



NORTHEAST ASSOCIATION OF
REALTORS®

February 2018 Housing Data

NEAR Region and individual city and town reports



Northeast Association of REALTORS®
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Westford, MA 01886
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www.NortheastRealtors.com



Local Market Update – February 2018

A RESEARCH TOOL PROVIDED BY THE MASSACHUSETTS ASSOCIATION OF REALTORS®



Northeast Association of REALTORS®

+ 4.7%

Year-Over-Year
Change in
Closed Sales
All Properties

+ 14.1%

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

- 28.6%

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

Single-Family Properties

| | February | | | Year to Date | | |
|--|-----------|------------------|---------|--------------|------------------|--------|
| | 2017 | 2018 | + / - | 2017 | 2018 | + / - |
| Pending Sales | 213 | 268 | + 25.8% | 435 | 477 | + 9.7% |
| Closed Sales | 174 | 183 | + 5.2% | 400 | 414 | + 3.5% |
| Median Sales Price* | \$338,950 | \$380,000 | + 12.1% | \$376,250 | \$399,950 | + 6.3% |
| Inventory of Homes for Sale | 523 | 395 | - 24.5% | -- | -- | -- |
| Months Supply of Inventory | 1.6 | 1.2 | - 23.7% | -- | -- | -- |
| Cumulative Days on Market Until Sale | 79 | 63 | - 20.4% | 67 | 62 | - 7.3% |
| Percent of Original List Price Received* | 97.4% | 97.1% | - 0.2% | 97.7% | 97.4% | - 0.2% |
| New Listings | 252 | 313 | + 24.2% | 523 | 535 | + 2.3% |

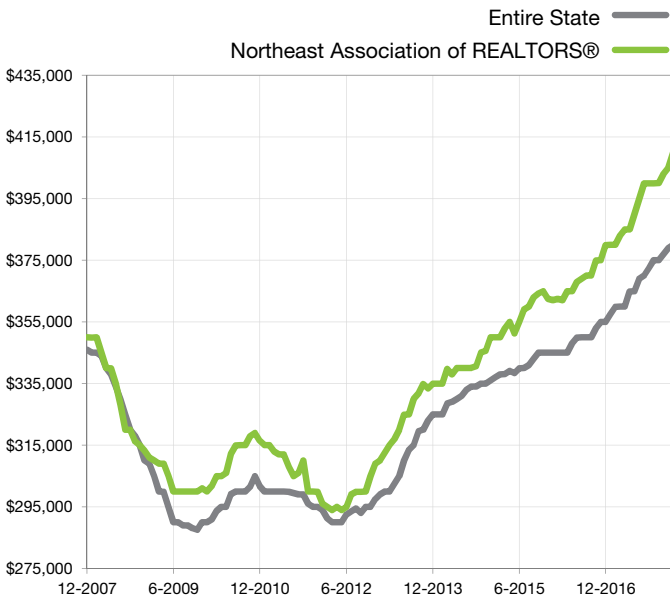
Condominium Properties

| | February | | | Year to Date | | |
|--|-----------|------------------|---------|--------------|------------------|---------|
| | 2017 | 2018 | + / - | 2017 | 2018 | + / - |
| Pending Sales | 92 | 117 | + 27.2% | 190 | 236 | + 24.2% |
| Closed Sales | 80 | 83 | + 3.8% | 192 | 173 | - 9.9% |
| Median Sales Price* | \$201,250 | \$215,000 | + 6.8% | \$202,750 | \$235,000 | + 15.9% |
| Inventory of Homes for Sale | 217 | 133 | - 38.7% | -- | -- | -- |
| Months Supply of Inventory | 1.6 | 1.0 | - 35.3% | -- | -- | -- |
| Cumulative Days on Market Until Sale | 52 | 48 | - 8.2% | 51 | 55 | + 7.5% |
| Percent of Original List Price Received* | 98.4% | 100.2% | + 1.9% | 98.1% | 99.0% | + 0.8% |
| New Listings | 106 | 119 | + 12.3% | 238 | 251 | + 5.5% |

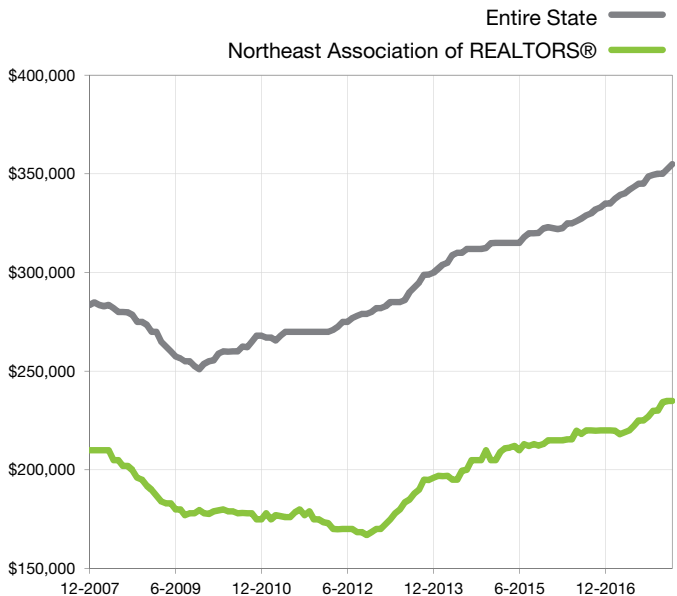
* Does not account for seller concessions. | Activity for one month can sometimes look extreme due to small sample size.

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 2018

A RESEARCH TOOL PROVIDED BY THE MASSACHUSETTS ASSOCIATION OF REALTORS®

Andover

Single-Family Properties

| Key Metrics | February | | | Year to Date | | |
|--|-----------|------------------|---------|--------------|------------------|---------|
| | 2017 | 2018 | + / - | 2017 | 2018 | + / - |
| Pending Sales | 22 | 22 | 0.0% | 40 | 35 | - 12.5% |
| Closed Sales | 11 | 13 | + 18.2% | 38 | 40 | + 5.3% |
| Median Sales Price* | \$584,900 | \$642,500 | + 9.8% | \$653,750 | \$621,575 | - 4.9% |
| Inventory of Homes for Sale | 60 | 34 | - 43.3% | -- | -- | -- |
| Months Supply of Inventory | 1.9 | 1.1 | - 42.1% | -- | -- | -- |
| Cumulative Days on Market Until Sale | 130 | 72 | - 44.6% | 90 | 64 | - 28.9% |
| Percent of Original List Price Received* | 97.9% | 97.2% | - 0.7% | 96.9% | 97.3% | + 0.4% |
| New Listings | 31 | 25 | - 19.4% | 62 | 36 | - 41.9% |

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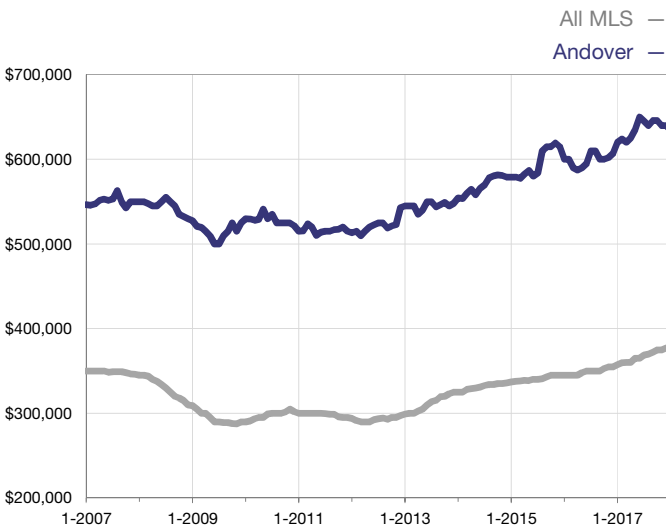
Condominium Properties

| Key Metrics | February | | | Year to Date | | |
|--|-----------|------------------|----------|--------------|------------------|----------|
| | 2017 | 2018 | + / - | 2017 | 2018 | + / - |
| Pending Sales | 5 | 14 | + 180.0% | 13 | 29 | + 123.1% |
| Closed Sales | 7 | 12 | + 71.4% | 18 | 19 | + 5.6% |
| Median Sales Price* | \$279,900 | \$210,500 | - 24.8% | \$323,000 | \$250,000 | - 22.6% |
| Inventory of Homes for Sale | 22 | 26 | + 18.2% | -- | -- | -- |
| Months Supply of Inventory | 2.2 | 2.0 | - 9.1% | -- | -- | -- |
| Cumulative Days on Market Until Sale | 38 | 48 | + 26.3% | 80 | 45 | - 43.8% |
| Percent of Original List Price Received* | 100.7% | 103.1% | + 2.4% | 96.0% | 102.7% | + 7.0% |
| New Listings | 5 | 18 | + 260.0% | 22 | 40 | + 81.8% |

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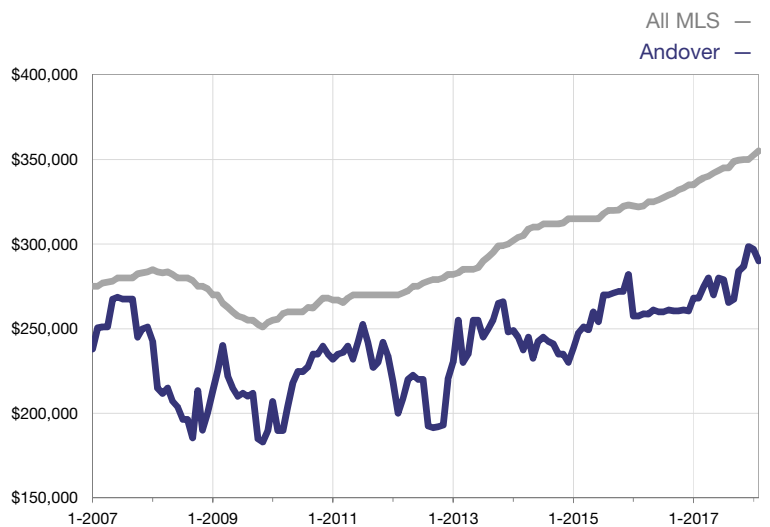
Median Sales Price – Single-Family Properties

Rolling 12-Month Calculation



Median Sales Price – Condominium Properties

Rolling 12-Month Calculation



MASSACHUSETTS ASSOCIATION OF REALTORS®



Local Market Update – February 2018

A RESEARCH TOOL PROVIDED BY THE MASSACHUSETTS ASSOCIATION OF REALTORS®

Billerica

Single-Family Properties

| Key Metrics | February | | | Year to Date | | |
|--|-----------|------------------|---------|--------------|------------------|---------|
| | 2017 | 2018 | + / - | 2017 | 2018 | + / - |
| Pending Sales | 24 | 24 | 0.0% | 42 | 49 | + 16.7% |
| Closed Sales | 14 | 19 | + 35.7% | 37 | 45 | + 21.6% |
| Median Sales Price* | \$396,000 | \$455,000 | + 14.9% | \$407,000 | \$450,000 | + 10.6% |
| Inventory of Homes for Sale | 34 | 30 | - 11.8% | -- | -- | -- |
| Months Supply of Inventory | 1.0 | 0.9 | - 10.0% | -- | -- | -- |
| Cumulative Days on Market Until Sale | 34 | 46 | + 35.3% | 41 | 41 | 0.0% |
| Percent of Original List Price Received* | 102.4% | 98.6% | - 3.7% | 100.4% | 100.3% | - 0.1% |
| New Listings | 29 | 23 | - 20.7% | 46 | 44 | - 4.3% |

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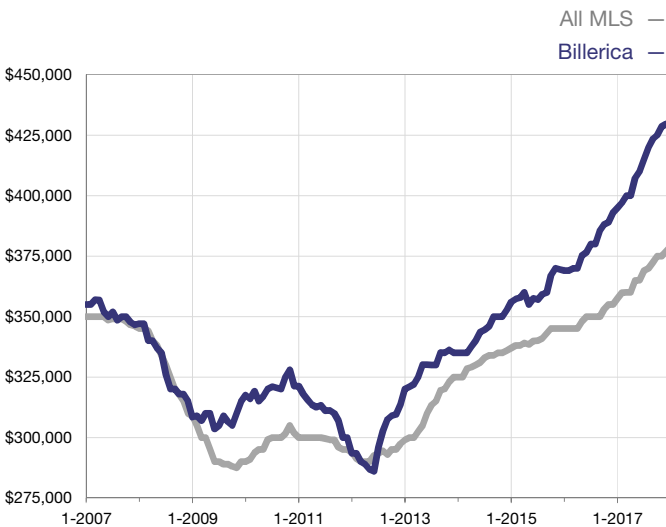
Condominium Properties

| Key Metrics | February | | | Year to Date | | |
|--|-----------|------------------|----------|--------------|------------------|----------|
| | 2017 | 2018 | + / - | 2017 | 2018 | + / - |
| Pending Sales | 4 | 4 | 0.0% | 5 | 8 | + 60.0% |
| Closed Sales | 1 | 5 | + 400.0% | 6 | 12 | + 100.0% |
| Median Sales Price* | \$170,000 | \$305,500 | + 79.7% | \$207,500 | \$306,750 | + 47.8% |
| Inventory of Homes for Sale | 4 | 0 | - 100.0% | -- | -- | -- |
| Months Supply of Inventory | 0.5 | 0.0 | - 100.0% | -- | -- | -- |
| Cumulative Days on Market Until Sale | 7 | 25 | + 257.1% | 42 | 27 | - 35.7% |
| Percent of Original List Price Received* | 101.2% | 102.7% | + 1.5% | 98.7% | 101.6% | + 2.9% |
| New Listings | 5 | 2 | - 60.0% | 8 | 7 | - 12.5% |

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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 – February 2018

A RESEARCH TOOL PROVIDED BY THE MASSACHUSETTS ASSOCIATION OF REALTORS®

Boxford

Single-Family Properties

| Key Metrics | February | | | Year to Date | | |
|--|-----------|------------------|----------|--------------|------------------|---------|
| | 2017 | 2018 | + / - | 2017 | 2018 | + / - |
| Pending Sales | 6 | 5 | - 16.7% | 8 | 10 | + 25.0% |
| Closed Sales | 2 | 6 | + 200.0% | 12 | 14 | + 16.7% |
| Median Sales Price* | \$860,000 | \$759,500 | - 11.7% | \$658,250 | \$662,000 | + 0.6% |
| Inventory of Homes for Sale | 27 | 34 | + 25.9% | -- | -- | -- |
| Months Supply of Inventory | 2.4 | 3.1 | + 29.2% | -- | -- | -- |
| Cumulative Days on Market Until Sale | 48 | 118 | + 145.8% | 94 | 131 | + 39.4% |
| Percent of Original List Price Received* | 96.2% | 97.7% | + 1.6% | 93.9% | 94.2% | + 0.3% |
| New Listings | 6 | 11 | + 83.3% | 14 | 19 | + 35.7% |

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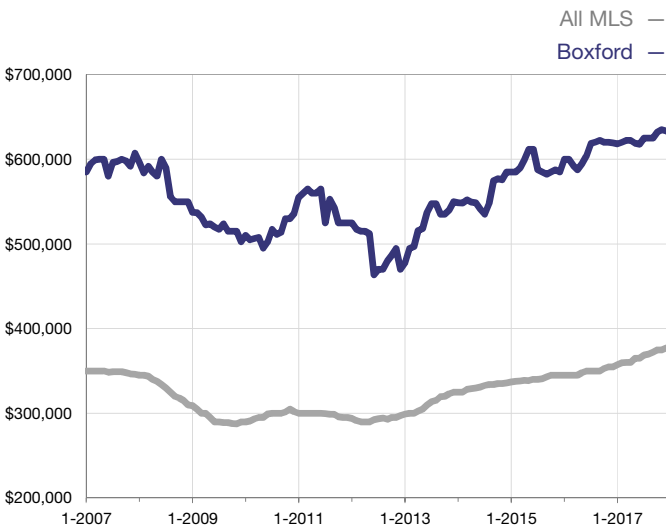
Condominium Properties

| Key Metrics | February | | | 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 | -- |

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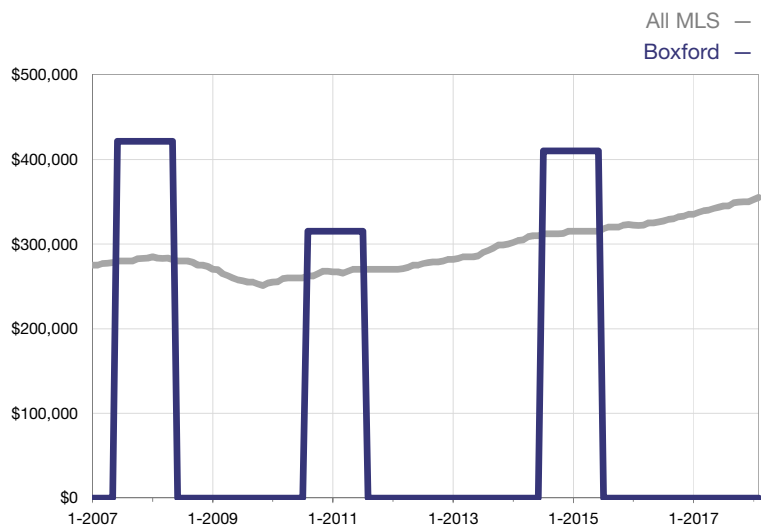
Median Sales Price – Single-Family Properties

Rolling 12-Month Calculation



Median Sales Price – Condominium Properties

Rolling 12-Month Calculation



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Local Market Update – February 2018

A RESEARCH TOOL PROVIDED BY THE MASSACHUSETTS ASSOCIATION OF REALTORS®

Carlisle

Single-Family Properties

| Key Metrics | February | | | Year to Date | | |
|--|-----------|------------------|----------|--------------|------------------|----------|
| | 2017 | 2018 | + / - | 2017 | 2018 | + / - |
| Pending Sales | 7 | 4 | - 42.9% | 13 | 6 | - 53.8% |
| Closed Sales | 3 | 3 | 0.0% | 8 | 7 | - 12.5% |
| Median Sales Price* | \$820,000 | \$865,000 | + 5.5% | \$782,500 | \$865,000 | + 10.5% |
| Inventory of Homes for Sale | 13 | 22 | + 69.2% | -- | -- | -- |
| Months Supply of Inventory | 1.7 | 3.6 | + 111.8% | -- | -- | -- |
| Cumulative Days on Market Until Sale | 213 | 100 | - 53.1% | 106 | 161 | + 51.9% |
| Percent of Original List Price Received* | 92.7% | 96.3% | + 3.9% | 96.0% | 95.7% | - 0.3% |
| New Listings | 6 | 12 | + 100.0% | 8 | 18 | + 125.0% |

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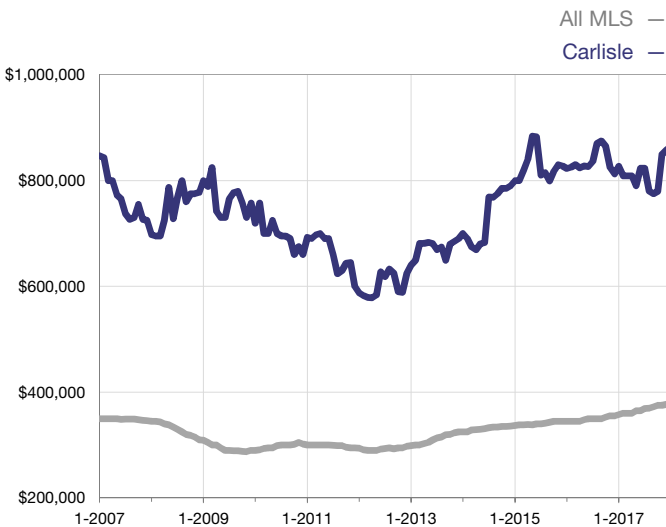
Condominium Properties

| Key Metrics | February | | | 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 | -- |

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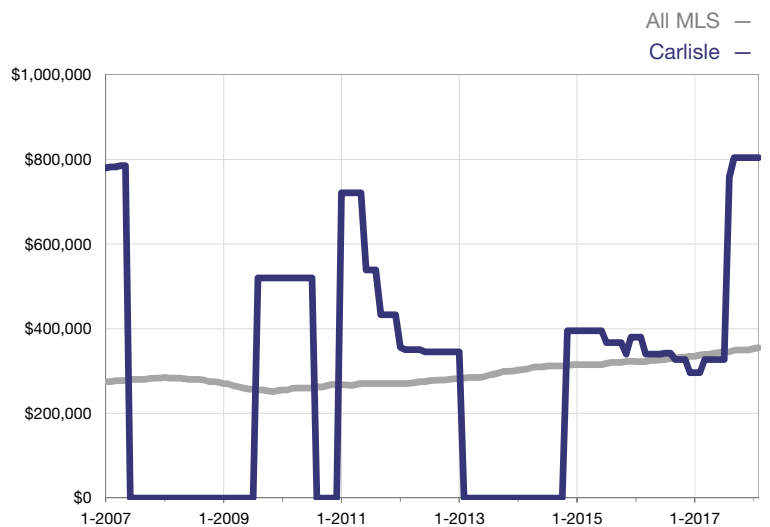
Median Sales Price – Single-Family Properties

Rolling 12-Month Calculation



Median Sales Price – Condominium Properties

Rolling 12-Month Calculation



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Local Market Update – February 2018

A RESEARCH TOOL PROVIDED BY THE MASSACHUSETTS ASSOCIATION OF REALTORS®

Chelmsford

Single-Family Properties

| Key Metrics | February | | | Year to Date | | |
|--|-----------|------------------|----------|--------------|------------------|---------|
| | 2017 | 2018 | + / - | 2017 | 2018 | + / - |
| Pending Sales | 8 | 24 | + 200.0% | 28 | 37 | + 32.1% |
| Closed Sales | 18 | 10 | - 44.4% | 38 | 28 | - 26.3% |
| Median Sales Price* | \$437,500 | \$399,950 | - 8.6% | \$392,500 | \$462,450 | + 17.8% |
| Inventory of Homes for Sale | 31 | 17 | - 45.2% | -- | -- | -- |
| Months Supply of Inventory | 1.1 | 0.6 | - 45.5% | -- | -- | -- |
| Cumulative Days on Market Until Sale | 114 | 52 | - 54.4% | 84 | 43 | - 48.8% |
| Percent of Original List Price Received* | 96.3% | 96.6% | + 0.3% | 98.0% | 98.1% | + 0.1% |
| New Listings | 15 | 20 | + 33.3% | 35 | 34 | - 2.9% |

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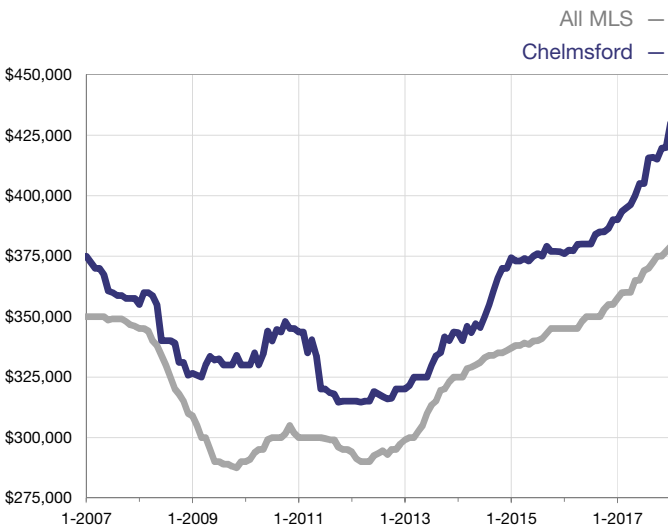
Condominium Properties

| Key Metrics | February | | | Year to Date | | |
|--|-----------|------------------|---------|--------------|------------------|---------|
| | 2017 | 2018 | + / - | 2017 | 2018 | + / - |
| Pending Sales | 12 | 8 | - 33.3% | 20 | 18 | - 10.0% |
| Closed Sales | 8 | 8 | 0.0% | 16 | 17 | + 6.3% |
| Median Sales Price* | \$165,195 | \$276,000 | + 67.1% | \$250,000 | \$270,000 | + 8.0% |
| Inventory of Homes for Sale | 12 | 14 | + 16.7% | -- | -- | -- |
| Months Supply of Inventory | 0.7 | 1.0 | + 42.9% | -- | -- | -- |
| Cumulative Days on Market Until Sale | 23 | 40 | + 73.9% | 25 | 38 | + 52.0% |
| Percent of Original List Price Received* | 101.9% | 99.4% | - 2.5% | 100.0% | 97.1% | - 2.9% |
| New Listings | 12 | 10 | - 16.7% | 25 | 24 | - 4.0% |

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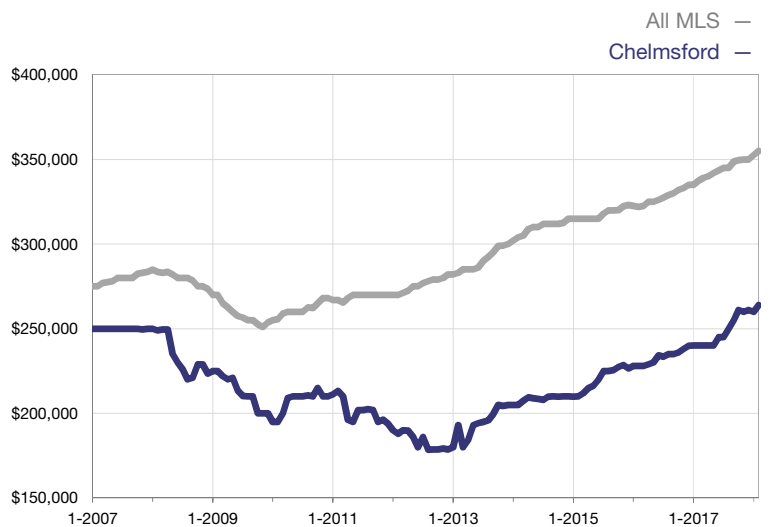
Median Sales Price – Single-Family Properties

Rolling 12-Month Calculation



Median Sales Price – Condominium Properties

Rolling 12-Month Calculation



MASSACHUSETTS ASSOCIATION OF REALTORS®



Local Market Update – February 2018

A RESEARCH TOOL PROVIDED BY THE MASSACHUSETTS ASSOCIATION OF REALTORS®

Dracut

Single-Family Properties

| Key Metrics | February | | | Year to Date | | |
|--|-----------|------------------|---------|--------------|------------------|---------|
| | 2017 | 2018 | + / - | 2017 | 2018 | + / - |
| Pending Sales | 21 | 22 | + 4.8% | 36 | 41 | + 13.9% |
| Closed Sales | 11 | 13 | + 18.2% | 28 | 33 | + 17.9% |
| Median Sales Price* | \$295,000 | \$502,200 | + 70.2% | \$330,500 | \$345,000 | + 4.4% |
| Inventory of Homes for Sale | 44 | 20 | - 54.5% | -- | -- | -- |
| Months Supply of Inventory | 1.5 | 0.7 | - 53.3% | -- | -- | -- |
| Cumulative Days on Market Until Sale | 85 | 79 | - 7.1% | 76 | 61 | - 19.7% |
| Percent of Original List Price Received* | 98.0% | 98.3% | + 0.3% | 98.4% | 97.9% | - 0.5% |
| New Listings | 19 | 17 | - 10.5% | 35 | 40 | + 14.3% |

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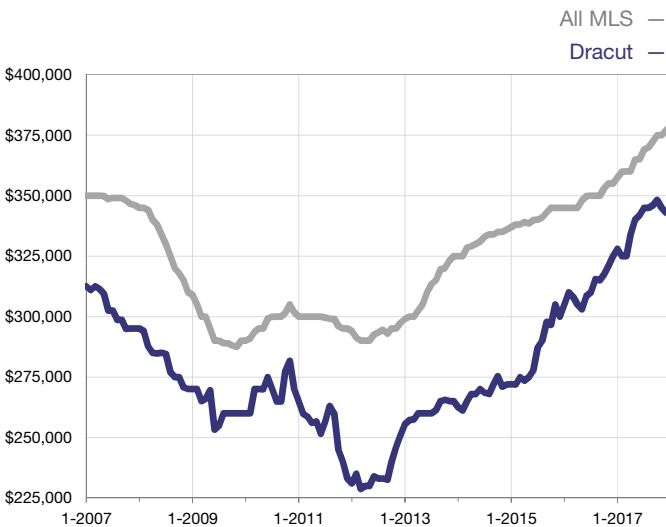
Condominium Properties

| Key Metrics | February | | | Year to Date | | |
|--|-----------|------------------|---------|--------------|------------------|---------|
| | 2017 | 2018 | + / - | 2017 | 2018 | + / - |
| Pending Sales | 9 | 16 | + 77.8% | 27 | 29 | + 7.4% |
| Closed Sales | 8 | 6 | - 25.0% | 15 | 18 | + 20.0% |
| Median Sales Price* | \$184,450 | \$143,500 | - 22.2% | \$186,000 | \$203,000 | + 9.1% |
| Inventory of Homes for Sale | 35 | 12 | - 65.7% | -- | -- | -- |
| Months Supply of Inventory | 2.6 | 0.8 | - 69.2% | -- | -- | -- |
| Cumulative Days on Market Until Sale | 34 | 40 | + 17.6% | 28 | 49 | + 75.0% |
| Percent of Original List Price Received* | 96.4% | 95.7% | - 0.7% | 97.4% | 98.9% | + 1.5% |
| New Listings | 20 | 15 | - 25.0% | 43 | 28 | - 34.9% |

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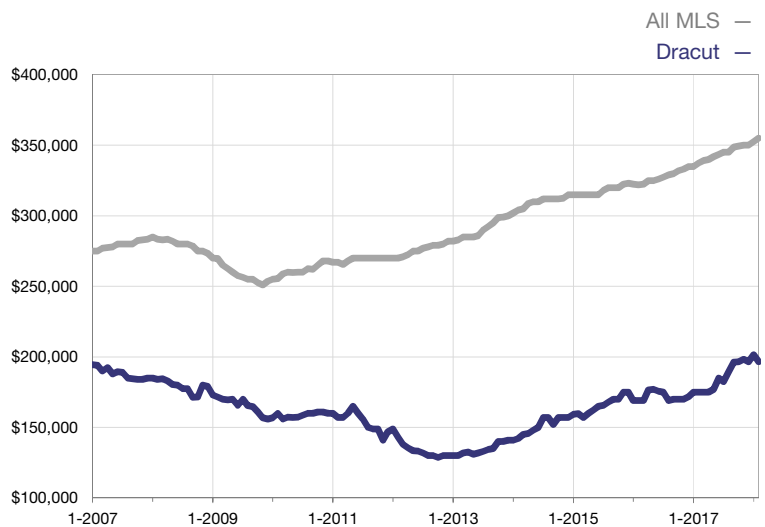
Median Sales Price – Single-Family Properties

Rolling 12-Month Calculation



Median Sales Price – Condominium Properties

Rolling 12-Month Calculation



MASSACHUSETTS ASSOCIATION OF REALTORS®



Local Market Update – February 2018

A RESEARCH TOOL PROVIDED BY THE MASSACHUSETTS ASSOCIATION OF REALTORS®

Dunstable

Single-Family Properties

| Key Metrics | February | | | Year to Date | | |
|--|-----------|------|----------|--------------|-----------|---------|
| | 2017 | 2018 | + / - | 2017 | 2018 | + / - |
| Pending Sales | 3 | 9 | + 200.0% | 6 | 11 | + 83.3% |
| Closed Sales | 3 | 0 | - 100.0% | 6 | 2 | - 66.7% |
| Median Sales Price* | \$420,000 | \$0 | - 100.0% | \$452,450 | \$554,798 | + 22.6% |
| Inventory of Homes for Sale | 16 | 13 | - 18.8% | -- | -- | -- |
| Months Supply of Inventory | 4.6 | 3.3 | - 28.3% | -- | -- | -- |
| Cumulative Days on Market Until Sale | 77 | 0 | - 100.0% | 64 | 11 | - 82.8% |
| Percent of Original List Price Received* | 106.7% | 0.0% | - 100.0% | 101.8% | 100.6% | - 1.2% |
| New Listings | 4 | 6 | + 50.0% | 6 | 11 | + 83.3% |

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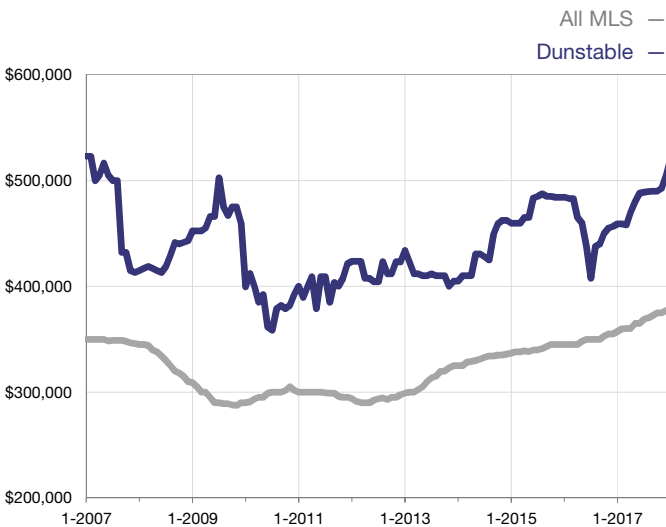
Condominium Properties

| Key Metrics | February | | | 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 | -- |

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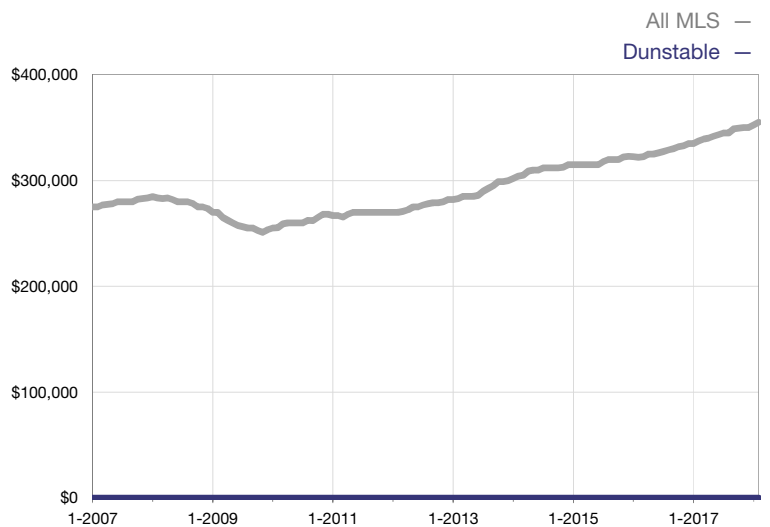
Median Sales Price – Single-Family Properties

Rolling 12-Month Calculation



Median Sales Price – Condominium Properties

Rolling 12-Month Calculation



MASSACHUSETTS ASSOCIATION OF REALTORS®



Local Market Update – February 2018

A RESEARCH TOOL PROVIDED BY THE MASSACHUSETTS ASSOCIATION OF REALTORS®



Northeast Association of REALTORS®

+ 4.7%

Year-Over-Year
Change in
Closed Sales
All Properties

+ 14.1%

Year-Over-Year
Change in
Median Sales Price
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- 28.6%

Year-Over-Year
Change in
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All Properties

Single-Family Properties

| | February | | | Year to Date | | |
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| | 2017 | 2018 | + / - | 2017 | 2018 | + / - |
| Pending Sales | 213 | 268 | + 25.8% | 435 | 477 | + 9.7% |
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| Median Sales Price* | \$338,950 | \$380,000 | + 12.1% | \$376,250 | \$399,950 | + 6.3% |
| Inventory of Homes for Sale | 523 | 395 | - 24.5% | -- | -- | -- |
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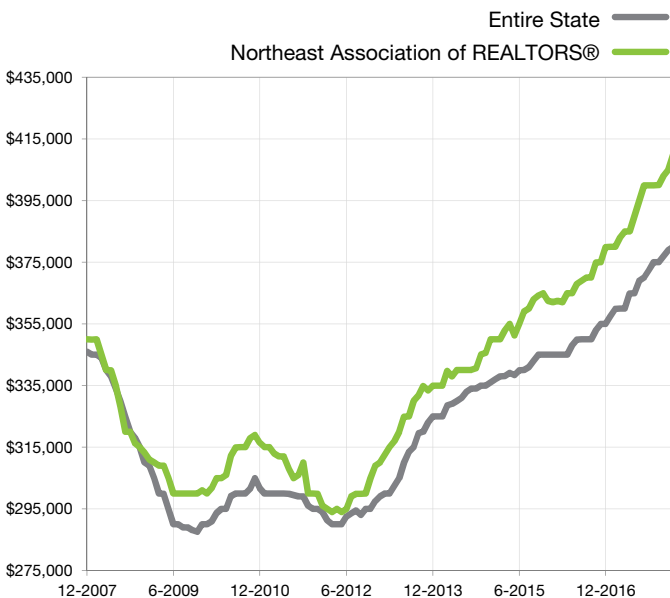
Condominium Properties

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| Inventory of Homes for Sale | 217 | 133 | - 38.7% | -- | -- | -- |
| Months Supply of Inventory | 1.6 | 1.0 | - 35.3% | -- | -- | -- |
| Cumulative Days on Market Until Sale | 52 | 48 | - 8.2% | 51 | 55 | + 7.5% |
| Percent of Original List Price Received* | 98.4% | 100.2% | + 1.9% | 98.1% | 99.0% | + 0.8% |
| New Listings | 106 | 119 | + 12.3% | 238 | 251 | + 5.5% |

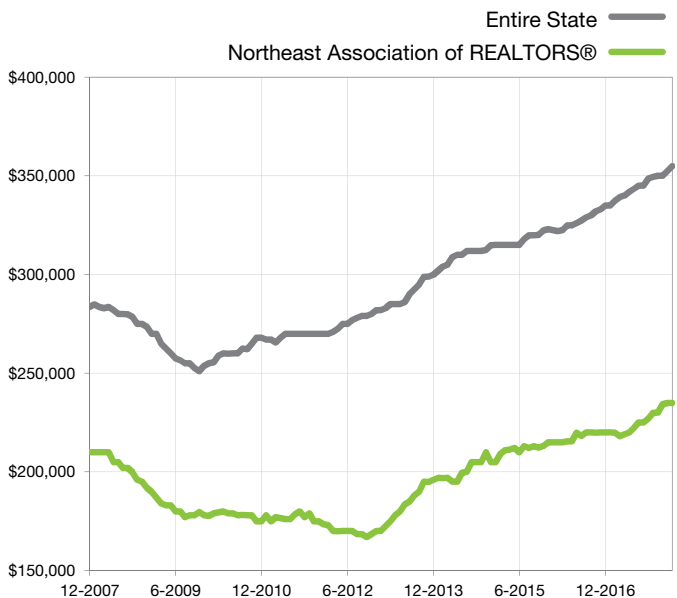
* Does not account for seller concessions. | Activity for one month can sometimes look extreme due to small sample size.

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 2018

A RESEARCH TOOL PROVIDED BY THE MASSACHUSETTS ASSOCIATION OF REALTORS®

Lawrence

Single-Family Properties

| Key Metrics | February | | | Year to Date | | |
|--|-----------|------------------|----------|--------------|------------------|---------|
| | 2017 | 2018 | + / - | 2017 | 2018 | + / - |
| Pending Sales | 15 | 14 | - 6.7% | 31 | 33 | + 6.5% |
| Closed Sales | 16 | 18 | + 12.5% | 29 | 30 | + 3.4% |
| Median Sales Price* | \$209,500 | \$265,450 | + 26.7% | \$200,000 | \$265,000 | + 32.5% |
| Inventory of Homes for Sale | 27 | 20 | - 25.9% | -- | -- | -- |
| Months Supply of Inventory | 1.4 | 1.1 | - 21.4% | -- | -- | -- |
| Cumulative Days on Market Until Sale | 63 | 71 | + 12.7% | 59 | 60 | + 1.7% |
| Percent of Original List Price Received* | 95.5% | 96.2% | + 0.7% | 96.1% | 97.9% | + 1.9% |
| New Listings | 10 | 20 | + 100.0% | 31 | 32 | + 3.2% |

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

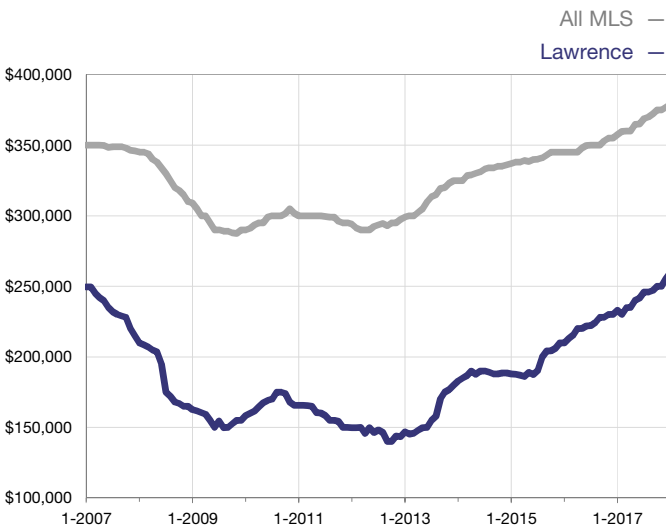
Condominium Properties

| Key Metrics | February | | | Year to Date | | |
|--|-----------|------------------|---------|--------------|------------------|----------|
| | 2017 | 2018 | + / - | 2017 | 2018 | + / - |
| Pending Sales | 4 | 4 | 0.0% | 9 | 6 | - 33.3% |
| Closed Sales | 7 | 6 | - 14.3% | 15 | 9 | - 40.0% |
| Median Sales Price* | \$140,000 | \$170,000 | + 21.4% | \$105,000 | \$190,000 | + 81.0% |
| Inventory of Homes for Sale | 16 | 7 | - 56.3% | -- | -- | -- |
| Months Supply of Inventory | 3.2 | 1.1 | - 65.6% | -- | -- | -- |
| Cumulative Days on Market Until Sale | 45 | 54 | + 20.0% | 40 | 87 | + 117.5% |
| Percent of Original List Price Received* | 97.3% | 107.9% | + 10.9% | 96.7% | 103.5% | + 7.0% |
| New Listings | 8 | 3 | - 62.5% | 13 | 14 | + 7.7% |

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

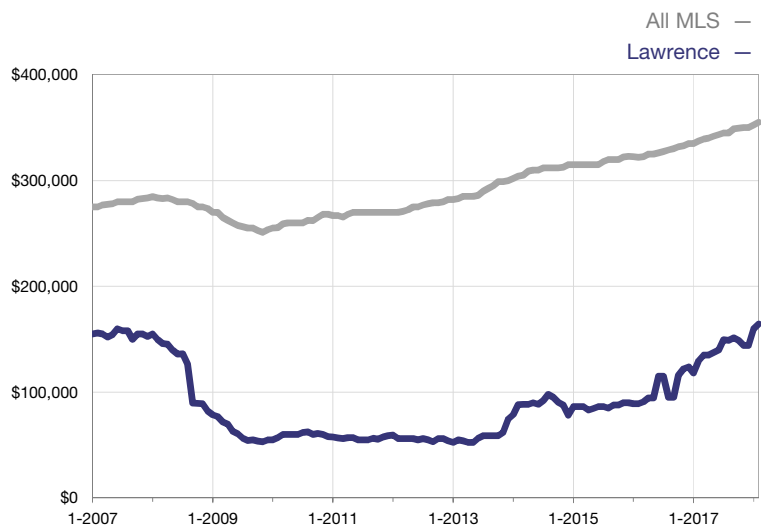
Median Sales Price – Single-Family Properties

Rolling 12-Month Calculation



Median Sales Price – Condominium Properties

Rolling 12-Month Calculation



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Local Market Update – February 2018

A RESEARCH TOOL PROVIDED BY THE MASSACHUSETTS ASSOCIATION OF REALTORS®

Littleton

Single-Family Properties

| Key Metrics | February | | | Year to Date | | |
|--|-----------|------------------|---------|--------------|------------------|---------|
| | 2017 | 2018 | + / - | 2017 | 2018 | + / - |
| Pending Sales | 7 | 6 | - 14.3% | 16 | 14 | - 12.5% |
| Closed Sales | 6 | 8 | + 33.3% | 14 | 16 | + 14.3% |
| Median Sales Price* | \$587,500 | \$629,500 | + 7.1% | \$567,000 | \$557,500 | - 1.7% |
| Inventory of Homes for Sale | 34 | 26 | - 23.5% | -- | -- | -- |
| Months Supply of Inventory | 2.8 | 2.2 | - 21.4% | -- | -- | -- |
| Cumulative Days on Market Until Sale | 134 | 62 | - 53.7% | 124 | 70 | - 43.5% |
| Percent of Original List Price Received* | 94.4% | 98.6% | + 4.4% | 94.7% | 96.5% | + 1.9% |
| New Listings | 10 | 12 | + 20.0% | 29 | 19 | - 34.5% |

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

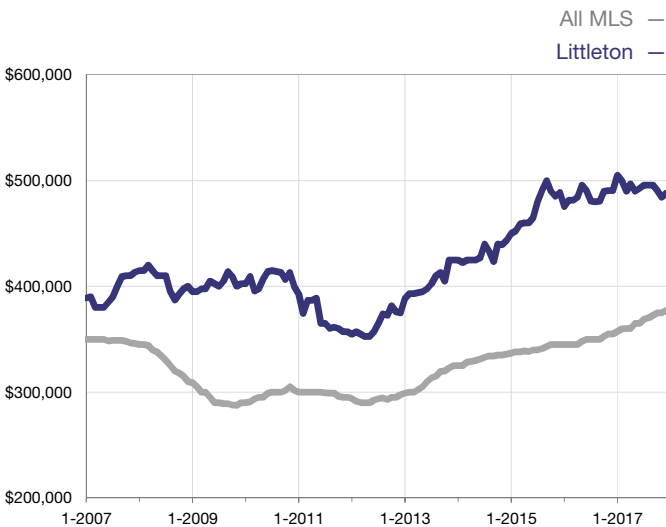
Condominium Properties

| Key Metrics | February | | | Year to Date | | |
|--|-----------|------------------|----------|--------------|------------------|----------|
| | 2017 | 2018 | + / - | 2017 | 2018 | + / - |
| Pending Sales | 0 | 1 | -- | 0 | 2 | -- |
| Closed Sales | 1 | 2 | + 100.0% | 1 | 2 | + 100.0% |
| Median Sales Price* | \$250,000 | \$340,000 | + 36.0% | \$250,000 | \$340,000 | + 36.0% |
| Inventory of Homes for Sale | 0 | 1 | -- | -- | -- | -- |
| Months Supply of Inventory | 0.0 | 0.6 | -- | -- | -- | -- |
| Cumulative Days on Market Until Sale | 344 | 11 | - 96.8% | 344 | 11 | - 96.8% |
| Percent of Original List Price Received* | 86.2% | 99.8% | + 15.8% | 86.2% | 99.8% | + 15.8% |
| New Listings | 0 | 0 | -- | 0 | 2 | -- |

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

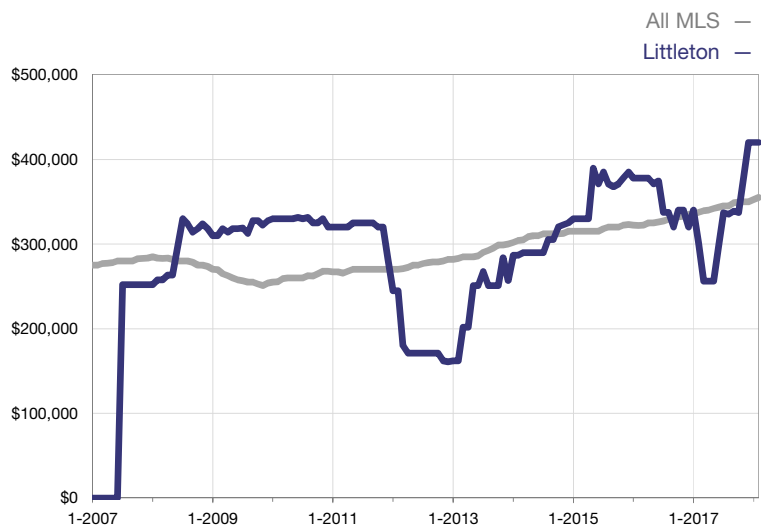
Median Sales Price – Single-Family Properties

Rolling 12-Month Calculation



Median Sales Price – Condominium Properties

Rolling 12-Month Calculation



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Local Market Update – February 2018

A RESEARCH TOOL PROVIDED BY THE MASSACHUSETTS ASSOCIATION OF REALTORS®

Lowell

Single-Family Properties

| Key Metrics | February | | | Year to Date | | |
|--|-----------|------------------|---------|--------------|------------------|---------|
| | 2017 | 2018 | + / - | 2017 | 2018 | + / - |
| Pending Sales | 37 | 49 | + 32.4% | 79 | 81 | + 2.5% |
| Closed Sales | 33 | 27 | - 18.2% | 60 | 54 | - 10.0% |
| Median Sales Price* | \$255,000 | \$281,500 | + 10.4% | \$247,000 | \$302,720 | + 22.6% |
| Inventory of Homes for Sale | 70 | 50 | - 28.6% | -- | -- | -- |
| Months Supply of Inventory | 1.7 | 1.2 | - 29.4% | -- | -- | -- |
| Cumulative Days on Market Until Sale | 62 | 42 | - 32.3% | 54 | 45 | - 16.7% |
| Percent of Original List Price Received* | 97.2% | 97.7% | + 0.5% | 96.5% | 98.2% | + 1.8% |
| New Listings | 35 | 53 | + 51.4% | 83 | 94 | + 13.3% |

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

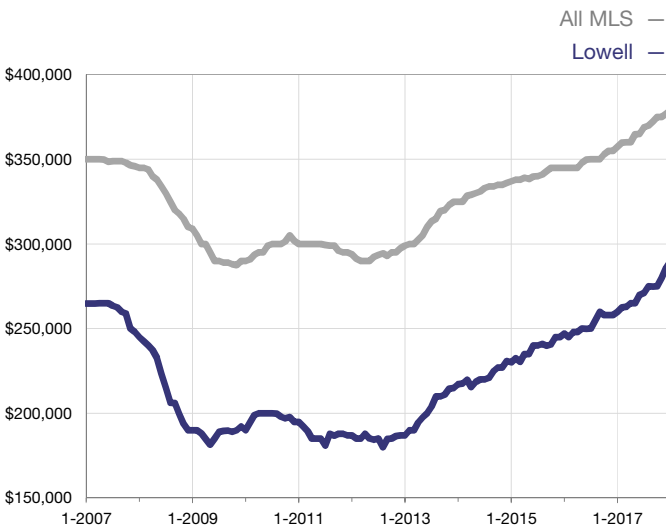
Condominium Properties

| Key Metrics | February | | | Year to Date | | |
|--|-----------|------------------|---------|--------------|------------------|---------|
| | 2017 | 2018 | + / - | 2017 | 2018 | + / - |
| Pending Sales | 25 | 30 | + 20.0% | 46 | 55 | + 19.6% |
| Closed Sales | 23 | 19 | - 17.4% | 54 | 41 | - 24.1% |
| Median Sales Price* | \$183,000 | \$197,900 | + 8.1% | \$179,520 | \$177,000 | - 1.4% |
| Inventory of Homes for Sale | 39 | 31 | - 20.5% | -- | -- | -- |
| Months Supply of Inventory | 1.2 | 1.1 | - 8.3% | -- | -- | -- |
| Cumulative Days on Market Until Sale | 46 | 55 | + 19.6% | 53 | 70 | + 32.1% |
| Percent of Original List Price Received* | 96.0% | 97.5% | + 1.6% | 97.5% | 95.9% | - 1.6% |
| New Listings | 19 | 33 | + 73.7% | 45 | 59 | + 31.1% |

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

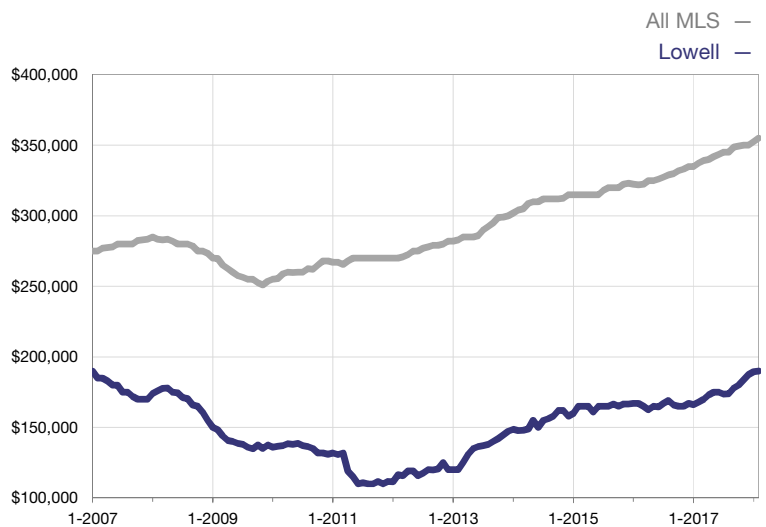
Median Sales Price – Single-Family Properties

Rolling 12-Month Calculation



Median Sales Price – Condominium Properties

Rolling 12-Month Calculation



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Local Market Update – February 2018

A RESEARCH TOOL PROVIDED BY THE MASSACHUSETTS ASSOCIATION OF REALTORS®

Methuen

Single-Family Properties

| Key Metrics | February | | | Year to Date | | |
|--|-----------|------------------|---------|--------------|------------------|---------|
| | 2017 | 2018 | + / - | 2017 | 2018 | + / - |
| Pending Sales | 21 | 36 | + 71.4% | 44 | 59 | + 34.1% |
| Closed Sales | 18 | 25 | + 38.9% | 45 | 52 | + 15.6% |
| Median Sales Price* | \$297,500 | \$324,500 | + 9.1% | \$320,000 | \$359,250 | + 12.3% |
| Inventory of Homes for Sale | 48 | 44 | - 8.3% | -- | -- | -- |
| Months Supply of Inventory | 1.2 | 1.1 | - 8.3% | -- | -- | -- |
| Cumulative Days on Market Until Sale | 63 | 43 | - 31.7% | 48 | 56 | + 16.7% |
| Percent of Original List Price Received* | 98.7% | 97.6% | - 1.1% | 98.7% | 96.9% | - 1.8% |
| New Listings | 29 | 38 | + 31.0% | 52 | 66 | + 26.9% |

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

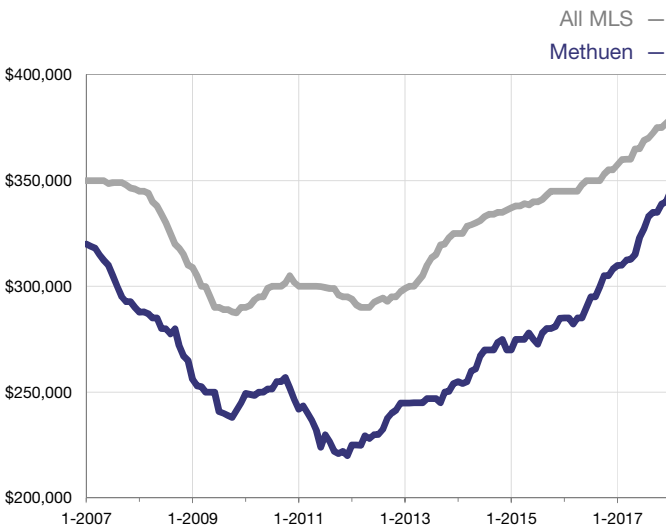
Condominium Properties

| Key Metrics | February | | | Year to Date | | |
|--|-----------|------------------|---------|--------------|------------------|---------|
| | 2017 | 2018 | + / - | 2017 | 2018 | + / - |
| Pending Sales | 11 | 16 | + 45.5% | 25 | 36 | + 44.0% |
| Closed Sales | 6 | 3 | - 50.0% | 24 | 16 | - 33.3% |
| Median Sales Price* | \$459,486 | \$219,900 | - 52.1% | \$305,500 | \$236,250 | - 22.7% |
| Inventory of Homes for Sale | 36 | 14 | - 61.1% | -- | -- | -- |
| Months Supply of Inventory | 3.0 | 1.1 | - 63.3% | -- | -- | -- |
| Cumulative Days on Market Until Sale | 66 | 117 | + 77.3% | 58 | 85 | + 46.6% |
| Percent of Original List Price Received* | 98.6% | 99.0% | + 0.4% | 99.2% | 99.2% | 0.0% |
| New Listings | 16 | 13 | - 18.8% | 28 | 28 | 0.0% |

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

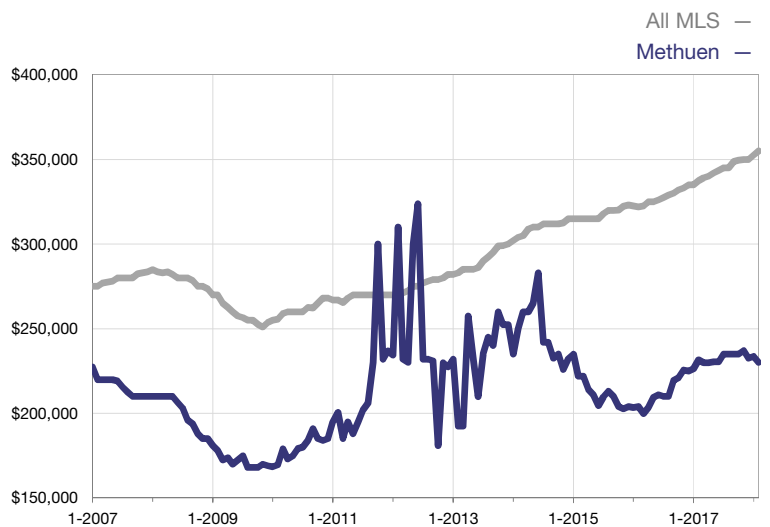
Median Sales Price – Single-Family Properties

Rolling 12-Month Calculation



Median Sales Price – Condominium Properties

Rolling 12-Month Calculation



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Local Market Update – February 2018

A RESEARCH TOOL PROVIDED BY THE MASSACHUSETTS ASSOCIATION OF REALTORS®

North Andover

Single-Family Properties

| Key Metrics | February | | | Year to Date | | |
|--|-----------|------------------|---------|--------------|------------------|---------|
| | 2017 | 2018 | + / - | 2017 | 2018 | + / - |
| Pending Sales | 13 | 19 | + 46.2% | 26 | 30 | + 15.4% |
| Closed Sales | 8 | 10 | + 25.0% | 26 | 26 | 0.0% |
| Median Sales Price* | \$440,500 | \$480,000 | + 9.0% | \$479,950 | \$487,500 | + 1.6% |
| Inventory of Homes for Sale | 34 | 27 | - 20.6% | -- | -- | -- |
| Months Supply of Inventory | 1.6 | 1.3 | - 18.8% | -- | -- | -- |
| Cumulative Days on Market Until Sale | 78 | 130 | + 66.7% | 59 | 99 | + 67.8% |
| Percent of Original List Price Received* | 91.8% | 93.4% | + 1.7% | 96.6% | 94.3% | - 2.4% |
| New Listings | 17 | 20 | + 17.6% | 34 | 31 | - 8.8% |

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

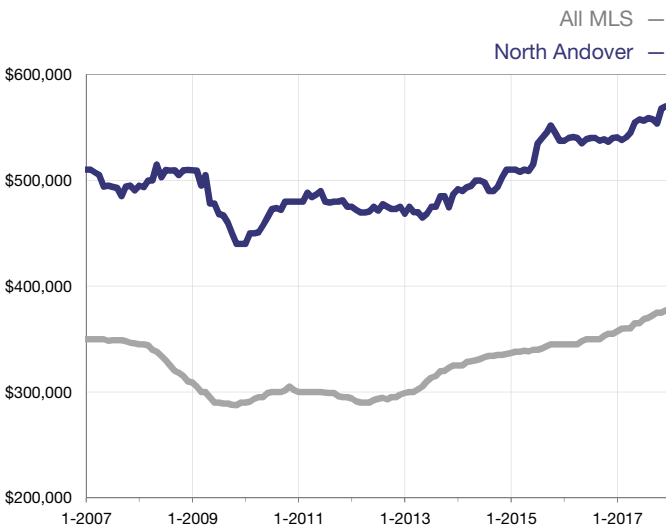
Condominium Properties

| Key Metrics | February | | | Year to Date | | |
|--|-----------|------------------|---------|--------------|------------------|---------|
| | 2017 | 2018 | + / - | 2017 | 2018 | + / - |
| Pending Sales | 12 | 12 | 0.0% | 25 | 24 | - 4.0% |
| Closed Sales | 8 | 12 | + 50.0% | 15 | 20 | + 33.3% |
| Median Sales Price* | \$257,500 | \$233,750 | - 9.2% | \$260,000 | \$255,000 | - 1.9% |
| Inventory of Homes for Sale | 25 | 13 | - 48.0% | -- | -- | -- |
| Months Supply of Inventory | 1.8 | 0.9 | - 50.0% | -- | -- | -- |
| Cumulative Days on Market Until Sale | 73 | 53 | - 27.4% | 66 | 47 | - 28.8% |
| Percent of Original List Price Received* | 102.9% | 100.1% | - 2.7% | 100.3% | 99.4% | - 0.9% |
| New Listings | 10 | 14 | + 40.0% | 25 | 22 | - 12.0% |

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

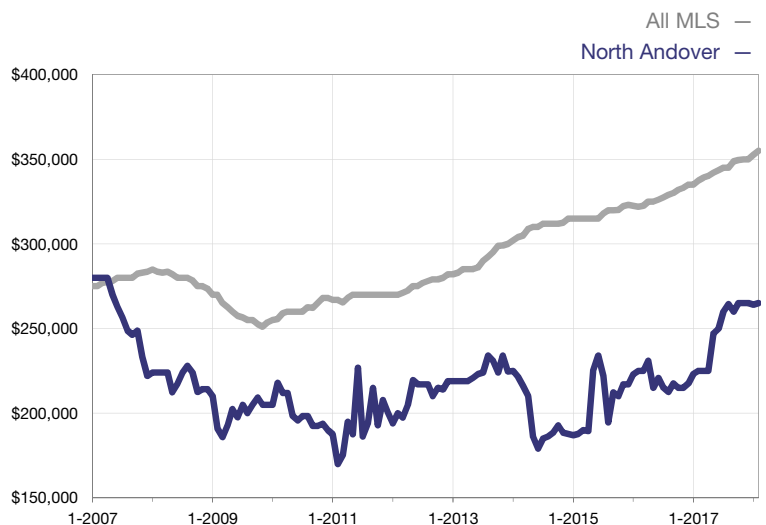
Median Sales Price – Single-Family Properties

Rolling 12-Month Calculation



Median Sales Price – Condominium Properties

Rolling 12-Month Calculation



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Local Market Update – February 2018

A RESEARCH TOOL PROVIDED BY THE MASSACHUSETTS ASSOCIATION OF REALTORS®

Tewksbury

Single-Family Properties

| Key Metrics | February | | | Year to Date | | |
|--|-----------|------------------|---------|--------------|------------------|---------|
| | 2017 | 2018 | + / - | 2017 | 2018 | + / - |
| Pending Sales | 11 | 15 | + 36.4% | 31 | 29 | - 6.5% |
| Closed Sales | 15 | 14 | - 6.7% | 29 | 31 | + 6.9% |
| Median Sales Price* | \$455,000 | \$400,000 | - 12.1% | \$421,500 | \$369,900 | - 12.2% |
| Inventory of Homes for Sale | 21 | 19 | - 9.5% | -- | -- | -- |
| Months Supply of Inventory | 0.9 | 0.8 | - 11.1% | -- | -- | -- |
| Cumulative Days on Market Until Sale | 51 | 52 | + 2.0% | 53 | 53 | 0.0% |
| Percent of Original List Price Received* | 100.5% | 97.0% | - 3.5% | 101.7% | 98.1% | - 3.5% |
| New Listings | 16 | 22 | + 37.5% | 38 | 34 | - 10.5% |

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

Condominium Properties

| Key Metrics | February | | | Year to Date | | |
|--|-----------|------------------|----------|--------------|------------------|----------|
| | 2017 | 2018 | + / - | 2017 | 2018 | + / - |
| Pending Sales | 4 | 3 | - 25.0% | 10 | 8 | - 20.0% |
| Closed Sales | 6 | 4 | - 33.3% | 14 | 7 | - 50.0% |
| Median Sales Price* | \$282,500 | \$332,000 | + 17.5% | \$309,950 | \$332,000 | + 7.1% |
| Inventory of Homes for Sale | 9 | 4 | - 55.6% | -- | -- | -- |
| Months Supply of Inventory | 0.6 | 0.4 | - 33.3% | -- | -- | -- |
| Cumulative Days on Market Until Sale | 23 | 34 | + 47.8% | 14 | 45 | + 221.4% |
| Percent of Original List Price Received* | 99.8% | 101.0% | + 1.2% | 101.1% | 99.1% | - 2.0% |
| New Listings | 5 | 0 | - 100.0% | 16 | 4 | - 75.0% |

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

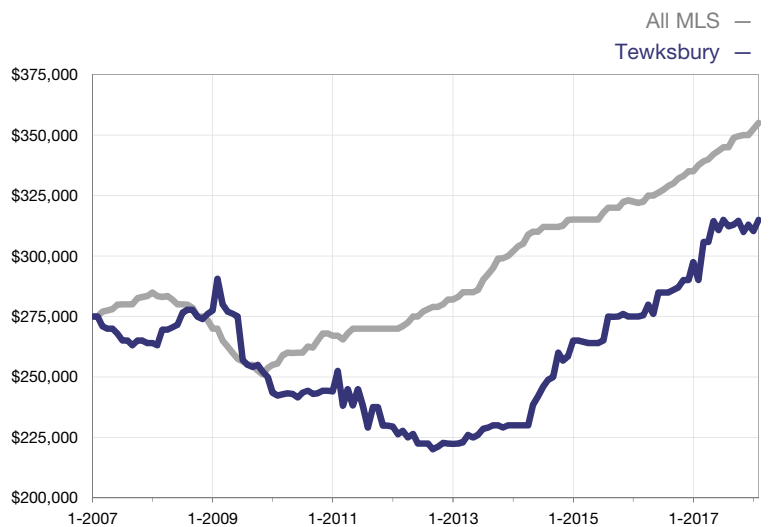
Median Sales Price – Single-Family Properties

Rolling 12-Month Calculation



Median Sales Price – Condominium Properties

Rolling 12-Month Calculation



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Local Market Update – February 2018

A RESEARCH TOOL PROVIDED BY THE MASSACHUSETTS ASSOCIATION OF REALTORS®

Tyngsborough

Single-Family Properties

| Key Metrics | February | | | Year to Date | | |
|--|-----------|------------------|----------|--------------|------------------|----------|
| | 2017 | 2018 | + / - | 2017 | 2018 | + / - |
| Pending Sales | 9 | 1 | - 88.9% | 12 | 7 | - 41.7% |
| Closed Sales | 3 | 9 | + 200.0% | 6 | 16 | + 166.7% |
| Median Sales Price* | \$255,000 | \$339,000 | + 32.9% | \$377,000 | \$356,250 | - 5.5% |
| Inventory of Homes for Sale | 26 | 14 | - 46.2% | -- | -- | -- |
| Months Supply of Inventory | 2.7 | 1.5 | - 44.4% | -- | -- | -- |
| Cumulative Days on Market Until Sale | 36 | 49 | + 36.1% | 31 | 49 | + 58.1% |
| Percent of Original List Price Received* | 93.5% | 96.5% | + 3.2% | 96.1% | 96.0% | - 0.1% |
| New Listings | 9 | 8 | - 11.1% | 18 | 12 | - 33.3% |

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

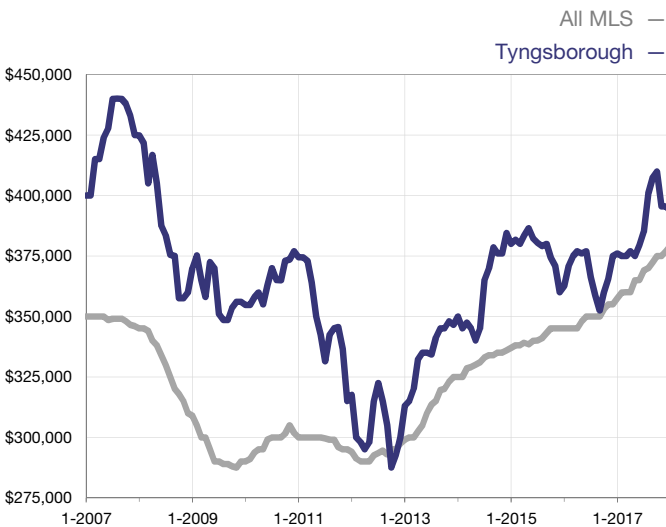
Condominium Properties

| Key Metrics | February | | | Year to Date | | |
|--|-----------|------------------|----------|--------------|------------------|----------|
| | 2017 | 2018 | + / - | 2017 | 2018 | + / - |
| Pending Sales | 5 | 6 | + 20.0% | 7 | 16 | + 128.6% |
| Closed Sales | 5 | 5 | 0.0% | 12 | 6 | - 50.0% |
| Median Sales Price* | \$200,000 | \$269,900 | + 35.0% | \$200,000 | \$297,450 | + 48.7% |
| Inventory of Homes for Sale | 5 | 5 | 0.0% | -- | -- | -- |
| Months Supply of Inventory | 0.8 | 1.0 | + 25.0% | -- | -- | -- |
| Cumulative Days on Market Until Sale | 119 | 37 | - 68.9% | 71 | 38 | - 46.5% |
| Percent of Original List Price Received* | 97.7% | 99.1% | + 1.4% | 97.2% | 98.3% | + 1.1% |
| New Listings | 3 | 7 | + 133.3% | 5 | 17 | + 240.0% |

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

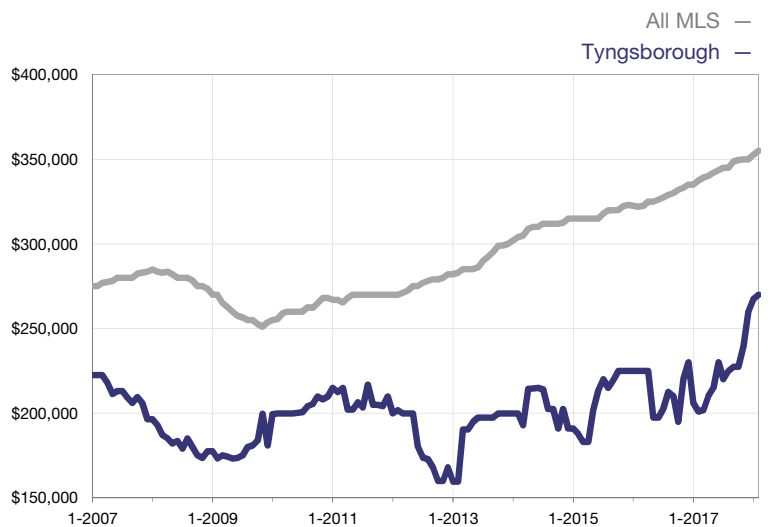
Median Sales Price – Single-Family Properties

Rolling 12-Month Calculation



Median Sales Price – Condominium Properties

Rolling 12-Month Calculation



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Local Market Update – February 2018

A RESEARCH TOOL PROVIDED BY THE MASSACHUSETTS ASSOCIATION OF REALTORS®

Westford

Single-Family Properties

| Key Metrics | February | | | Year to Date | | |
|--|-----------|------------------|----------|--------------|------------------|---------|
| | 2017 | 2018 | + / - | 2017 | 2018 | + / - |
| Pending Sales | 9 | 18 | + 100.0% | 23 | 35 | + 52.2% |
| Closed Sales | 13 | 8 | - 38.5% | 24 | 20 | - 16.7% |
| Median Sales Price* | \$451,900 | \$546,950 | + 21.0% | \$453,450 | \$587,500 | + 29.6% |
| Inventory of Homes for Sale | 38 | 25 | - 34.2% | -- | -- | -- |
| Months Supply of Inventory | 2.1 | 1.2 | - 42.9% | -- | -- | -- |
| Cumulative Days on Market Until Sale | 107 | 80 | - 25.2% | 90 | 100 | + 11.1% |
| Percent of Original List Price Received* | 94.3% | 94.9% | + 0.6% | 96.1% | 95.7% | - 0.4% |
| New Listings | 16 | 26 | + 62.5% | 32 | 45 | + 40.6% |

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

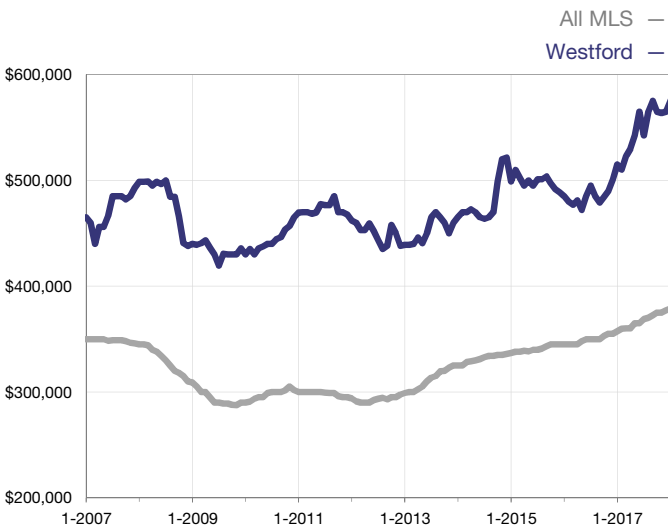
Condominium Properties

| Key Metrics | February | | | Year to Date | | |
|--|----------|------------------|----------|--------------|------------------|----------|
| | 2017 | 2018 | + / - | 2017 | 2018 | + / - |
| Pending Sales | 1 | 3 | + 200.0% | 3 | 5 | + 66.7% |
| Closed Sales | 0 | 1 | -- | 2 | 6 | + 200.0% |
| Median Sales Price* | \$0 | \$347,500 | -- | \$378,500 | \$409,700 | + 8.2% |
| Inventory of Homes for Sale | 13 | 5 | - 61.5% | -- | -- | -- |
| Months Supply of Inventory | 2.0 | 1.2 | - 40.0% | -- | -- | -- |
| Cumulative Days on Market Until Sale | 0 | 19 | -- | 55 | 44 | - 20.0% |
| Percent of Original List Price Received* | 0.0% | 102.5% | -- | 97.1% | 100.0% | + 3.0% |
| New Listings | 3 | 4 | + 33.3% | 8 | 6 | - 25.0% |

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

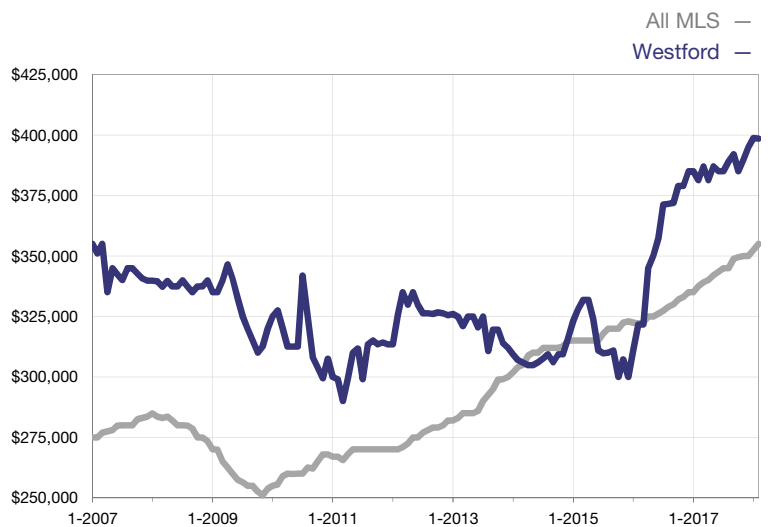
Median Sales Price – Single-Family Properties

Rolling 12-Month Calculation



Median Sales Price – Condominium Properties

Rolling 12-Month Calculation



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