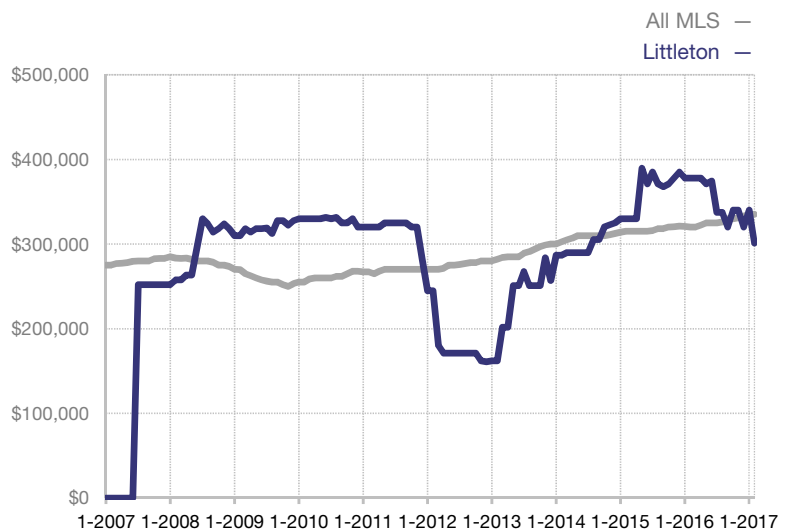
Median Sales Price – Single-Family Properties

Rolling 12-Month Calculation



Median Sales Price – Condominium Properties

Rolling 12-Month Calculation



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Local Market Update – February 2017

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Lowell

Single-Family Properties

Key Metrics	February			Year to Date		
	2016	2017	+ / -	2016	2017	+ / -
Pending Sales	33	43	+ 30.3%	75	86	+ 14.7%
Closed Sales	35	32	- 8.6%	74	58	- 21.6%
Median Sales Price*	\$245,000	\$246,257	+ 0.5%	\$243,250	\$238,257	- 2.1%
Inventory of Homes for Sale	100	57	- 43.0%	--	--	--
Months Supply of Inventory	2.6	1.4	- 46.2%	--	--	--
Cumulative Days on Market Until Sale	111	62	- 44.1%	115	54	- 53.0%
Percent of Original List Price Received*	92.9%	97.3%	+ 4.7%	92.9%	96.6%	+ 4.0%
New Listings	33	35	+ 6.1%	76	83	+ 9.2%

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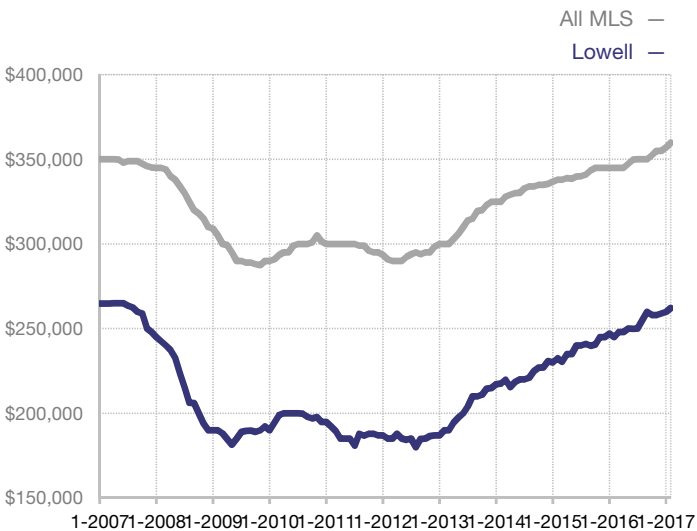
Condominium Properties

Key Metrics	February			Year to Date		
	2016	2017	+ / -	2016	2017	+ / -
Pending Sales	22	26	+ 18.2%	46	48	+ 4.3%
Closed Sales	23	23	0.0%	47	54	+ 14.9%
Median Sales Price*	\$154,350	\$183,000	+ 18.6%	\$172,000	\$179,520	+ 4.4%
Inventory of Homes for Sale	72	29	- 59.7%	--	--	--
Months Supply of Inventory	2.7	0.9	- 66.7%	--	--	--
Cumulative Days on Market Until Sale	103	46	- 55.3%	82	53	- 35.4%
Percent of Original List Price Received*	94.1%	96.0%	+ 2.0%	95.4%	97.5%	+ 2.2%
New Listings	33	19	- 42.4%	58	45	- 22.4%

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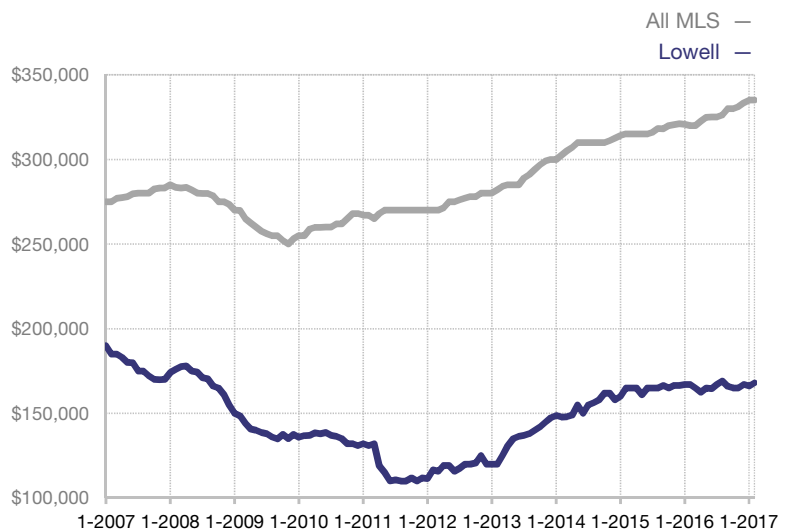
Median Sales Price – Single-Family Properties

Rolling 12-Month Calculation



Median Sales Price – Condominium Properties

Rolling 12-Month Calculation



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Local Market Update – February 2017

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Methuen

Single-Family Properties

Key Metrics	February			Year to Date		
	2016	2017	+ / -	2016	2017	+ / -
Pending Sales	26	22	- 15.4%	57	46	- 19.3%
Closed Sales	28	18	- 35.7%	61	45	- 26.2%
Median Sales Price*	\$272,500	\$297,500	+ 9.2%	\$275,000	\$320,000	+ 16.4%
Inventory of Homes for Sale	49	42	- 14.3%	--	--	--
Months Supply of Inventory	1.2	1.1	- 8.3%	--	--	--
Cumulative Days on Market Until Sale	93	63	- 32.3%	95	48	- 49.5%
Percent of Original List Price Received*	94.5%	98.7%	+ 4.4%	96.6%	98.7%	+ 2.2%
New Listings	27	29	+ 7.4%	47	52	+ 10.6%

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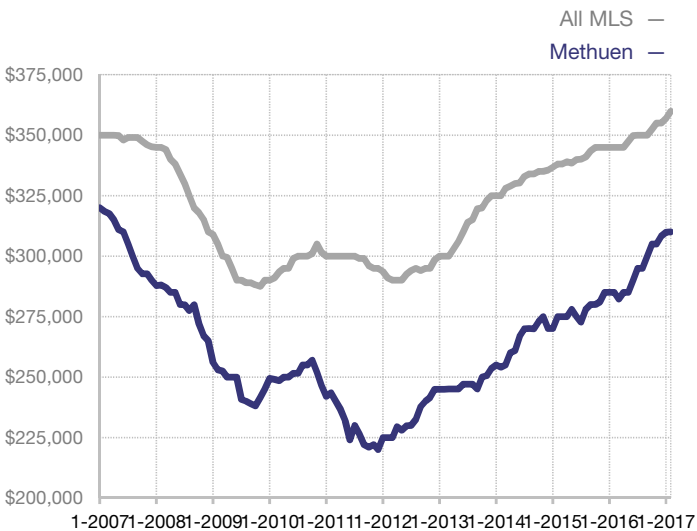
Condominium Properties

Key Metrics	February			Year to Date		
	2016	2017	+ / -	2016	2017	+ / -
Pending Sales	8	14	+ 75.0%	20	28	+ 40.0%
Closed Sales	6	6	0.0%	10	24	+ 140.0%
Median Sales Price*	\$180,900	\$459,486	+ 154.0%	\$196,450	\$305,500	+ 55.5%
Inventory of Homes for Sale	17	25	+ 47.1%	--	--	--
Months Supply of Inventory	1.4	2.1	+ 50.0%	--	--	--
Cumulative Days on Market Until Sale	120	66	- 45.0%	86	58	- 32.6%
Percent of Original List Price Received*	94.5%	98.6%	+ 4.3%	94.8%	99.2%	+ 4.6%
New Listings	10	16	+ 60.0%	22	28	+ 27.3%

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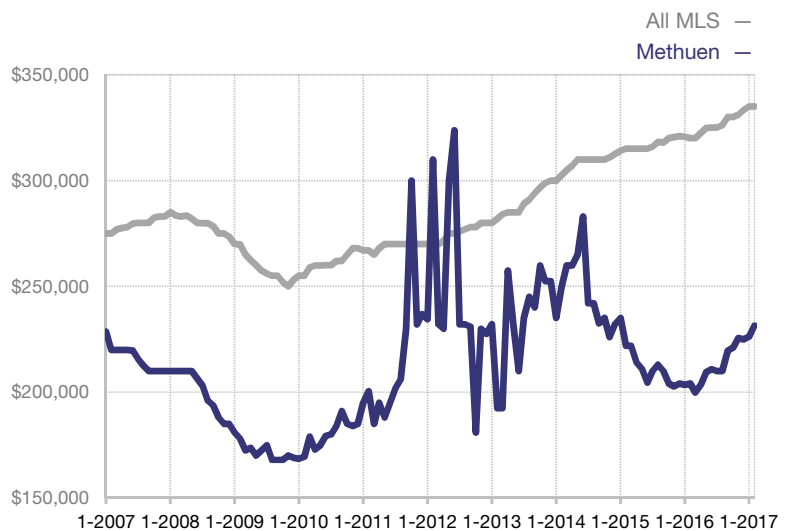
Median Sales Price – Single-Family Properties

Rolling 12-Month Calculation



Median Sales Price – Condominium Properties

Rolling 12-Month Calculation



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Local Market Update – February 2017

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North Andover

Single-Family Properties

Key Metrics	February			Year to Date		
	2016	2017	+ / -	2016	2017	+ / -
Pending Sales	21	13	- 38.1%	34	27	- 20.6%
Closed Sales	11	8	- 27.3%	35	26	- 25.7%
Median Sales Price*	\$545,000	\$440,500	- 19.2%	\$495,000	\$479,950	- 3.0%
Inventory of Homes for Sale	47	30	- 36.2%	--	--	--
Months Supply of Inventory	2.0	1.4	- 30.0%	--	--	--
Cumulative Days on Market Until Sale	90	78	- 13.3%	92	59	- 35.9%
Percent of Original List Price Received*	96.7%	91.8%	- 5.1%	95.9%	96.6%	+ 0.7%
New Listings	27	17	- 37.0%	48	34	- 29.2%

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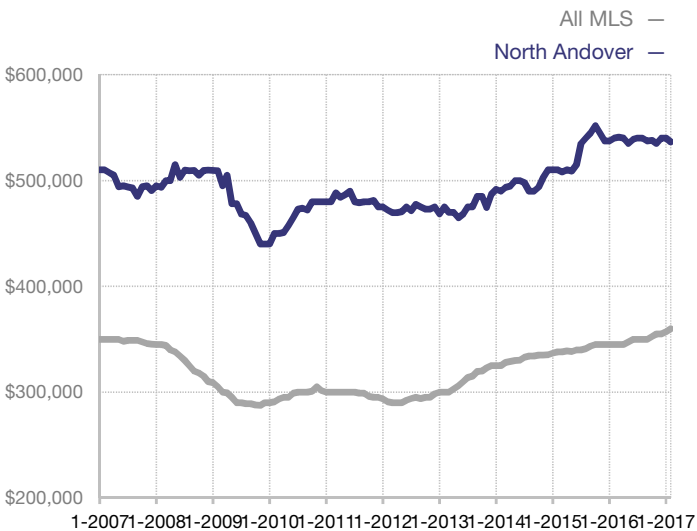
Condominium Properties

Key Metrics	February			Year to Date		
	2016	2017	+ / -	2016	2017	+ / -
Pending Sales	13	16	+ 23.1%	22	31	+ 40.9%
Closed Sales	5	8	+ 60.0%	14	15	+ 7.1%
Median Sales Price*	\$251,125	\$257,500	+ 2.5%	\$271,813	\$260,000	- 4.3%
Inventory of Homes for Sale	27	12	- 55.6%	--	--	--
Months Supply of Inventory	1.9	0.8	- 57.9%	--	--	--
Cumulative Days on Market Until Sale	136	73	- 46.3%	87	66	- 24.1%
Percent of Original List Price Received*	94.3%	102.9%	+ 9.1%	95.5%	100.3%	+ 5.0%
New Listings	13	10	- 23.1%	24	25	+ 4.2%

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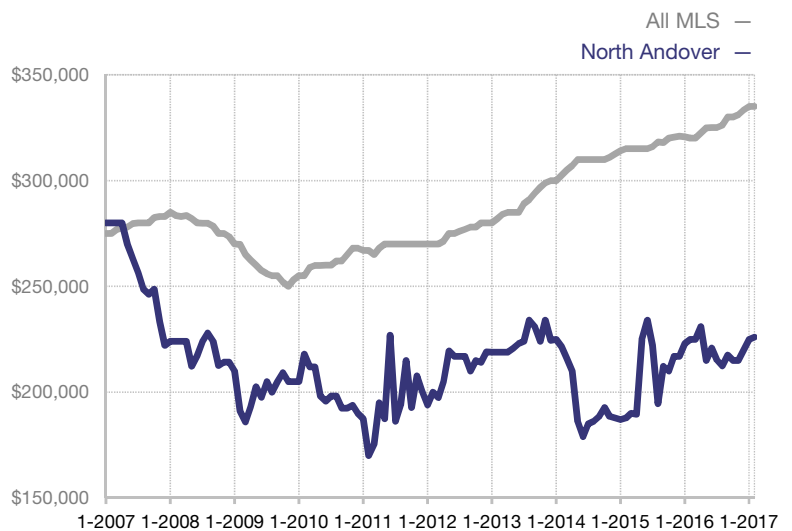
Median Sales Price – Single-Family Properties

Rolling 12-Month Calculation



Median Sales Price – Condominium Properties

Rolling 12-Month Calculation



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Local Market Update – February 2017

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Tewksbury

Single-Family Properties

Key Metrics	February			Year to Date		
	2016	2017	+ / -	2016	2017	+ / -
Pending Sales	12	14	+ 16.7%	33	36	+ 9.1%
Closed Sales	16	14	- 12.5%	28	28	0.0%
Median Sales Price*	\$380,000	\$470,000	+ 23.7%	\$380,000	\$430,750	+ 13.4%
Inventory of Homes for Sale	26	16	- 38.5%	--	--	--
Months Supply of Inventory	1.2	0.7	- 41.7%	--	--	--
Cumulative Days on Market Until Sale	130	53	- 59.2%	108	54	- 50.0%
Percent of Original List Price Received*	97.2%	100.9%	+ 3.8%	96.7%	101.9%	+ 5.4%
New Listings	9	16	+ 77.8%	26	39	+ 50.0%

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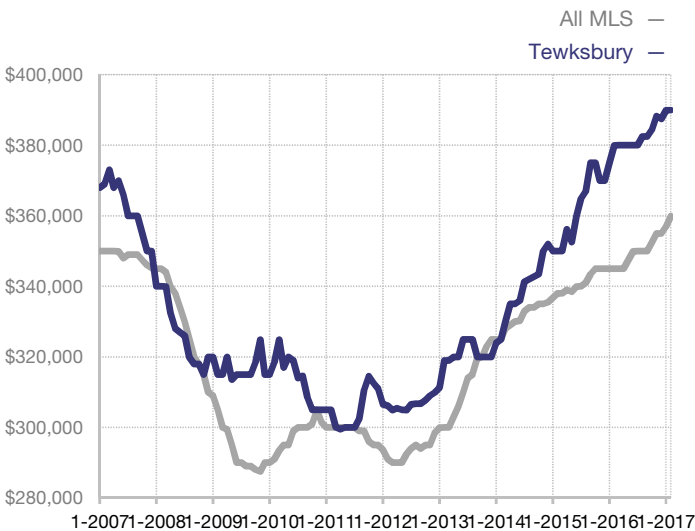
Condominium Properties

Key Metrics	February			Year to Date		
	2016	2017	+ / -	2016	2017	+ / -
Pending Sales	11	5	- 54.5%	22	11	- 50.0%
Closed Sales	7	6	- 14.3%	18	14	- 22.2%
Median Sales Price*	\$462,400	\$282,500	- 38.9%	\$384,500	\$309,950	- 19.4%
Inventory of Homes for Sale	7	5	- 28.6%	--	--	--
Months Supply of Inventory	0.5	0.3	- 40.0%	--	--	--
Cumulative Days on Market Until Sale	45	23	- 48.9%	88	14	- 84.1%
Percent of Original List Price Received*	100.4%	99.8%	- 0.6%	98.6%	101.1%	+ 2.5%
New Listings	11	5	- 54.5%	21	16	- 23.8%

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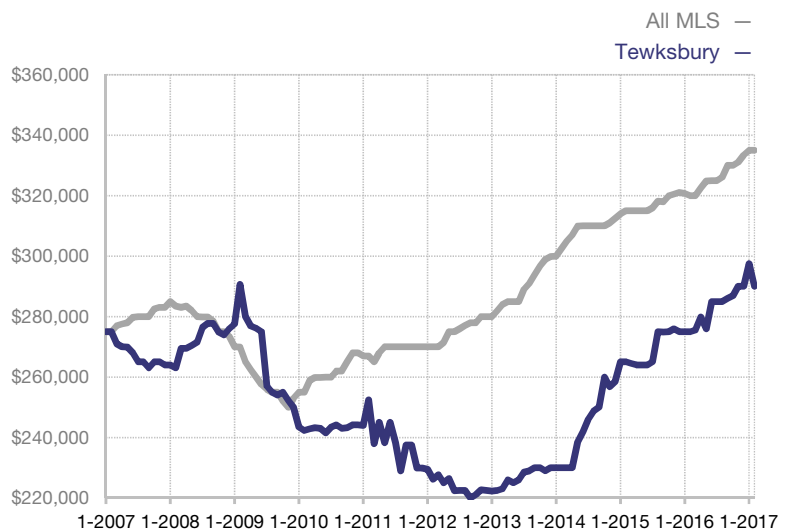
Median Sales Price – Single-Family Properties

Rolling 12-Month Calculation



Median Sales Price – Condominium Properties

Rolling 12-Month Calculation



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Local Market Update – February 2017

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Tyngsborough

Single-Family Properties

Key Metrics	February			Year to Date		
	2016	2017	+ / -	2016	2017	+ / -
Pending Sales	4	9	+ 125.0%	11	13	+ 18.2%
Closed Sales	5	3	- 40.0%	9	6	- 33.3%
Median Sales Price*	\$385,000	\$255,000	- 33.8%	\$362,500	\$377,000	+ 4.0%
Inventory of Homes for Sale	26	23	- 11.5%	--	--	--
Months Supply of Inventory	2.7	2.4	- 11.1%	--	--	--
Cumulative Days on Market Until Sale	98	36	- 63.3%	126	31	- 75.4%
Percent of Original List Price Received*	94.4%	93.5%	- 1.0%	94.1%	96.1%	+ 2.1%
New Listings	10	8	- 20.0%	21	17	- 19.0%

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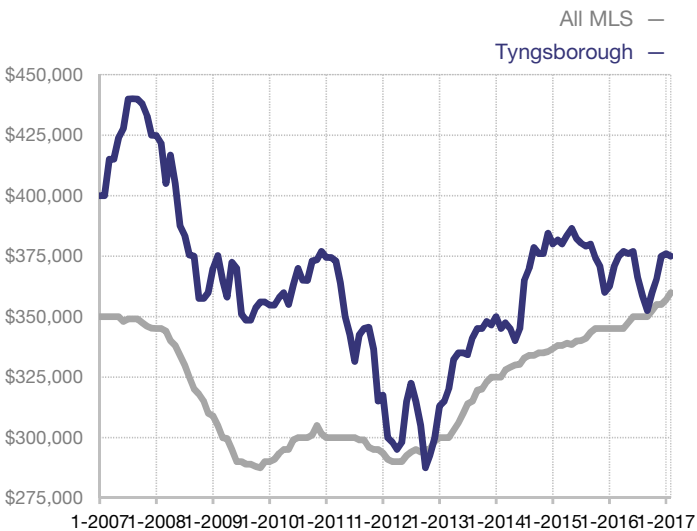
Condominium Properties

Key Metrics	February			Year to Date		
	2016	2017	+ / -	2016	2017	+ / -
Pending Sales	2	5	+ 150.0%	4	7	+ 75.0%
Closed Sales	3	5	+ 66.7%	7	12	+ 71.4%
Median Sales Price*	\$240,000	\$200,000	- 16.7%	\$231,000	\$200,000	- 13.4%
Inventory of Homes for Sale	13	5	- 61.5%	--	--	--
Months Supply of Inventory	2.5	0.8	- 68.0%	--	--	--
Cumulative Days on Market Until Sale	105	119	+ 13.3%	233	71	- 69.5%
Percent of Original List Price Received*	96.1%	97.7%	+ 1.7%	98.4%	97.2%	- 1.2%
New Listings	6	3	- 50.0%	12	5	- 58.3%

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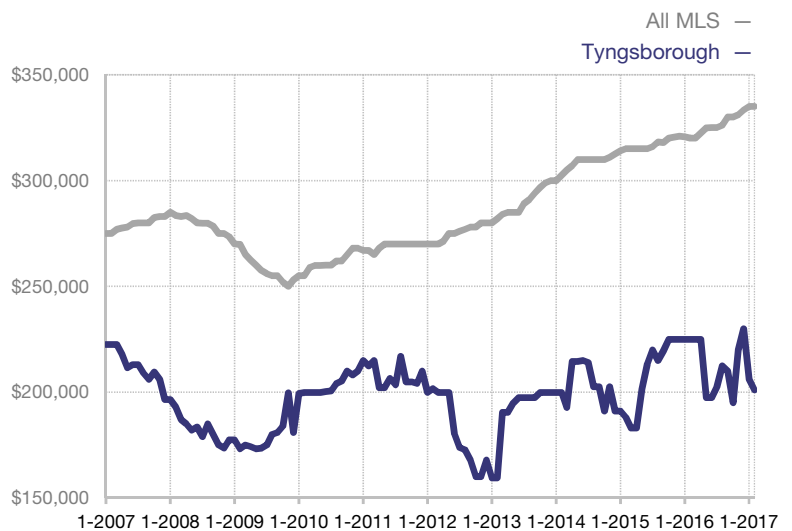
Median Sales Price – Single-Family Properties

Rolling 12-Month Calculation



Median Sales Price – Condominium Properties

Rolling 12-Month Calculation



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Local Market Update – February 2017

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Westford

Single-Family Properties

Key Metrics	February			Year to Date		
	2016	2017	+ / -	2016	2017	+ / -
Pending Sales	14	12	- 14.3%	25	27	+ 8.0%
Closed Sales	9	13	+ 44.4%	17	24	+ 41.2%
Median Sales Price*	\$425,000	\$451,900	+ 6.3%	\$385,000	\$453,450	+ 17.8%
Inventory of Homes for Sale	40	31	- 22.5%	--	--	--
Months Supply of Inventory	2.2	1.7	- 22.7%	--	--	--
Cumulative Days on Market Until Sale	123	107	- 13.0%	120	90	- 25.0%
Percent of Original List Price Received*	100.9%	94.3%	- 6.5%	97.3%	96.1%	- 1.2%
New Listings	15	16	+ 6.7%	31	32	+ 3.2%

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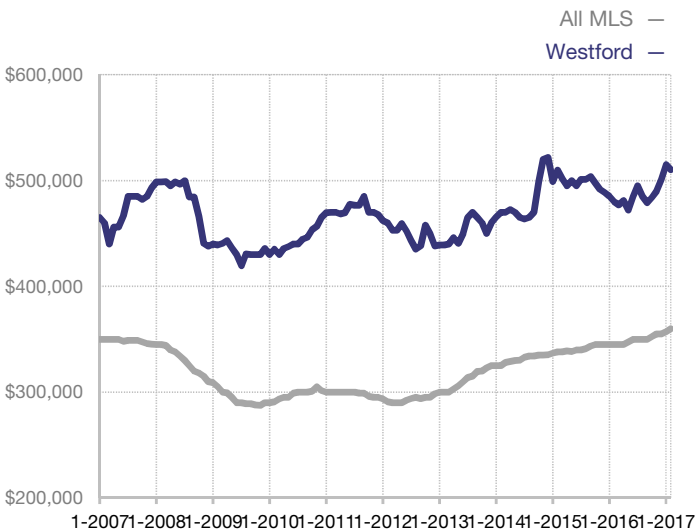
Condominium Properties

Key Metrics	February			Year to Date		
	2016	2017	+ / -	2016	2017	+ / -
Pending Sales	5	1	- 80.0%	9	3	- 66.7%
Closed Sales	5	0	- 100.0%	15	2	- 86.7%
Median Sales Price*	\$430,551	\$0	- 100.0%	\$419,900	\$378,500	- 9.9%
Inventory of Homes for Sale	11	11	0.0%	--	--	--
Months Supply of Inventory	1.8	1.7	- 5.6%	--	--	--
Cumulative Days on Market Until Sale	45	0	- 100.0%	78	55	- 29.5%
Percent of Original List Price Received*	100.0%	0.0%	- 100.0%	98.6%	97.1%	- 1.5%
New Listings	6	3	- 50.0%	12	8	- 33.3%

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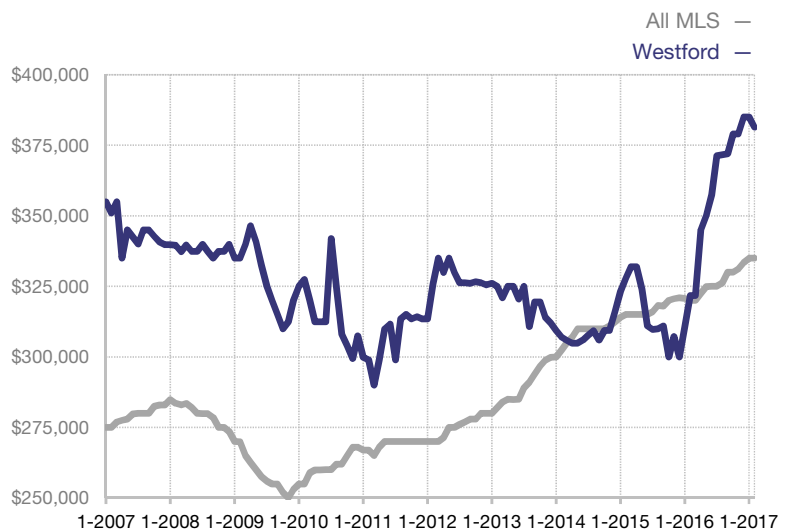
Median Sales Price – Single-Family Properties

Rolling 12-Month Calculation



Median Sales Price – Condominium Properties

Rolling 12-Month Calculation



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