



NORTHEAST ASSOCIATION OF  
**REALTORS**®

# January 2017 Housing Data

NEAR Region and individual city and town reports



Northeast Association of REALTORS®  
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[www.NortheastRealtors.com](http://www.NortheastRealtors.com)



# Local Market Update – January 2017

A RESEARCH TOOL PROVIDED BY THE MASSACHUSETTS ASSOCIATION OF REALTORS®



## Northeast Association of REALTORS®

**- 3.7%**

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

**+ 15.9%**

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

**- 34.3%**

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

### Single-Family Properties

	January			Year to Date		
	2016	2017	+ / -	2016	2017	+ / -
Pending Sales	239	<b>252</b>	+ 5.4%	239	<b>252</b>	+ 5.4%
Closed Sales	258	<b>225</b>	- 12.8%	258	<b>225</b>	- 12.8%
Median Sales Price*	\$335,000	<b>\$395,000</b>	+ 17.9%	\$335,000	<b>\$395,000</b>	+ 17.9%
Inventory of Homes for Sale	712	<b>451</b>	- 36.7%	--	--	--
Months Supply of Inventory	2.3	<b>1.4</b>	- 41.0%	--	--	--
Cumulative Days on Market Until Sale	101	<b>58</b>	- 42.1%	101	<b>58</b>	- 42.1%
Percent of Original List Price Received*	95.5%	<b>97.9%</b>	+ 2.6%	95.5%	<b>97.9%</b>	+ 2.6%
New Listings	296	<b>276</b>	- 6.8%	296	<b>276</b>	- 6.8%

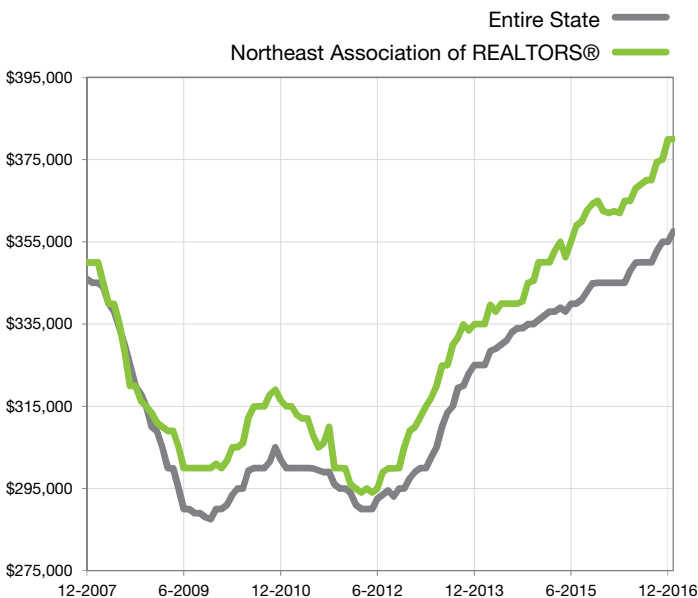
### Condominium Properties

	January			Year to Date		
	2016	2017	+ / -	2016	2017	+ / -
Pending Sales	107	<b>109</b>	+ 1.9%	107	<b>109</b>	+ 1.9%
Closed Sales	92	<b>112</b>	+ 21.7%	92	<b>112</b>	+ 21.7%
Median Sales Price*	\$210,500	<b>\$206,075</b>	- 2.1%	\$210,500	<b>\$206,075</b>	- 2.1%
Inventory of Homes for Sale	246	<b>178</b>	- 27.6%	--	--	--
Months Supply of Inventory	2.0	<b>1.3</b>	- 35.4%	--	--	--
Cumulative Days on Market Until Sale	86	<b>51</b>	- 41.3%	86	<b>51</b>	- 41.3%
Percent of Original List Price Received*	95.9%	<b>98.0%</b>	+ 2.2%	95.9%	<b>98.0%</b>	+ 2.2%
New Listings	107	<b>134</b>	+ 25.2%	107	<b>134</b>	+ 25.2%

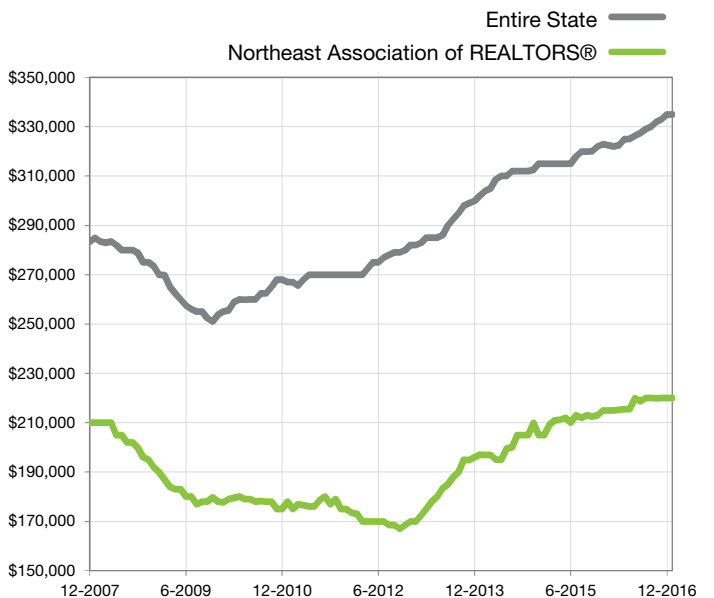
\* Does not account for seller concessions. | Activity for one month can sometimes look extreme due to small sample size.

## 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.

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## Andover

### Single-Family Properties

Key Metrics	January			Year to Date		
	2016	2017	+ / -	2016	2017	+ / -
Pending Sales	16	21	+ 31.3%	16	21	+ 31.3%
Closed Sales	27	28	+ 3.7%	27	28	+ 3.7%
Median Sales Price*	\$528,800	<b>\$655,000</b>	+ 23.9%	\$528,800	<b>\$655,000</b>	+ 23.9%
Inventory of Homes for Sale	78	54	- 30.8%	--	--	--
Months Supply of Inventory	2.5	1.8	- 28.0%	--	--	--
Cumulative Days on Market Until Sale	81	72	- 11.1%	81	72	- 11.1%
Percent of Original List Price Received*	94.1%	<b>96.2%</b>	+ 2.2%	94.1%	<b>96.2%</b>	+ 2.2%
New Listings	30	33	+ 10.0%	30	33	+ 10.0%

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

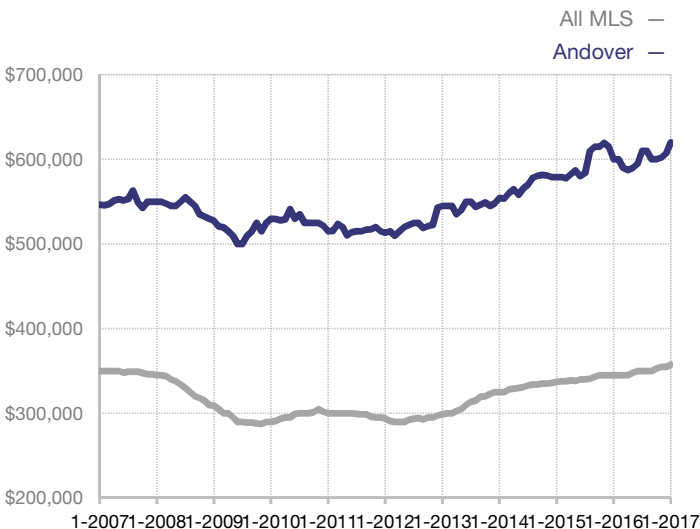
### Condominium Properties

Key Metrics	January			Year to Date		
	2016	2017	+ / -	2016	2017	+ / -
Pending Sales	9	8	- 11.1%	9	8	- 11.1%
Closed Sales	9	11	+ 22.2%	9	11	+ 22.2%
Median Sales Price*	\$178,500	<b>\$367,000</b>	+ 105.6%	\$178,500	<b>\$367,000</b>	+ 105.6%
Inventory of Homes for Sale	25	19	- 24.0%	--	--	--
Months Supply of Inventory	2.3	1.8	- 21.7%	--	--	--
Cumulative Days on Market Until Sale	41	106	+ 158.5%	41	106	+ 158.5%
Percent of Original List Price Received*	95.0%	<b>93.0%</b>	- 2.1%	95.0%	<b>93.0%</b>	- 2.1%
New Listings	7	17	+ 142.9%	7	17	+ 142.9%

\* 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 – January 2017

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## Billerica

### Single-Family Properties

Key Metrics	January			Year to Date		
	2016	2017	+ / -	2016	2017	+ / -
Pending Sales	29	20	- 31.0%	29	20	- 31.0%
Closed Sales	26	23	- 11.5%	26	23	- 11.5%
Median Sales Price*	\$349,900	<b>\$410,000</b>	+ 17.2%	\$349,900	<b>\$410,000</b>	+ 17.2%
Inventory of Homes for Sale	52	25	- 51.9%	--	--	--
Months Supply of Inventory	1.6	0.7	- 56.3%	--	--	--
Cumulative Days on Market Until Sale	93	45	- 51.6%	93	45	- 51.6%
Percent of Original List Price Received*	95.4%	99.1%	+ 3.9%	95.4%	99.1%	+ 3.9%
New Listings	26	17	- 34.6%	26	17	- 34.6%

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

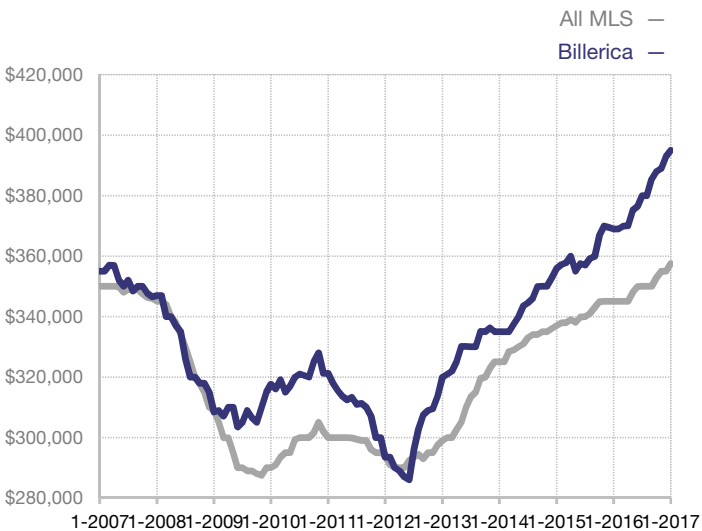
### Condominium Properties

Key Metrics	January			Year to Date		
	2016	2017	+ / -	2016	2017	+ / -
Pending Sales	10	1	- 90.0%	10	1	- 90.0%
Closed Sales	1	5	+ 400.0%	1	5	+ 400.0%
Median Sales Price*	\$148,500	<b>\$245,000</b>	+ 65.0%	\$148,500	<b>\$245,000</b>	+ 65.0%
Inventory of Homes for Sale	15	4	- 73.3%	--	--	--
Months Supply of Inventory	2.1	0.5	- 76.2%	--	--	--
Cumulative Days on Market Until Sale	14	48	+ 242.9%	14	48	+ 242.9%
Percent of Original List Price Received*	92.9%	98.2%	+ 5.7%	92.9%	98.2%	+ 5.7%
New Listings	8	3	- 62.5%	8	3	- 62.5%

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

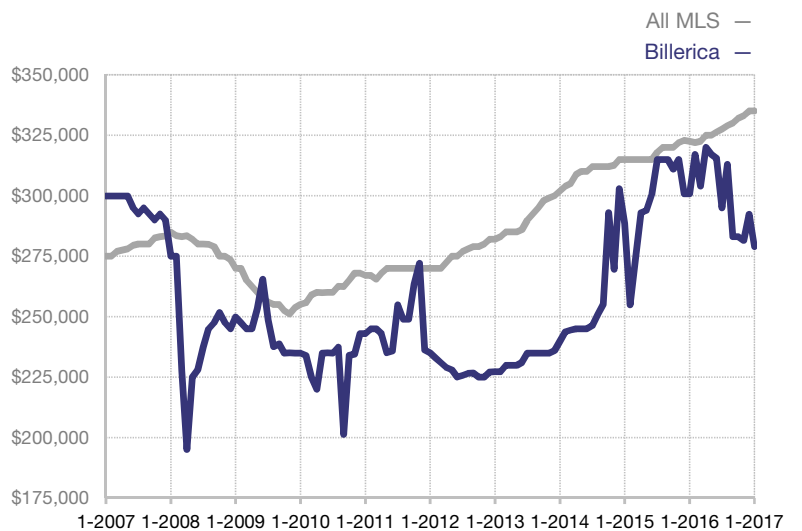
### Median Sales Price – Single-Family Properties

Rolling 12-Month Calculation



### Median Sales Price – Condominium Properties

Rolling 12-Month Calculation



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## Boxford

### Single-Family Properties

Key Metrics	January			Year to Date		
	2016	2017	+ / -	2016	2017	+ / -
Pending Sales	8	3	- 62.5%	8	3	- 62.5%
Closed Sales	6	10	+ 66.7%	6	10	+ 66.7%
Median Sales Price*	\$745,250	<b>\$604,500</b>	- 18.9%	\$745,250	<b>\$604,500</b>	- 18.9%
Inventory of Homes for Sale	39	24	- 38.5%	--	--	--
Months Supply of Inventory	4.4	2.1	- 52.3%	--	--	--
Cumulative Days on Market Until Sale	171	103	- 39.8%	171	103	- 39.8%
Percent of Original List Price Received*	93.4%	93.4%	0.0%	93.4%	93.4%	0.0%
New Listings	14	8	- 42.9%	14	8	- 42.9%

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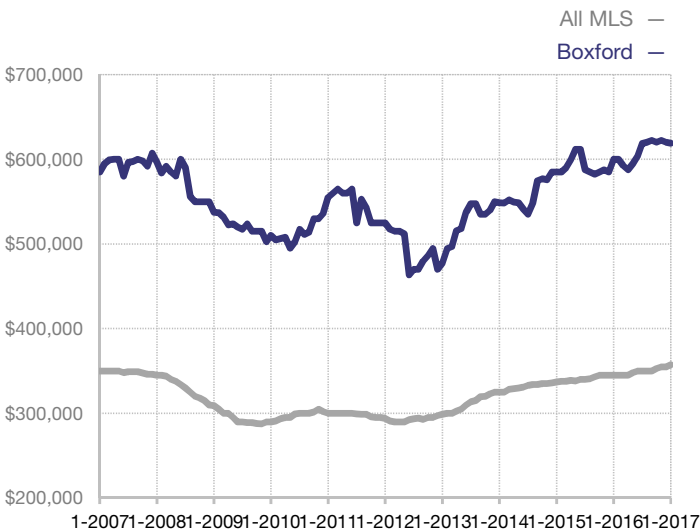
### Condominium Properties

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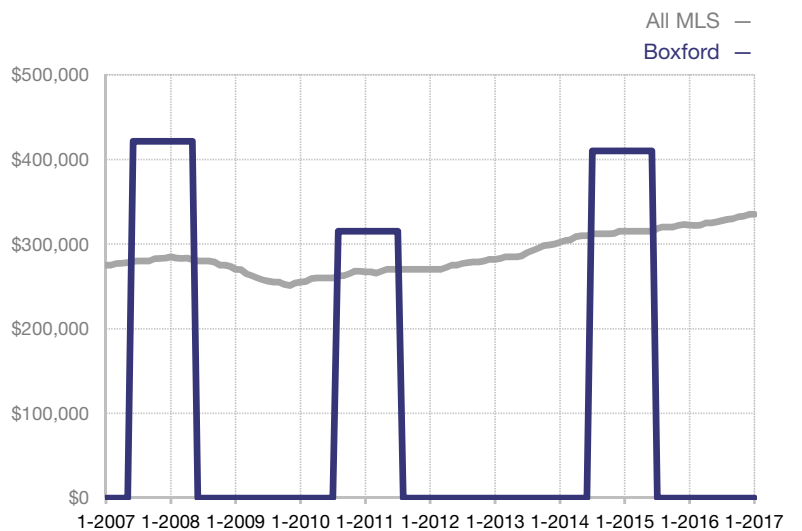
### Median Sales Price – Single-Family Properties

Rolling 12-Month Calculation



### Median Sales Price – Condominium Properties

Rolling 12-Month Calculation



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## Carlisle

### Single-Family Properties

Key Metrics	January			Year to Date		
	2016	2017	+ / -	2016	2017	+ / -
Pending Sales	9	6	- 33.3%	9	6	- 33.3%
Closed Sales	6	5	- 16.7%	6	5	- 16.7%
Median Sales Price*	\$718,450	<b>\$745,000</b>	+ 3.7%	\$718,450	<b>\$745,000</b>	+ 3.7%
Inventory of Homes for Sale	27	13	- 51.9%	--	--	--
Months Supply of Inventory	4.6	1.7	- 63.0%	--	--	--
Cumulative Days on Market Until Sale	130	42	- 67.7%	130	42	- 67.7%
Percent of Original List Price Received*	96.8%	<b>98.0%</b>	+ 1.2%	96.8%	<b>98.0%</b>	+ 1.2%
New Listings	14	2	- 85.7%	14	2	- 85.7%

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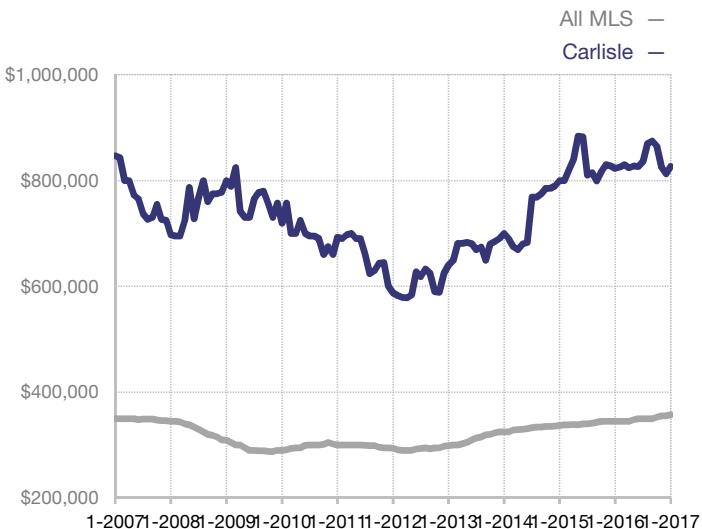
### Condominium Properties

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

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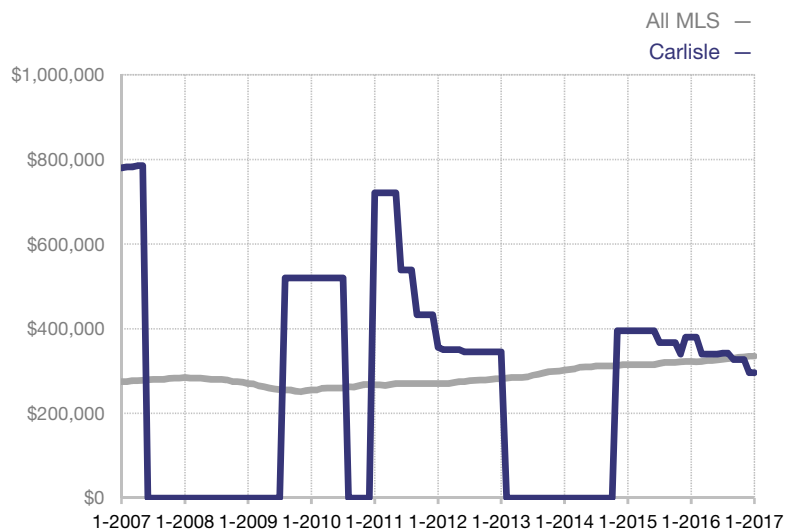
### Median Sales Price – Single-Family Properties

Rolling 12-Month Calculation



### Median Sales Price – Condominium Properties

Rolling 12-Month Calculation



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## Chelmsford

### Single-Family Properties

Key Metrics	January			Year to Date		
	2016	2017	+ / -	2016	2017	+ / -
Pending Sales	10	21	+ 110.0%	10	21	+ 110.0%
Closed Sales	22	20	- 9.1%	22	20	- 9.1%
Median Sales Price*	\$377,950	<b>\$376,250</b>	- 0.4%	\$377,950	<b>\$376,250</b>	- 0.4%
Inventory of Homes for Sale	65	24	- 63.1%	--	--	--
Months Supply of Inventory	2.4	0.8	- 66.7%	--	--	--
Cumulative Days on Market Until Sale	82	58	- 29.3%	82	58	- 29.3%
Percent of Original List Price Received*	96.7%	99.6%	+ 3.0%	96.7%	99.6%	+ 3.0%
New Listings	24	21	- 12.5%	24	21	- 12.5%

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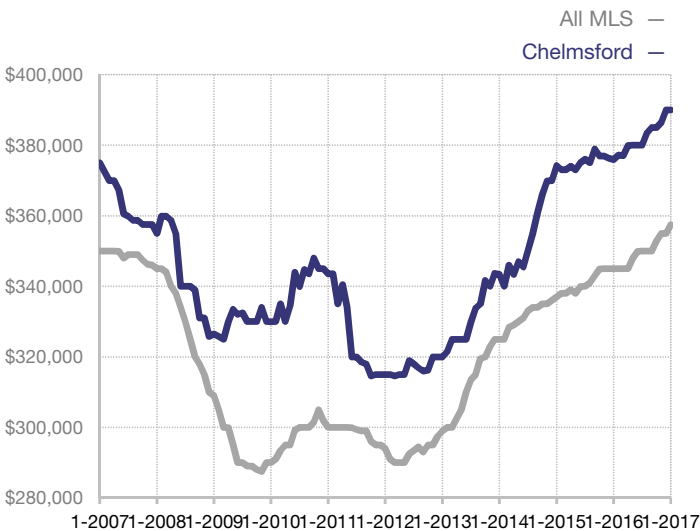
### Condominium Properties

Key Metrics	January			Year to Date		
	2016	2017	+ / -	2016	2017	+ / -
Pending Sales	11	9	- 18.2%	11	9	- 18.2%
Closed Sales	8	8	0.0%	8	8	0.0%
Median Sales Price*	\$261,500	<b>\$264,500</b>	+ 1.1%	\$261,500	<b>\$264,500</b>	+ 1.1%
Inventory of Homes for Sale	22	12	- 45.5%	--	--	--
Months Supply of Inventory	1.7	0.7	- 58.8%	--	--	--
Cumulative Days on Market Until Sale	74	26	- 64.9%	74	26	- 64.9%
Percent of Original List Price Received*	94.1%	98.0%	+ 4.1%	94.1%	98.0%	+ 4.1%
New Listings	9	15	+ 66.7%	9	15	+ 66.7%

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

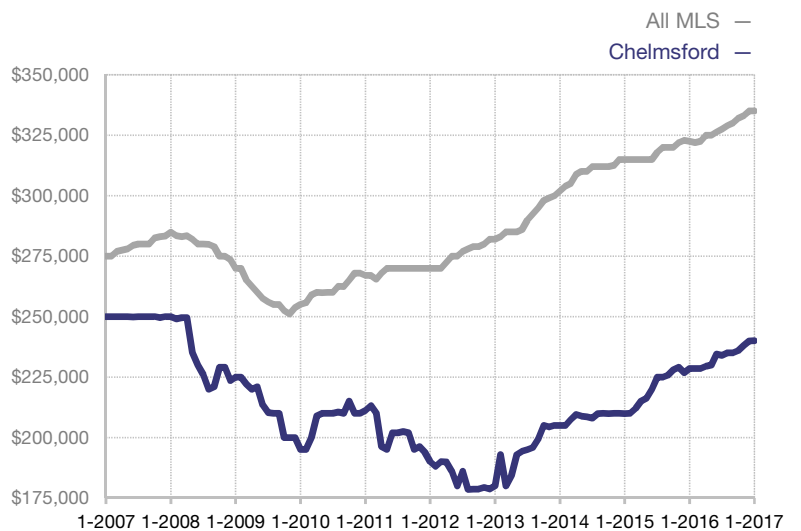
### Median Sales Price – Single-Family Properties

Rolling 12-Month Calculation



### Median Sales Price – Condominium Properties

Rolling 12-Month Calculation



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# Local Market Update – January 2017

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## Dracut

### Single-Family Properties

Key Metrics	January			Year to Date		
	2016	2017	+ / -	2016	2017	+ / -
Pending Sales	23	19	- 17.4%	23	19	- 17.4%
Closed Sales	19	17	- 10.5%	19	17	- 10.5%
Median Sales Price*	\$315,000	<b>\$370,000</b>	+ 17.5%	\$315,000	<b>\$370,000</b>	+ 17.5%
Inventory of Homes for Sale	63	40	- 36.5%	--	--	--
Months Supply of Inventory	2.6	1.3	- 50.0%	--	--	--
Cumulative Days on Market Until Sale	100	71	- 29.0%	100	71	- 29.0%
Percent of Original List Price Received*	96.4%	<b>98.6%</b>	+ 2.3%	96.4%	<b>98.6%</b>	+ 2.3%
New Listings	29	16	- 44.8%	29	16	- 44.8%

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

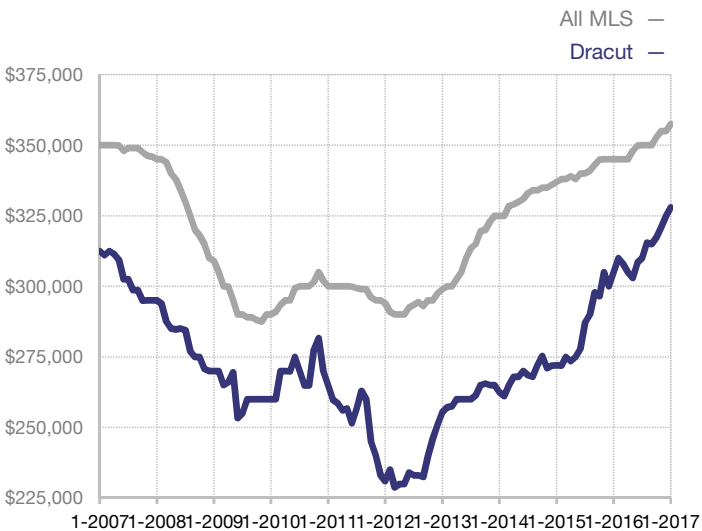
### Condominium Properties

Key Metrics	January			Year to Date		
	2016	2017	+ / -	2016	2017	+ / -
Pending Sales	12	20	+ 66.7%	12	20	+ 66.7%
Closed Sales	10	7	- 30.0%	10	7	- 30.0%
Median Sales Price*	\$135,500	<b>\$186,000</b>	+ 37.3%	\$135,500	<b>\$186,000</b>	+ 37.3%
Inventory of Homes for Sale	22	22	0.0%	--	--	--
Months Supply of Inventory	2.2	1.7	- 22.7%	--	--	--
Cumulative Days on Market Until Sale	108	21	- 80.6%	108	21	- 80.6%
Percent of Original List Price Received*	91.2%	<b>98.6%</b>	+ 8.1%	91.2%	<b>98.6%</b>	+ 8.1%
New Listings	10	23	+ 130.0%	10	23	+ 130.0%

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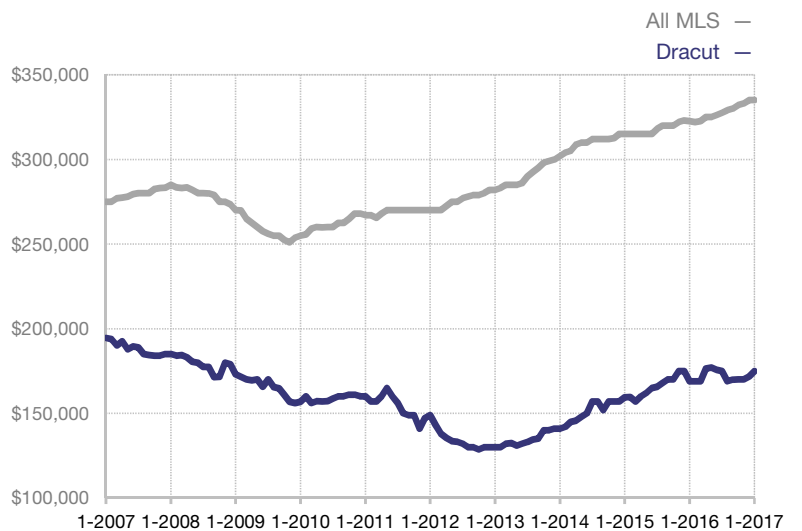
### Median Sales Price – Single-Family Properties

Rolling 12-Month Calculation



### Median Sales Price – Condominium Properties

Rolling 12-Month Calculation



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# Local Market Update – January 2017

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## Dunstable

### Single-Family Properties

Key Metrics	January			Year to Date		
	2016	2017	+ / -	2016	2017	+ / -
Pending Sales	1	4	+ 300.0%	1	4	+ 300.0%
Closed Sales	1	3	+ 200.0%	1	3	+ 200.0%
Median Sales Price*	\$455,000	<b>\$484,900</b>	+ 6.6%	\$455,000	<b>\$484,900</b>	+ 6.6%
Inventory of Homes for Sale	7	14	+ 100.0%	--	--	--
Months Supply of Inventory	2.4	4.2	+ 75.0%	--	--	--
Cumulative Days on Market Until Sale	137	52	- 62.0%	137	52	- 62.0%
Percent of Original List Price Received*	94.8%	96.9%	+ 2.2%	94.8%	96.9%	+ 2.2%
New Listings	1	2	+ 100.0%	1	2	+ 100.0%

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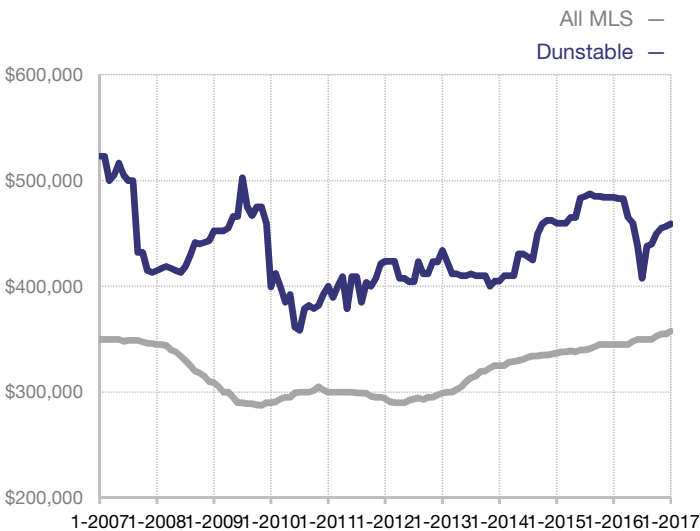
### Condominium Properties

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

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

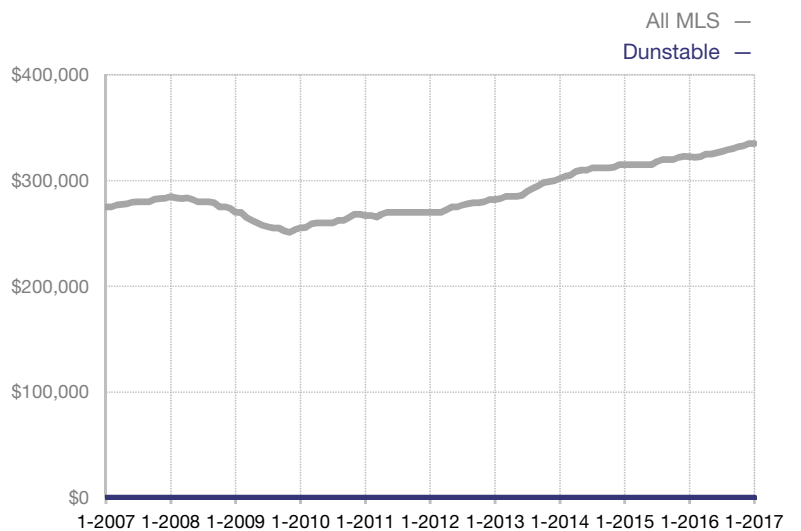
### Median Sales Price – Single-Family Properties

Rolling 12-Month Calculation



### Median Sales Price – Condominium Properties

Rolling 12-Month Calculation



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# Local Market Update – January 2017

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## Lawrence

### Single-Family Properties

Key Metrics	January			Year to Date		
	2016	2017	+ / -	2016	2017	+ / -
Pending Sales	11	19	+ 72.7%	11	19	+ 72.7%
Closed Sales	22	13	- 40.9%	22	13	- 40.9%
Median Sales Price*	\$225,000	<b>\$195,000</b>	- 13.3%	\$225,000	<b>\$195,000</b>	- 13.3%
Inventory of Homes for Sale	47	31	- 34.0%	--	--	--
Months Supply of Inventory	2.6	1.7	- 34.6%	--	--	--
Cumulative Days on Market Until Sale	99	54	- 45.5%	99	54	- 45.5%
Percent of Original List Price Received*	96.3%	<b>96.9%</b>	+ 0.6%	96.3%	<b>96.9%</b>	+ 0.6%
New Listings	19	21	+ 10.5%	19	21	+ 10.5%

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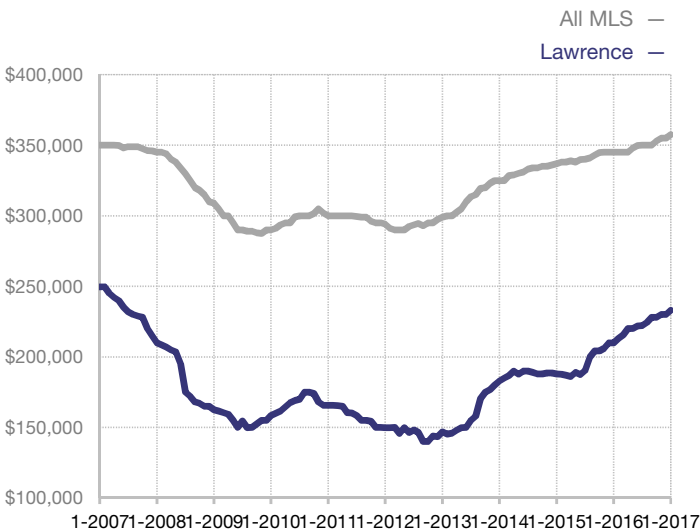
### Condominium Properties

Key Metrics	January			Year to Date		
	2016	2017	+ / -	2016	2017	+ / -
Pending Sales	1	5	+ 400.0%	1	5	+ 400.0%
Closed Sales	1	8	+ 700.0%	1	8	+ 700.0%
Median Sales Price*	\$86,500	<b>\$81,650</b>	- 5.6%	\$86,500	<b>\$81,650</b>	- 5.6%
Inventory of Homes for Sale	17	9	- 47.1%	--	--	--
Months Supply of Inventory	5.1	2.0	- 60.8%	--	--	--
Cumulative Days on Market Until Sale	124	35	- 71.8%	124	35	- 71.8%
Percent of Original List Price Received*	97.2%	<b>96.2%</b>	- 1.0%	97.2%	<b>96.2%</b>	- 1.0%
New Listings	3	5	+ 66.7%	3	5	+ 66.7%

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

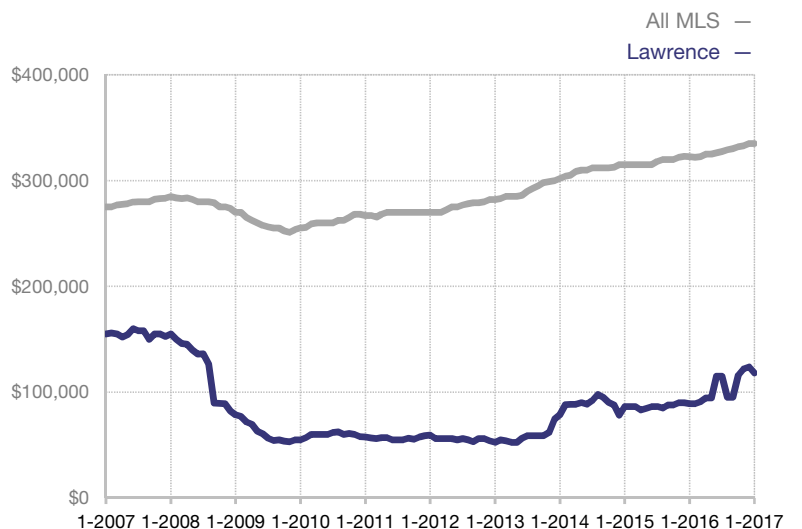
### Median Sales Price – Single-Family Properties

Rolling 12-Month Calculation



### Median Sales Price – Condominium Properties

Rolling 12-Month Calculation



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# Local Market Update – January 2017

A RESEARCH TOOL PROVIDED BY THE MASSACHUSETTS ASSOCIATION OF REALTORS®

## Littleton

### Single-Family Properties

Key Metrics	January			Year to Date		
	2016	2017	+ / -	2016	2017	+ / -
Pending Sales	6	10	+ 66.7%	6	10	+ 66.7%
Closed Sales	9	8	- 11.1%	9	8	- 11.1%
Median Sales Price*	\$407,500	<b>\$567,000</b>	+ 39.1%	\$407,500	<b>\$567,000</b>	+ 39.1%
Inventory of Homes for Sale	32	31	- 3.1%	--	--	--
Months Supply of Inventory	2.8	2.5	- 10.7%	--	--	--
Cumulative Days on Market Until Sale	110	116	+ 5.5%	110	116	+ 5.5%
Percent of Original List Price Received*	95.3%	94.8%	- 0.5%	95.3%	94.8%	- 0.5%
New Listings	10	19	+ 90.0%	10	19	+ 90.0%

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

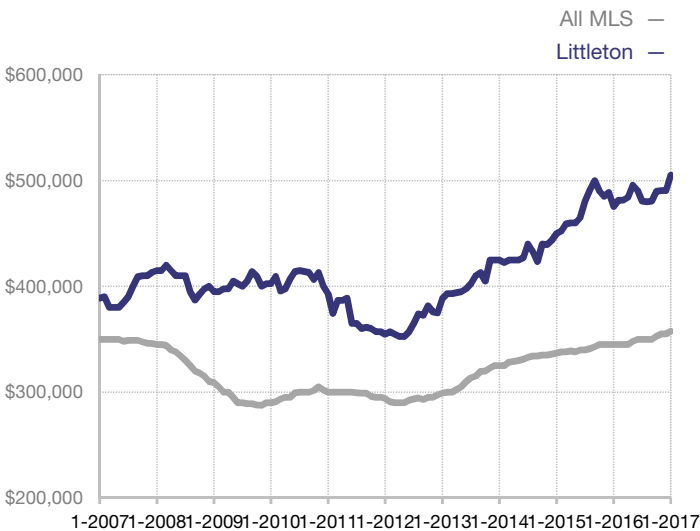
### Condominium Properties

Key Metrics	January			Year to Date		
	2016	2017	+ / -	2016	2017	+ / -
Pending Sales	2	0	- 100.0%	2	0	- 100.0%
Closed Sales	1	0	- 100.0%	1	0	- 100.0%
Median Sales Price*	\$300,000	<b>\$0</b>	- 100.0%	\$300,000	<b>\$0</b>	- 100.0%
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	59	0	- 100.0%	59	0	- 100.0%
Percent of Original List Price Received*	93.8%	0.0%	- 100.0%	93.8%	0.0%	- 100.0%
New Listings	1	0	- 100.0%	1	0	- 100.0%

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

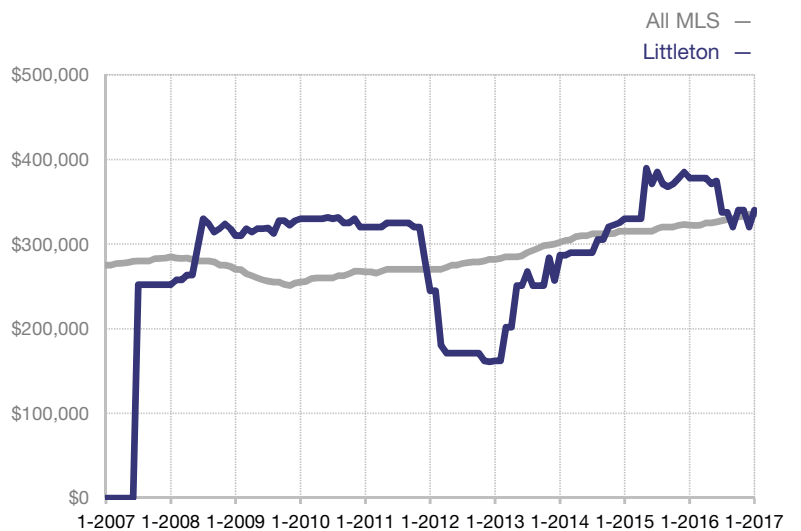
### Median Sales Price – Single-Family Properties

Rolling 12-Month Calculation



### Median Sales Price – Condominium Properties

Rolling 12-Month Calculation



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# Local Market Update – January 2017

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## Lowell

### Single-Family Properties

Key Metrics	January			Year to Date		
	2016	2017	+ / -	2016	2017	+ / -
Pending Sales	43	46	+ 7.0%	43	46	+ 7.0%
Closed Sales	39	25	- 35.9%	39	25	- 35.9%
Median Sales Price*	\$230,000	<b>\$239,000</b>	+ 3.9%	\$230,000	<b>\$239,000</b>	+ 3.9%
Inventory of Homes for Sale	107	67	- 37.4%	--	--	--
Months Supply of Inventory	2.8	1.6	- 42.9%	--	--	--
Cumulative Days on Market Until Sale	119	45	- 62.2%	119	45	- 62.2%
Percent of Original List Price Received*	92.9%	95.9%	+ 3.2%	92.9%	95.9%	+ 3.2%
New Listings	43	48	+ 11.6%	43	48	+ 11.6%

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

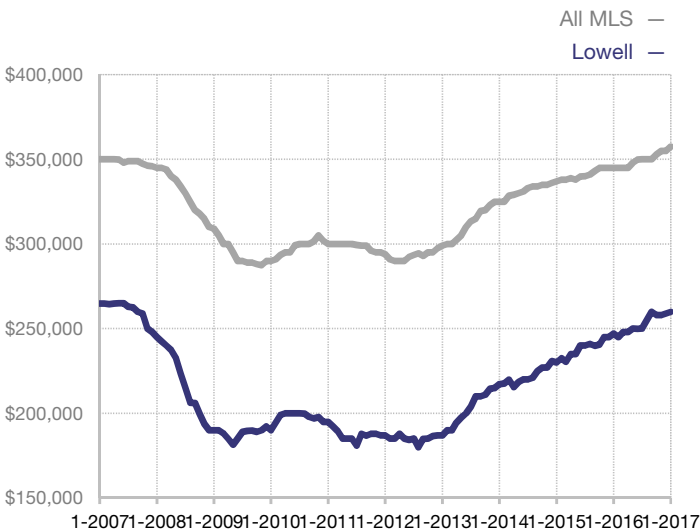
### Condominium Properties

Key Metrics	January			Year to Date		
	2016	2017	+ / -	2016	2017	+ / -
Pending Sales	24	24	0.0%	24	24	0.0%
Closed Sales	24	31	+ 29.2%	24	31	+ 29.2%
Median Sales Price*	\$177,500	<b>\$175,000</b>	- 1.4%	\$177,500	<b>\$175,000</b>	- 1.4%
Inventory of Homes for Sale	69	38	- 44.9%	--	--	--
Months Supply of Inventory	2.6	1.2	- 53.8%	--	--	--
Cumulative Days on Market Until Sale	62	58	- 6.5%	62	58	- 6.5%
Percent of Original List Price Received*	96.6%	98.6%	+ 2.1%	96.6%	98.6%	+ 2.1%
New Listings	25	26	+ 4.0%	25	26	+ 4.0%

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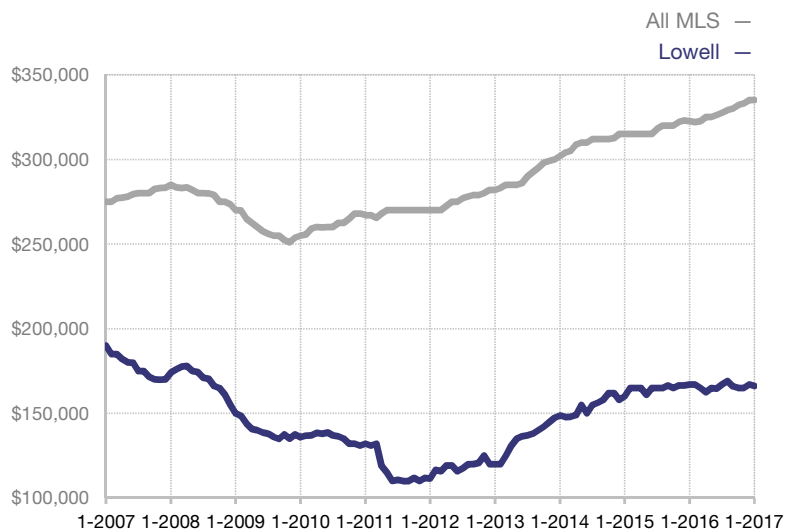
### Median Sales Price – Single-Family Properties

Rolling 12-Month Calculation



### Median Sales Price – Condominium Properties

Rolling 12-Month Calculation



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# Local Market Update – January 2017

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## Methuen

### Single-Family Properties

Key Metrics	January			Year to Date		
	2016	2017	+ / -	2016	2017	+ / -
Pending Sales	31	25	- 19.4%	31	25	- 19.4%
Closed Sales	33	27	- 18.2%	33	27	- 18.2%
Median Sales Price*	\$299,900	<b>\$335,000</b>	+ 11.7%	\$299,900	<b>\$335,000</b>	+ 11.7%
Inventory of Homes for Sale	54	37	- 31.5%	--	--	--
Months Supply of Inventory	1.3	0.9	- 30.8%	--	--	--
Cumulative Days on Market Until Sale	98	39	- 60.2%	98	39	- 60.2%
Percent of Original List Price Received*	98.3%	98.6%	+ 0.3%	98.3%	98.6%	+ 0.3%
New Listings	20	23	+ 15.0%	20	23	+ 15.0%

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

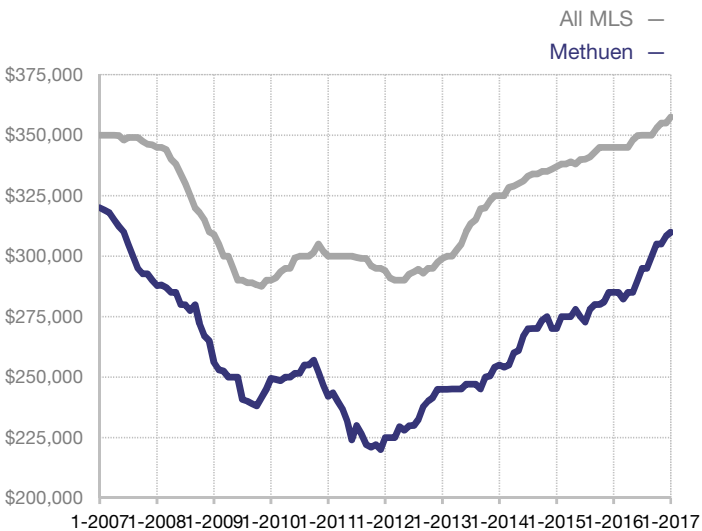
### Condominium Properties

Key Metrics	January			Year to Date		
	2016	2017	+ / -	2016	2017	+ / -
Pending Sales	12	15	+ 25.0%	12	15	+ 25.0%
Closed Sales	4	18	+ 350.0%	4	18	+ 350.0%
Median Sales Price*	\$234,000	<b>\$265,500</b>	+ 13.5%	\$234,000	<b>\$265,500</b>	+ 13.5%
Inventory of Homes for Sale	17	31	+ 82.4%	--	--	--
Months Supply of Inventory	1.5	2.5	+ 66.7%	--	--	--
Cumulative Days on Market Until Sale	34	55	+ 61.8%	34	55	+ 61.8%
Percent of Original List Price Received*	95.3%	99.4%	+ 4.3%	95.3%	99.4%	+ 4.3%
New Listings	12	12	0.0%	12	12	0.0%

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

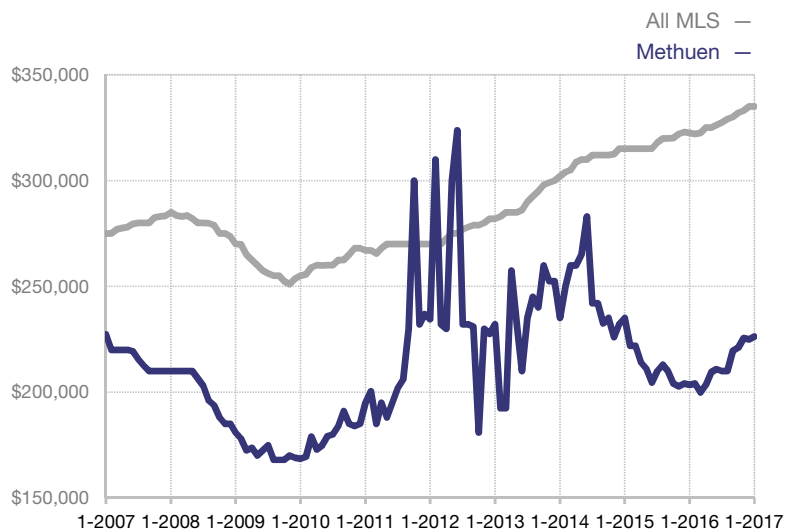
### Median Sales Price – Single-Family Properties

Rolling 12-Month Calculation



### Median Sales Price – Condominium Properties

Rolling 12-Month Calculation



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# Local Market Update – January 2017

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## North Andover

### Single-Family Properties

Key Metrics	January			Year to Date		
	2016	2017	+ / -	2016	2017	+ / -
Pending Sales	13	14	+ 7.7%	13	14	+ 7.7%
Closed Sales	24	18	- 25.0%	24	18	- 25.0%
Median Sales Price*	\$494,250	<b>\$574,500</b>	+ 16.2%	\$494,250	<b>\$574,500</b>	+ 16.2%
Inventory of Homes for Sale	46	27	- 41.3%	--	--	--
Months Supply of Inventory	2.0	1.3	- 35.0%	--	--	--
Cumulative Days on Market Until Sale	93	50	- 46.2%	93	50	- 46.2%
Percent of Original List Price Received*	95.6%	98.8%	+ 3.3%	95.6%	98.8%	+ 3.3%
New Listings	22	17	- 22.7%	22	17	- 22.7%

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

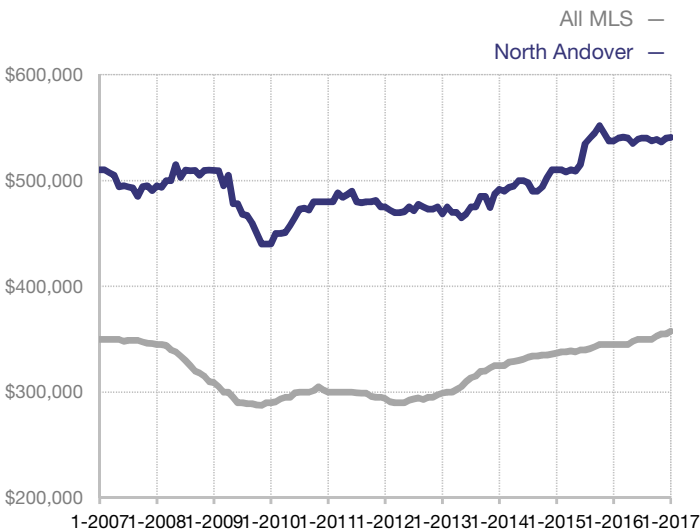
### Condominium Properties

Key Metrics	January			Year to Date		
	2016	2017	+ / -	2016	2017	+ / -
Pending Sales	9	15	+ 66.7%	9	15	+ 66.7%
Closed Sales	9	7	- 22.2%	9	7	- 22.2%
Median Sales Price*	\$295,000	<b>\$295,000</b>	0.0%	\$295,000	<b>\$295,000</b>	0.0%
Inventory of Homes for Sale	27	20	- 25.9%	--	--	--
Months Supply of Inventory	2.0	1.4	- 30.0%	--	--	--
Cumulative Days on Market Until Sale	60	57	- 5.0%	60	57	- 5.0%
Percent of Original List Price Received*	96.1%	97.4%	+ 1.4%	96.1%	97.4%	+ 1.4%
New Listings	10	15	+ 50.0%	10	15	+ 50.0%

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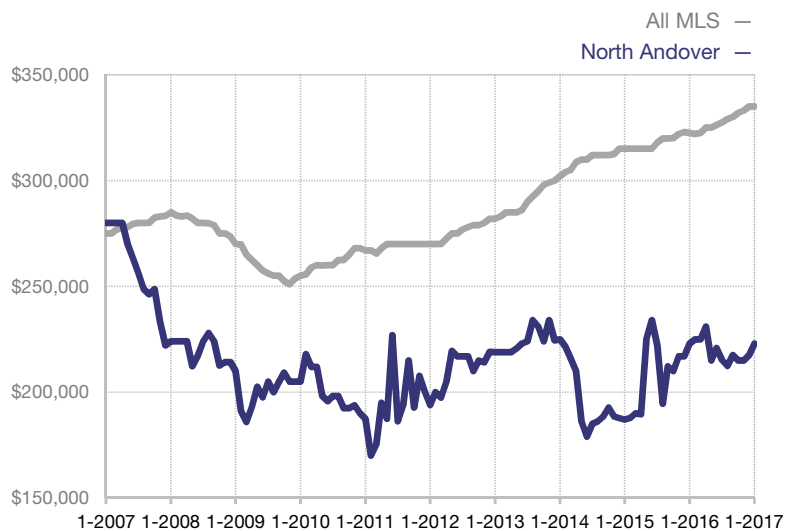
### Median Sales Price – Single-Family Properties

Rolling 12-Month Calculation



### Median Sales Price – Condominium Properties

Rolling 12-Month Calculation



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# Local Market Update – January 2017

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## Tewksbury

### Single-Family Properties

Key Metrics	January			Year to Date		
	2016	2017	+ / -	2016	2017	+ / -
Pending Sales	21	23	+ 9.5%	21	23	+ 9.5%
Closed Sales	12	14	+ 16.7%	12	14	+ 16.7%
Median Sales Price*	\$380,000	\$411,250	+ 8.2%	\$380,000	\$411,250	+ 8.2%
Inventory of Homes for Sale	30	14	- 53.3%	--	--	--
Months Supply of Inventory	1.4	0.6	- 57.1%	--	--	--
Cumulative Days on Market Until Sale	80	55	- 31.3%	80	55	- 31.3%
Percent of Original List Price Received*	96.1%	102.9%	+ 7.1%	96.1%	102.9%	+ 7.1%
New Listings	17	23	+ 35.3%	17	23	+ 35.3%

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

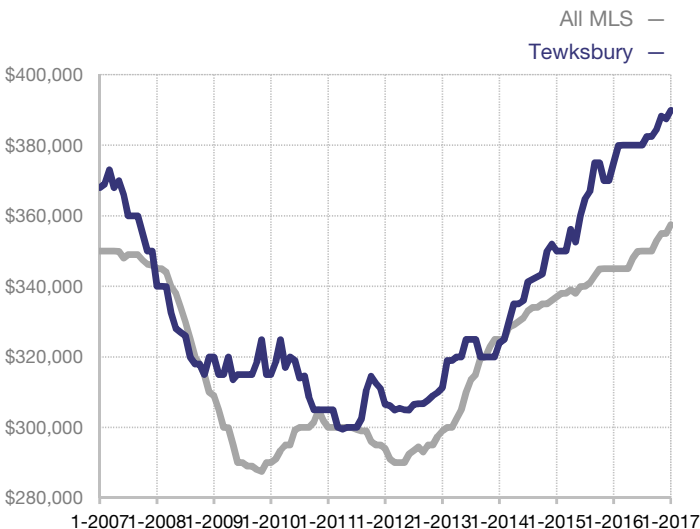
### Condominium Properties

Key Metrics	January			Year to Date		
	2016	2017	+ / -	2016	2017	+ / -
Pending Sales	11	7	- 36.4%	11	7	- 36.4%
Closed Sales	11	8	- 27.3%	11	8	- 27.3%
Median Sales Price*	\$330,000	\$458,950	+ 39.1%	\$330,000	\$458,950	+ 39.1%
Inventory of Homes for Sale	7	5	- 28.6%	--	--	--
Months Supply of Inventory	0.4	0.3	- 25.0%	--	--	--
Cumulative Days on Market Until Sale	115	7	- 93.9%	115	7	- 93.9%
Percent of Original List Price Received*	97.5%	102.0%	+ 4.6%	97.5%	102.0%	+ 4.6%
New Listings	10	11	+ 10.0%	10	11	+ 10.0%

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

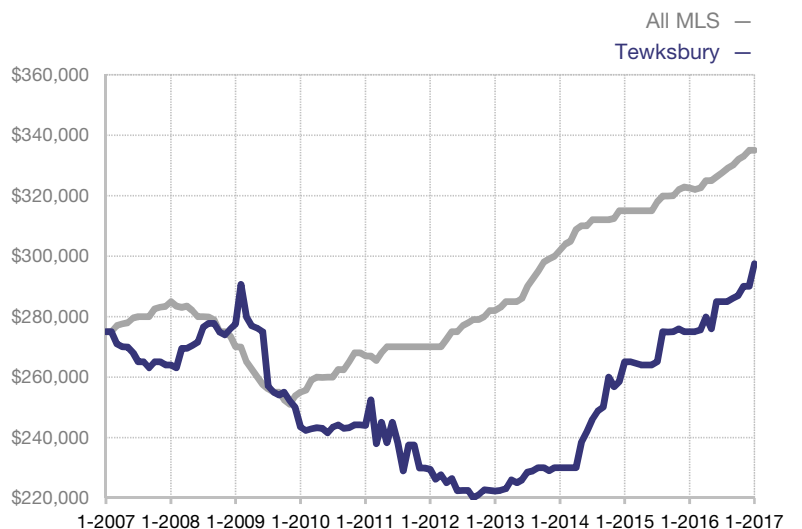
### Median Sales Price – Single-Family Properties

Rolling 12-Month Calculation



### Median Sales Price – Condominium Properties

Rolling 12-Month Calculation



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## Tyngsborough

### Single-Family Properties

Key Metrics	January			Year to Date		
	2016	2017	+ / -	2016	2017	+ / -
Pending Sales	7	5	- 28.6%	7	5	- 28.6%
Closed Sales	4	3	- 25.0%	4	3	- 25.0%
Median Sales Price*	\$311,250	<b>\$395,000</b>	+ 26.9%	\$311,250	<b>\$395,000</b>	+ 26.9%
Inventory of Homes for Sale	21	<b>23</b>	+ 9.5%	--	--	--
Months Supply of Inventory	2.2	<b>2.4</b>	+ 9.1%	--	--	--
Cumulative Days on Market Until Sale	174	<b>26</b>	- 85.1%	174	<b>26</b>	- 85.1%
Percent of Original List Price Received*	93.7%	<b>98.6%</b>	+ 5.2%	93.7%	<b>98.6%</b>	+ 5.2%
New Listings	11	<b>9</b>	- 18.2%	11	<b>9</b>	- 18.2%

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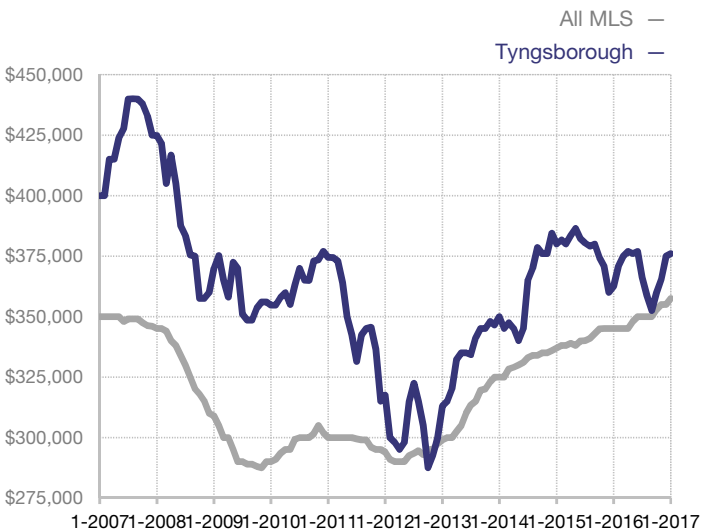
### Condominium Properties

Key Metrics	January			Year to Date		
	2016	2017	+ / -	2016	2017	+ / -
Pending Sales	2	2	0.0%	2	2	0.0%
Closed Sales	4	7	+ 75.0%	4	7	+ 75.0%
Median Sales Price*	\$206,500	<b>\$200,000</b>	- 3.1%	\$206,500	<b>\$200,000</b>	- 3.1%
Inventory of Homes for Sale	10	7	- 30.0%	--	--	--
Months Supply of Inventory	2.0	<b>1.2</b>	- 40.0%	--	--	--
Cumulative Days on Market Until Sale	329	<b>36</b>	- 89.1%	329	<b>36</b>	- 89.1%
Percent of Original List Price Received*	100.0%	<b>96.9%</b>	- 3.1%	100.0%	<b>96.9%</b>	- 3.1%
New Listings	6	2	- 66.7%	6	2	- 66.7%

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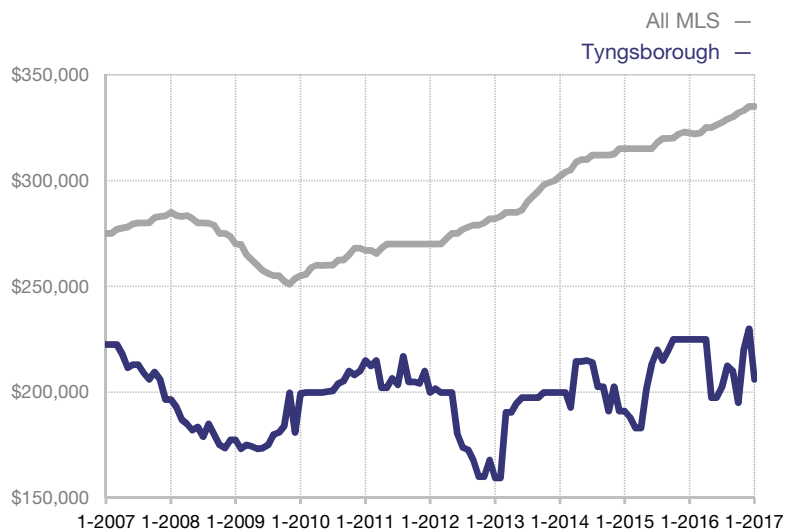
### Median Sales Price – Single-Family Properties

Rolling 12-Month Calculation



### Median Sales Price – Condominium Properties

Rolling 12-Month Calculation



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# Local Market Update – January 2017

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## Westford

### Single-Family Properties

Key Metrics	January			Year to Date		
	2016	2017	+ / -	2016	2017	+ / -
Pending Sales	11	16	+ 45.5%	11	16	+ 45.5%
Closed Sales	8	11	+ 37.5%	8	11	+ 37.5%
Median Sales Price*	\$323,000	<b>\$499,000</b>	+ 54.5%	\$323,000	<b>\$499,000</b>	+ 54.5%
Inventory of Homes for Sale	44	27	- 38.6%	--	--	--
Months Supply of Inventory	2.4	1.5	- 37.5%	--	--	--
Cumulative Days on Market Until Sale	116	71	- 38.8%	116	71	- 38.8%
Percent of Original List Price Received*	93.2%	<b>98.3%</b>	+ 5.5%	93.2%	<b>98.3%</b>	+ 5.5%
New Listings	16	17	+ 6.3%	16	17	+ 6.3%

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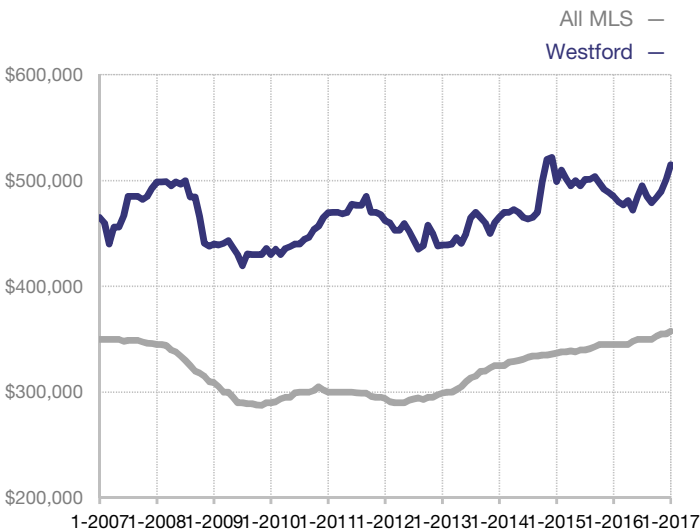
### Condominium Properties

Key Metrics	January			Year to Date		
	2016	2017	+ / -	2016	2017	+ / -
Pending Sales	4	3	- 25.0%	4	3	- 25.0%
Closed Sales	10	2	- 80.0%	10	2	- 80.0%
Median Sales Price*	\$398,950	<b>\$378,500</b>	- 5.1%	\$398,950	<b>\$378,500</b>	- 5.1%
Inventory of Homes for Sale	12	10	- 16.7%	--	--	--
Months Supply of Inventory	1.9	1.6	- 15.8%	--	--	--
Cumulative Days on Market Until Sale	94	55	- 41.5%	94	55	- 41.5%
Percent of Original List Price Received*	97.9%	<b>97.1%</b>	- 0.8%	97.9%	<b>97.1%</b>	- 0.8%
New Listings	6	5	- 16.7%	6	5	- 16.7%

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

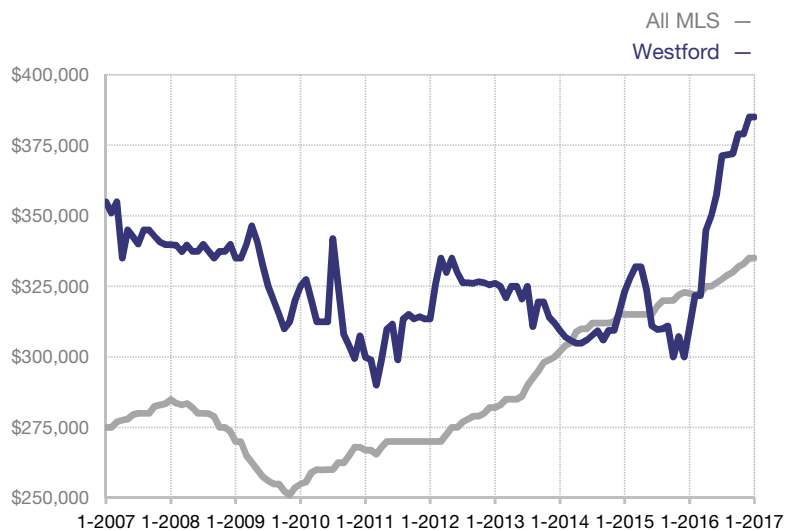
### Median Sales Price – Single-Family Properties

Rolling 12-Month Calculation



### Median Sales Price – Condominium Properties

Rolling 12-Month Calculation



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