



NORTHEAST ASSOCIATION OF
REALTORS®

April 2018 Housing Data

NEAR Region and individual city and town reports



Northeast Association of REALTORS®
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www.NortheastRealtors.com



Local Market Update – April 2018

A RESEARCH TOOL PROVIDED BY THE MASSACHUSETTS ASSOCIATION OF REALTORS®



Northeast Association of REALTORS®

+ 18.0%

Year-Over-Year
Change in
Closed Sales
All Properties

+ 7.8%

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

- 24.8%

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

Single-Family Properties

	April			Year to Date		
	2017	2018	+ / -	2017	2018	+ / -
Pending Sales	351	407	+ 16.0%	1,118	1,207	+ 8.0%
Closed Sales	228	274	+ 20.2%	864	916	+ 6.0%
Median Sales Price*	\$386,250	\$430,000	+ 11.3%	\$379,950	\$407,000	+ 7.1%
Inventory of Homes for Sale	610	436	- 28.5%	--	--	--
Months Supply of Inventory	1.9	1.3	- 29.8%	--	--	--
Cumulative Days on Market Until Sale	60	51	- 15.3%	68	57	- 16.2%
Percent of Original List Price Received*	99.6%	100.1%	+ 0.6%	98.4%	98.4%	+ 0.0%
New Listings	441	492	+ 11.6%	1,382	1,390	+ 0.6%

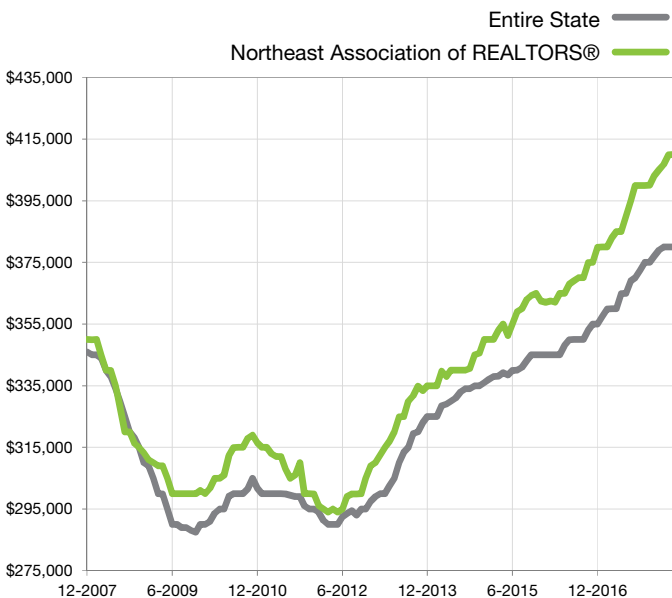
Condominium Properties

	April			Year to Date		
	2017	2018	+ / -	2017	2018	+ / -
Pending Sales	149	173	+ 16.1%	500	556	+ 11.2%
Closed Sales	106	120	+ 13.2%	410	407	- 0.7%
Median Sales Price*	\$227,500	\$225,000	- 1.1%	\$210,000	\$234,900	+ 11.9%
Inventory of Homes for Sale	224	191	- 14.7%	--	--	--
Months Supply of Inventory	1.6	1.4	- 9.9%	--	--	--
Cumulative Days on Market Until Sale	41	36	- 12.0%	51	48	- 5.1%
Percent of Original List Price Received*	100.1%	101.2%	+ 1.1%	99.1%	99.8%	+ 0.7%
New Listings	172	226	+ 31.4%	602	656	+ 9.0%

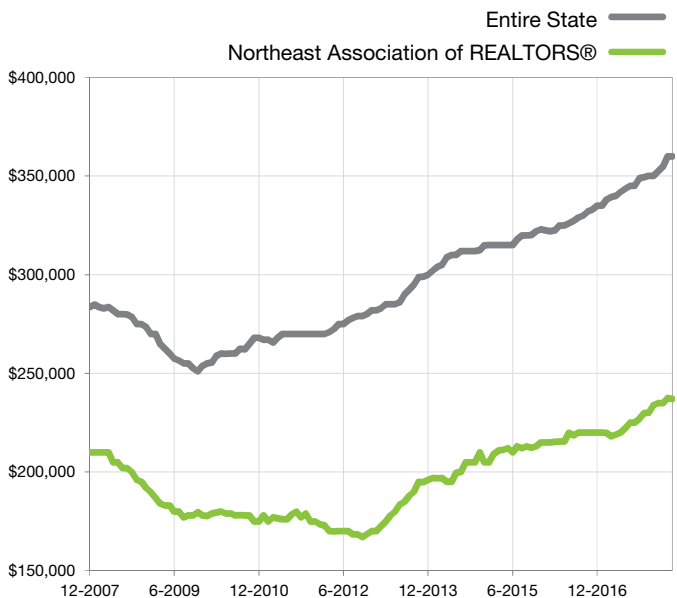
* Does not account for seller concessions. | Activity for one month can sometimes look extreme due to small sample size.

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 – April 2018

A RESEARCH TOOL PROVIDED BY THE MASSACHUSETTS ASSOCIATION OF REALTORS®

Andover

Single-Family Properties

Key Metrics	April			Year to Date		
	2017	2018	+ / -	2017	2018	+ / -
Pending Sales	46	42	- 8.7%	124	97	- 21.8%
Closed Sales	25	21	- 16.0%	85	77	- 9.4%
Median Sales Price*	\$675,000	\$640,000	- 5.2%	\$646,000	\$642,500	- 0.5%
Inventory of Homes for Sale	69	50	- 27.5%	--	--	--
Months Supply of Inventory	2.3	1.6	- 30.4%	--	--	--
Cumulative Days on Market Until Sale	59	48	- 18.6%	84	60	- 28.6%
Percent of Original List Price Received*	98.5%	99.0%	+ 0.5%	97.4%	98.0%	+ 0.6%
New Listings	45	58	+ 28.9%	164	127	- 22.6%

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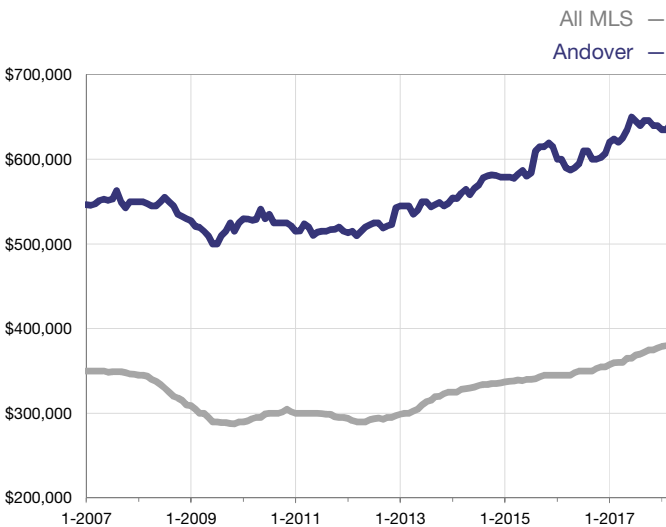
Condominium Properties

Key Metrics	April			Year to Date		
	2017	2018	+ / -	2017	2018	+ / -
Pending Sales	16	14	- 12.5%	39	53	+ 35.9%
Closed Sales	8	11	+ 37.5%	32	45	+ 40.6%
Median Sales Price*	\$451,700	\$265,000	- 41.3%	\$300,000	\$265,000	- 11.7%
Inventory of Homes for Sale	22	31	+ 40.9%	--	--	--
Months Supply of Inventory	2.2	2.3	+ 4.5%	--	--	--
Cumulative Days on Market Until Sale	92	46	- 50.0%	80	47	- 41.3%
Percent of Original List Price Received*	98.3%	102.5%	+ 4.3%	96.5%	101.5%	+ 5.2%
New Listings	13	20	+ 53.8%	49	72	+ 46.9%

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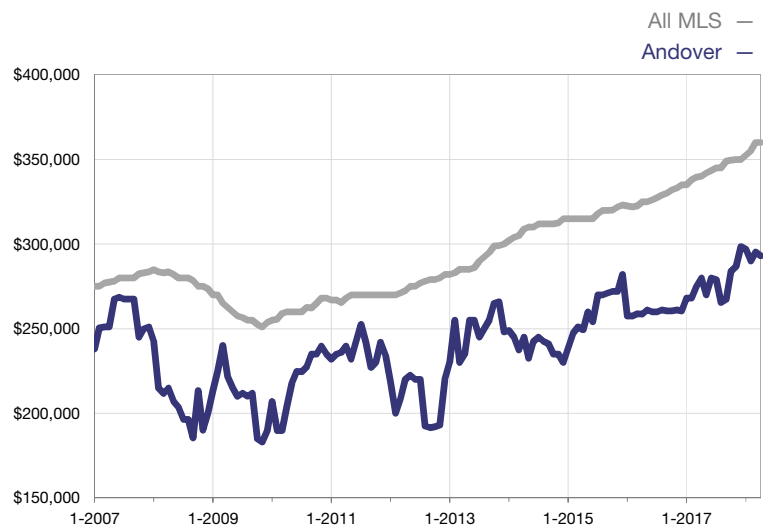
Median Sales Price – Single-Family Properties

Rolling 12-Month Calculation



Median Sales Price – Condominium Properties

Rolling 12-Month Calculation



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Local Market Update – April 2018

A RESEARCH TOOL PROVIDED BY THE MASSACHUSETTS ASSOCIATION OF REALTORS®

Billerica

Single-Family Properties

Key Metrics	April			Year to Date		
	2017	2018	+ / -	2017	2018	+ / -
Pending Sales	36	28	- 22.2%	104	112	+ 7.7%
Closed Sales	23	20	- 13.0%	82	89	+ 8.5%
Median Sales Price*	\$428,999	\$447,500	+ 4.3%	\$412,500	\$445,000	+ 7.9%
Inventory of Homes for Sale	42	27	- 35.7%	--	--	--
Months Supply of Inventory	1.2	0.8	- 33.3%	--	--	--
Cumulative Days on Market Until Sale	46	34	- 26.1%	43	40	- 7.0%
Percent of Original List Price Received*	101.6%	102.2%	+ 0.6%	100.2%	100.3%	+ 0.1%
New Listings	43	37	- 14.0%	122	108	- 11.5%

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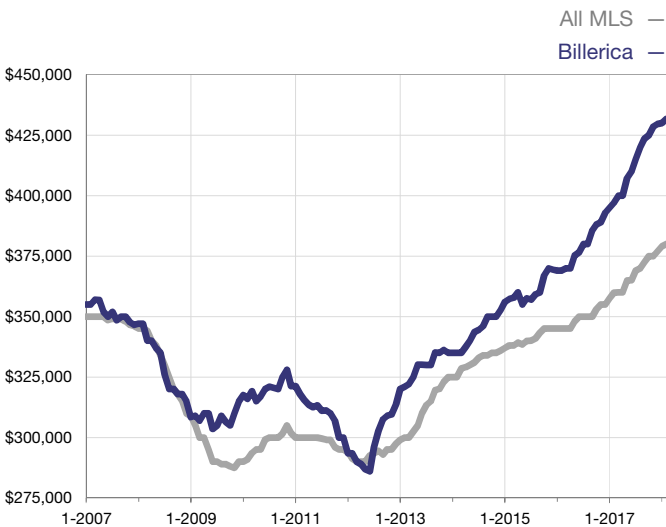
Condominium Properties

Key Metrics	April			Year to Date		
	2017	2018	+ / -	2017	2018	+ / -
Pending Sales	2	8	+ 300.0%	17	18	+ 5.9%
Closed Sales	3	7	+ 133.3%	13	24	+ 84.6%
Median Sales Price*	\$277,000	\$169,000	- 39.0%	\$183,000	\$262,500	+ 43.4%
Inventory of Homes for Sale	8	7	- 12.5%	--	--	--
Months Supply of Inventory	1.0	1.3	+ 30.0%	--	--	--
Cumulative Days on Market Until Sale	9	16	+ 77.8%	26	24	- 7.7%
Percent of Original List Price Received*	100.5%	112.9%	+ 12.3%	100.4%	104.4%	+ 4.0%
New Listings	4	12	+ 200.0%	25	23	- 8.0%

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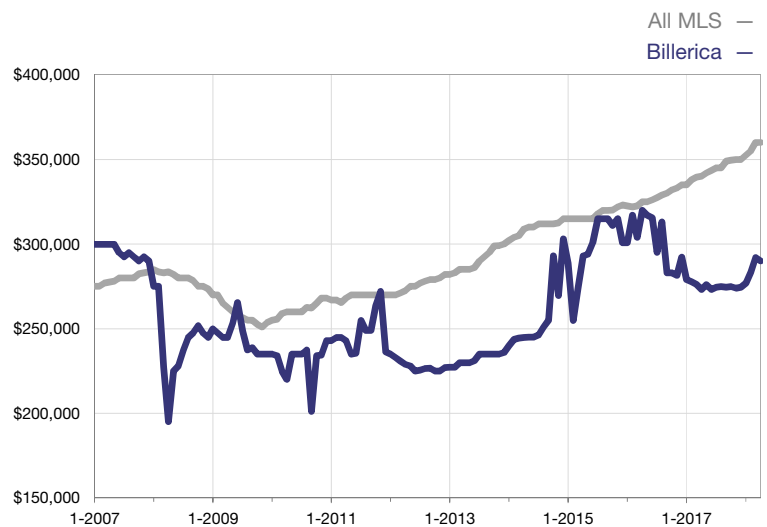
Median Sales Price – Single-Family Properties

Rolling 12-Month Calculation



Median Sales Price – Condominium Properties

Rolling 12-Month Calculation



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Local Market Update – April 2018

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Boxford

Single-Family Properties

Key Metrics	April			Year to Date		
	2017	2018	+ / -	2017	2018	+ / -
Pending Sales	14	14	0.0%	32	33	+ 3.1%
Closed Sales	7	7	0.0%	22	29	+ 31.8%
Median Sales Price*	\$535,000	\$680,000	+ 27.1%	\$560,000	\$670,000	+ 19.6%
Inventory of Homes for Sale	35	37	+ 5.7%	--	--	--
Months Supply of Inventory	3.3	3.3	0.0%	--	--	--
Cumulative Days on Market Until Sale	122	225	+ 84.4%	98	141	+ 43.9%
Percent of Original List Price Received*	104.0%	95.9%	- 7.8%	97.3%	95.1%	- 2.3%
New Listings	21	19	- 9.5%	52	50	- 3.8%

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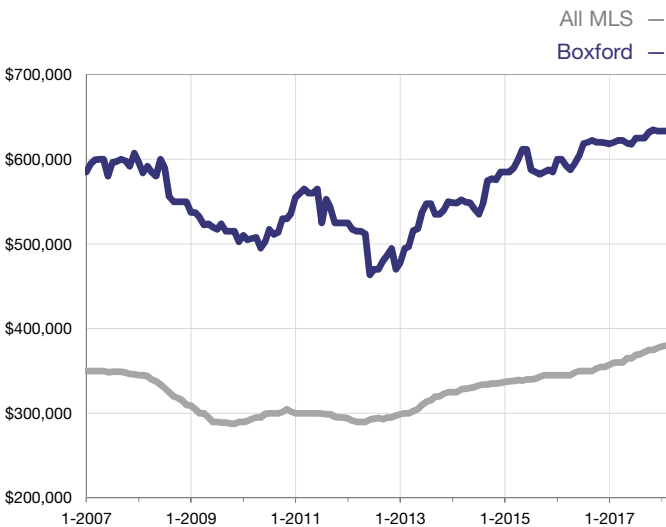
Condominium Properties

Key Metrics	April			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	1	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	1	0	- 100.0%	1	0	- 100.0%

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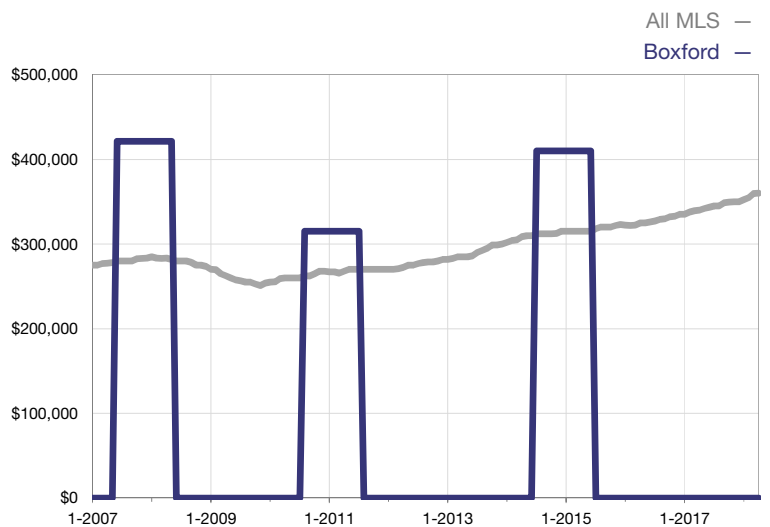
Median Sales Price – Single-Family Properties

Rolling 12-Month Calculation



Median Sales Price – Condominium Properties

Rolling 12-Month Calculation



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Local Market Update – April 2018

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Carlisle

Single-Family Properties

Key Metrics	April			Year to Date		
	2017	2018	+ / -	2017	2018	+ / -
Pending Sales	7	11	+ 57.1%	23	31	+ 34.8%
Closed Sales	4	8	+ 100.0%	19	18	- 5.3%
Median Sales Price*	\$791,000	\$791,500	+ 0.1%	\$820,000	\$832,000	+ 1.5%
Inventory of Homes for Sale	26	23	- 11.5%	--	--	--
Months Supply of Inventory	3.5	3.7	+ 5.7%	--	--	--
Cumulative Days on Market Until Sale	39	98	+ 151.3%	118	127	+ 7.6%
Percent of Original List Price Received*	96.9%	94.7%	- 2.3%	95.3%	93.6%	- 1.8%
New Listings	11	11	0.0%	33	43	+ 30.3%

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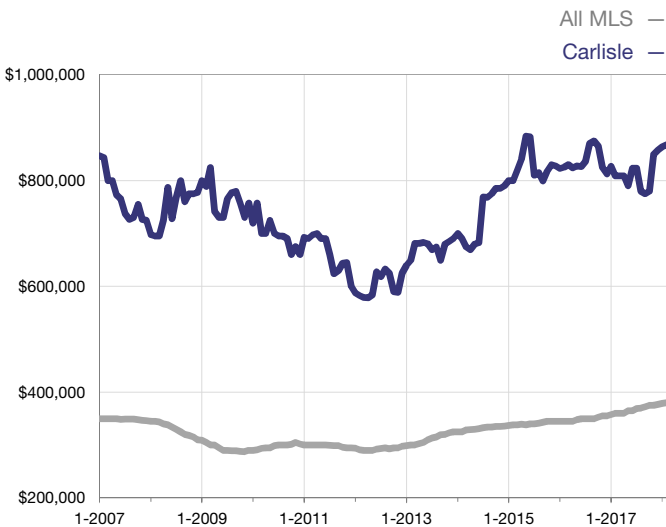
Condominium Properties

Key Metrics	April			Year to Date		
	2017	2018	+ / -	2017	2018	+ / -
Pending Sales	0	0	--	0	1	--
Closed Sales	0	1	--	0	1	--
Median Sales Price*	\$0	\$859,000	--	\$0	\$859,000	--
Inventory of Homes for Sale	3	4	+ 33.3%	--	--	--
Months Supply of Inventory	3.0	2.7	- 10.0%	--	--	--
Cumulative Days on Market Until Sale	0	493	--	0	493	--
Percent of Original List Price Received*	0.0%	92.5%	--	0.0%	92.5%	--
New Listings	1	2	+ 100.0%	1	4	+ 300.0%

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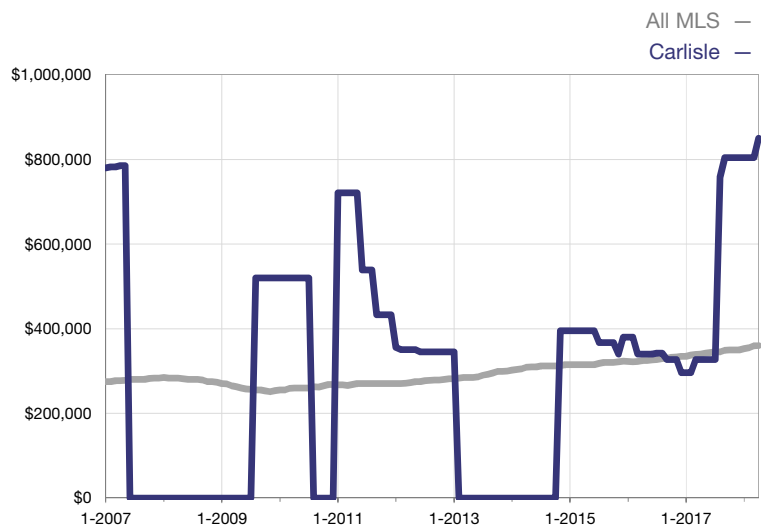
Median Sales Price – Single-Family Properties

Rolling 12-Month Calculation



Median Sales Price – Condominium Properties

Rolling 12-Month Calculation



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Local Market Update – April 2018

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Chelmsford

Single-Family Properties

Key Metrics	April			Year to Date		
	2017	2018	+ / -	2017	2018	+ / -
Pending Sales	25	33	+ 32.0%	86	93	+ 8.1%
Closed Sales	18	26	+ 44.4%	74	68	- 8.1%
Median Sales Price*	\$385,000	\$467,500	+ 21.4%	\$396,000	\$444,000	+ 12.1%
Inventory of Homes for Sale	37	30	- 18.9%	--	--	--
Months Supply of Inventory	1.3	1.0	- 23.1%	--	--	--
Cumulative Days on Market Until Sale	76	54	- 28.9%	91	47	- 48.4%
Percent of Original List Price Received*	101.8%	101.2%	- 0.6%	99.5%	99.8%	+ 0.3%
New Listings	32	38	+ 18.8%	103	104	+ 1.0%

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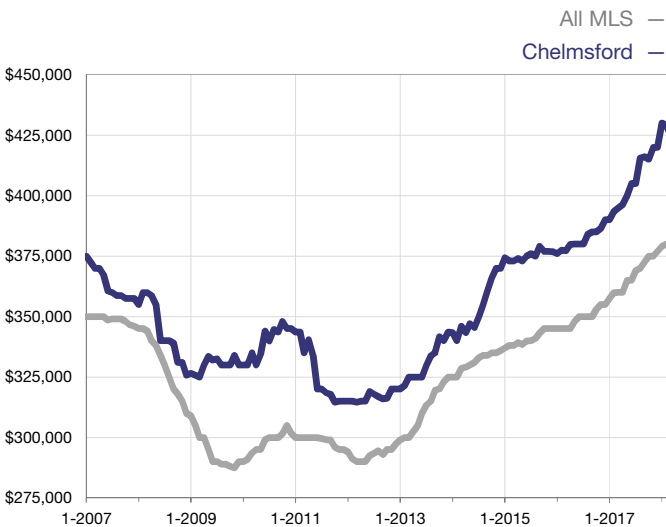
Condominium Properties

Key Metrics	April			Year to Date		
	2017	2018	+ / -	2017	2018	+ / -
Pending Sales	17	20	+ 17.6%	52	51	- 1.9%
Closed Sales	8	12	+ 50.0%	36	34	- 5.6%
Median Sales Price*	\$260,200	\$262,500	+ 0.9%	\$238,250	\$262,000	+ 10.0%
Inventory of Homes for Sale	13	17	+ 30.8%	--	--	--
Months Supply of Inventory	0.8	1.2	+ 50.0%	--	--	--
Cumulative Days on Market Until Sale	23	36	+ 56.5%	30	35	+ 16.7%
Percent of Original List Price Received*	101.4%	103.4%	+ 2.0%	99.3%	100.1%	+ 0.8%
New Listings	18	22	+ 22.2%	61	65	+ 6.6%

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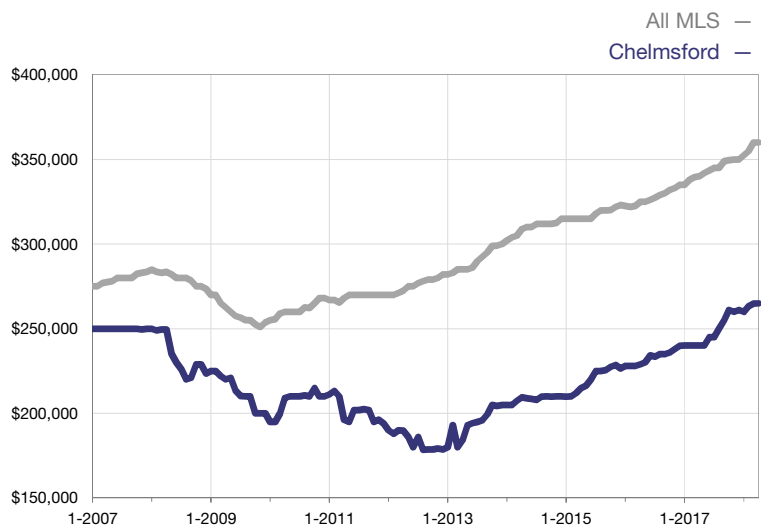
Median Sales Price – Single-Family Properties

Rolling 12-Month Calculation



Median Sales Price – Condominium Properties

Rolling 12-Month Calculation



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Local Market Update – April 2018

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Dracut

Single-Family Properties

Key Metrics	April			Year to Date		
	2017	2018	+ / -	2017	2018	+ / -
Pending Sales	27	27	0.0%	88	85	- 3.4%
Closed Sales	23	21	- 8.7%	71	77	+ 8.5%
Median Sales Price*	\$342,900	\$365,000	+ 6.4%	\$336,000	\$357,900	+ 6.5%
Inventory of Homes for Sale	42	22	- 47.6%	--	--	--
Months Supply of Inventory	1.4	0.8	- 42.9%	--	--	--
Cumulative Days on Market Until Sale	76	52	- 31.6%	80	52	- 35.0%
Percent of Original List Price Received*	97.7%	99.5%	+ 1.8%	98.8%	98.3%	- 0.5%
New Listings	33	29	- 12.1%	98	88	- 10.2%

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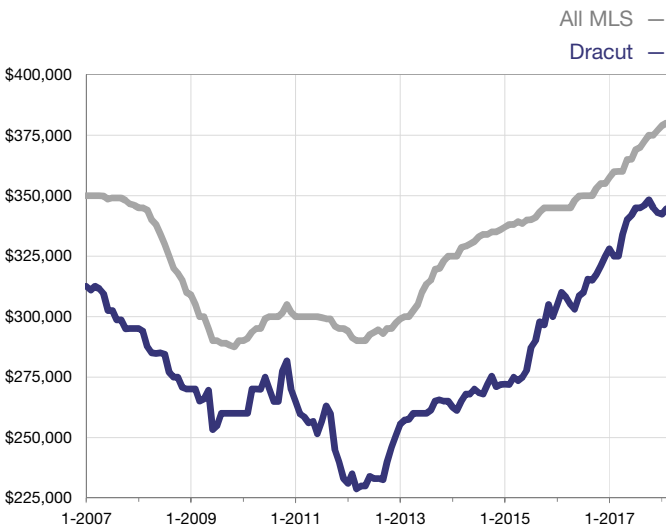
Condominium Properties

Key Metrics	April			Year to Date		
	2017	2018	+ / -	2017	2018	+ / -
Pending Sales	16	17	+ 6.3%	70	62	- 11.4%
Closed Sales	18	16	- 11.1%	45	51	+ 13.3%
Median Sales Price*	\$193,450	\$232,950	+ 20.4%	\$186,000	\$230,000	+ 23.7%
Inventory of Homes for Sale	25	20	- 20.0%	--	--	--
Months Supply of Inventory	1.8	1.3	- 27.8%	--	--	--
Cumulative Days on Market Until Sale	42	19	- 54.8%	46	39	- 15.2%
Percent of Original List Price Received*	98.0%	101.0%	+ 3.1%	100.6%	99.5%	- 1.1%
New Listings	19	25	+ 31.6%	81	71	- 12.3%

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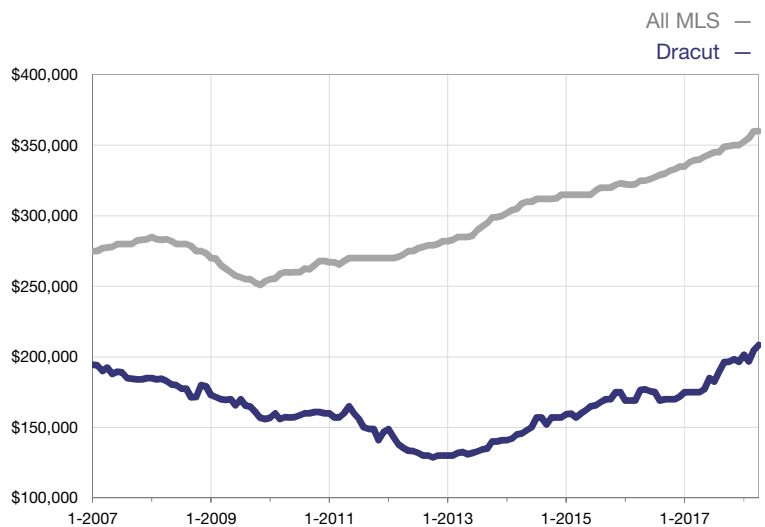
Median Sales Price – Single-Family Properties

Rolling 12-Month Calculation



Median Sales Price – Condominium Properties

Rolling 12-Month Calculation



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Local Market Update – April 2018

A RESEARCH TOOL PROVIDED BY THE MASSACHUSETTS ASSOCIATION OF REALTORS®

Dunstable

Single-Family Properties

Key Metrics	April			Year to Date		
	2017	2018	+ / -	2017	2018	+ / -
Pending Sales	3	7	+ 133.3%	14	23	+ 64.3%
Closed Sales	1	3	+ 200.0%	9	7	- 22.2%
Median Sales Price*	\$490,000	\$629,900	+ 28.6%	\$484,900	\$599,900	+ 23.7%
Inventory of Homes for Sale	18	11	- 38.9%	--	--	--
Months Supply of Inventory	5.1	2.6	- 49.0%	--	--	--
Cumulative Days on Market Until Sale	32	59	+ 84.4%	76	40	- 47.4%
Percent of Original List Price Received*	98.0%	99.9%	+ 1.9%	99.6%	100.1%	+ 0.5%
New Listings	5	7	+ 40.0%	17	24	+ 41.2%

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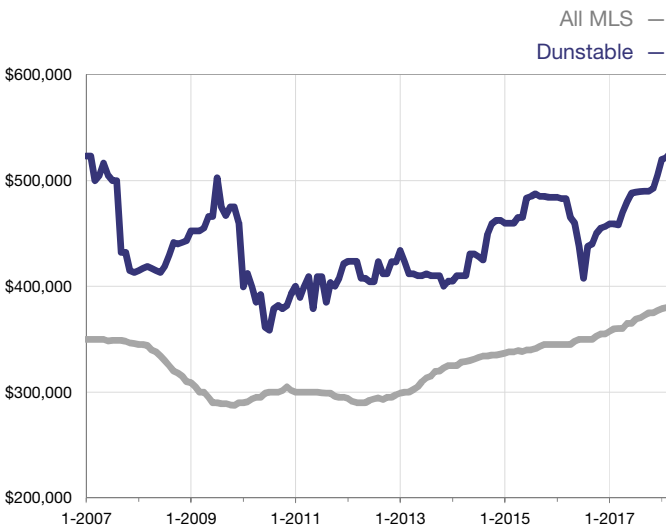
Condominium Properties

Key Metrics	April			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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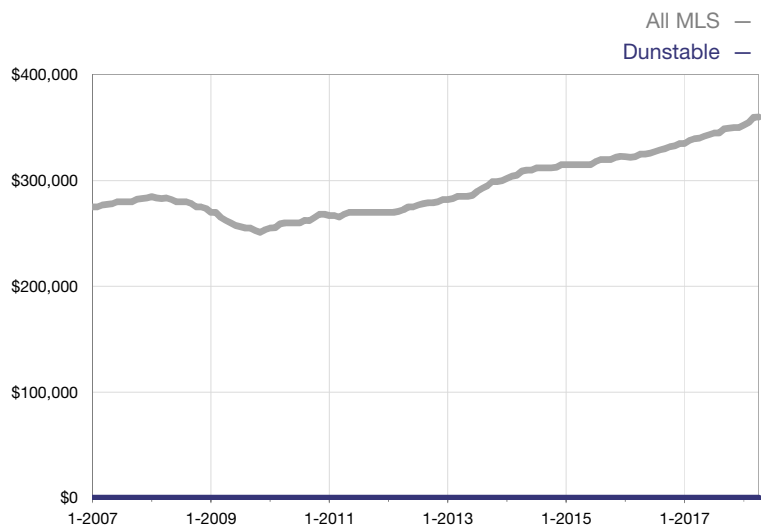
Median Sales Price – Single-Family Properties

Rolling 12-Month Calculation



Median Sales Price – Condominium Properties

Rolling 12-Month Calculation



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Local Market Update – April 2018

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Lawrence

Single-Family Properties

Key Metrics	April			Year to Date		
	2017	2018	+ / -	2017	2018	+ / -
Pending Sales	16	26	+ 62.5%	60	76	+ 26.7%
Closed Sales	10	13	+ 30.0%	55	60	+ 9.1%
Median Sales Price*	\$247,450	\$275,000	+ 11.1%	\$229,900	\$260,450	+ 13.3%
Inventory of Homes for Sale	39	19	- 51.3%	--	--	--
Months Supply of Inventory	2.2	1.0	- 54.5%	--	--	--
Cumulative Days on Market Until Sale	58	68	+ 17.2%	58	57	- 1.7%
Percent of Original List Price Received*	101.8%	105.9%	+ 4.0%	98.2%	99.2%	+ 1.0%
New Listings	23	30	+ 30.4%	74	82	+ 10.8%

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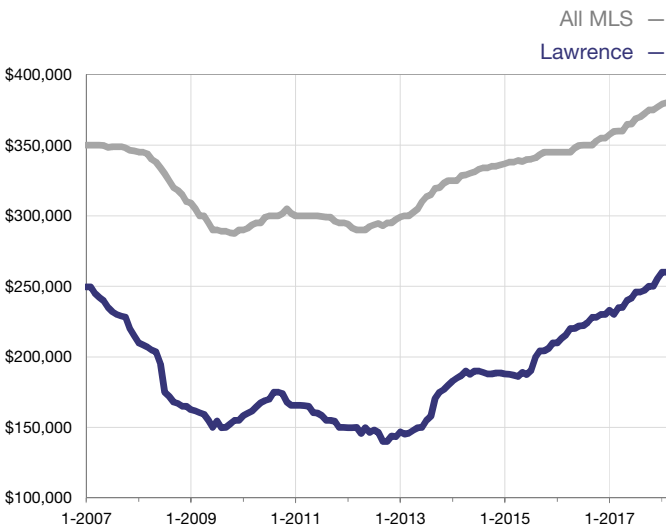
Condominium Properties

Key Metrics	April			Year to Date		
	2017	2018	+ / -	2017	2018	+ / -
Pending Sales	4	11	+ 175.0%	18	31	+ 72.2%
Closed Sales	3	5	+ 66.7%	23	16	- 30.4%
Median Sales Price*	\$135,000	\$123,500	- 8.5%	\$135,000	\$170,000	+ 25.9%
Inventory of Homes for Sale	26	8	- 69.2%	--	--	--
Months Supply of Inventory	5.0	1.2	- 76.0%	--	--	--
Cumulative Days on Market Until Sale	22	51	+ 131.8%	52	67	+ 28.8%
Percent of Original List Price Received*	102.7%	101.4%	- 1.3%	98.2%	102.0%	+ 3.9%
New Listings	11	11	0.0%	33	38	+ 15.2%

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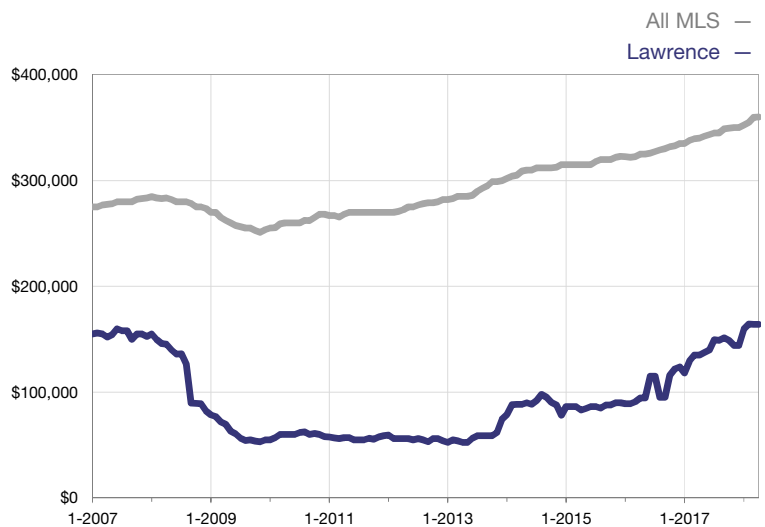
Median Sales Price – Single-Family Properties

Rolling 12-Month Calculation



Median Sales Price – Condominium Properties

Rolling 12-Month Calculation



MASSACHUSETTS ASSOCIATION OF REALTORS®



Local Market Update – April 2018

A RESEARCH TOOL PROVIDED BY THE MASSACHUSETTS ASSOCIATION OF REALTORS®

Littleton

Single-Family Properties

Key Metrics	April			Year to Date		
	2017	2018	+ / -	2017	2018	+ / -
Pending Sales	13	14	+ 7.7%	42	41	- 2.4%
Closed Sales	6	8	+ 33.3%	30	28	- 6.7%
Median Sales Price*	\$578,000	\$659,500	+ 14.1%	\$527,500	\$612,500	+ 16.1%
Inventory of Homes for Sale	32	23	- 28.1%	--	--	--
Months Supply of Inventory	2.7	2.0	- 25.9%	--	--	--
Cumulative Days on Market Until Sale	54	53	- 1.9%	88	75	- 14.8%
Percent of Original List Price Received*	102.1%	99.0%	- 3.0%	98.0%	96.3%	- 1.7%
New Listings	16	20	+ 25.0%	64	49	- 23.4%

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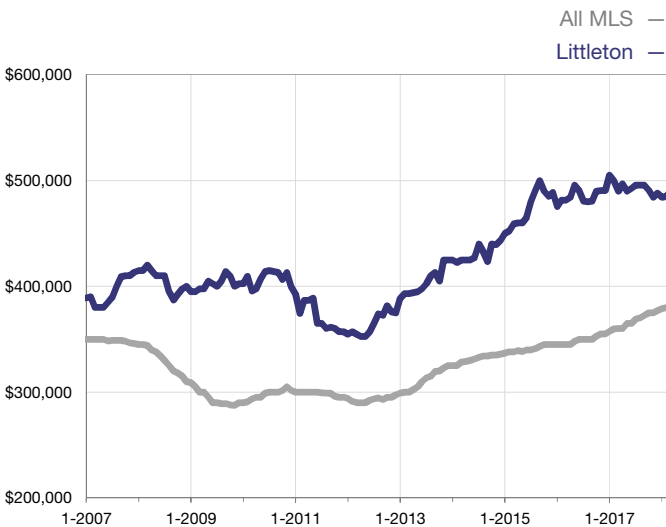
Condominium Properties

Key Metrics	April			Year to Date		
	2017	2018	+ / -	2017	2018	+ / -
Pending Sales	1	1	0.0%	1	2	+ 100.0%
Closed Sales	0	0	--	1	2	+ 100.0%
Median Sales Price*	\$0	\$0	--	\$250,000	\$340,000	+ 36.0%
Inventory of Homes for Sale	0	2	--	--	--	--
Months Supply of Inventory	0.0	1.3	--	--	--	--
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	0	1	--	1	3	+ 200.0%

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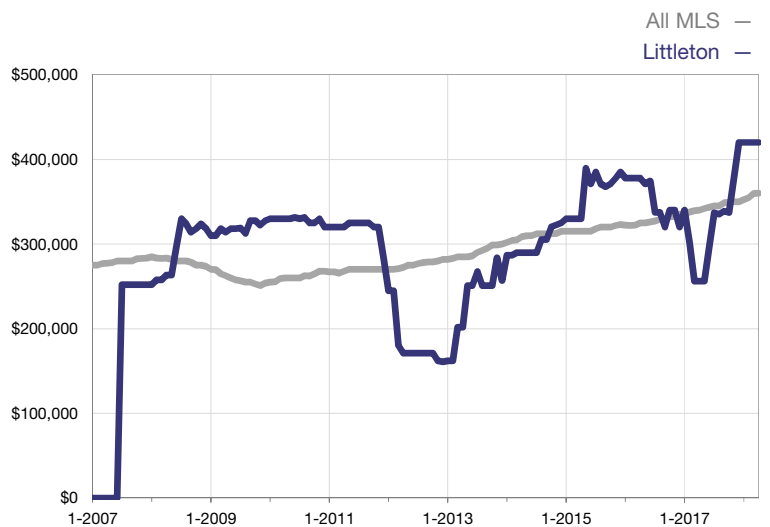
Median Sales Price – Single-Family Properties

Rolling 12-Month Calculation



Median Sales Price – Condominium Properties

Rolling 12-Month Calculation



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Local Market Update – April 2018

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Lowell

Single-Family Properties

Key Metrics	April			Year to Date		
	2017	2018	+ / -	2017	2018	+ / -
Pending Sales	42	64	+ 52.4%	172	194	+ 12.8%
Closed Sales	40	47	+ 17.5%	143	142	- 0.7%
Median Sales Price*	\$276,100	\$302,500	+ 9.6%	\$265,000	\$300,500	+ 13.4%
Inventory of Homes for Sale	62	47	- 24.2%	--	--	--
Months Supply of Inventory	1.4	1.1	- 21.4%	--	--	--
Cumulative Days on Market Until Sale	49	41	- 16.3%	57	42	- 26.3%
Percent of Original List Price Received*	99.3%	98.7%	- 0.6%	97.3%	98.7%	+ 1.4%
New Listings	54	77	+ 42.6%	178	219	+ 23.0%

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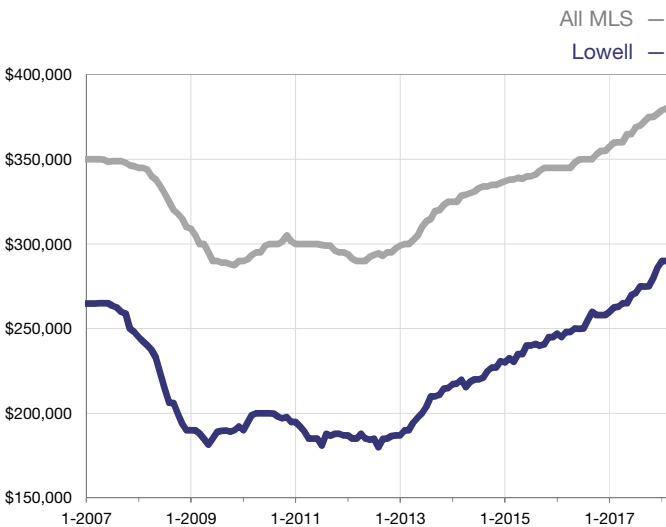
Condominium Properties

Key Metrics	April			Year to Date		
	2017	2018	+ / -	2017	2018	+ / -
Pending Sales	33	40	+ 21.2%	106	132	+ 24.5%
Closed Sales	21	28	+ 33.3%	98	97	- 1.0%
Median Sales Price*	\$200,000	\$177,251	- 11.4%	\$177,000	\$192,000	+ 8.5%
Inventory of Homes for Sale	55	43	- 21.8%	--	--	--
Months Supply of Inventory	1.8	1.5	- 16.7%	--	--	--
Cumulative Days on Market Until Sale	37	21	- 43.2%	48	47	- 2.1%
Percent of Original List Price Received*	99.3%	98.8%	- 0.5%	98.4%	97.9%	- 0.5%
New Listings	45	52	+ 15.6%	129	155	+ 20.2%

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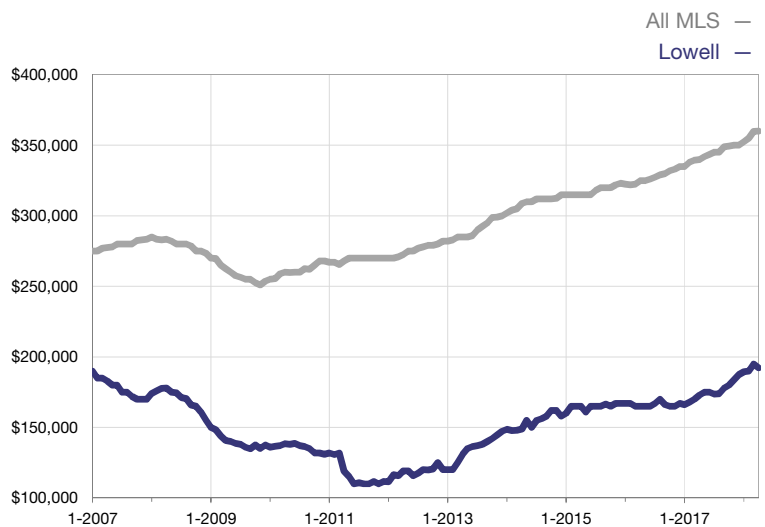
Median Sales Price – Single-Family Properties

Rolling 12-Month Calculation



Median Sales Price – Condominium Properties

Rolling 12-Month Calculation



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Local Market Update – April 2018

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Methuen

Single-Family Properties

Key Metrics	April			Year to Date		
	2017	2018	+ / -	2017	2018	+ / -
Pending Sales	44	42	- 4.5%	129	132	+ 2.3%
Closed Sales	29	33	+ 13.8%	97	111	+ 14.4%
Median Sales Price*	\$335,000	\$368,000	+ 9.9%	\$320,000	\$355,000	+ 10.9%
Inventory of Homes for Sale	66	51	- 22.7%	--	--	--
Months Supply of Inventory	1.7	1.2	- 29.4%	--	--	--
Cumulative Days on Market Until Sale	56	47	- 16.1%	54	55	+ 1.9%
Percent of Original List Price Received*	99.2%	101.0%	+ 1.8%	99.3%	98.4%	- 0.9%
New Listings	49	55	+ 12.2%	162	157	- 3.1%

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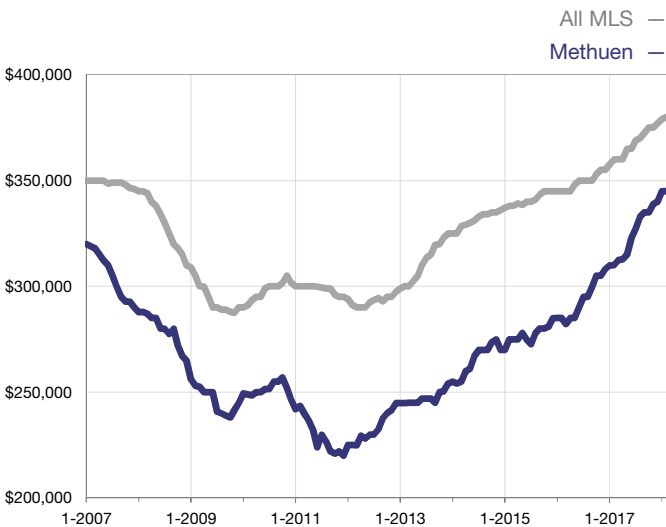
Condominium Properties

Key Metrics	April			Year to Date		
	2017	2018	+ / -	2017	2018	+ / -
Pending Sales	17	14	- 17.6%	59	58	- 1.7%
Closed Sales	12	14	+ 16.7%	53	50	- 5.7%
Median Sales Price*	\$225,000	\$243,500	+ 8.2%	\$230,000	\$245,000	+ 6.5%
Inventory of Homes for Sale	31	19	- 38.7%	--	--	--
Months Supply of Inventory	2.2	1.4	- 36.4%	--	--	--
Cumulative Days on Market Until Sale	56	67	+ 19.6%	63	71	+ 12.7%
Percent of Original List Price Received*	101.7%	100.5%	- 1.2%	99.7%	100.0%	+ 0.3%
New Listings	20	15	- 25.0%	68	57	- 16.2%

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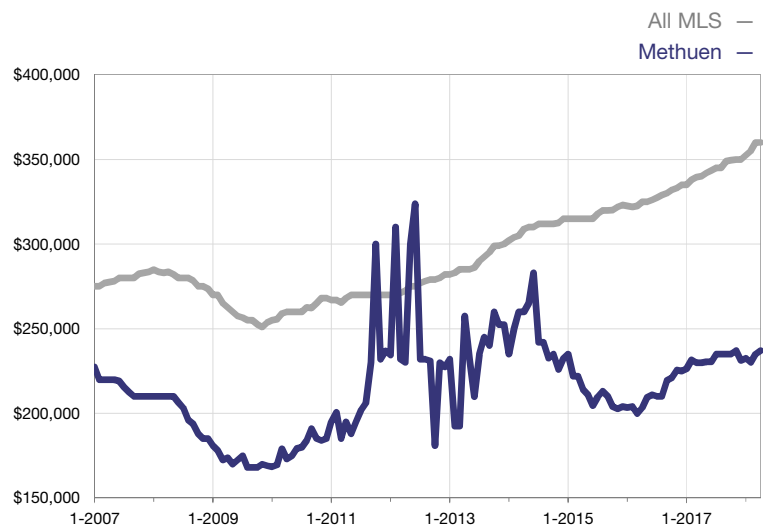
Median Sales Price – Single-Family Properties

Rolling 12-Month Calculation



Median Sales Price – Condominium Properties

Rolling 12-Month Calculation



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Local Market Update – April 2018

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North Andover

Single-Family Properties

Key Metrics	April			Year to Date		
	2017	2018	+ / -	2017	2018	+ / -
Pending Sales	18	31	+ 72.2%	66	83	+ 25.8%
Closed Sales	13	21	+ 61.5%	54	59	+ 9.3%
Median Sales Price*	\$560,000	\$610,000	+ 8.9%	\$565,000	\$520,000	- 8.0%
Inventory of Homes for Sale	47	31	- 34.0%	--	--	--
Months Supply of Inventory	2.3	1.4	- 39.1%	--	--	--
Cumulative Days on Market Until Sale	47	37	- 21.3%	58	78	+ 34.5%
Percent of Original List Price Received*	97.5%	101.6%	+ 4.2%	96.8%	97.2%	+ 0.4%
New Listings	28	31	+ 10.7%	90	96	+ 6.7%

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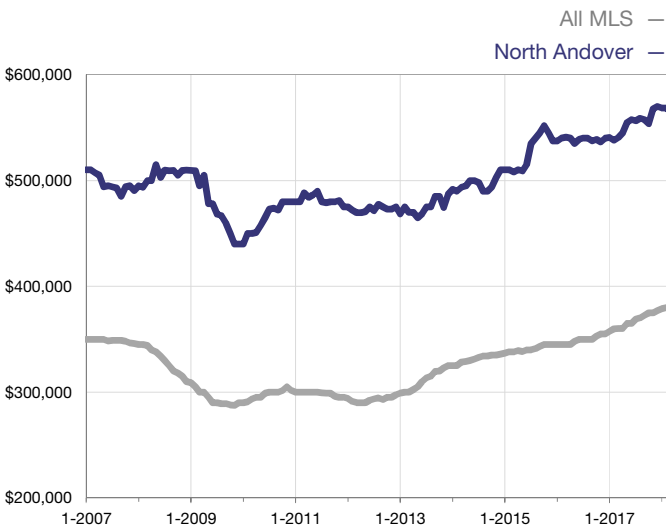
Condominium Properties

Key Metrics	April			Year to Date		
	2017	2018	+ / -	2017	2018	+ / -
Pending Sales	22	19	- 13.6%	71	60	- 15.5%
Closed Sales	16	12	- 25.0%	48	49	+ 2.1%
Median Sales Price*	\$200,000	\$218,250	+ 9.1%	\$257,500	\$223,000	- 13.4%
Inventory of Homes for Sale	19	14	- 26.3%	--	--	--
Months Supply of Inventory	1.3	1.0	- 23.1%	--	--	--
Cumulative Days on Market Until Sale	35	28	- 20.0%	54	49	- 9.3%
Percent of Original List Price Received*	101.5%	100.0%	- 1.5%	100.0%	99.3%	- 0.7%
New Listings	15	24	+ 60.0%	74	65	- 12.2%

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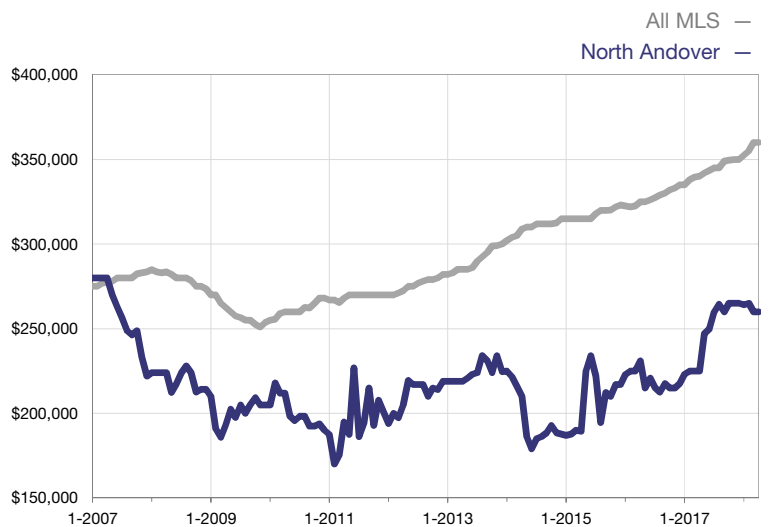
Median Sales Price – Single-Family Properties

Rolling 12-Month Calculation



Median Sales Price – Condominium Properties

Rolling 12-Month Calculation



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Local Market Update – April 2018

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Tewksbury

Single-Family Properties

Key Metrics	April			Year to Date		
	2017	2018	+ / -	2017	2018	+ / -
Pending Sales	24	27	+ 12.5%	72	87	+ 20.8%
Closed Sales	10	19	+ 90.0%	57	64	+ 12.3%
Median Sales Price*	\$428,000	\$450,000	+ 5.1%	\$401,000	\$424,450	+ 5.8%
Inventory of Homes for Sale	26	17	- 34.6%	--	--	--
Months Supply of Inventory	1.1	0.7	- 36.4%	--	--	--
Cumulative Days on Market Until Sale	33	28	- 15.2%	43	40	- 7.0%
Percent of Original List Price Received*	101.1%	100.8%	- 0.3%	101.3%	99.3%	- 2.0%
New Listings	30	32	+ 6.7%	89	93	+ 4.5%

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Condominium Properties

Key Metrics	April			Year to Date		
	2017	2018	+ / -	2017	2018	+ / -
Pending Sales	13	20	+ 53.8%	36	42	+ 16.7%
Closed Sales	13	7	- 46.2%	33	17	- 48.5%
Median Sales Price*	\$292,500	\$315,000	+ 7.7%	\$314,900	\$340,000	+ 8.0%
Inventory of Homes for Sale	6	8	+ 33.3%	--	--	--
Months Supply of Inventory	0.4	0.8	+ 100.0%	--	--	--
Cumulative Days on Market Until Sale	11	22	+ 100.0%	15	36	+ 140.0%
Percent of Original List Price Received*	101.4%	101.6%	+ 0.2%	100.9%	100.7%	- 0.2%
New Listings	14	22	+ 57.1%	43	45	+ 4.7%

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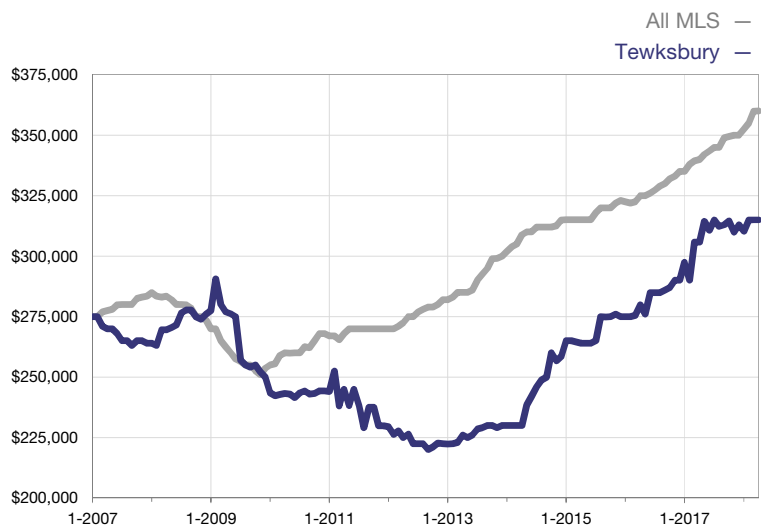
Median Sales Price – Single-Family Properties

Rolling 12-Month Calculation



Median Sales Price – Condominium Properties

Rolling 12-Month Calculation



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Local Market Update – April 2018

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Tyngsborough

Single-Family Properties

Key Metrics	April			Year to Date		
	2017	2018	+ / -	2017	2018	+ / -
Pending Sales	12	14	+ 16.7%	39	31	- 20.5%
Closed Sales	10	5	- 50.0%	24	24	0.0%
Median Sales Price*	\$382,500	\$489,900	+ 28.1%	\$390,000	\$404,950	+ 3.8%
Inventory of Homes for Sale	24	14	- 41.7%	--	--	--
Months Supply of Inventory	2.5	1.6	- 36.0%	--	--	--
Cumulative Days on Market Until Sale	41	47	+ 14.6%	48	45	- 6.3%
Percent of Original List Price Received*	97.7%	94.0%	- 3.8%	97.9%	96.3%	- 1.6%
New Listings	13	15	+ 15.4%	45	38	- 15.6%

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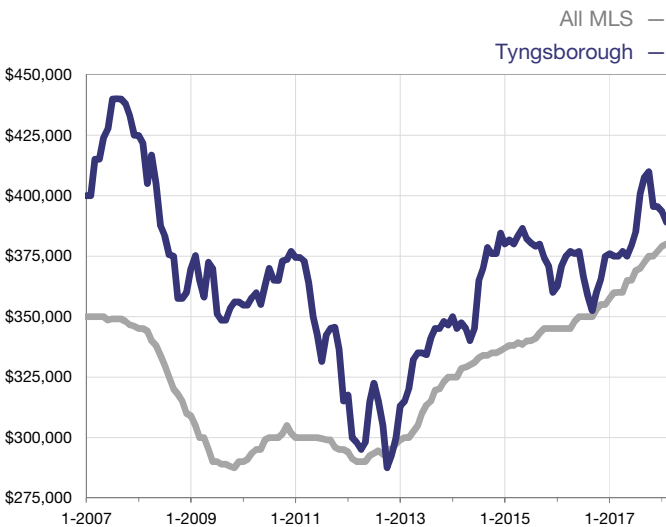
Condominium Properties

Key Metrics	April			Year to Date		
	2017	2018	+ / -	2017	2018	+ / -
Pending Sales	2	4	+ 100.0%	14	26	+ 85.7%
Closed Sales	1	1	0.0%	20	7	- 65.0%
Median Sales Price*	\$339,900	\$224,900	- 33.8%	\$201,000	\$269,900	+ 34.3%
Inventory of Homes for Sale	6	9	+ 50.0%	--	--	--
Months Supply of Inventory	1.0	1.9	+ 90.0%	--	--	--
Cumulative Days on Market Until Sale	0	19	--	68	35	- 48.5%
Percent of Original List Price Received*	100.0%	100.0%	0.0%	97.6%	98.5%	+ 0.9%
New Listings	3	8	+ 166.7%	13	31	+ 138.5%

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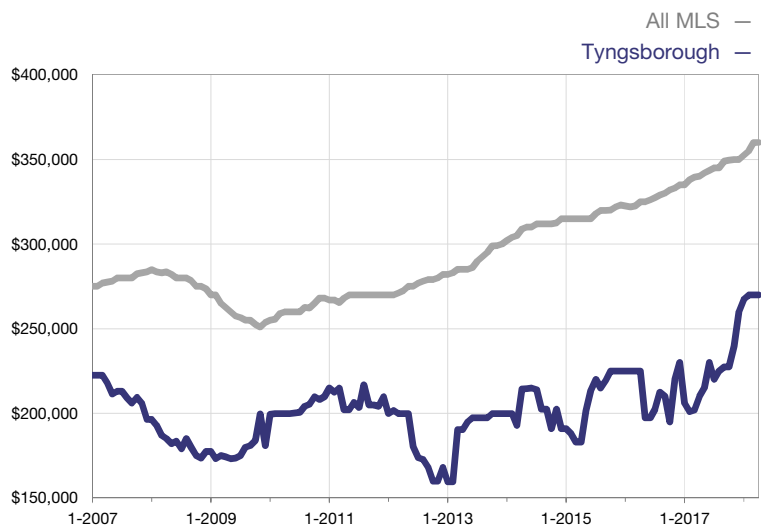
Median Sales Price – Single-Family Properties

Rolling 12-Month Calculation



Median Sales Price – Condominium Properties

Rolling 12-Month Calculation



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Local Market Update – April 2018

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Westford

Single-Family Properties

Key Metrics	April			Year to Date		
	2017	2018	+ / -	2017	2018	+ / -
Pending Sales	24	27	+ 12.5%	67	89	+ 32.8%
Closed Sales	9	22	+ 144.4%	42	63	+ 50.0%
Median Sales Price*	\$675,000	\$545,000	- 19.3%	\$511,000	\$569,000	+ 11.4%
Inventory of Homes for Sale	45	34	- 24.4%	--	--	--
Months Supply of Inventory	2.6	1.5	- 42.3%	--	--	--
Cumulative Days on Market Until Sale	129	40	- 69.0%	108	68	- 37.0%
Percent of Original List Price Received*	97.2%	100.2%	+ 3.1%	96.6%	98.4%	+ 1.9%
New Listings	38	33	- 13.2%	91	112	+ 23.1%

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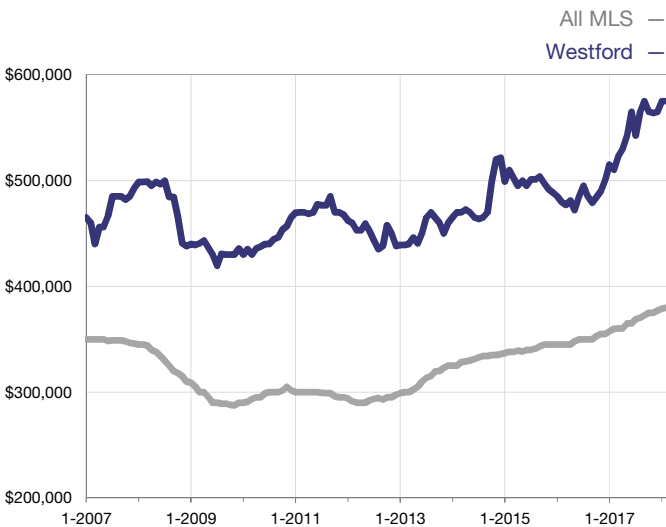
Condominium Properties

Key Metrics	April			Year to Date		
	2017	2018	+ / -	2017	2018	+ / -
Pending Sales	6	5	- 16.7%	17	20	+ 17.6%
Closed Sales	3	6	+ 100.0%	8	14	+ 75.0%
Median Sales Price*	\$305,000	\$444,500	+ 45.7%	\$407,500	\$409,700	+ 0.5%
Inventory of Homes for Sale	9	8	- 11.1%	--	--	--
Months Supply of Inventory	1.5	1.8	+ 20.0%	--	--	--
Cumulative Days on Market Until Sale	131	31	- 76.3%	91	52	- 42.9%
Percent of Original List Price Received*	96.4%	98.2%	+ 1.9%	97.8%	98.3%	+ 0.5%
New Listings	8	12	+ 50.0%	23	27	+ 17.4%

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Median Sales Price – Single-Family Properties

Rolling 12-Month Calculation



Median Sales Price – Condominium Properties

Rolling 12-Month Calculation



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