



NORTHEAST ASSOCIATION OF
REALTORS®

March 2018 Housing Data

NEAR Region and individual city and town reports



Northeast Association of REALTORS®
6 Liberty Way, Suite 204
Westford, MA 01886
O: 978-577-6138/F: 978-577-6156
www.NortheastRealtors.com



Local Market Update – March 2018

A RESEARCH TOOL PROVIDED BY THE MASSACHUSETTS ASSOCIATION OF REALTORS®



Northeast Association of REALTORS®

- 4.3%

Year-Over-Year
Change in
Closed Sales
All Properties

+ 12.7%

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

- 34.4%

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

Single-Family Properties

	March			Year to Date		
	2017	2018	+ / -	2017	2018	+ / -
Pending Sales	332	365	+ 9.9%	767	818	+ 6.6%
Closed Sales	236	224	- 5.1%	636	641	+ 0.8%
Median Sales Price*	\$375,000	\$391,000	+ 4.3%	\$375,000	\$399,900	+ 6.6%
Inventory of Homes for Sale	561	370	- 34.0%	--	--	--
Months Supply of Inventory	1.7	1.1	- 33.3%	--	--	--
Cumulative Days on Market Until Sale	77	54	- 29.4%	71	59	- 16.0%
Percent of Original List Price Received*	98.5%	98.2%	- 0.3%	98.0%	97.7%	- 0.3%
New Listings	418	366	- 12.4%	941	899	- 4.5%

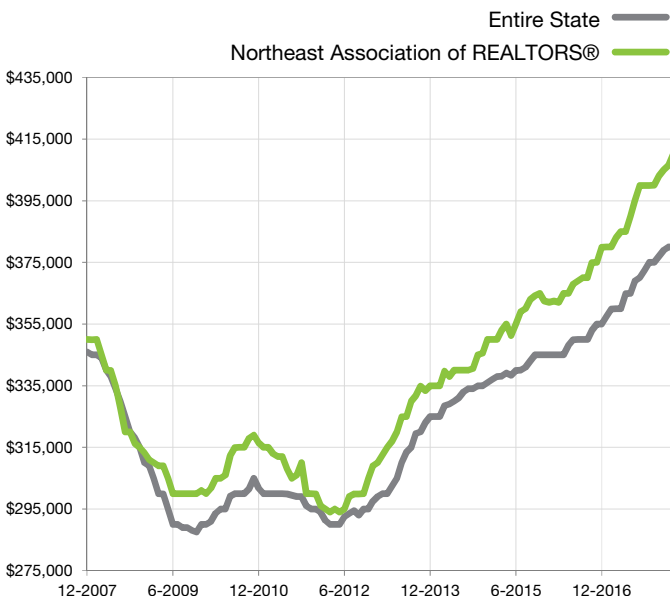
Condominium Properties

	March			Year to Date		
	2017	2018	+ / -	2017	2018	+ / -
Pending Sales	161	160	- 0.6%	351	387	+ 10.3%
Closed Sales	112	109	- 2.7%	304	287	- 5.6%
Median Sales Price*	\$206,700	\$238,000	+ 15.1%	\$203,075	\$237,000	+ 16.7%
Inventory of Homes for Sale	230	149	- 35.2%	--	--	--
Months Supply of Inventory	1.7	1.1	- 31.1%	--	--	--
Cumulative Days on Market Until Sale	60	49	- 18.4%	54	53	- 1.7%
Percent of Original List Price Received*	99.8%	99.6%	- 0.2%	98.7%	99.2%	+ 0.5%
New Listings	192	177	- 7.8%	430	429	- 0.2%

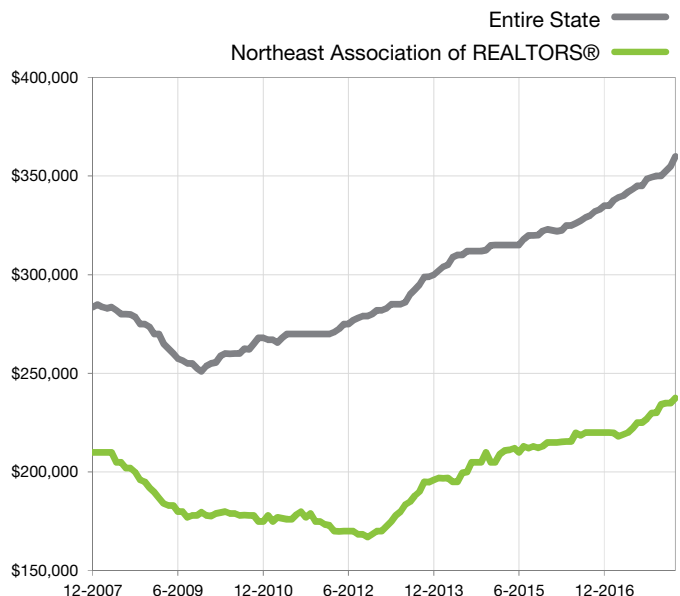
* Does not account for seller concessions. | Activity for one month can sometimes look extreme due to small sample size.

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.

Local Market Update – March 2018

A RESEARCH TOOL PROVIDED BY THE MASSACHUSETTS ASSOCIATION OF REALTORS®

Andover

Single-Family Properties

Key Metrics	March			Year to Date		
	2017	2018	+ / -	2017	2018	+ / -
Pending Sales	38	24	- 36.8%	78	55	- 29.5%
Closed Sales	22	16	- 27.3%	60	56	- 6.7%
Median Sales Price*	\$586,975	\$663,000	+ 13.0%	\$597,450	\$650,000	+ 8.8%
Inventory of Homes for Sale	73	37	- 49.3%	--	--	--
Months Supply of Inventory	2.4	1.2	- 50.0%	--	--	--
Cumulative Days on Market Until Sale	101	68	- 32.7%	94	65	- 30.9%
Percent of Original List Price Received*	97.2%	98.2%	+ 1.0%	97.0%	97.6%	+ 0.6%
New Listings	57	34	- 40.4%	119	69	- 42.0%

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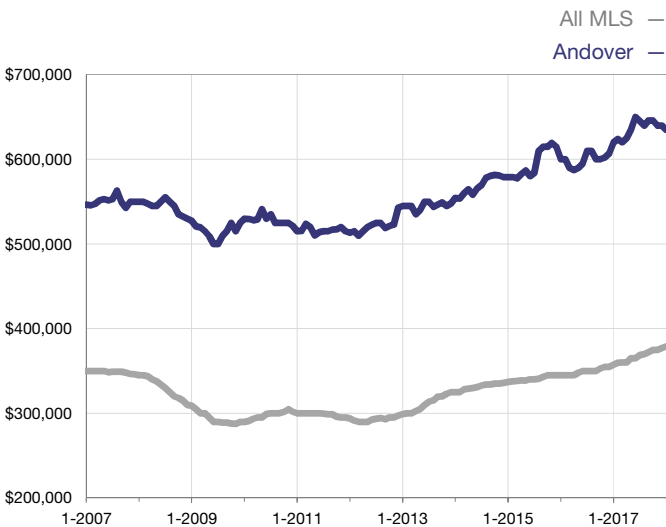
Condominium Properties

Key Metrics	March			Year to Date		
	2017	2018	+ / -	2017	2018	+ / -
Pending Sales	10	12	+ 20.0%	23	39	+ 69.6%
Closed Sales	6	15	+ 150.0%	24	34	+ 41.7%
Median Sales Price*	\$265,000	\$354,875	+ 33.9%	\$300,000	\$263,500	- 12.2%
Inventory of Homes for Sale	26	26	0.0%	--	--	--
Months Supply of Inventory	2.6	1.9	- 26.9%	--	--	--
Cumulative Days on Market Until Sale	66	49	- 25.8%	76	47	- 38.2%
Percent of Original List Price Received*	95.6%	99.4%	+ 4.0%	95.9%	101.2%	+ 5.5%
New Listings	14	12	- 14.3%	36	52	+ 44.4%

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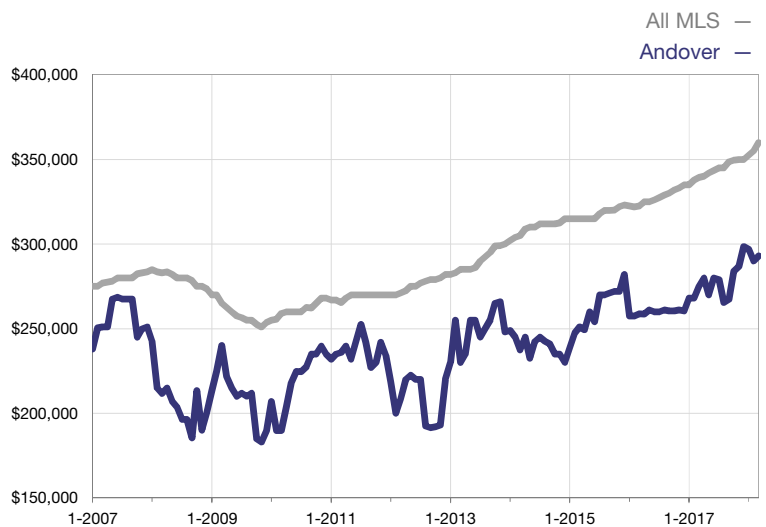
Median Sales Price – Single-Family Properties

Rolling 12-Month Calculation



Median Sales Price – Condominium Properties

Rolling 12-Month Calculation



MASSACHUSETTS ASSOCIATION OF REALTORS®



Local Market Update – March 2018

A RESEARCH TOOL PROVIDED BY THE MASSACHUSETTS ASSOCIATION OF REALTORS®

Billerica

Single-Family Properties

Key Metrics	March			Year to Date		
	2017	2018	+ / -	2017	2018	+ / -
Pending Sales	26	38	+ 46.2%	68	85	+ 25.0%
Closed Sales	22	22	0.0%	59	69	+ 16.9%
Median Sales Price*	\$419,500	\$420,000	+ 0.1%	\$410,000	\$442,000	+ 7.8%
Inventory of Homes for Sale	38	19	- 50.0%	--	--	--
Months Supply of Inventory	1.1	0.6	- 45.5%	--	--	--
Cumulative Days on Market Until Sale	46	42	- 8.7%	43	42	- 2.3%
Percent of Original List Price Received*	98.5%	99.1%	+ 0.6%	99.7%	99.8%	+ 0.1%
New Listings	33	27	- 18.2%	79	71	- 10.1%

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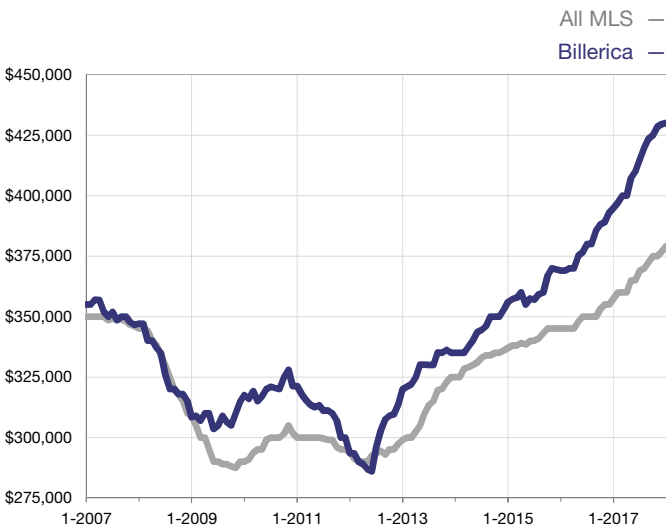
Condominium Properties

Key Metrics	March			Year to Date		
	2017	2018	+ / -	2017	2018	+ / -
Pending Sales	10	2	- 80.0%	15	10	- 33.3%
Closed Sales	4	5	+ 25.0%	10	17	+ 70.0%
Median Sales Price*	\$169,000	\$300,000	+ 77.5%	\$176,500	\$305,500	+ 73.1%
Inventory of Homes for Sale	7	2	- 71.4%	--	--	--
Months Supply of Inventory	0.8	0.4	- 50.0%	--	--	--
Cumulative Days on Market Until Sale	14	28	+ 100.0%	30	27	- 10.0%
Percent of Original List Price Received*	102.7%	99.1%	- 3.5%	100.3%	100.8%	+ 0.5%
New Listings	13	4	- 69.2%	21	11	- 47.6%

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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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Local Market Update – March 2018

A RESEARCH TOOL PROVIDED BY THE MASSACHUSETTS ASSOCIATION OF REALTORS®

Boxford

Single-Family Properties

Key Metrics	March			Year to Date		
	2017	2018	+ / -	2017	2018	+ / -
Pending Sales	10	11	+ 10.0%	18	21	+ 16.7%
Closed Sales	3	8	+ 166.7%	15	22	+ 46.7%
Median Sales Price*	\$483,000	\$595,000	+ 23.2%	\$639,000	\$620,000	- 3.0%
Inventory of Homes for Sale	28	34	+ 21.4%	--	--	--
Months Supply of Inventory	2.6	3.0	+ 15.4%	--	--	--
Cumulative Days on Market Until Sale	56	86	+ 53.6%	86	114	+ 32.6%
Percent of Original List Price Received*	95.1%	96.2%	+ 1.2%	94.1%	94.9%	+ 0.9%
New Listings	17	12	- 29.4%	31	31	0.0%

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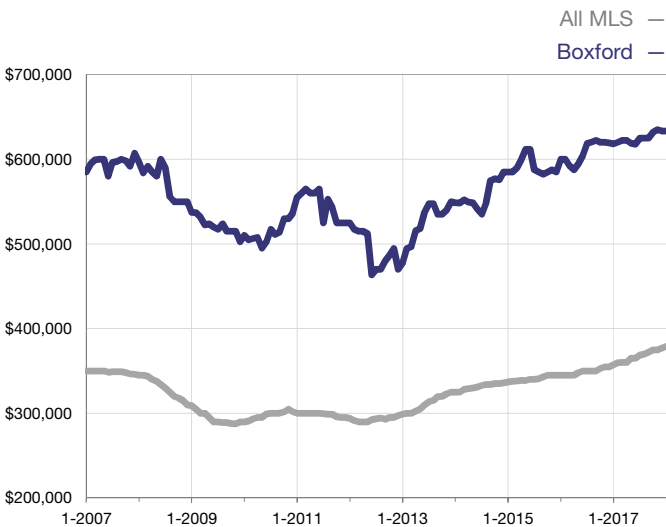
Condominium Properties

Key Metrics	March			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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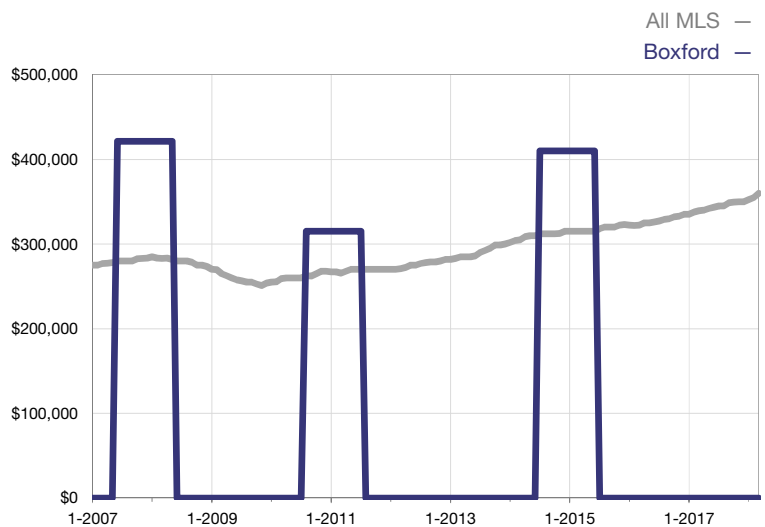
Median Sales Price – Single-Family Properties

Rolling 12-Month Calculation



Median Sales Price – Condominium Properties

Rolling 12-Month Calculation



MASSACHUSETTS ASSOCIATION OF REALTORS®



Local Market Update – March 2018

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Carlisle

Single-Family Properties

Key Metrics	March			Year to Date		
	2017	2018	+ / -	2017	2018	+ / -
Pending Sales	3	14	+ 366.7%	16	20	+ 25.0%
Closed Sales	7	3	- 57.1%	15	10	- 33.3%
Median Sales Price*	\$925,000	\$750,000	- 18.9%	\$820,000	\$832,000	+ 1.5%
Inventory of Homes for Sale	22	21	- 4.5%	--	--	--
Months Supply of Inventory	2.8	3.6	+ 28.6%	--	--	--
Cumulative Days on Market Until Sale	178	123	- 30.9%	140	150	+ 7.1%
Percent of Original List Price Received*	93.5%	85.9%	- 8.1%	94.8%	92.7%	- 2.2%
New Listings	14	14	0.0%	22	32	+ 45.5%

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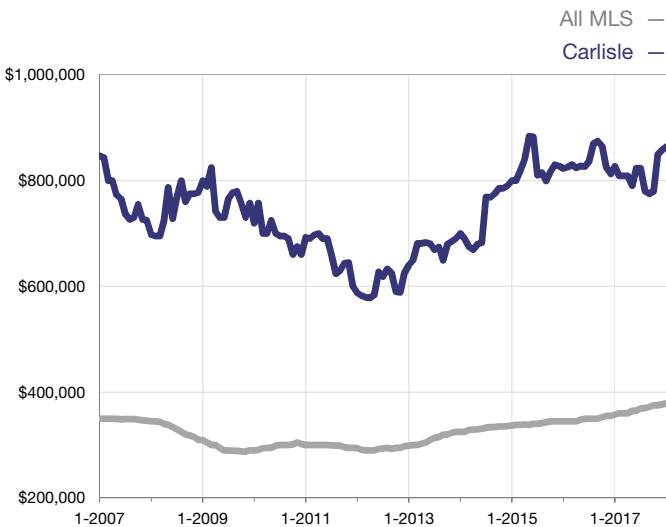
Condominium Properties

Key Metrics	March			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	2	2	0.0%	--	--	--
Months Supply of Inventory	2.0	1.0	- 50.0%	--	--	--
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	2	--	0	2	--

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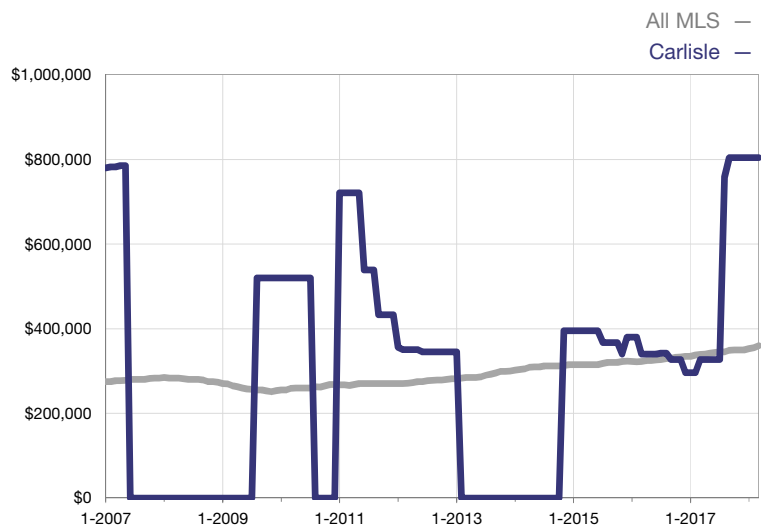
Median Sales Price – Single-Family Properties

Rolling 12-Month Calculation



Median Sales Price – Condominium Properties

Rolling 12-Month Calculation



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Local Market Update – March 2018

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Chelmsford

Single-Family Properties

Key Metrics	March			Year to Date		
	2017	2018	+ / -	2017	2018	+ / -
Pending Sales	33	27	- 18.2%	61	62	+ 1.6%
Closed Sales	18	14	- 22.2%	56	42	- 25.0%
Median Sales Price*	\$417,500	\$381,500	- 8.6%	\$398,500	\$420,000	+ 5.4%
Inventory of Homes for Sale	32	26	- 18.8%	--	--	--
Months Supply of Inventory	1.1	0.9	- 18.2%	--	--	--
Cumulative Days on Market Until Sale	120	42	- 65.0%	96	42	- 56.3%
Percent of Original List Price Received*	100.4%	100.4%	0.0%	98.8%	98.9%	+ 0.1%
New Listings	36	32	- 11.1%	71	66	- 7.0%

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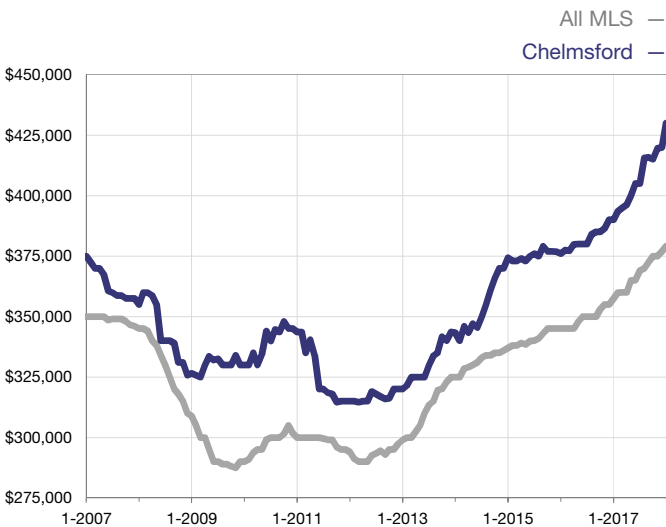
Condominium Properties

Key Metrics	March			Year to Date		
	2017	2018	+ / -	2017	2018	+ / -
Pending Sales	15	14	- 6.7%	35	31	- 11.4%
Closed Sales	12	4	- 66.7%	28	22	- 21.4%
Median Sales Price*	\$175,250	\$271,000	+ 54.6%	\$221,500	\$262,000	+ 18.3%
Inventory of Homes for Sale	14	18	+ 28.6%	--	--	--
Months Supply of Inventory	0.9	1.3	+ 44.4%	--	--	--
Cumulative Days on Market Until Sale	42	13	- 69.0%	32	35	+ 9.4%
Percent of Original List Price Received*	97.0%	105.2%	+ 8.5%	98.7%	98.4%	- 0.3%
New Listings	18	19	+ 5.6%	43	43	0.0%

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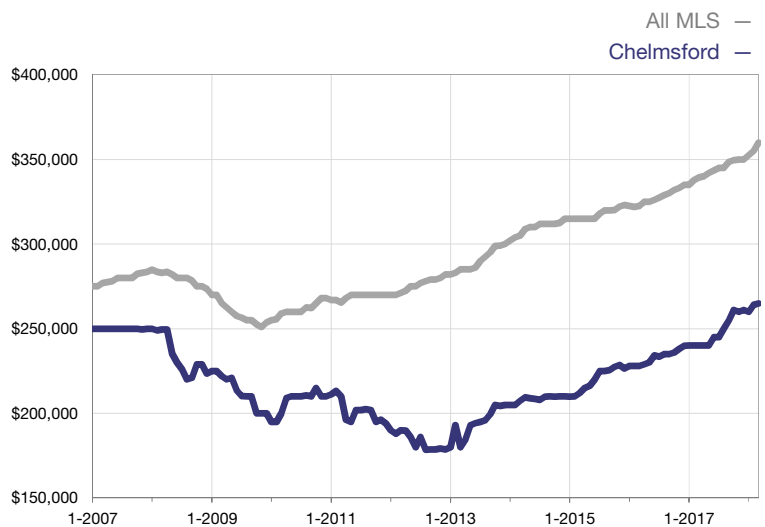
Median Sales Price – Single-Family Properties

Rolling 12-Month Calculation



Median Sales Price – Condominium Properties

Rolling 12-Month Calculation



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Local Market Update – March 2018

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Dracut

Single-Family Properties

Key Metrics	March			Year to Date		
	2017	2018	+ / -	2017	2018	+ / -
Pending Sales	25	22	- 12.0%	61	60	- 1.6%
Closed Sales	20	22	+ 10.0%	48	55	+ 14.6%
Median Sales Price*	\$340,500	\$356,000	+ 4.6%	\$333,500	\$355,000	+ 6.4%
Inventory of Homes for Sale	43	19	- 55.8%	--	--	--
Months Supply of Inventory	1.4	0.7	- 50.0%	--	--	--
Cumulative Days on Market Until Sale	89	36	- 59.6%	82	51	- 37.8%
Percent of Original List Price Received*	100.7%	98.3%	- 2.4%	99.4%	98.1%	- 1.3%
New Listings	30	19	- 36.7%	65	59	- 9.2%

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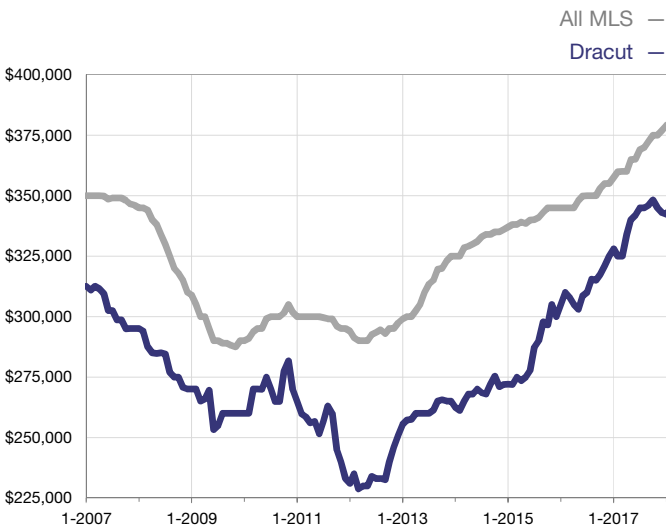
Condominium Properties

Key Metrics	March			Year to Date		
	2017	2018	+ / -	2017	2018	+ / -
Pending Sales	27	16	- 40.7%	54	45	- 16.7%
Closed Sales	12	16	+ 33.3%	27	35	+ 29.6%
Median Sales Price*	\$173,000	\$230,000	+ 32.9%	\$180,000	\$230,000	+ 27.8%
Inventory of Homes for Sale	24	12	- 50.0%	--	--	--
Months Supply of Inventory	1.8	0.8	- 55.6%	--	--	--
Cumulative Days on Market Until Sale	76	43	- 43.4%	49	49	0.0%
Percent of Original List Price Received*	108.5%	98.5%	- 9.2%	102.3%	98.8%	- 3.4%
New Listings	19	18	- 5.3%	62	46	- 25.8%

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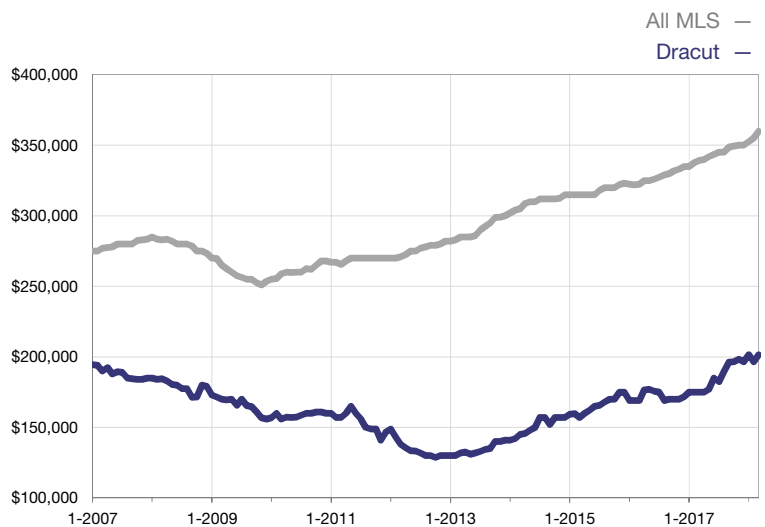
Median Sales Price – Single-Family Properties

Rolling 12-Month Calculation



Median Sales Price – Condominium Properties

Rolling 12-Month Calculation



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Local Market Update – March 2018

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Dunstable

Single-Family Properties

Key Metrics	March			Year to Date		
	2017	2018	+ / -	2017	2018	+ / -
Pending Sales	5	6	+ 20.0%	11	17	+ 54.5%
Closed Sales	2	2	0.0%	8	4	- 50.0%
Median Sales Price*	\$436,450	\$574,950	+ 31.7%	\$452,450	\$574,950	+ 27.1%
Inventory of Homes for Sale	17	11	- 35.3%	--	--	--
Months Supply of Inventory	4.7	2.8	- 40.4%	--	--	--
Cumulative Days on Market Until Sale	133	41	- 69.2%	81	26	- 67.9%
Percent of Original List Price Received*	93.9%	100.0%	+ 6.5%	99.8%	100.3%	+ 0.5%
New Listings	6	6	0.0%	12	17	+ 41.7%

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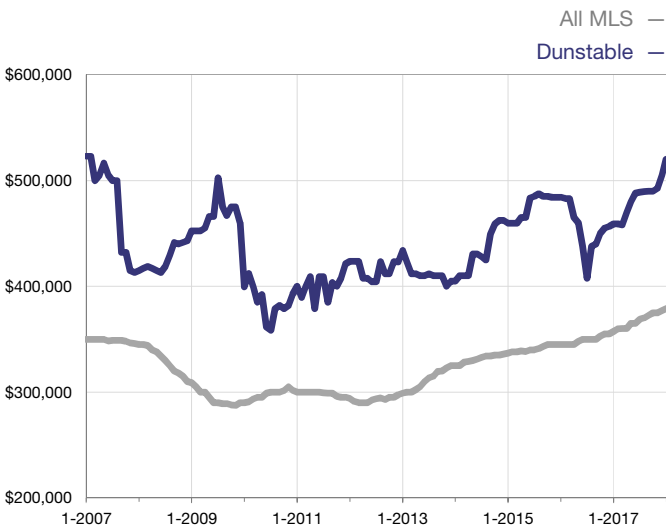
Condominium Properties

Key Metrics	March			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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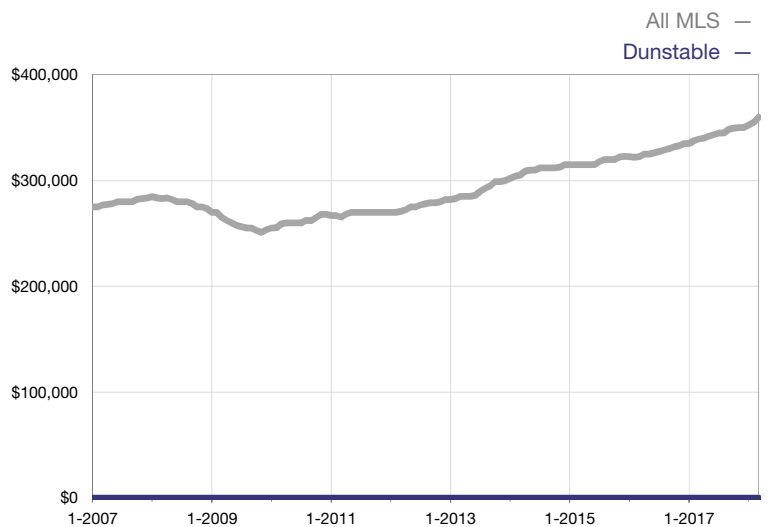
Median Sales Price – Single-Family Properties

Rolling 12-Month Calculation



Median Sales Price – Condominium Properties

Rolling 12-Month Calculation



MASSACHUSETTS ASSOCIATION OF REALTORS®



Local Market Update – March 2018

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Lawrence

Single-Family Properties

Key Metrics	March			Year to Date		
	2017	2018	+ / -	2017	2018	+ / -
Pending Sales	13	19	+ 46.2%	44	51	+ 15.9%
Closed Sales	16	17	+ 6.3%	45	47	+ 4.4%
Median Sales Price*	\$281,000	\$247,000	- 12.1%	\$229,900	\$260,000	+ 13.1%
Inventory of Homes for Sale	32	21	- 34.4%	--	--	--
Months Supply of Inventory	1.7	1.1	- 35.3%	--	--	--
Cumulative Days on Market Until Sale	58	42	- 27.6%	58	53	- 8.6%
Percent of Original List Price Received*	99.6%	96.2%	- 3.4%	97.4%	97.3%	- 0.1%
New Listings	20	20	0.0%	51	52	+ 2.0%

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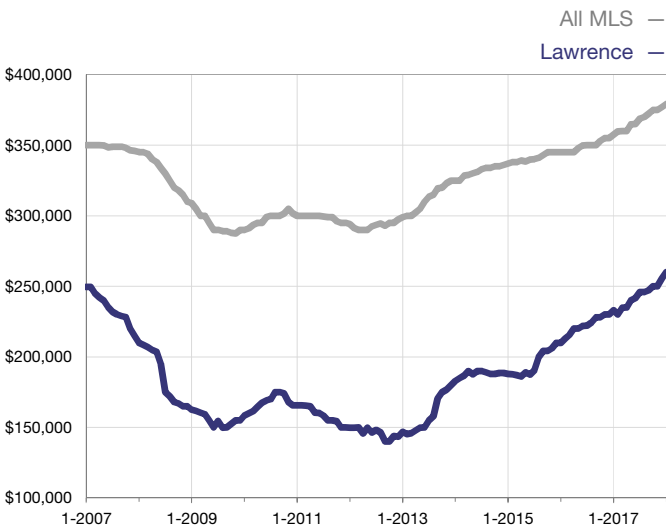
Condominium Properties

Key Metrics	March			Year to Date		
	2017	2018	+ / -	2017	2018	+ / -
Pending Sales	5	15	+ 200.0%	14	21	+ 50.0%
Closed Sales	5	2	- 60.0%	20	11	- 45.0%
Median Sales Price*	\$160,000	\$130,000	- 18.8%	\$120,000	\$180,000	+ 50.0%
Inventory of Homes for Sale	20	6	- 70.0%	--	--	--
Months Supply of Inventory	3.8	0.9	- 76.3%	--	--	--
Cumulative Days on Market Until Sale	106	18	- 83.0%	56	75	+ 33.9%
Percent of Original List Price Received*	99.8%	96.4%	- 3.4%	97.5%	102.2%	+ 4.8%
New Listings	9	13	+ 44.4%	22	27	+ 22.7%

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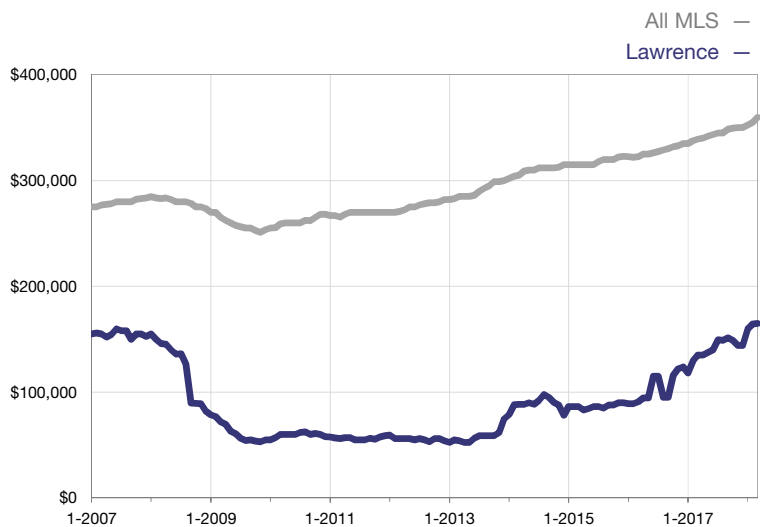
Median Sales Price – Single-Family Properties

Rolling 12-Month Calculation



Median Sales Price – Condominium Properties

Rolling 12-Month Calculation



MASSACHUSETTS ASSOCIATION OF REALTORS®



Local Market Update – March 2018

A RESEARCH TOOL PROVIDED BY THE MASSACHUSETTS ASSOCIATION OF REALTORS®

Littleton

Single-Family Properties

Key Metrics	March			Year to Date		
	2017	2018	+ / -	2017	2018	+ / -
Pending Sales	13	14	+ 7.7%	29	27	- 6.9%
Closed Sales	10	4	- 60.0%	24	20	- 16.7%
Median Sales Price*	\$392,500	\$487,500	+ 24.2%	\$527,500	\$525,000	- 0.5%
Inventory of Homes for Sale	34	17	- 50.0%	--	--	--
Months Supply of Inventory	2.9	1.5	- 48.3%	--	--	--
Cumulative Days on Market Until Sale	59	138	+ 133.9%	97	84	- 13.4%
Percent of Original List Price Received*	100.3%	90.0%	- 10.3%	97.0%	95.2%	- 1.9%
New Listings	19	10	- 47.4%	48	29	- 39.6%

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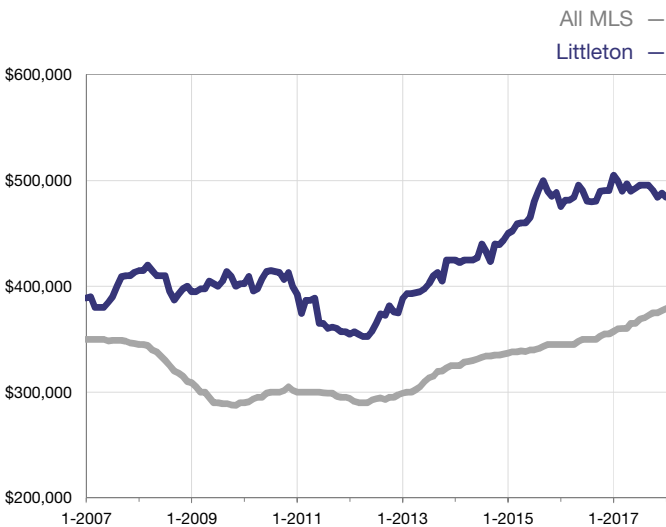
Condominium Properties

Key Metrics	March			Year to Date		
	2017	2018	+ / -	2017	2018	+ / -
Pending Sales	0	0	--	0	1	--
Closed Sales	0	0	--	1	2	+ 100.0%
Median Sales Price*	\$0	\$0	--	\$250,000	\$340,000	+ 36.0%
Inventory of Homes for Sale	1	2	+ 100.0%	--	--	--
Months Supply of Inventory	0.8	1.3	+ 62.5%	--	--	--
Cumulative Days on Market Until Sale	0	0	--	344	11	- 96.8%
Percent of Original List Price Received*	0.0%	0.0%	--	86.2%	99.8%	+ 15.8%
New Listings	1	0	- 100.0%	1	2	+ 100.0%

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

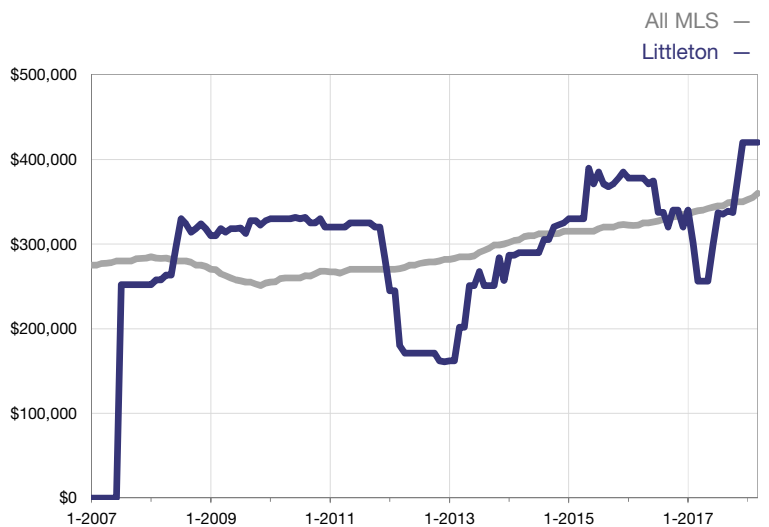
Median Sales Price – Single-Family Properties

Rolling 12-Month Calculation



Median Sales Price – Condominium Properties

Rolling 12-Month Calculation



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Local Market Update – March 2018

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Lowell

Single-Family Properties

Key Metrics	March			Year to Date		
	2017	2018	+ / -	2017	2018	+ / -
Pending Sales	51	57	+ 11.8%	130	133	+ 2.3%
Closed Sales	43	41	- 4.7%	103	95	- 7.8%
Median Sales Price*	\$250,000	\$290,000	+ 16.0%	\$250,000	\$300,000	+ 20.0%
Inventory of Homes for Sale	56	36	- 35.7%	--	--	--
Months Supply of Inventory	1.3	0.8	- 38.5%	--	--	--
Cumulative Days on Market Until Sale	69	39	- 43.5%	60	42	- 30.0%
Percent of Original List Price Received*	96.6%	99.4%	+ 2.9%	96.5%	98.7%	+ 2.3%
New Listings	41	48	+ 17.1%	124	142	+ 14.5%

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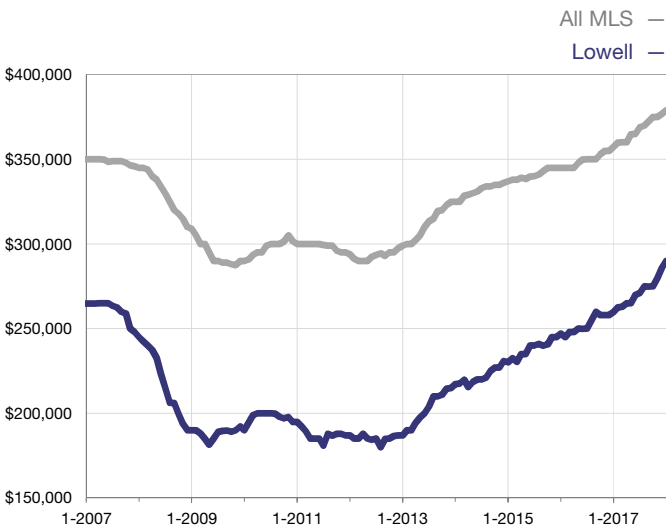
Condominium Properties

Key Metrics	March			Year to Date		
	2017	2018	+ / -	2017	2018	+ / -
Pending Sales	27	40	+ 48.1%	73	94	+ 28.8%
Closed Sales	23	27	+ 17.4%	77	69	- 10.4%
Median Sales Price*	\$160,000	\$230,000	+ 43.8%	\$175,000	\$201,100	+ 14.9%
Inventory of Homes for Sale	47	32	- 31.9%	--	--	--
Months Supply of Inventory	1.5	1.1	- 26.7%	--	--	--
Cumulative Days on Market Until Sale	47	41	- 12.8%	51	58	+ 13.7%
Percent of Original List Price Received*	99.7%	99.9%	+ 0.2%	98.1%	97.6%	- 0.5%
New Listings	39	44	+ 12.8%	84	103	+ 22.6%

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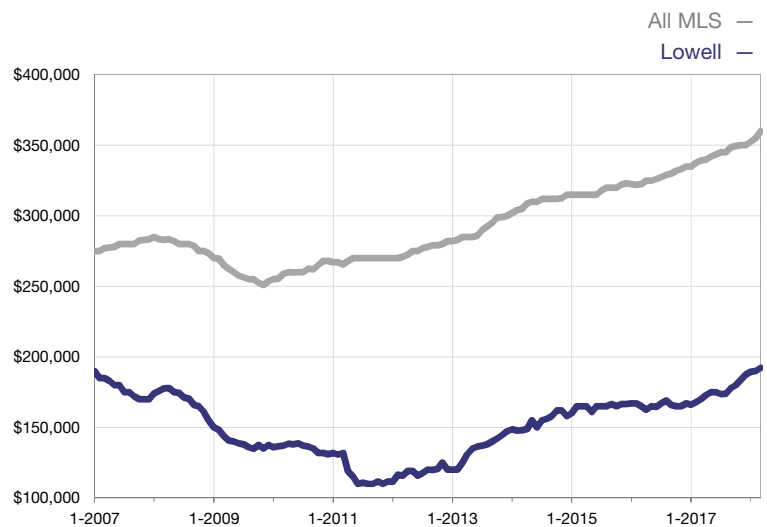
Median Sales Price – Single-Family Properties

Rolling 12-Month Calculation



Median Sales Price – Condominium Properties

Rolling 12-Month Calculation



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Local Market Update – March 2018

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Methuen

Single-Family Properties

Key Metrics	March			Year to Date		
	2017	2018	+ / -	2017	2018	+ / -
Pending Sales	41	35	- 14.6%	85	91	+ 7.1%
Closed Sales	23	26	+ 13.0%	68	78	+ 14.7%
Median Sales Price*	\$290,000	\$341,200	+ 17.7%	\$307,450	\$352,500	+ 14.7%
Inventory of Homes for Sale	64	42	- 34.4%	--	--	--
Months Supply of Inventory	1.7	1.0	- 41.2%	--	--	--
Cumulative Days on Market Until Sale	63	64	+ 1.6%	53	59	+ 11.3%
Percent of Original List Price Received*	100.7%	98.1%	- 2.6%	99.4%	97.3%	- 2.1%
New Listings	61	36	- 41.0%	113	102	- 9.7%

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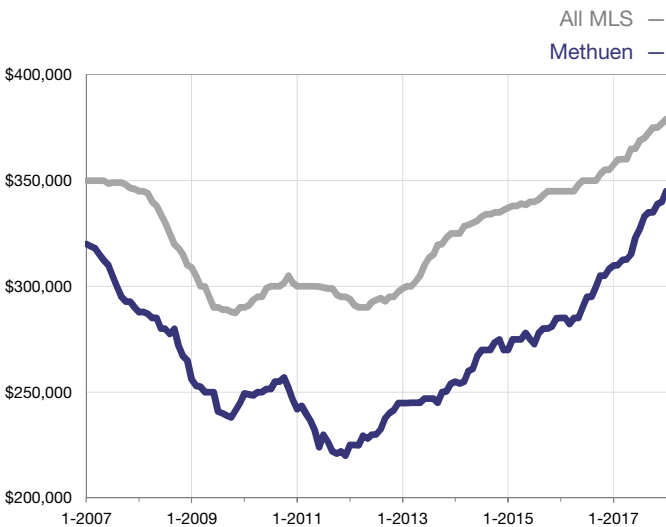
Condominium Properties

Key Metrics	March			Year to Date		
	2017	2018	+ / -	2017	2018	+ / -
Pending Sales	17	12	- 29.4%	42	45	+ 7.1%
Closed Sales	17	20	+ 17.6%	41	36	- 12.2%
Median Sales Price*	\$203,500	\$254,950	+ 25.3%	\$230,000	\$248,950	+ 8.2%
Inventory of Homes for Sale	36	19	- 47.2%	--	--	--
Months Supply of Inventory	2.7	1.4	- 48.1%	--	--	--
Cumulative Days on Market Until Sale	75	63	- 16.0%	65	73	+ 12.3%
Percent of Original List Price Received*	98.9%	100.4%	+ 1.5%	99.1%	99.8%	+ 0.7%
New Listings	20	14	- 30.0%	48	42	- 12.5%

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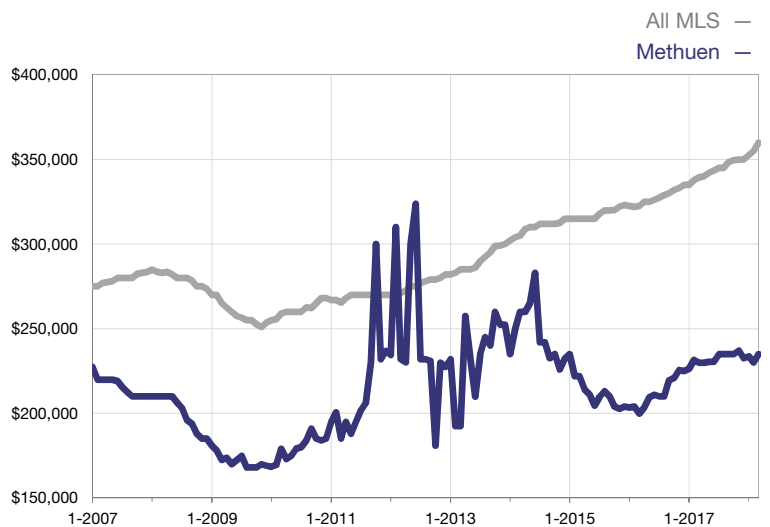
Median Sales Price – Single-Family Properties

Rolling 12-Month Calculation



Median Sales Price – Condominium Properties

Rolling 12-Month Calculation



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Local Market Update – March 2018

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North Andover

Single-Family Properties

Key Metrics	March			Year to Date		
	2017	2018	+ / -	2017	2018	+ / -
Pending Sales	22	23	+ 4.5%	48	53	+ 10.4%
Closed Sales	15	12	- 20.0%	41	38	- 7.3%
Median Sales Price*	\$625,000	\$526,950	- 15.7%	\$570,000	\$492,950	- 13.5%
Inventory of Homes for Sale	38	36	- 5.3%	--	--	--
Months Supply of Inventory	1.9	1.7	- 10.5%	--	--	--
Cumulative Days on Market Until Sale	65	104	+ 60.0%	61	100	+ 63.9%
Percent of Original List Price Received*	96.4%	95.8%	- 0.6%	96.5%	94.8%	- 1.8%
New Listings	28	34	+ 21.4%	62	65	+ 4.8%

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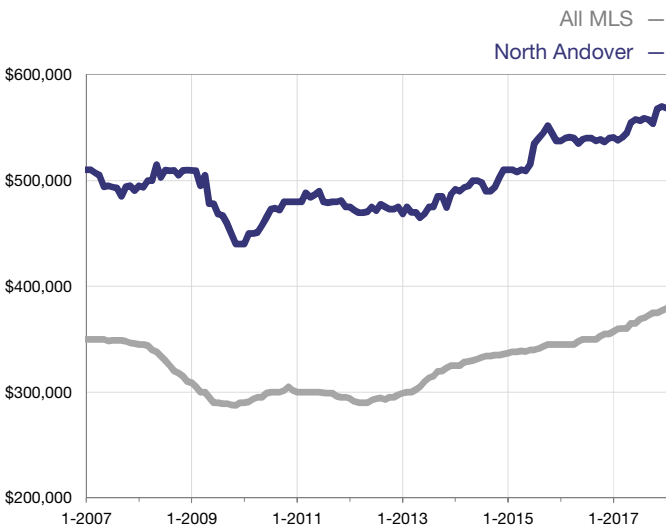
Condominium Properties

Key Metrics	March			Year to Date		
	2017	2018	+ / -	2017	2018	+ / -
Pending Sales	24	19	- 20.8%	49	42	- 14.3%
Closed Sales	17	15	- 11.8%	32	37	+ 15.6%
Median Sales Price*	\$260,000	\$205,000	- 21.2%	\$260,000	\$225,000	- 13.5%
Inventory of Homes for Sale	29	13	- 55.2%	--	--	--
Months Supply of Inventory	2.0	0.9	- 55.0%	--	--	--
Cumulative Days on Market Until Sale	60	58	- 3.3%	63	56	- 11.1%
Percent of Original List Price Received*	98.1%	98.8%	+ 0.7%	99.2%	99.1%	- 0.1%
New Listings	34	19	- 44.1%	59	41	- 30.5%

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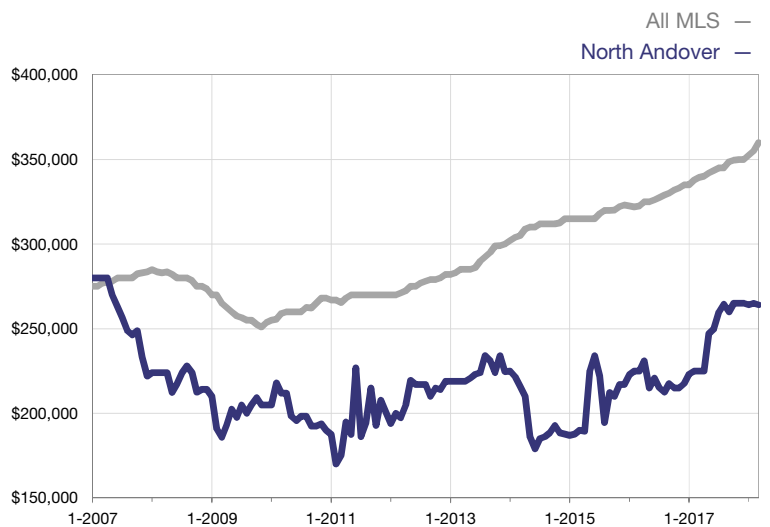
Median Sales Price – Single-Family Properties

Rolling 12-Month Calculation



Median Sales Price – Condominium Properties

Rolling 12-Month Calculation



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Local Market Update – March 2018

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Tewksbury

Single-Family Properties

Key Metrics	March			Year to Date		
	2017	2018	+ / -	2017	2018	+ / -
Pending Sales	17	34	+ 100.0%	48	60	+ 25.0%
Closed Sales	18	13	- 27.8%	47	45	- 4.3%
Median Sales Price*	\$372,500	\$447,500	+ 20.1%	\$400,000	\$419,900	+ 5.0%
Inventory of Homes for Sale	24	12	- 50.0%	--	--	--
Months Supply of Inventory	1.0	0.5	- 50.0%	--	--	--
Cumulative Days on Market Until Sale	33	29	- 12.1%	45	45	0.0%
Percent of Original List Price Received*	100.6%	99.6%	- 1.0%	101.3%	98.6%	- 2.7%
New Listings	21	28	+ 33.3%	59	61	+ 3.4%

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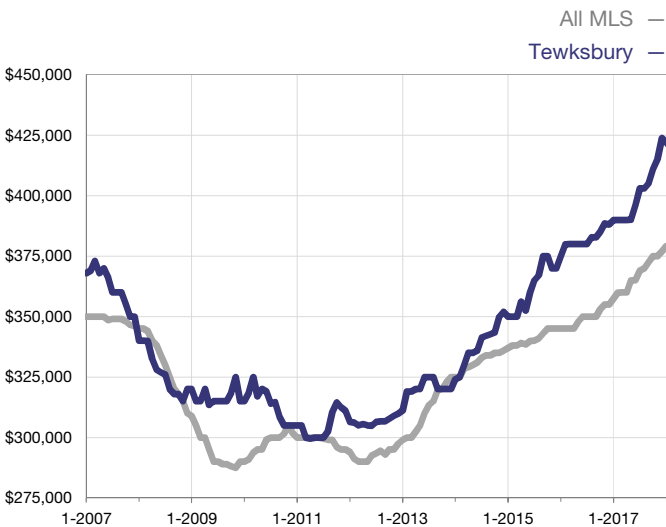
Condominium Properties

Key Metrics	March			Year to Date		
	2017	2018	+ / -	2017	2018	+ / -
Pending Sales	13	13	0.0%	23	22	- 4.3%
Closed Sales	6	3	- 50.0%	20	10	- 50.0%
Median Sales Price*	\$464,900	\$499,900	+ 7.5%	\$381,450	\$386,000	+ 1.2%
Inventory of Homes for Sale	9	7	- 22.2%	--	--	--
Months Supply of Inventory	0.7	0.7	0.0%	--	--	--
Cumulative Days on Market Until Sale	28	45	+ 60.7%	18	45	+ 150.0%
Percent of Original List Price Received*	99.6%	102.7%	+ 3.1%	100.6%	100.1%	- 0.5%
New Listings	13	18	+ 38.5%	29	23	- 20.7%

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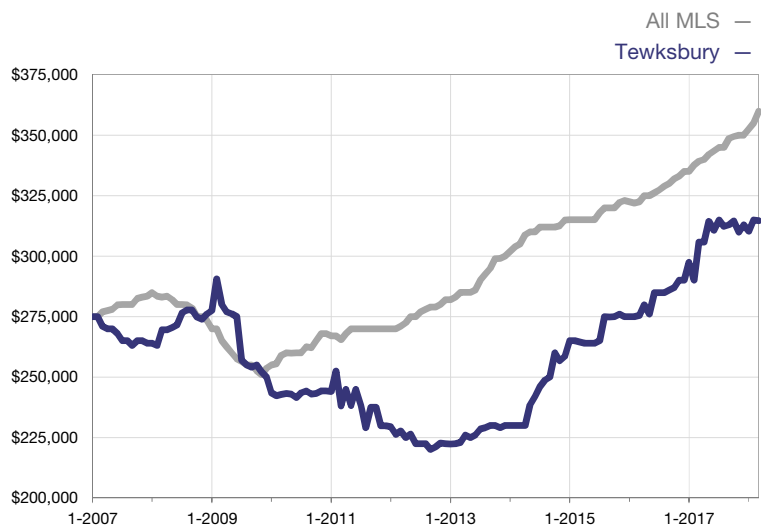
Median Sales Price – Single-Family Properties

Rolling 12-Month Calculation



Median Sales Price – Condominium Properties

Rolling 12-Month Calculation



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Local Market Update – March 2018

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Tyngsborough

Single-Family Properties

Key Metrics	March			Year to Date		
	2017	2018	+ / -	2017	2018	+ / -
Pending Sales	15	10	- 33.3%	27	17	- 37.0%
Closed Sales	8	3	- 62.5%	14	19	+ 35.7%
Median Sales Price*	\$406,000	\$430,000	+ 5.9%	\$398,500	\$382,500	- 4.0%
Inventory of Homes for Sale	24	12	- 50.0%	--	--	--
Months Supply of Inventory	2.5	1.3	- 48.0%	--	--	--
Cumulative Days on Market Until Sale	68	22	- 67.6%	52	45	- 13.5%
Percent of Original List Price Received*	99.4%	101.6%	+ 2.2%	98.0%	96.9%	- 1.1%
New Listings	14	11	- 21.4%	32	23	- 28.1%

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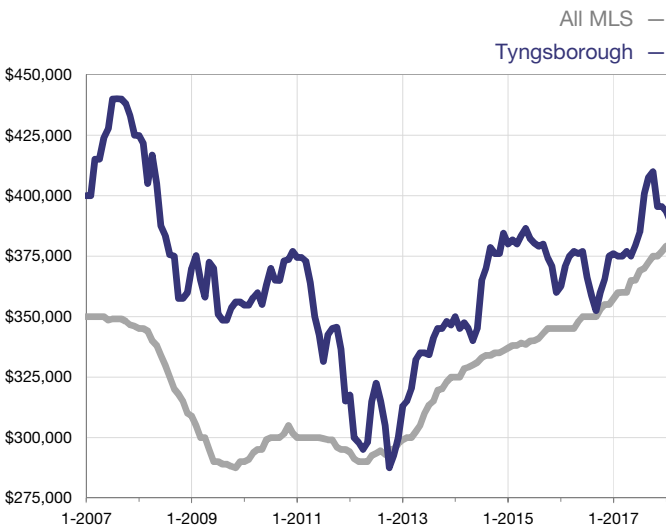
Condominium Properties

Key Metrics	March			Year to Date		
	2017	2018	+ / -	2017	2018	+ / -
Pending Sales	5	7	+ 40.0%	12	22	+ 83.3%
Closed Sales	7	0	- 100.0%	19	6	- 68.4%
Median Sales Price*	\$261,000	\$0	- 100.0%	\$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	73	0	- 100.0%	72	38	- 47.2%
Percent of Original List Price Received*	97.9%	0.0%	- 100.0%	97.5%	98.3%	+ 0.8%
New Listings	5	6	+ 20.0%	10	23	+ 130.0%

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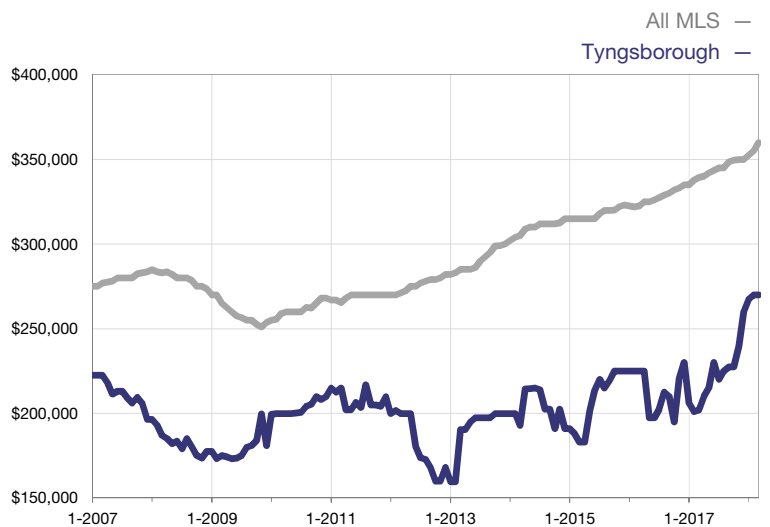
Median Sales Price – Single-Family Properties

Rolling 12-Month Calculation



Median Sales Price – Condominium Properties

Rolling 12-Month Calculation



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Local Market Update – March 2018

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Westford

Single-Family Properties

Key Metrics	March			Year to Date		
	2017	2018	+ / -	2017	2018	+ / -
Pending Sales	20	31	+ 55.0%	43	66	+ 53.5%
Closed Sales	9	21	+ 133.3%	33	41	+ 24.2%
Median Sales Price*	\$548,000	\$575,000	+ 4.9%	\$457,000	\$585,000	+ 28.0%
Inventory of Homes for Sale	36	27	- 25.0%	--	--	--
Months Supply of Inventory	2.0	1.3	- 35.0%	--	--	--
Cumulative Days on Market Until Sale	134	67	- 50.0%	102	83	- 18.6%
Percent of Original List Price Received*	97.3%	99.1%	+ 1.8%	96.4%	97.5%	+ 1.1%
New Listings	21	35	+ 66.7%	53	80	+ 50.9%

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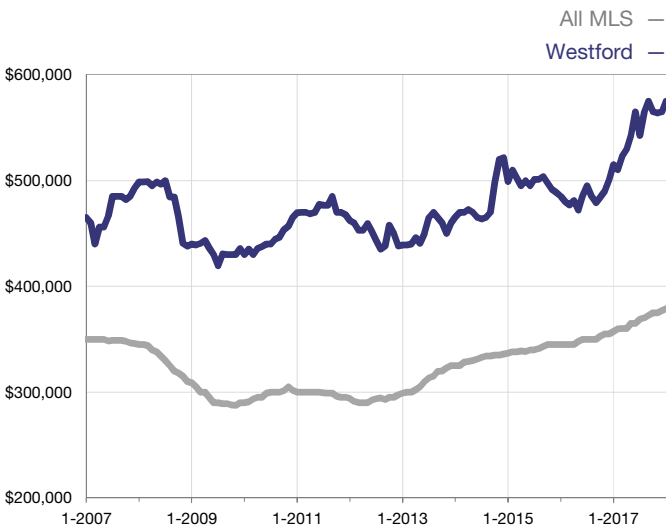
Condominium Properties

Key Metrics	March			Year to Date		
	2017	2018	+ / -	2017	2018	+ / -
Pending Sales	8	9	+ 12.5%	11	14	+ 27.3%
Closed Sales	3	2	- 33.3%	5	8	+ 60.0%
Median Sales Price*	\$445,000	\$370,000	- 16.9%	\$430,000	\$392,200	- 8.8%
Inventory of Homes for Sale	10	4	- 60.0%	--	--	--
Months Supply of Inventory	1.6	1.0	- 37.5%	--	--	--
Cumulative Days on Market Until Sale	74	142	+ 91.9%	66	68	+ 3.0%
Percent of Original List Price Received*	99.7%	93.7%	- 6.0%	98.6%	98.4%	- 0.2%
New Listings	7	8	+ 14.3%	15	14	- 6.7%

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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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