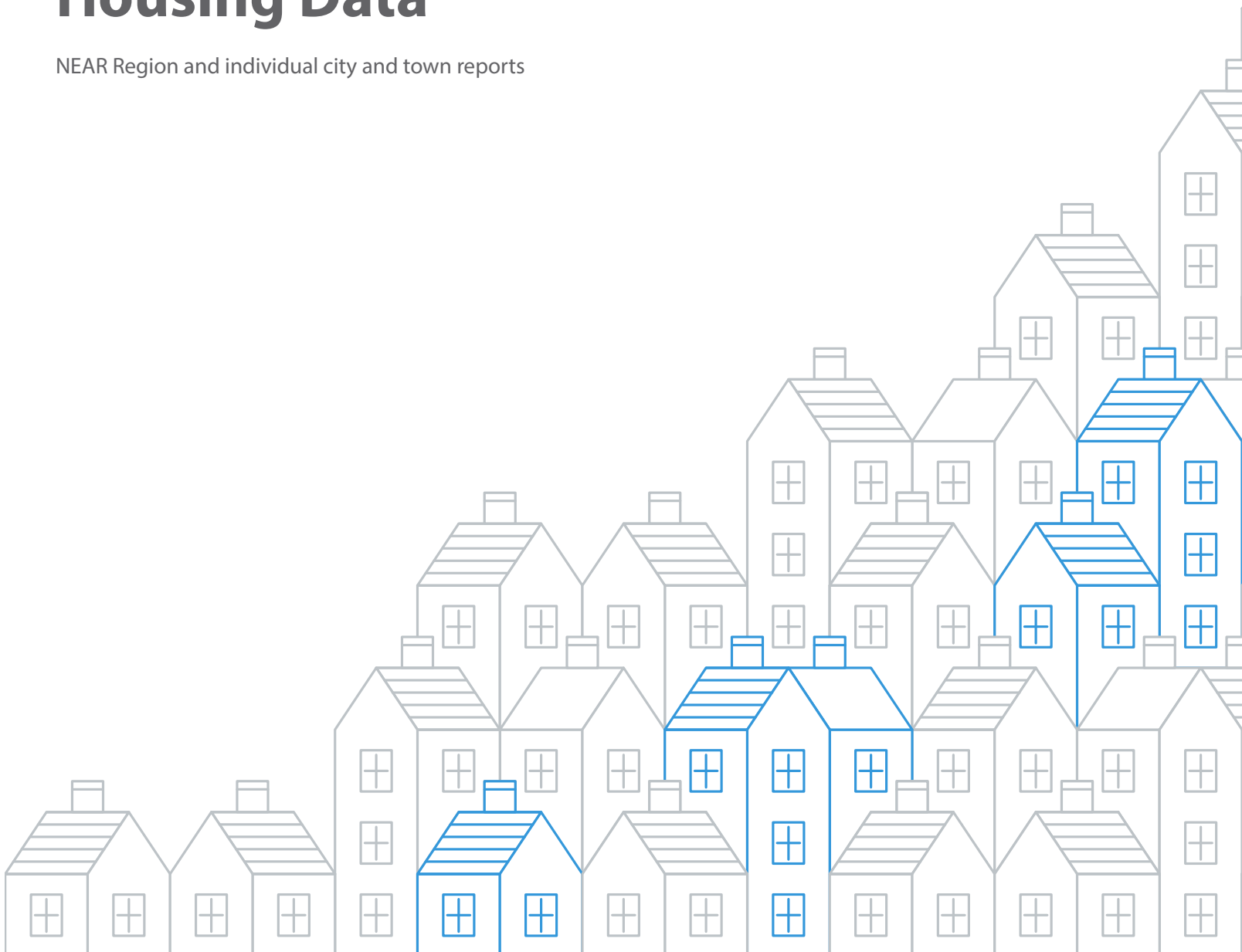


January 2018 Housing Data

NEAR Region and individual city and town reports



Local Market Update – January 2018

A RESEARCH TOOL PROVIDED BY THE MASSACHUSETTS ASSOCIATION OF REALTORS®



Northeast Association of REALTORS®

- 5.6%

Year-Over-Year
Change in
Closed Sales
All Properties

+ 7.6%

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

- 34.9%

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

Single-Family Properties

	January			Year to Date		
	2017	2018	+ / -	2017	2018	+ / -
Pending Sales	223	217	- 2.7%	223	217	- 2.7%
Closed Sales	226	229	+ 1.3%	226	229	+ 1.3%
Median Sales Price*	\$395,000	\$419,900	+ 6.3%	\$395,000	\$419,900	+ 6.3%
Inventory of Homes for Sale	553	371	- 32.9%	--	--	--
Months Supply of Inventory	1.7	1.1	- 31.7%	--	--	--
Cumulative Days on Market Until Sale	58	62	+ 6.3%	58	62	+ 6.3%
Percent of Original List Price Received*	97.9%	97.8%	- 0.2%	97.9%	97.8%	- 0.2%
New Listings	271	222	- 18.1%	271	222	- 18.1%

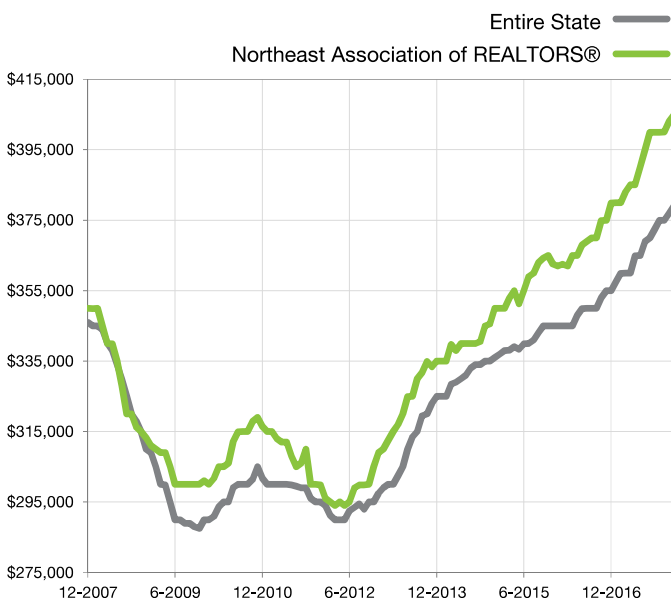
Condominium Properties

	January			Year to Date		
	2017	2018	+ / -	2017	2018	+ / -
Pending Sales	98	126	+ 28.6%	98	126	+ 28.6%
Closed Sales	112	90	- 19.6%	112	90	- 19.6%
Median Sales Price*	\$206,075	\$236,750	+ 14.9%	\$206,075	\$236,750	+ 14.9%
Inventory of Homes for Sale	230	139	- 39.6%	--	--	--
Months Supply of Inventory	1.7	1.1	- 36.0%	--	--	--
Cumulative Days on Market Until Sale	51	62	+ 22.0%	51	62	+ 22.0%
Percent of Original List Price Received*	98.0%	97.8%	- 0.2%	98.0%	97.8%	- 0.2%
New Listings	132	133	+ 0.8%	132	133	+ 0.8%

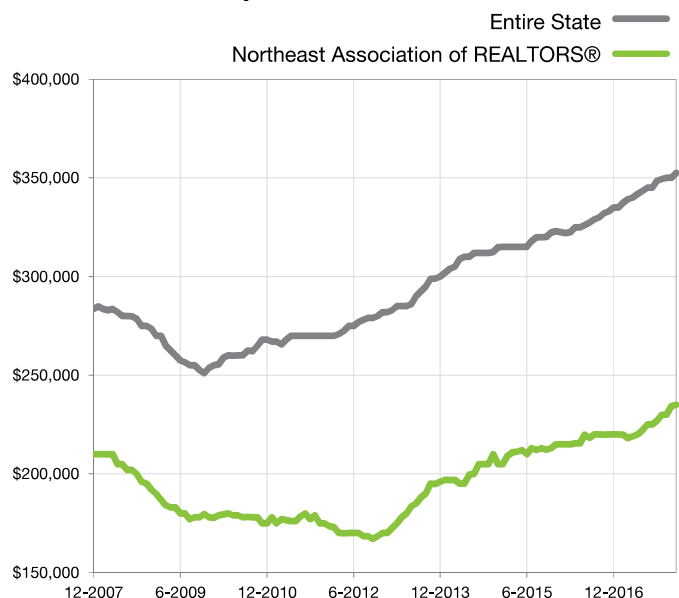
* Does not account for seller concessions. | Activity for one month can sometimes look extreme due to small sample size.

Median Sales Price BASED ON A ROLLING 12-MONTH AVERAGE

Single-Family Properties



Condominium Properties



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

Local Market Update – January 2018

A RESEARCH TOOL PROVIDED BY THE MASSACHUSETTS ASSOCIATION OF REALTORS®

Andover

Single-Family Properties

Key Metrics	January			Year to Date		
	2017	2018	+ / -	2017	2018	+ / -
Pending Sales	18	13	- 27.8%	18	13	- 27.8%
Closed Sales	27	27	0.0%	27	27	0.0%
Median Sales Price*	\$655,000	\$609,900	- 6.9%	\$655,000	\$609,900	- 6.9%
Inventory of Homes for Sale	55	32	- 41.8%	--	--	--
Months Supply of Inventory	1.8	1.0	- 44.4%	--	--	--
Cumulative Days on Market Until Sale	74	60	- 18.9%	74	60	- 18.9%
Percent of Original List Price Received*	96.5%	97.3%	+ 0.8%	96.5%	97.3%	+ 0.8%
New Listings	31	11	- 64.5%	31	11	- 64.5%

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

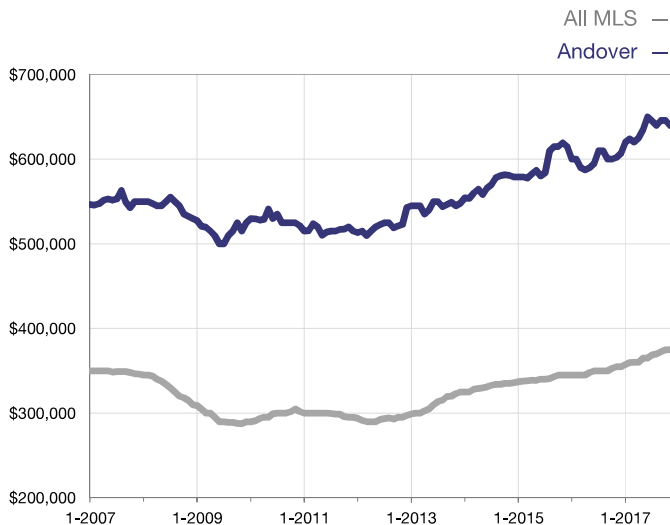
Condominium Properties

Key Metrics	January			Year to Date		
	2017	2018	+ / -	2017	2018	+ / -
Pending Sales	8	16	+ 100.0%	8	16	+ 100.0%
Closed Sales	11	8	- 27.3%	11	8	- 27.3%
Median Sales Price*	\$367,000	\$300,620	- 18.1%	\$367,000	\$300,620	- 18.1%
Inventory of Homes for Sale	24	23	- 4.2%	--	--	--
Months Supply of Inventory	2.3	1.9	- 17.4%	--	--	--
Cumulative Days on Market Until Sale	106	37	- 65.1%	106	37	- 65.1%
Percent of Original List Price Received*	93.0%	101.8%	+ 9.5%	93.0%	101.8%	+ 9.5%
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.

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 2018

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Billerica

Single-Family Properties

Key Metrics	January			Year to Date		
	2017	2018	+ / -	2017	2018	+ / -
Pending Sales	18	26	+ 44.4%	18	26	+ 44.4%
Closed Sales	23	26	+ 13.0%	23	26	+ 13.0%
Median Sales Price*	\$410,000	\$448,000	+ 9.3%	\$410,000	\$448,000	+ 9.3%
Inventory of Homes for Sale	33	31	- 6.1%	--	--	--
Months Supply of Inventory	0.9	1.0	+ 11.1%	--	--	--
Cumulative Days on Market Until Sale	45	37	- 17.8%	45	37	- 17.8%
Percent of Original List Price Received*	99.1%	101.6%	+ 2.5%	99.1%	101.6%	+ 2.5%
New Listings	17	21	+ 23.5%	17	21	+ 23.5%

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

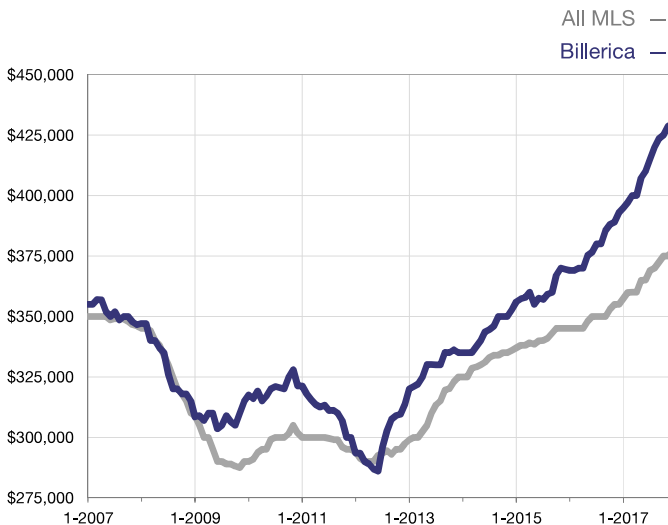
Condominium Properties

Key Metrics	January			Year to Date		
	2017	2018	+ / -	2017	2018	+ / -
Pending Sales	1	4	+ 300.0%	1	4	+ 300.0%
Closed Sales	5	7	+ 40.0%	5	7	+ 40.0%
Median Sales Price*	\$245,000	\$379,900	+ 55.1%	\$245,000	\$379,900	+ 55.1%
Inventory of Homes for Sale	4	2	- 50.0%	--	--	--
Months Supply of Inventory	0.5	0.4	- 20.0%	--	--	--
Cumulative Days on Market Until Sale	48	29	- 39.6%	48	29	- 39.6%
Percent of Original List Price Received*	98.2%	100.7%	+ 2.5%	98.2%	100.7%	+ 2.5%
New Listings	3	5	+ 66.7%	3	5	+ 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 2018

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Boxford

Single-Family Properties

Key Metrics	January			Year to Date		
	2017	2018	+ / -	2017	2018	+ / -
Pending Sales	2	5	+ 150.0%	2	5	+ 150.0%
Closed Sales	10	8	- 20.0%	10	8	- 20.0%
Median Sales Price*	\$604,500	\$620,000	+ 2.6%	\$604,500	\$620,000	+ 2.6%
Inventory of Homes for Sale	30	28	- 6.7%	--	--	--
Months Supply of Inventory	2.6	2.7	+ 3.8%	--	--	--
Cumulative Days on Market Until Sale	103	141	+ 36.9%	103	141	+ 36.9%
Percent of Original List Price Received*	93.4%	91.5%	- 2.0%	93.4%	91.5%	- 2.0%
New Listings	8	8	0.0%	8	8	0.0%

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

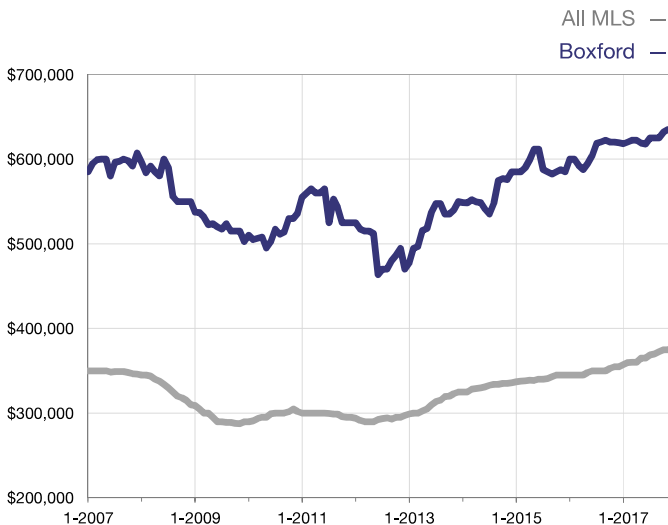
Condominium Properties

Key Metrics	January			Year to Date		
	2017	2018	+ / -	2017	2018	+ / -
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	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	--	0	0	--

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

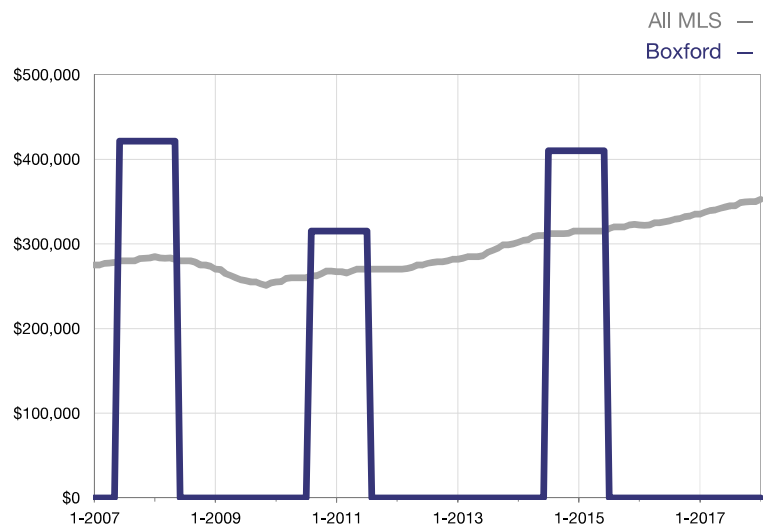
Median Sales Price – Single-Family Properties

Rolling 12-Month Calculation



Median Sales Price – Condominium Properties

Rolling 12-Month Calculation



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Local Market Update – January 2018

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Carlisle

Single-Family Properties

Key Metrics	January			Year to Date		
	2017	2018	+ / -	2017	2018	+ / -
Pending Sales	6	2	- 66.7%	6	2	- 66.7%
Closed Sales	5	4	- 20.0%	5	4	- 20.0%
Median Sales Price*	\$745,000	\$1,014,500	+ 36.2%	\$745,000	\$1,014,500	+ 36.2%
Inventory of Homes for Sale	15	15	0.0%	--	--	--
Months Supply of Inventory	1.9	2.4	+ 26.3%	--	--	--
Cumulative Days on Market Until Sale	42	207	+ 392.9%	42	207	+ 392.9%
Percent of Original List Price Received*	98.0%	95.2%	- 2.9%	98.0%	95.2%	- 2.9%
New Listings	2	6	+ 200.0%	2	6	+ 200.0%

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

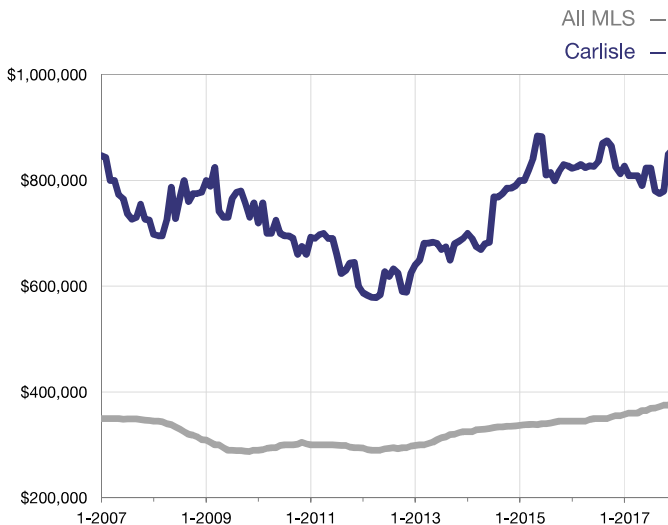
Condominium Properties

Key Metrics	January			Year to Date		
	2017	2018	+ / -	2017	2018	+ / -
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	0	- 100.0%	--	--	--
Months Supply of Inventory	1.0	0.0	- 100.0%	--	--	--
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.

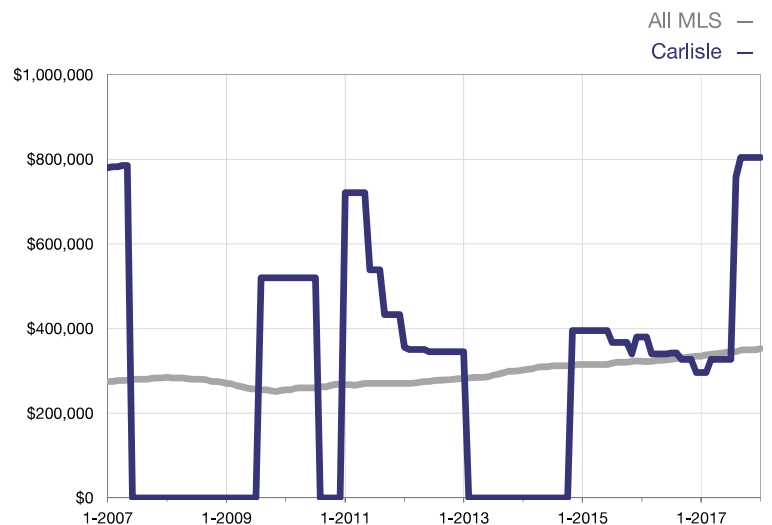
Median Sales Price – Single-Family Properties

Rolling 12-Month Calculation



Median Sales Price – Condominium Properties

Rolling 12-Month Calculation



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Local Market Update – January 2018

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Chelmsford

Single-Family Properties

Key Metrics	January			Year to Date		
	2017	2018	+ / -	2017	2018	+ / -
Pending Sales	20	14	- 30.0%	20	14	- 30.0%
Closed Sales	20	18	- 10.0%	20	18	- 10.0%
Median Sales Price*	\$376,250	\$495,750	+ 31.8%	\$376,250	\$495,750	+ 31.8%
Inventory of Homes for Sale	28	25	- 10.7%	--	--	--
Months Supply of Inventory	1.0	0.9	- 10.0%	--	--	--
Cumulative Days on Market Until Sale	58	37	- 36.2%	58	37	- 36.2%
Percent of Original List Price Received*	99.6%	98.9%	- 0.7%	99.6%	98.9%	- 0.7%
New Listings	20	14	- 30.0%	20	14	- 30.0%

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

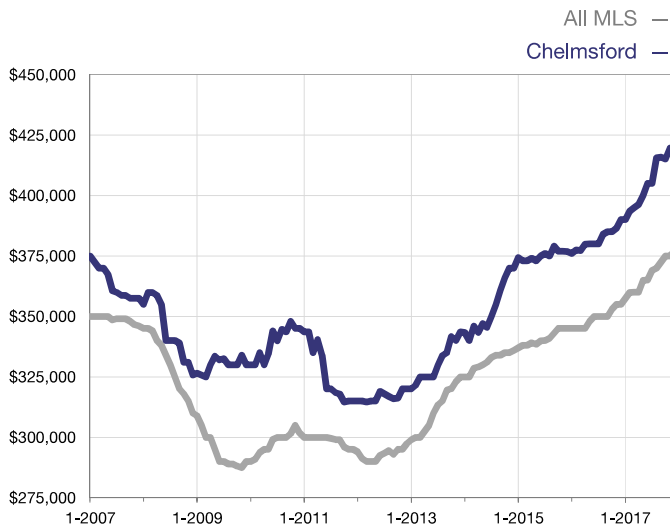
Condominium Properties

Key Metrics	January			Year to Date		
	2017	2018	+ / -	2017	2018	+ / -
Pending Sales	8	11	+ 37.5%	8	11	+ 37.5%
Closed Sales	8	9	+ 12.5%	8	9	+ 12.5%
Median Sales Price*	\$264,500	\$251,000	- 5.1%	\$264,500	\$251,000	- 5.1%
Inventory of Homes for Sale	13	12	- 7.7%	--	--	--
Months Supply of Inventory	0.8	0.8	0.0%	--	--	--
Cumulative Days on Market Until Sale	26	37	+ 42.3%	26	37	+ 42.3%
Percent of Original List Price Received*	98.0%	95.0%	- 3.1%	98.0%	95.0%	- 3.1%
New Listings	13	14	+ 7.7%	13	14	+ 7.7%

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

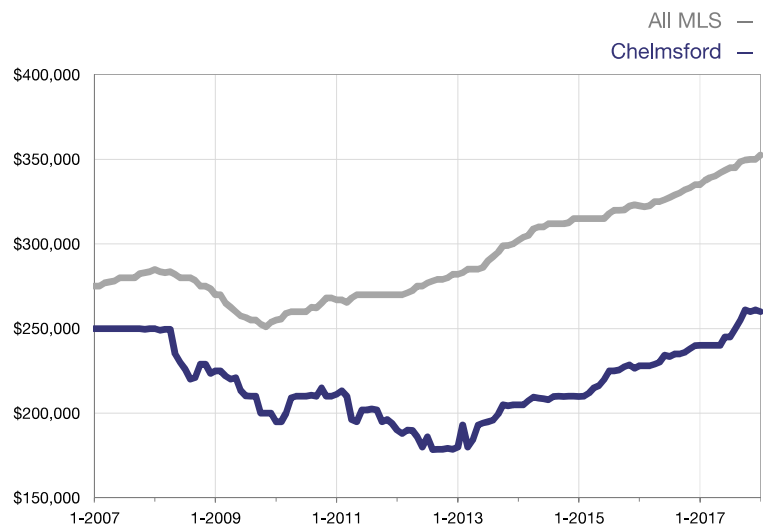
Median Sales Price – Single-Family Properties

Rolling 12-Month Calculation



Median Sales Price – Condominium Properties

Rolling 12-Month Calculation



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Local Market Update – January 2018

A RESEARCH TOOL PROVIDED BY THE MASSACHUSETTS ASSOCIATION OF REALTORS®

Dracut

Single-Family Properties

Key Metrics	January			Year to Date		
	2017	2018	+ / -	2017	2018	+ / -
Pending Sales	15	18	+ 20.0%	15	18	+ 20.0%
Closed Sales	17	20	+ 17.6%	17	20	+ 17.6%
Median Sales Price*	\$370,000	\$333,000	- 10.0%	\$370,000	\$333,000	- 10.0%
Inventory of Homes for Sale	56	27	- 51.8%	--	--	--
Months Supply of Inventory	1.8	1.0	- 44.4%	--	--	--
Cumulative Days on Market Until Sale	71	49	- 31.0%	71	49	- 31.0%
Percent of Original List Price Received*	98.6%	97.7%	- 0.9%	98.6%	97.7%	- 0.9%
New Listings	16	23	+ 43.8%	16	23	+ 43.8%

* 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		
	2017	2018	+ / -	2017	2018	+ / -
Pending Sales	18	14	- 22.2%	18	14	- 22.2%
Closed Sales	7	11	+ 57.1%	7	11	+ 57.1%
Median Sales Price*	\$186,000	\$235,000	+ 26.3%	\$186,000	\$235,000	+ 26.3%
Inventory of Homes for Sale	31	16	- 48.4%	--	--	--
Months Supply of Inventory	2.4	1.1	- 54.2%	--	--	--
Cumulative Days on Market Until Sale	21	58	+ 176.2%	21	58	+ 176.2%
Percent of Original List Price Received*	98.6%	100.5%	+ 1.9%	98.6%	100.5%	+ 1.9%
New Listings	23	13	- 43.5%	23	13	- 43.5%

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

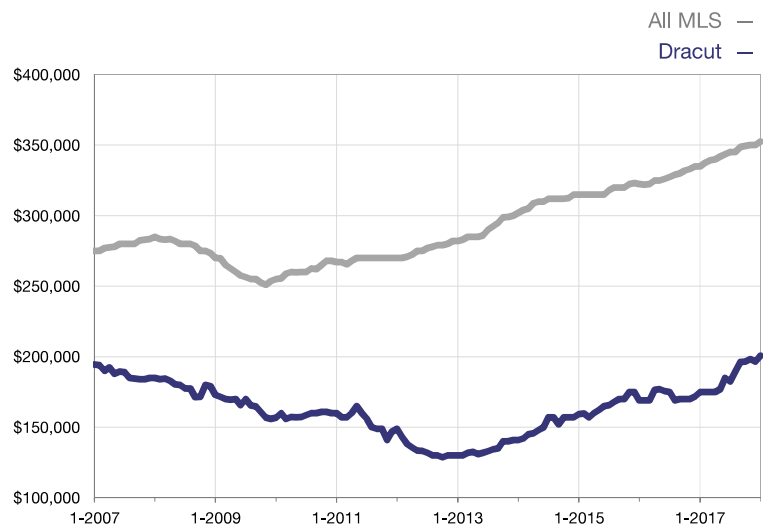
Median Sales Price – Single-Family Properties

Rolling 12-Month Calculation



Median Sales Price – Condominium Properties

Rolling 12-Month Calculation



MASSACHUSETTS ASSOCIATION OF REALTORS®



Local Market Update – January 2018

A RESEARCH TOOL PROVIDED BY THE MASSACHUSETTS ASSOCIATION OF REALTORS®

Dunstable

Single-Family Properties

Key Metrics	January			Year to Date		
	2017	2018	+ / -	2017	2018	+ / -
Pending Sales	3	2	- 33.3%	3	2	- 33.3%
Closed Sales	3	2	- 33.3%	3	2	- 33.3%
Median Sales Price*	\$484,900	\$554,798	+ 14.4%	\$484,900	\$554,798	+ 14.4%
Inventory of Homes for Sale	17	18	+ 5.9%	--	--	--
Months Supply of Inventory	5.1	4.6	- 9.8%	--	--	--
Cumulative Days on Market Until Sale	52	11	- 78.8%	52	11	- 78.8%
Percent of Original List Price Received*	96.9%	100.6%	+ 3.8%	96.9%	100.6%	+ 3.8%
New Listings	2	5	+ 150.0%	2	5	+ 150.0%

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

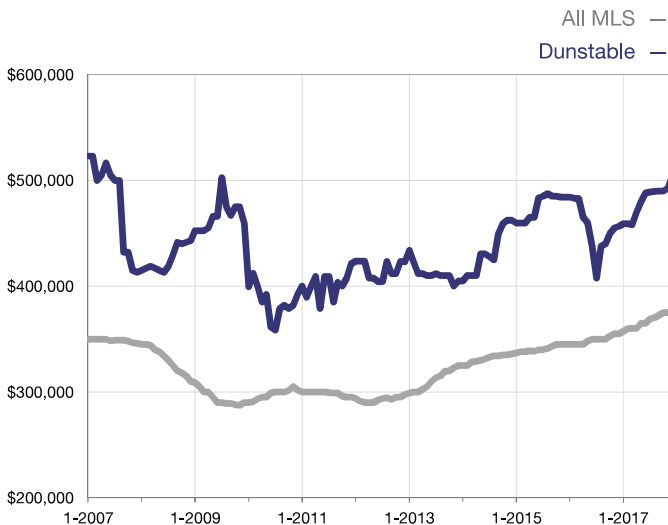
Condominium Properties

Key Metrics	January			Year to Date		
	2017	2018	+ / -	2017	2018	+ / -
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.

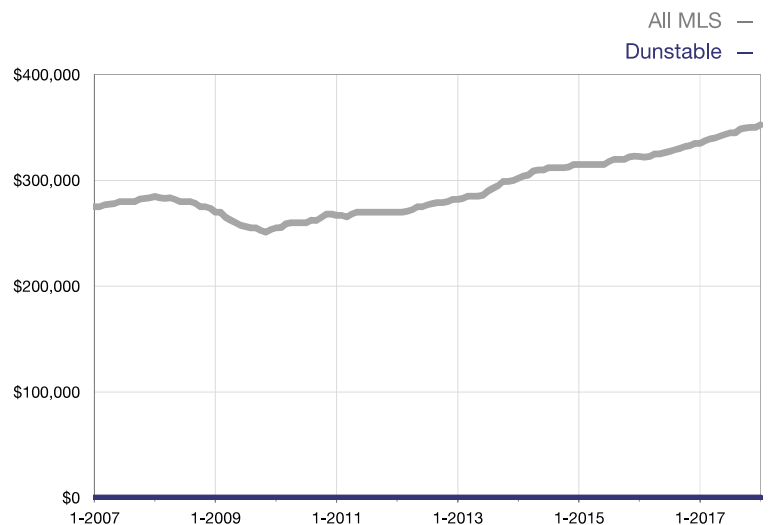
Median Sales Price – Single-Family Properties

Rolling 12-Month Calculation



Median Sales Price – Condominium Properties

Rolling 12-Month Calculation



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Local Market Update – January 2018

A RESEARCH TOOL PROVIDED BY THE MASSACHUSETTS ASSOCIATION OF REALTORS®

Lawrence

Single-Family Properties

Key Metrics	January			Year to Date		
	2017	2018	+ / -	2017	2018	+ / -
Pending Sales	16	20	+ 25.0%	16	20	+ 25.0%
Closed Sales	13	11	- 15.4%	13	11	- 15.4%
Median Sales Price*	\$195,000	\$265,000	+ 35.9%	\$195,000	\$265,000	+ 35.9%
Inventory of Homes for Sale	39	15	- 61.5%	--	--	--
Months Supply of Inventory	2.2	0.8	- 63.6%	--	--	--
Cumulative Days on Market Until Sale	54	45	- 16.7%	54	45	- 16.7%
Percent of Original List Price Received*	96.9%	100.7%	+ 3.9%	96.9%	100.7%	+ 3.9%
New Listings	21	12	- 42.9%	21	12	- 42.9%

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

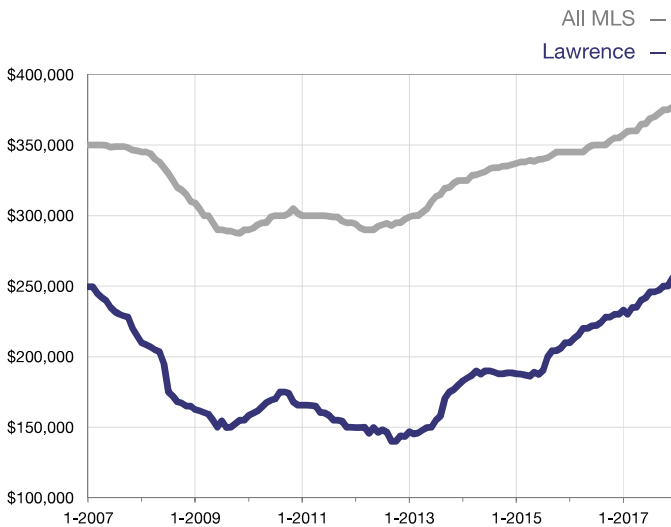
Condominium Properties

Key Metrics	January			Year to Date		
	2017	2018	+ / -	2017	2018	+ / -
Pending Sales	5	3	- 40.0%	5	3	- 40.0%
Closed Sales	8	3	- 62.5%	8	3	- 62.5%
Median Sales Price*	\$81,650	\$260,000	+ 218.4%	\$81,650	\$260,000	+ 218.4%
Inventory of Homes for Sale	13	9	- 30.8%	--	--	--
Months Supply of Inventory	2.9	1.3	- 55.2%	--	--	--
Cumulative Days on Market Until Sale	35	155	+ 342.9%	35	155	+ 342.9%
Percent of Original List Price Received*	96.2%	94.8%	- 1.5%	96.2%	94.8%	- 1.5%
New Listings	5	11	+ 120.0%	5	11	+ 120.0%

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

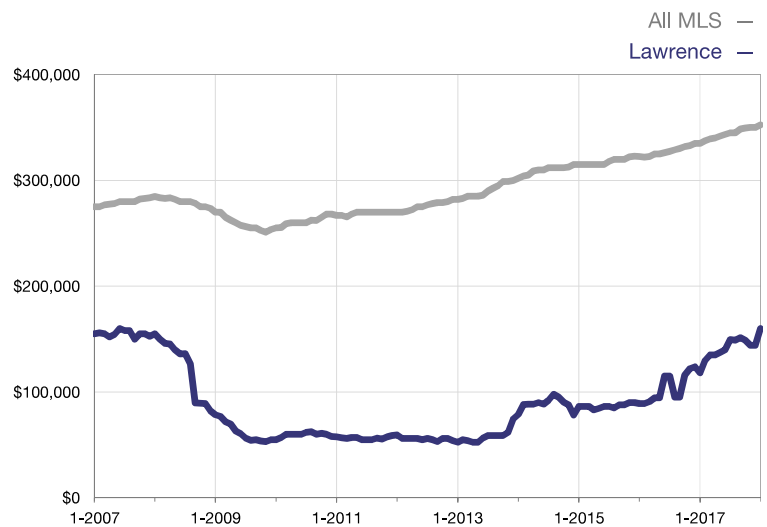
Median Sales Price – Single-Family Properties

Rolling 12-Month Calculation



Median Sales Price – Condominium Properties

Rolling 12-Month Calculation



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Local Market Update – January 2018

A RESEARCH TOOL PROVIDED BY THE MASSACHUSETTS ASSOCIATION OF REALTORS®

Littleton

Single-Family Properties

Key Metrics	January			Year to Date		
	2017	2018	+ / -	2017	2018	+ / -
Pending Sales	10	8	- 20.0%	10	8	- 20.0%
Closed Sales	8	8	0.0%	8	8	0.0%
Median Sales Price*	\$567,000	\$455,050	- 19.7%	\$567,000	\$455,050	- 19.7%
Inventory of Homes for Sale	35	23	- 34.3%	--	--	--
Months Supply of Inventory	2.9	2.0	- 31.0%	--	--	--
Cumulative Days on Market Until Sale	116	78	- 32.8%	116	78	- 32.8%
Percent of Original List Price Received*	94.8%	94.4%	- 0.4%	94.8%	94.4%	- 0.4%
New Listings	19	7	- 63.2%	19	7	- 63.2%

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

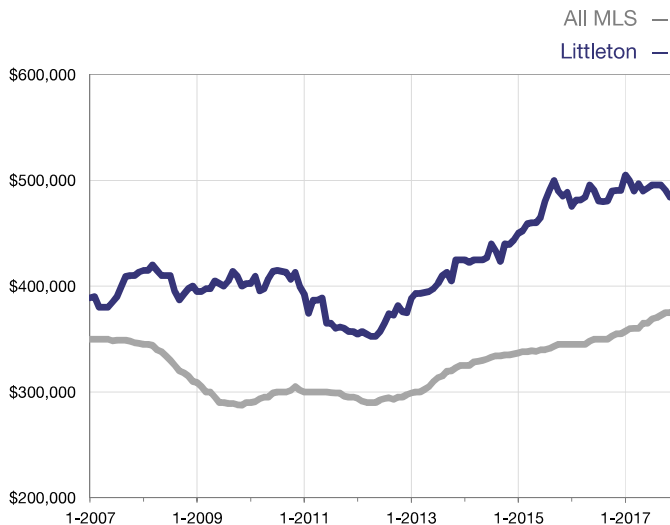
Condominium Properties

Key Metrics	January			Year to Date		
	2017	2018	+ / -	2017	2018	+ / -
Pending Sales	0	1	--	0	1	--
Closed Sales	0	0	--	0	0	--
Median Sales Price*	\$0	\$0	--	\$0	\$0	--
Inventory of Homes for Sale	0	2	--	--	--	--
Months Supply of Inventory	0.0	1.4	--	--	--	--
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	2	--	0	2	--

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

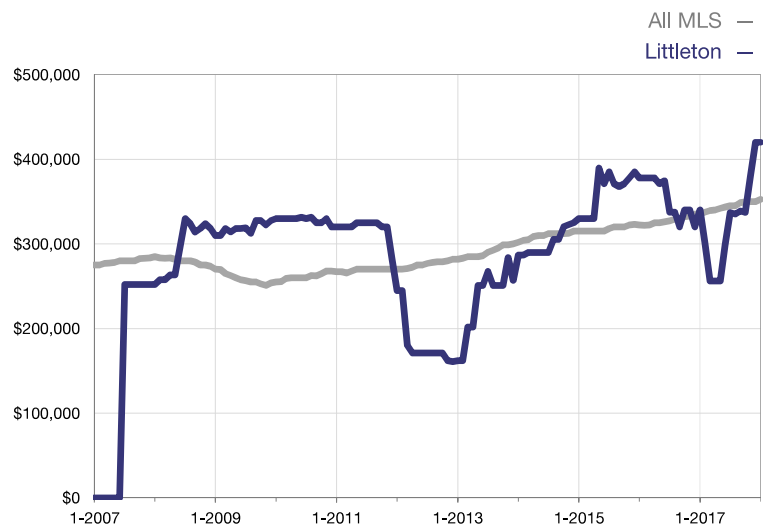
Median Sales Price – Single-Family Properties

Rolling 12-Month Calculation



Median Sales Price – Condominium Properties

Rolling 12-Month Calculation



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Local Market Update – January 2018

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Lowell

Single-Family Properties

Key Metrics	January			Year to Date		
	2017	2018	+ / -	2017	2018	+ / -
Pending Sales	42	36	- 14.3%	42	36	- 14.3%
Closed Sales	27	27	0.0%	27	27	0.0%
Median Sales Price*	\$239,000	\$320,000	+ 33.9%	\$239,000	\$320,000	+ 33.9%
Inventory of Homes for Sale	77	45	- 41.6%	--	--	--
Months Supply of Inventory	1.8	1.0	- 44.4%	--	--	--
Cumulative Days on Market Until Sale	45	49	+ 8.9%	45	49	+ 8.9%
Percent of Original List Price Received*	95.7%	98.7%	+ 3.1%	95.7%	98.7%	+ 3.1%
New Listings	48	41	- 14.6%	48	41	- 14.6%

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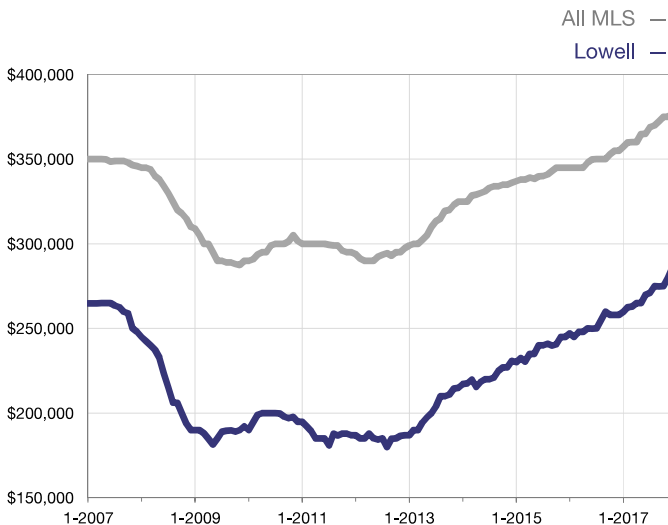
Condominium Properties

Key Metrics	January			Year to Date		
	2017	2018	+ / -	2017	2018	+ / -
Pending Sales	21	26	+ 23.8%	21	26	+ 23.8%
Closed Sales	31	22	- 29.0%	31	22	- 29.0%
Median Sales Price*	\$175,000	\$170,600	- 2.5%	\$175,000	\$170,600	- 2.5%
Inventory of Homes for Sale	49	29	- 40.8%	--	--	--
Months Supply of Inventory	1.5	1.0	- 33.3%	--	--	--
Cumulative Days on Market Until Sale	58	83	+ 43.1%	58	83	+ 43.1%
Percent of Original List Price Received*	98.6%	94.6%	- 4.1%	98.6%	94.6%	- 4.1%
New Listings	26	26	0.0%	26	26	0.0%

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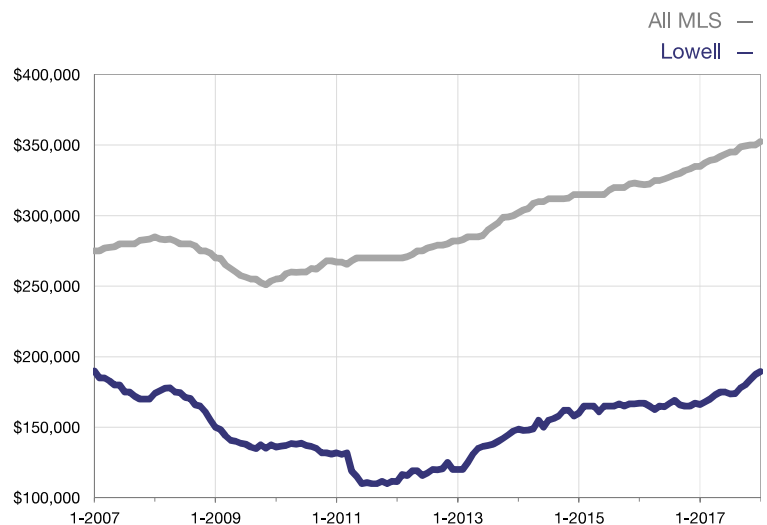
Median Sales Price – Single-Family Properties

Rolling 12-Month Calculation



Median Sales Price – Condominium Properties

Rolling 12-Month Calculation



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Local Market Update – January 2018

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Methuen

Single-Family Properties

Key Metrics	January			Year to Date		
	2017	2018	+ / -	2017	2018	+ / -
Pending Sales	23	25	+ 8.7%	23	25	+ 8.7%
Closed Sales	27	27	0.0%	27	27	0.0%
Median Sales Price*	\$335,000	\$382,900	+ 14.3%	\$335,000	\$382,900	+ 14.3%
Inventory of Homes for Sale	48	41	- 14.6%	--	--	--
Months Supply of Inventory	1.2	1.0	- 16.7%	--	--	--
Cumulative Days on Market Until Sale	39	68	+ 74.4%	39	68	+ 74.4%
Percent of Original List Price Received*	98.6%	96.2%	- 2.4%	98.6%	96.2%	- 2.4%
New Listings	23	28	+ 21.7%	23	28	+ 21.7%

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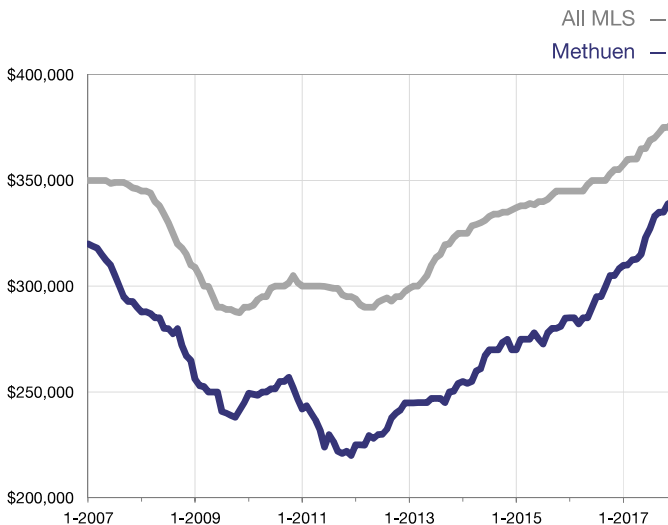
Condominium Properties

Key Metrics	January			Year to Date		
	2017	2018	+ / -	2017	2018	+ / -
Pending Sales	14	21	+ 50.0%	14	21	+ 50.0%
Closed Sales	18	13	- 27.8%	18	13	- 27.8%
Median Sales Price*	\$265,500	\$237,500	- 10.5%	\$265,500	\$237,500	- 10.5%
Inventory of Homes for Sale	36	17	- 52.8%	--	--	--
Months Supply of Inventory	3.0	1.3	- 56.7%	--	--	--
Cumulative Days on Market Until Sale	55	78	+ 41.8%	55	78	+ 41.8%
Percent of Original List Price Received*	99.4%	99.2%	- 0.2%	99.4%	99.2%	- 0.2%
New Listings	12	15	+ 25.0%	12	15	+ 25.0%

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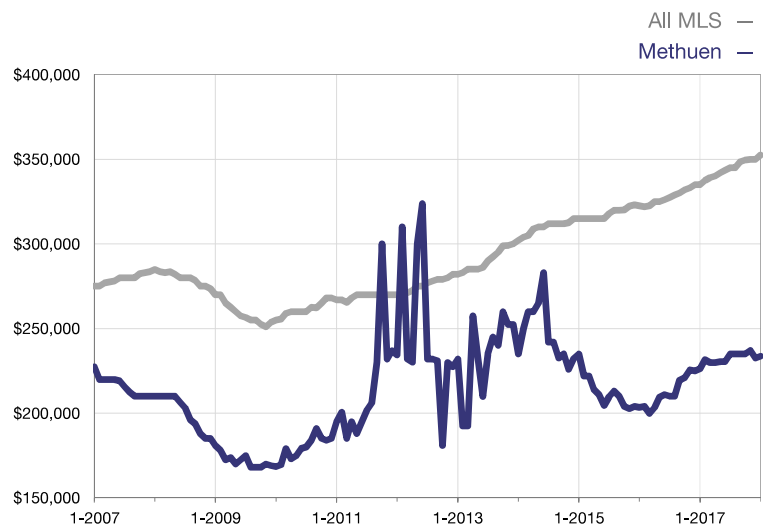
Median Sales Price – Single-Family Properties

Rolling 12-Month Calculation



Median Sales Price – Condominium Properties

Rolling 12-Month Calculation



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Local Market Update – January 2018

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North Andover

Single-Family Properties

Key Metrics	January			Year to Date		
	2017	2018	+ / -	2017	2018	+ / -
Pending Sales	13	11	- 15.4%	13	11	- 15.4%
Closed Sales	18	16	- 11.1%	18	16	- 11.1%
Median Sales Price*	\$574,500	\$517,500	- 9.9%	\$574,500	\$517,500	- 9.9%
Inventory of Homes for Sale	35	28	- 20.0%	--	--	--
Months Supply of Inventory	1.7	1.3	- 23.5%	--	--	--
Cumulative Days on Market Until Sale	50	79	+ 58.0%	50	79	+ 58.0%
Percent of Original List Price Received*	98.8%	94.9%	- 3.9%	98.8%	94.9%	- 3.9%
New Listings	17	11	- 35.3%	17	11	- 35.3%

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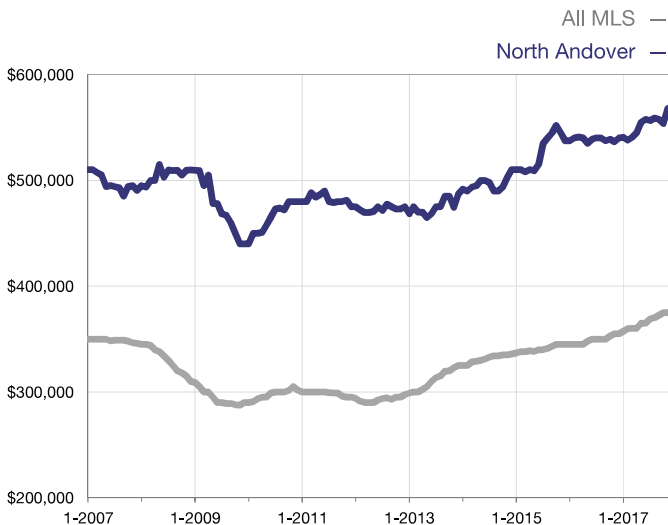
Condominium Properties

Key Metrics	January			Year to Date		
	2017	2018	+ / -	2017	2018	+ / -
Pending Sales	13	12	- 7.7%	13	12	- 7.7%
Closed Sales	7	8	+ 14.3%	7	8	+ 14.3%
Median Sales Price*	\$295,000	\$287,500	- 2.5%	\$295,000	\$287,500	- 2.5%
Inventory of Homes for Sale	30	11	- 63.3%	--	--	--
Months Supply of Inventory	2.1	0.8	- 61.9%	--	--	--
Cumulative Days on Market Until Sale	57	39	- 31.6%	57	39	- 31.6%
Percent of Original List Price Received*	97.4%	98.3%	+ 0.9%	97.4%	98.3%	+ 0.9%
New Listings	15	8	- 46.7%	15	8	- 46.7%

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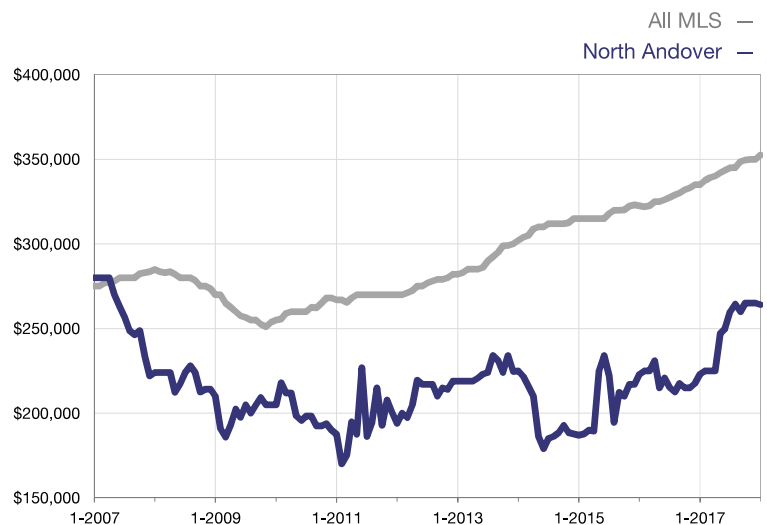
Median Sales Price – Single-Family Properties

Rolling 12-Month Calculation



Median Sales Price – Condominium Properties

Rolling 12-Month Calculation



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Local Market Update – January 2018

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Tewksbury

Single-Family Properties

Key Metrics	January			Year to Date		
	2017	2018	+ / -	2017	2018	+ / -
Pending Sales	20	14	- 30.0%	20	14	- 30.0%
Closed Sales	14	16	+ 14.3%	14	16	+ 14.3%
Median Sales Price*	\$411,250	\$353,700	- 14.0%	\$411,250	\$353,700	- 14.0%
Inventory of Homes for Sale	23	14	- 39.1%	--	--	--
Months Supply of Inventory	1.0	0.6	- 40.0%	--	--	--
Cumulative Days on Market Until Sale	55	51	- 7.3%	55	51	- 7.3%
Percent of Original List Price Received*	102.9%	100.2%	- 2.6%	102.9%	100.2%	- 2.6%
New Listings	22	12	- 45.5%	22	12	- 45.5%

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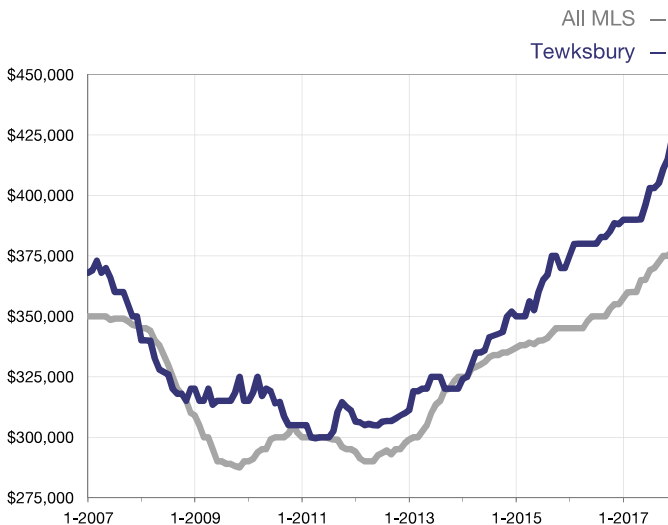
Condominium Properties

Key Metrics	January			Year to Date		
	2017	2018	+ / -	2017	2018	+ / -
Pending Sales	6	6	0.0%	6	6	0.0%
Closed Sales	8	3	- 62.5%	8	3	- 62.5%
Median Sales Price*	\$458,950	\$432,000	- 5.9%	\$458,950	\$432,000	- 5.9%
Inventory of Homes for Sale	10	6	- 40.0%	--	--	--
Months Supply of Inventory	0.7	0.5	- 28.6%	--	--	--
Cumulative Days on Market Until Sale	7	60	+ 757.1%	7	60	+ 757.1%
Percent of Original List Price Received*	102.0%	96.5%	- 5.4%	102.0%	96.5%	- 5.4%
New Listings	11	4	- 63.6%	11	4	- 63.6%

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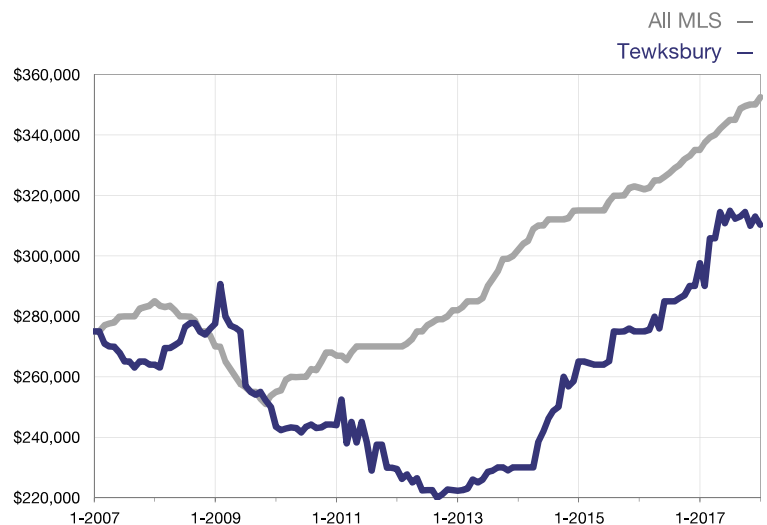
Median Sales Price – Single-Family Properties

Rolling 12-Month Calculation



Median Sales Price – Condominium Properties

Rolling 12-Month Calculation



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Tyngsborough

Single-Family Properties

Key Metrics	January			Year to Date		
	2017	2018	+ / -	2017	2018	+ / -
Pending Sales	3	6	+ 100.0%	3	6	+ 100.0%
Closed Sales	3	7	+ 133.3%	3	7	+ 133.3%
Median Sales Price*	\$395,000	\$365,000	- 7.6%	\$395,000	\$365,000	- 7.6%
Inventory of Homes for Sale	29	6	- 79.3%	--	--	--
Months Supply of Inventory	3.0	0.7	- 76.7%	--	--	--
Cumulative Days on Market Until Sale	26	48	+ 84.6%	26	48	+ 84.6%
Percent of Original List Price Received*	98.6%	95.4%	- 3.2%	98.6%	95.4%	- 3.2%
New Listings	9	4	- 55.6%	9	4	- 55.6%

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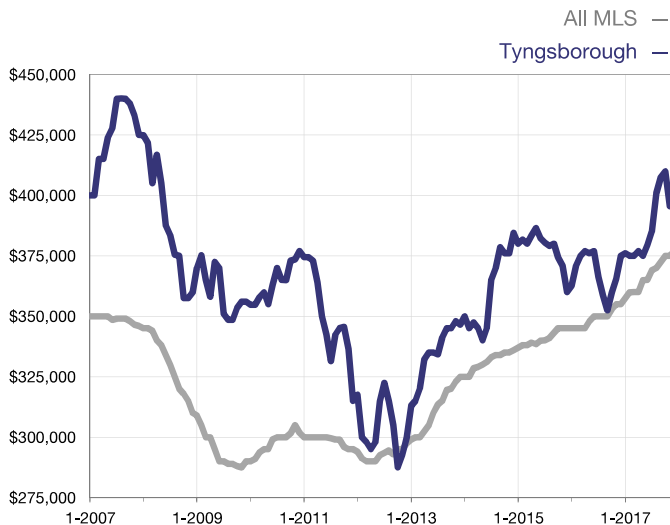
Condominium Properties

Key Metrics	January			Year to Date		
	2017	2018	+ / -	2017	2018	+ / -
Pending Sales	2	10	+ 400.0%	2	10	+ 400.0%
Closed Sales	7	1	- 85.7%	7	1	- 85.7%
Median Sales Price*	\$200,000	\$330,000	+ 65.0%	\$200,000	\$330,000	+ 65.0%
Inventory of Homes for Sale	7	5	- 28.6%	--	--	--
Months Supply of Inventory	1.2	1.0	- 16.7%	--	--	--
Cumulative Days on Market Until Sale	36	39	+ 8.3%	36	39	+ 8.3%
Percent of Original List Price Received*	96.9%	94.6%	- 2.4%	96.9%	94.6%	- 2.4%
New Listings	2	10	+ 400.0%	2	10	+ 400.0%

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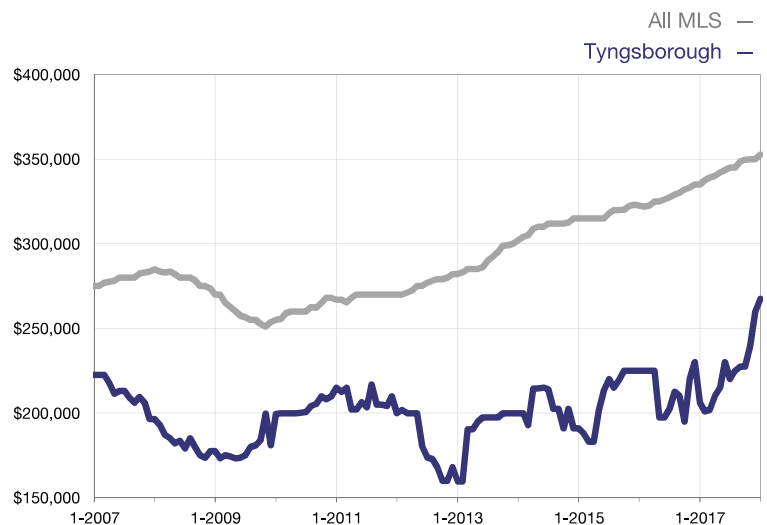
Median Sales Price – Single-Family Properties

Rolling 12-Month Calculation



Median Sales Price – Condominium Properties

Rolling 12-Month Calculation



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Local Market Update – January 2018

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Westford

Single-Family Properties

Key Metrics	January			Year to Date		
	2017	2018	+ / -	2017	2018	+ / -
Pending Sales	14	17	+ 21.4%	14	17	+ 21.4%
Closed Sales	11	12	+ 9.1%	11	12	+ 9.1%
Median Sales Price*	\$499,000	\$600,000	+ 20.2%	\$499,000	\$600,000	+ 20.2%
Inventory of Homes for Sale	33	23	- 30.3%	--	--	--
Months Supply of Inventory	1.8	1.1	- 38.9%	--	--	--
Cumulative Days on Market Until Sale	71	113	+ 59.2%	71	113	+ 59.2%
Percent of Original List Price Received*	98.3%	96.3%	- 2.0%	98.3%	96.3%	- 2.0%
New Listings	16	19	+ 18.8%	16	19	+ 18.8%

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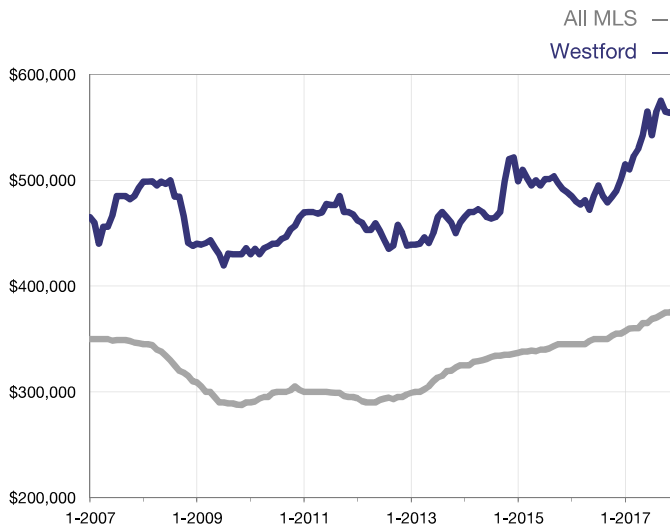
Condominium Properties

Key Metrics	January			Year to Date		
	2017	2018	+ / -	2017	2018	+ / -
Pending Sales	2	2	0.0%	2	2	0.0%
Closed Sales	2	5	+ 150.0%	2	5	+ 150.0%
Median Sales Price*	\$378,500	\$410,000	+ 8.3%	\$378,500	\$410,000	+ 8.3%
Inventory of Homes for Sale	12	6	- 50.0%	--	--	--
Months Supply of Inventory	1.9	1.3	- 31.6%	--	--	--
Cumulative Days on Market Until Sale	55	49	- 10.9%	55	49	- 10.9%
Percent of Original List Price Received*	97.1%	99.5%	+ 2.5%	97.1%	99.5%	+ 2.5%
New Listings	5	2	- 60.0%	5	2	- 60.0%

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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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