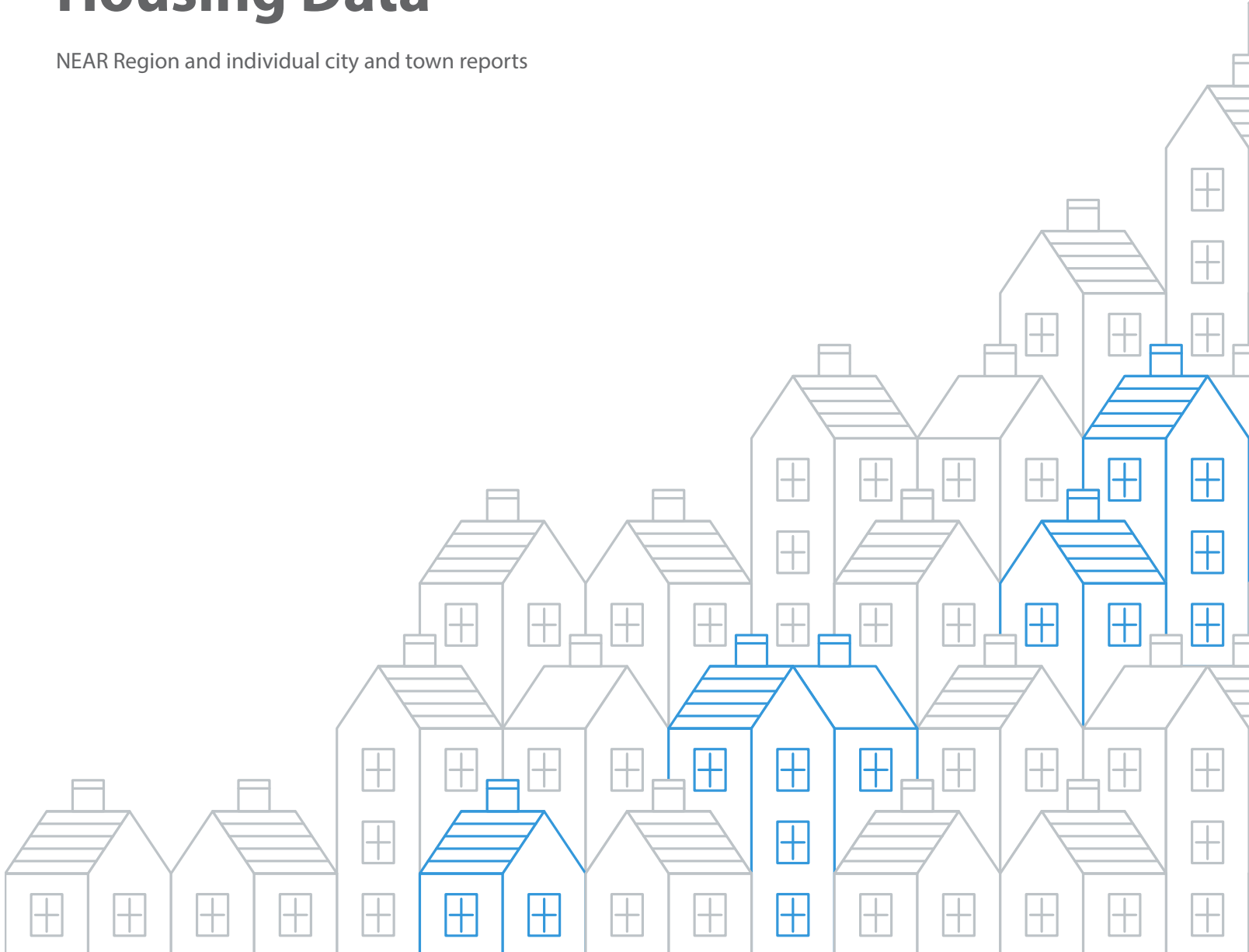




NORTHEAST ASSOCIATION OF  
**REALTORS**®

# May 2018 Housing Data

NEAR Region and individual city and town reports



Northeast Association of REALTORS®  
6 Liberty Way, Suite 204  
Westford, MA 01886  
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# Local Market Update – May 2018

A RESEARCH TOOL PROVIDED BY THE MASSACHUSETTS ASSOCIATION OF REALTORS®



## Northeast Association of REALTORS®

**- 0.2%**

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

**+ 6.8%**

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

**- 17.7%**

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

### Single-Family Properties

	May			Year to Date		
	2017	2018	+ / -	2017	2018	+ / -
Pending Sales	478	<b>472</b>	- 1.3%	1,596	<b>1,656</b>	+ 3.8%
Closed Sales	335	<b>326</b>	- 2.7%	1,199	<b>1,245</b>	+ 3.8%
Median Sales Price*	\$402,500	<b>\$445,250</b>	+ 10.6%	\$383,350	<b>\$418,250</b>	+ 9.1%
Inventory of Homes for Sale	717	<b>558</b>	- 22.2%	--	--	--
Months Supply of Inventory	2.2	<b>1.7</b>	- 23.0%	--	--	--
Cumulative Days on Market Until Sale	54	<b>41</b>	- 24.5%	64	<b>53</b>	- 17.8%
Percent of Original List Price Received*	99.3%	<b>100.2%</b>	+ 0.9%	98.7%	<b>98.9%</b>	+ 0.2%
New Listings	635	<b>628</b>	- 1.1%	2,017	<b>2,017</b>	0.0%

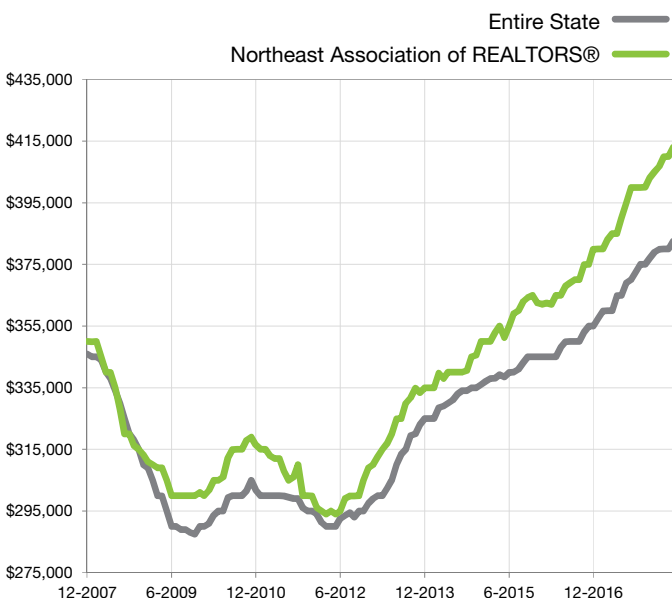
### Condominium Properties

	May			Year to Date		
	2017	2018	+ / -	2017	2018	+ / -
Pending Sales	177	<b>189</b>	+ 6.8%	677	<b>735</b>	+ 8.6%
Closed Sales	141	<b>149</b>	+ 5.7%	551	<b>560</b>	+ 1.6%
Median Sales Price*	\$240,000	<b>\$250,000</b>	+ 4.2%	\$218,000	<b>\$237,000</b>	+ 8.7%
Inventory of Homes for Sale	228	<b>220</b>	- 3.5%	--	--	--
Months Supply of Inventory	1.6	<b>1.7</b>	+ 0.9%	--	--	--
Cumulative Days on Market Until Sale	33	<b>44</b>	+ 33.7%	46	<b>47</b>	+ 1.8%
Percent of Original List Price Received*	99.5%	<b>100.3%</b>	+ 0.8%	99.2%	<b>99.9%</b>	+ 0.7%
New Listings	195	<b>224</b>	+ 14.9%	797	<b>880</b>	+ 10.4%

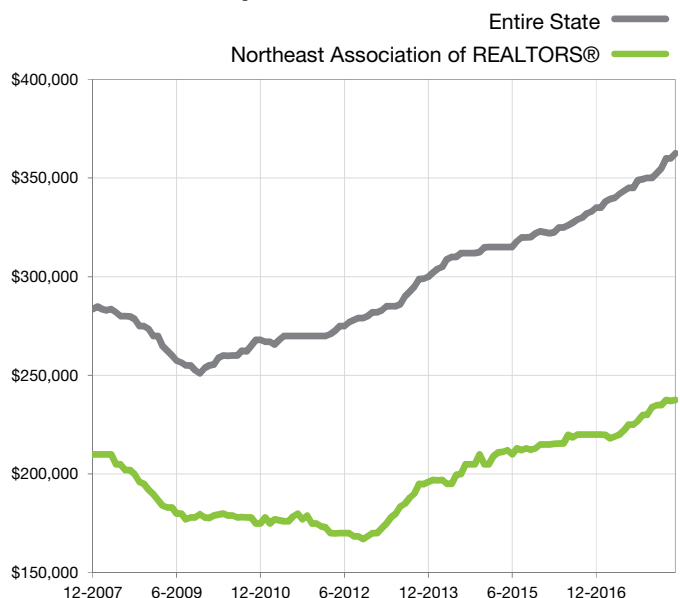
\* Does not account for seller concessions. | Activity for one month can sometimes look extreme due to small sample size.

## 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 – May 2018

A RESEARCH TOOL PROVIDED BY THE MASSACHUSETTS ASSOCIATION OF REALTORS®

## Andover

### Single-Family Properties

Key Metrics	May			Year to Date		
	2017	2018	+ / -	2017	2018	+ / -
Pending Sales	44	<b>63</b>	+ 43.2%	168	<b>159</b>	- 5.4%
Closed Sales	32	<b>28</b>	- 12.5%	117	<b>105</b>	- 10.3%
Median Sales Price*	\$638,500	<b>\$704,500</b>	+ 10.3%	\$642,000	<b>\$655,000</b>	+ 2.0%
Inventory of Homes for Sale	89	<b>71</b>	- 20.2%	--	--	--
Months Supply of Inventory	3.0	<b>2.3</b>	- 23.3%	--	--	--
Cumulative Days on Market Until Sale	53	<b>54</b>	+ 1.9%	75	<b>58</b>	- 22.7%
Percent of Original List Price Received*	98.9%	<b>98.8%</b>	- 0.1%	97.9%	<b>98.2%</b>	+ 0.3%
New Listings	70	<b>91</b>	+ 30.0%	234	<b>218</b>	- 6.8%

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

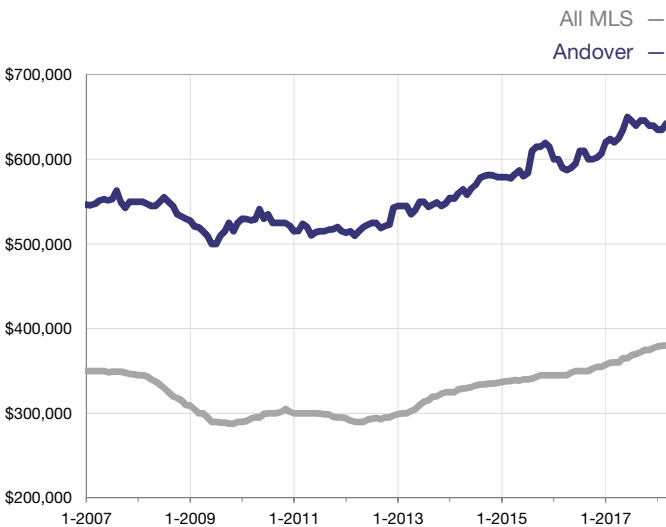
### Condominium Properties

Key Metrics	May			Year to Date		
	2017	2018	+ / -	2017	2018	+ / -
Pending Sales	19	<b>22</b>	+ 15.8%	58	<b>75</b>	+ 29.3%
Closed Sales	13	<b>13</b>	0.0%	45	<b>58</b>	+ 28.9%
Median Sales Price*	\$265,500	<b>\$239,900</b>	- 9.6%	\$285,000	<b>\$258,500</b>	- 9.3%
Inventory of Homes for Sale	31	<b>24</b>	- 22.6%	--	--	--
Months Supply of Inventory	3.0	<b>1.7</b>	- 43.3%	--	--	--
Cumulative Days on Market Until Sale	33	<b>73</b>	+ 121.2%	67	<b>52</b>	- 22.4%
Percent of Original List Price Received*	99.2%	<b>98.6%</b>	- 0.6%	97.3%	<b>100.9%</b>	+ 3.7%
New Listings	29	<b>15</b>	- 48.3%	78	<b>88</b>	+ 12.8%

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

### Median Sales Price – Single-Family Properties

Rolling 12-Month Calculation



### Median Sales Price – Condominium Properties

Rolling 12-Month Calculation



MASSACHUSETTS ASSOCIATION OF REALTORS®



# Local Market Update – May 2018

A RESEARCH TOOL PROVIDED BY THE MASSACHUSETTS ASSOCIATION OF REALTORS®

## Billerica

### Single-Family Properties

Key Metrics	May			Year to Date		
	2017	2018	+ / -	2017	2018	+ / -
Pending Sales	47	47	0.0%	151	157	+ 4.0%
Closed Sales	29	33	+ 13.8%	111	122	+ 9.9%
Median Sales Price*	\$440,000	<b>\$460,000</b>	+ 4.5%	\$428,999	<b>\$445,000</b>	+ 3.7%
Inventory of Homes for Sale	49	37	- 24.5%	--	--	--
Months Supply of Inventory	1.4	1.1	- 21.4%	--	--	--
Cumulative Days on Market Until Sale	28	47	+ 67.9%	39	42	+ 7.7%
Percent of Original List Price Received*	101.6%	100.5%	- 1.1%	100.6%	100.4%	- 0.2%
New Listings	58	58	0.0%	180	167	- 7.2%

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

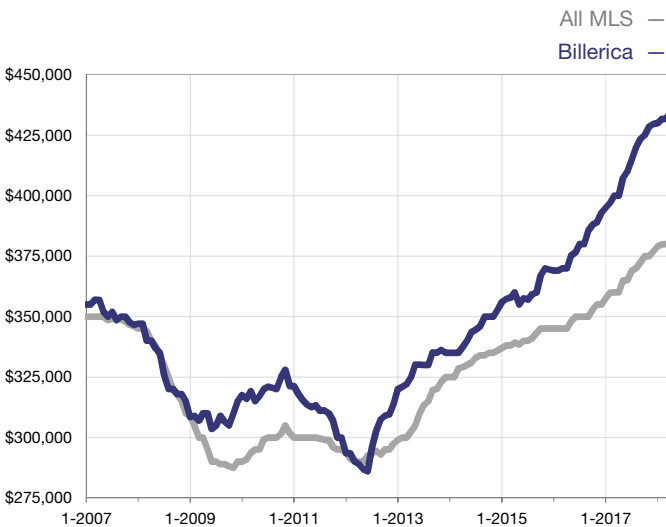
### Condominium Properties

Key Metrics	May			Year to Date		
	2017	2018	+ / -	2017	2018	+ / -
Pending Sales	9	9	0.0%	26	27	+ 3.8%
Closed Sales	10	8	- 20.0%	23	32	+ 39.1%
Median Sales Price*	\$298,700	<b>\$358,250</b>	+ 19.9%	\$274,000	<b>\$295,000</b>	+ 7.7%
Inventory of Homes for Sale	7	7	0.0%	--	--	--
Months Supply of Inventory	0.9	1.3	+ 44.4%	--	--	--
Cumulative Days on Market Until Sale	14	17	+ 21.4%	20	22	+ 10.0%
Percent of Original List Price Received*	102.5%	101.9%	- 0.6%	101.3%	103.7%	+ 2.4%
New Listings	8	10	+ 25.0%	33	32	- 3.0%

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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 – May 2018

A RESEARCH TOOL PROVIDED BY THE MASSACHUSETTS ASSOCIATION OF REALTORS®

## Boxford

### Single-Family Properties

Key Metrics	May			Year to Date		
	2017	2018	+ / -	2017	2018	+ / -
Pending Sales	16	12	- 25.0%	48	45	- 6.3%
Closed Sales	11	10	- 9.1%	33	39	+ 18.2%
Median Sales Price*	\$576,900	<b>\$781,750</b>	+ 35.5%	\$570,000	<b>\$686,000</b>	+ 20.4%
Inventory of Homes for Sale	45	42	- 6.7%	--	--	--
Months Supply of Inventory	4.1	3.8	- 7.3%	--	--	--
Cumulative Days on Market Until Sale	140	78	- 44.3%	112	125	+ 11.6%
Percent of Original List Price Received*	97.3%	<b>94.8%</b>	- 2.6%	97.3%	<b>95.0%</b>	- 2.4%
New Listings	29	18	- 37.9%	81	68	- 16.0%

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

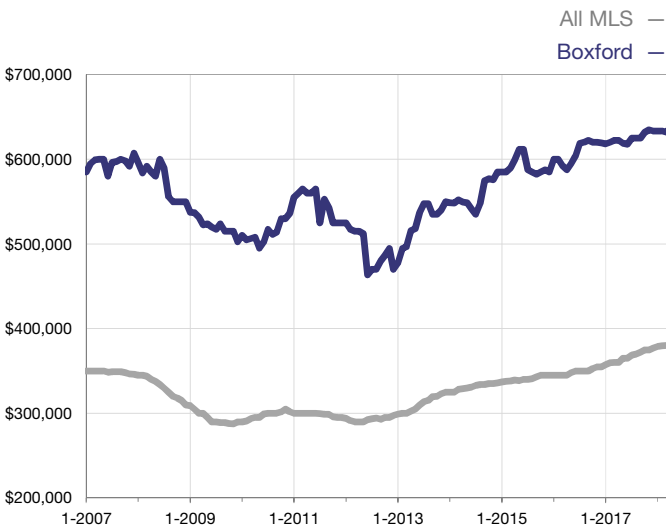
### Condominium Properties

Key Metrics	May			Year to Date		
	2017	2018	+ / -	2017	2018	+ / -
Pending Sales	0	0	--	0	0	--
Closed Sales	0	0	--	0	0	--
Median Sales Price*	\$0	<b>\$0</b>	--	\$0	<b>\$0</b>	--
Inventory of Homes for Sale	1	1	0.0%	--	--	--
Months Supply of Inventory	0.0	0.0	--	--	--	--
Cumulative Days on Market Until Sale	0	0	--	0	0	--
Percent of Original List Price Received*	0.0%	<b>0.0%</b>	--	0.0%	<b>0.0%</b>	--
New Listings	0	0	--	1	0	- 100.0%

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

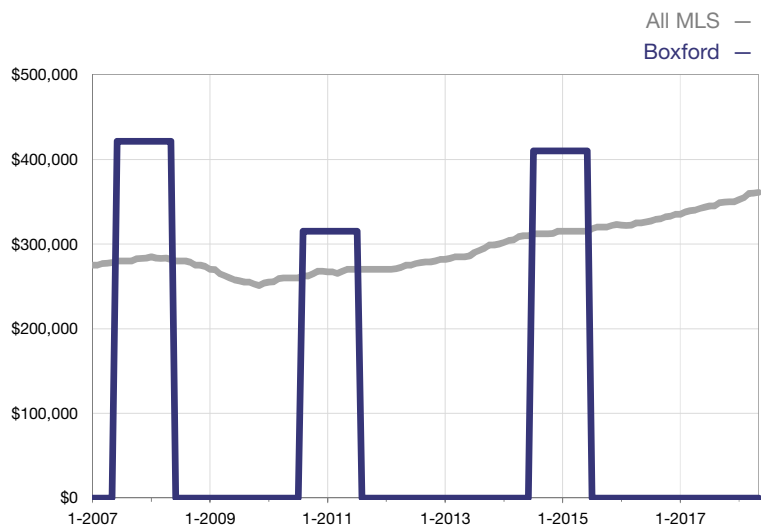
### Median Sales Price – Single-Family Properties

Rolling 12-Month Calculation



### Median Sales Price – Condominium Properties

Rolling 12-Month Calculation



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# Local Market Update – May 2018

A RESEARCH TOOL PROVIDED BY THE MASSACHUSETTS ASSOCIATION OF REALTORS®

## Carlisle

### Single-Family Properties

Key Metrics	May			Year to Date		
	2017	2018	+ / -	2017	2018	+ / -
Pending Sales	8	4	- 50.0%	31	35	+ 12.9%
Closed Sales	5	8	+ 60.0%	24	26	+ 8.3%
Median Sales Price*	\$770,000	<b>\$985,000</b>	+ 27.9%	\$795,000	<b>\$867,500</b>	+ 9.1%
Inventory of Homes for Sale	30	35	+ 16.7%	--	--	--
Months Supply of Inventory	4.1	5.5	+ 34.1%	--	--	--
Cumulative Days on Market Until Sale	62	76	+ 22.6%	107	111	+ 3.7%
Percent of Original List Price Received*	98.4%	95.7%	- 2.7%	95.9%	94.3%	- 1.7%
New Listings	13	21	+ 61.5%	46	63	+ 37.0%

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

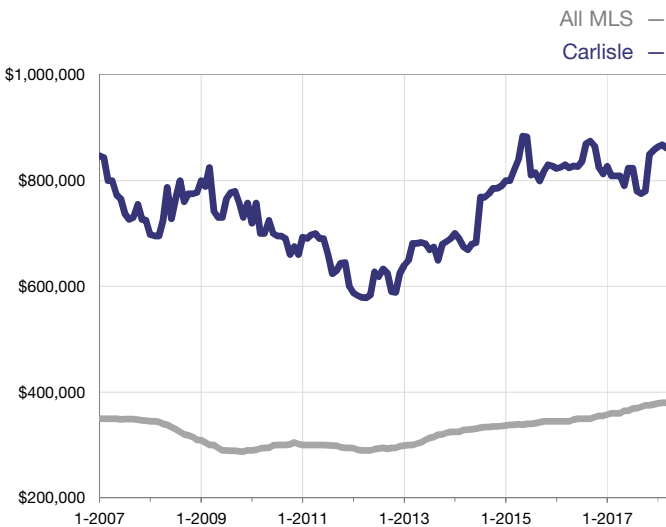
### Condominium Properties

Key Metrics	May			Year to Date		
	2017	2018	+ / -	2017	2018	+ / -
Pending Sales	1	1	0.0%	1	2	+ 100.0%
Closed Sales	0	0	--	0	1	--
Median Sales Price*	\$0	<b>\$0</b>	--	\$0	<b>\$859,000</b>	--
Inventory of Homes for Sale	2	3	+ 50.0%	--	--	--
Months Supply of Inventory	2.0	2.0	0.0%	--	--	--
Cumulative Days on Market Until Sale	0	0	--	0	493	--
Percent of Original List Price Received*	0.0%	0.0%	--	0.0%	92.5%	--
New Listings	0	0	--	1	4	+ 300.0%

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

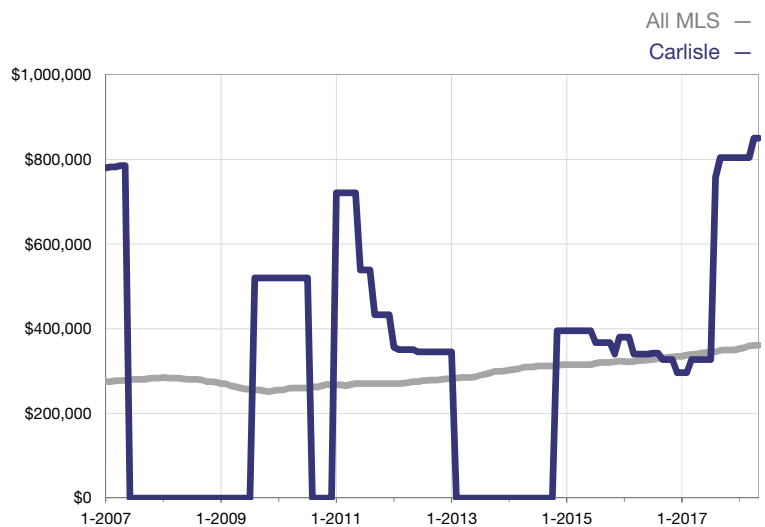
### Median Sales Price – Single-Family Properties

Rolling 12-Month Calculation



### Median Sales Price – Condominium Properties

Rolling 12-Month Calculation



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# Local Market Update – May 2018

A RESEARCH TOOL PROVIDED BY THE MASSACHUSETTS ASSOCIATION OF REALTORS®

## Chelmsford

### Single-Family Properties

Key Metrics	May			Year to Date		
	2017	2018	+ / -	2017	2018	+ / -
Pending Sales	52	<b>39</b>	- 25.0%	138	<b>130</b>	- 5.8%
Closed Sales	32	<b>25</b>	- 21.9%	106	<b>93</b>	- 12.3%
Median Sales Price*	\$422,000	<b>\$475,000</b>	+ 12.6%	\$410,000	<b>\$451,725</b>	+ 10.2%
Inventory of Homes for Sale	41	<b>30</b>	- 26.8%	--	--	--
Months Supply of Inventory	1.4	<b>1.1</b>	- 21.4%	--	--	--
Cumulative Days on Market Until Sale	64	<b>25</b>	- 60.9%	83	<b>41</b>	- 50.6%
Percent of Original List Price Received*	100.0%	<b>100.9%</b>	+ 0.9%	99.7%	<b>100.1%</b>	+ 0.4%
New Listings	59	<b>43</b>	- 27.1%	162	<b>147</b>	- 9.3%

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

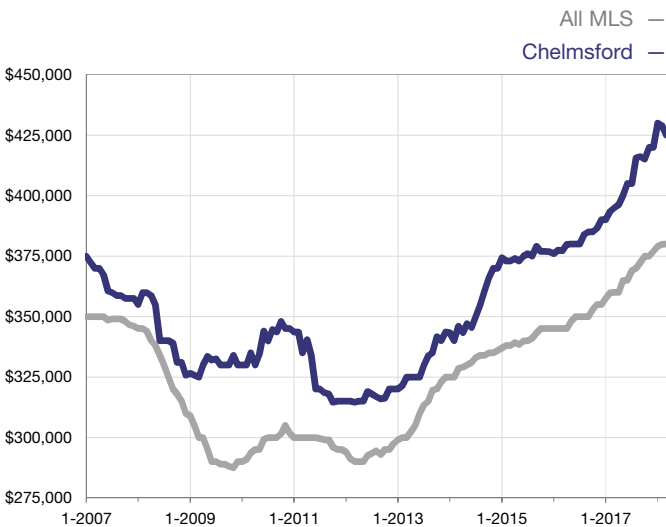
### Condominium Properties

Key Metrics	May			Year to Date		
	2017	2018	+ / -	2017	2018	+ / -
Pending Sales	21	<b>24</b>	+ 14.3%	73	<b>73</b>	0.0%
Closed Sales	14	<b>14</b>	0.0%	50	<b>48</b>	- 4.0%
Median Sales Price*	\$229,000	<b>\$293,500</b>	+ 28.2%	\$232,250	<b>\$278,125</b>	+ 19.8%
Inventory of Homes for Sale	12	<b>24</b>	+ 100.0%	--	--	--
Months Supply of Inventory	0.8	<b>1.7</b>	+ 112.5%	--	--	--
Cumulative Days on Market Until Sale	29	<b>35</b>	+ 20.7%	30	<b>35</b>	+ 16.7%
Percent of Original List Price Received*	98.2%	<b>99.2%</b>	+ 1.0%	99.0%	<b>99.9%</b>	+ 0.9%
New Listings	21	<b>31</b>	+ 47.6%	82	<b>96</b>	+ 17.1%

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

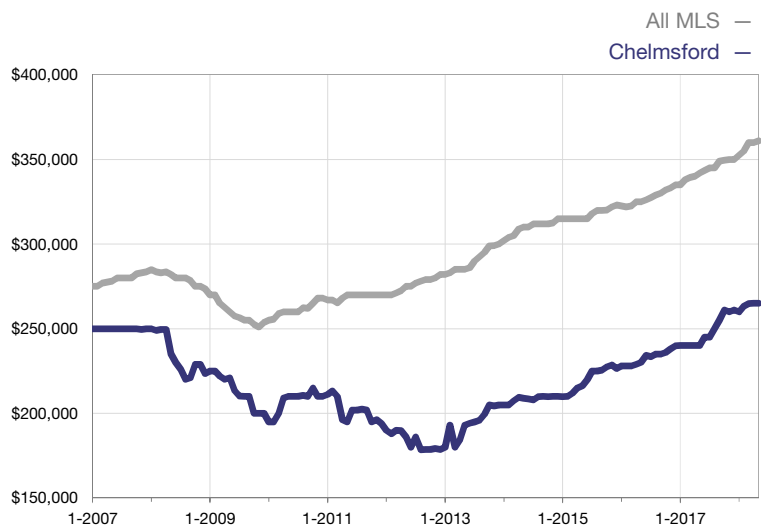
### Median Sales Price – Single-Family Properties

Rolling 12-Month Calculation



### Median Sales Price – Condominium Properties

Rolling 12-Month Calculation



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# Local Market Update – May 2018

A RESEARCH TOOL PROVIDED BY THE MASSACHUSETTS ASSOCIATION OF REALTORS®

## Dracut

### Single-Family Properties

Key Metrics	May			Year to Date		
	2017	2018	+ / -	2017	2018	+ / -
Pending Sales	46	<b>39</b>	- 15.2%	134	<b>124</b>	- 7.5%
Closed Sales	26	<b>23</b>	- 11.5%	97	<b>100</b>	+ 3.1%
Median Sales Price*	\$357,500	<b>\$370,000</b>	+ 3.5%	\$342,900	<b>\$359,500</b>	+ 4.8%
Inventory of Homes for Sale	51	<b>33</b>	- 35.3%	--	--	--
Months Supply of Inventory	1.7	<b>1.2</b>	- 29.4%	--	--	--
Cumulative Days on Market Until Sale	56	<b>48</b>	- 14.3%	73	<b>48</b>	- 34.2%
Percent of Original List Price Received*	98.3%	<b>99.1%</b>	+ 0.8%	98.7%	<b>98.5%</b>	- 0.2%
New Listings	56	<b>51</b>	- 8.9%	154	<b>139</b>	- 9.7%

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

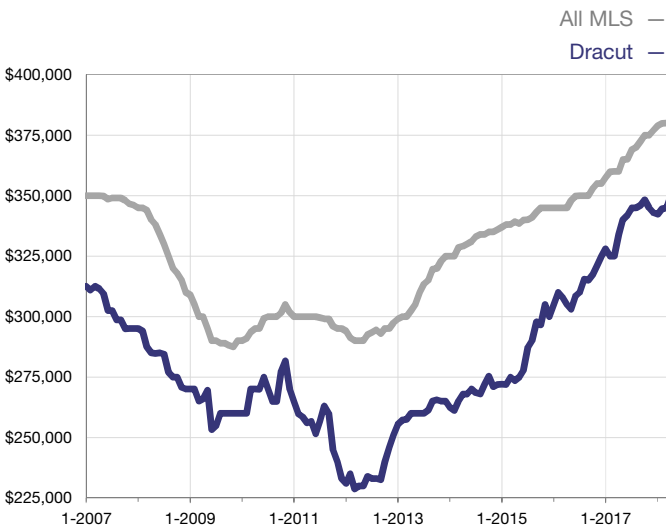
### Condominium Properties

Key Metrics	May			Year to Date		
	2017	2018	+ / -	2017	2018	+ / -
Pending Sales	22	<b>25</b>	+ 13.6%	92	<b>84</b>	- 8.7%
Closed Sales	15	<b>17</b>	+ 13.3%	60	<b>68</b>	+ 13.3%
Median Sales Price*	\$202,900	<b>\$192,000</b>	- 5.4%	\$188,500	<b>\$222,750</b>	+ 18.2%
Inventory of Homes for Sale	27	<b>21</b>	- 22.2%	--	--	--
Months Supply of Inventory	1.9	<b>1.4</b>	- 26.3%	--	--	--
Cumulative Days on Market Until Sale	28	<b>33</b>	+ 17.9%	42	<b>38</b>	- 9.5%
Percent of Original List Price Received*	100.9%	<b>101.4%</b>	+ 0.5%	100.7%	<b>100.0%</b>	- 0.7%
New Listings	27	<b>24</b>	- 11.1%	108	<b>95</b>	- 12.0%

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

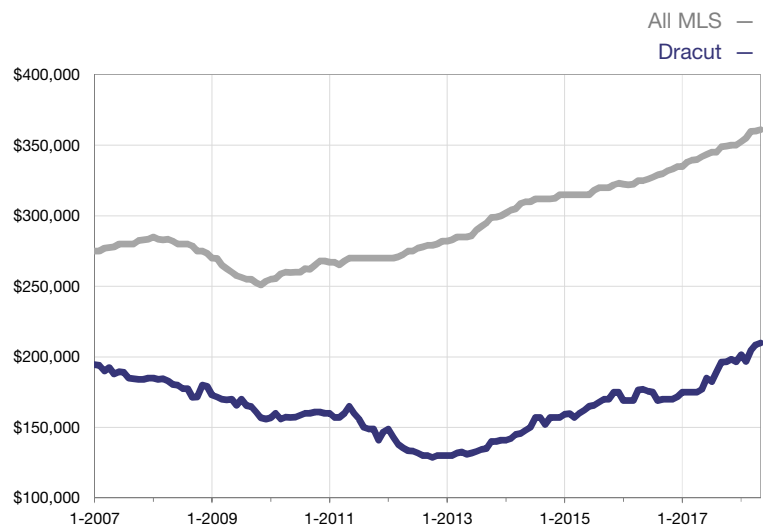
### Median Sales Price – Single-Family Properties

Rolling 12-Month Calculation



### Median Sales Price – Condominium Properties

Rolling 12-Month Calculation



MASSACHUSETTS ASSOCIATION OF REALTORS®





# Local Market Update – May 2018

A RESEARCH TOOL PROVIDED BY THE MASSACHUSETTS ASSOCIATION OF REALTORS®

## Dunstable

### Single-Family Properties

Key Metrics	May			Year to Date		
	2017	2018	+ / -	2017	2018	+ / -
Pending Sales	7	6	- 14.3%	21	29	+ 38.1%
Closed Sales	5	5	0.0%	14	12	- 14.3%
Median Sales Price*	\$579,900	<b>\$677,650</b>	+ 16.9%	\$509,500	<b>\$637,450</b>	+ 25.1%
Inventory of Homes for Sale	18	15	- 16.7%	--	--	--
Months Supply of Inventory	4.8	3.6	- 25.0%	--	--	--
Cumulative Days on Market Until Sale	57	79	+ 38.6%	69	56	- 18.8%
Percent of Original List Price Received*	93.6%	98.6%	+ 5.3%	97.4%	99.5%	+ 2.2%
New Listings	9	13	+ 44.4%	26	37	+ 42.3%

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

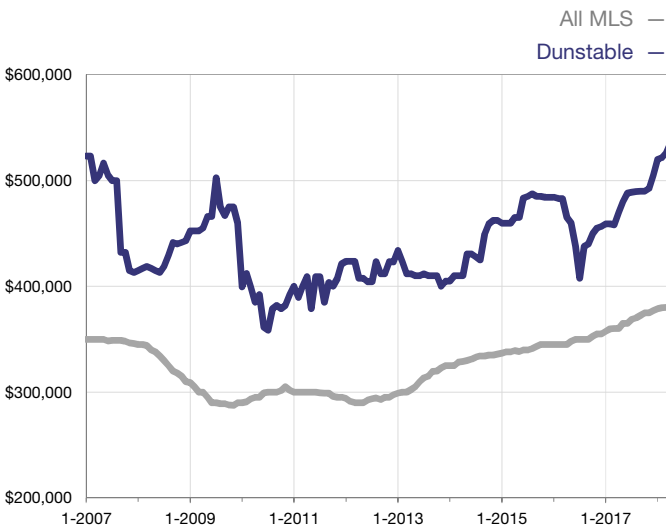
### Condominium Properties

Key Metrics	May			Year to Date		
	2017	2018	+ / -	2017	2018	+ / -
Pending Sales	0	0	--	0	0	--
Closed Sales	0	0	--	0	0	--
Median Sales Price*	\$0	\$0	--	\$0	\$0	--
Inventory of Homes for Sale	0	0	--	--	--	--
Months Supply of Inventory	0.0	0.0	--	--	--	--
Cumulative Days on Market Until Sale	0	0	--	0	0	--
Percent of Original List Price Received*	0.0%	0.0%	--	0.0%	0.0%	--
New Listings	0	0	--	0	0	--

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

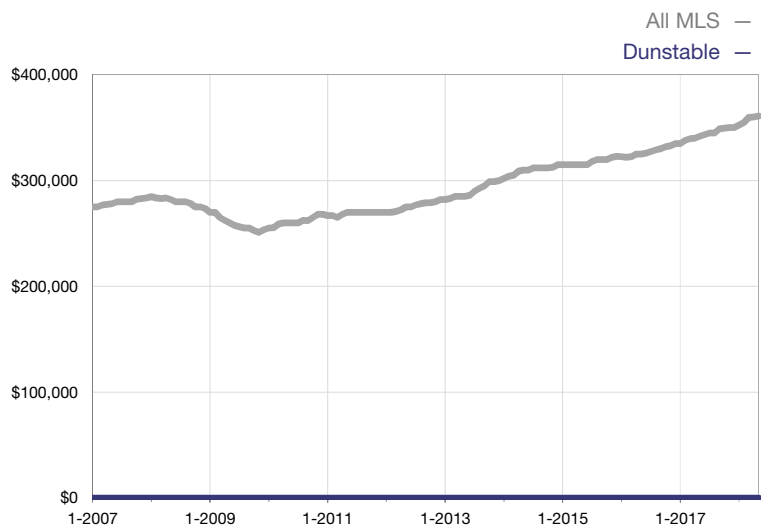
### Median Sales Price – Single-Family Properties

Rolling 12-Month Calculation



### Median Sales Price – Condominium Properties

Rolling 12-Month Calculation



MASSACHUSETTS ASSOCIATION OF REALTORS®



# Local Market Update – May 2018

A RESEARCH TOOL PROVIDED BY THE MASSACHUSETTS ASSOCIATION OF REALTORS®

## Lawrence

### Single-Family Properties

Key Metrics	May			Year to Date		
	2017	2018	+ / -	2017	2018	+ / -
Pending Sales	22	21	- 4.5%	82	95	+ 15.9%
Closed Sales	20	19	- 5.0%	75	79	+ 5.3%
Median Sales Price*	\$255,000	<b>\$268,000</b>	+ 5.1%	\$240,000	<b>\$261,500</b>	+ 9.0%
Inventory of Homes for Sale	43	24	- 44.2%	--	--	--
Months Supply of Inventory	2.5	1.3	- 48.0%	--	--	--
Cumulative Days on Market Until Sale	50	29	- 42.0%	56	50	- 10.7%
Percent of Original List Price Received*	99.2%	<b>103.6%</b>	+ 4.4%	98.5%	<b>100.2%</b>	+ 1.7%
New Listings	30	29	- 3.3%	104	111	+ 6.7%

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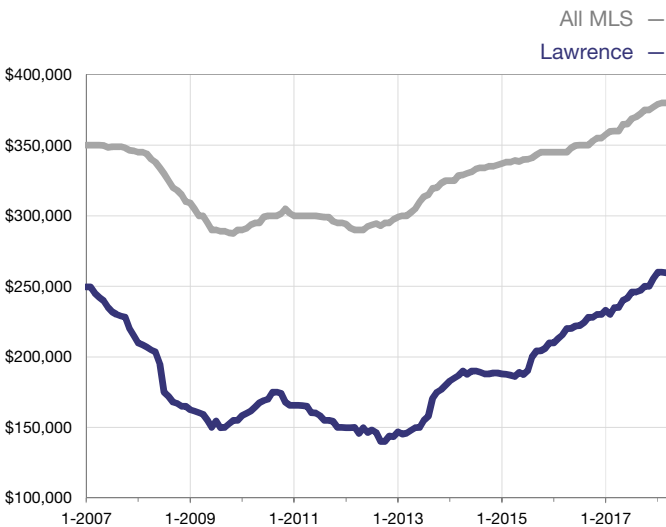
### Condominium Properties

Key Metrics	May			Year to Date		
	2017	2018	+ / -	2017	2018	+ / -
Pending Sales	12	9	- 25.0%	30	40	+ 33.3%
Closed Sales	7	8	+ 14.3%	30	24	- 20.0%
Median Sales Price*	\$175,000	<b>\$132,500</b>	- 24.3%	\$135,000	<b>\$142,000</b>	+ 5.2%
Inventory of Homes for Sale	21	10	- 52.4%	--	--	--
Months Supply of Inventory	3.8	1.5	- 60.5%	--	--	--
Cumulative Days on Market Until Sale	29	20	- 31.0%	47	51	+ 8.5%
Percent of Original List Price Received*	101.2%	<b>101.4%</b>	+ 0.2%	98.9%	<b>101.8%</b>	+ 2.9%
New Listings	8	11	+ 37.5%	41	49	+ 19.5%

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

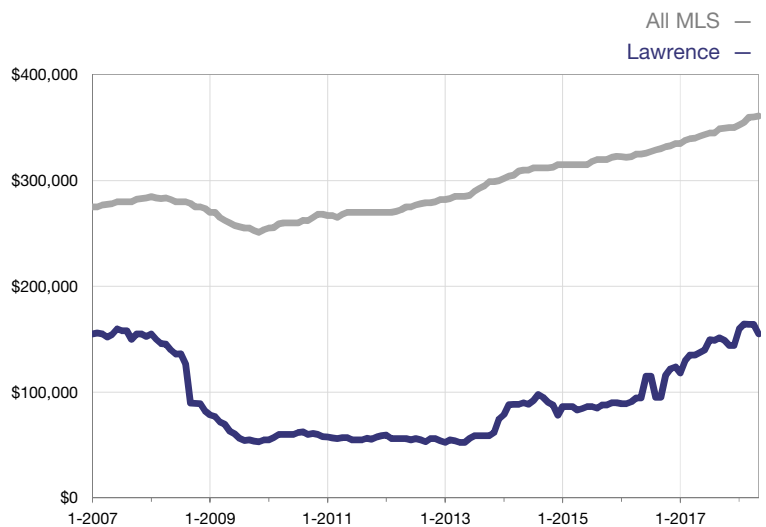
### Median Sales Price – Single-Family Properties

Rolling 12-Month Calculation



### Median Sales Price – Condominium Properties

Rolling 12-Month Calculation



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# Local Market Update – May 2018

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## Littleton

### Single-Family Properties

Key Metrics	May			Year to Date		
	2017	2018	+ / -	2017	2018	+ / -
Pending Sales	9	19	+ 111.1%	51	58	+ 13.7%
Closed Sales	11	14	+ 27.3%	41	43	+ 4.9%
Median Sales Price*	\$380,000	<b>\$667,450</b>	+ 75.6%	\$498,000	<b>\$640,000</b>	+ 28.5%
Inventory of Homes for Sale	46	26	- 43.5%	--	--	--
Months Supply of Inventory	3.9	2.2	- 43.6%	--	--	--
Cumulative Days on Market Until Sale	31	61	+ 96.8%	73	75	+ 2.7%
Percent of Original List Price Received*	100.3%	100.3%	0.0%	98.6%	97.7%	- 0.9%
New Listings	25	23	- 8.0%	89	72	- 19.1%

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

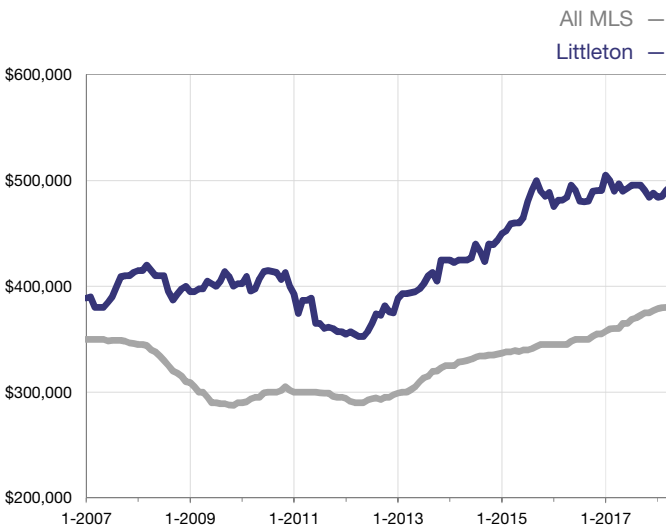
### Condominium Properties

Key Metrics	May			Year to Date		
	2017	2018	+ / -	2017	2018	+ / -
Pending Sales	0	1	--	1	3	+ 200.0%
Closed Sales	0	1	--	1	3	+ 200.0%
Median Sales Price*	\$0	<b>\$379,000</b>	--	\$250,000	<b>\$379,000</b>	+ 51.6%
Inventory of Homes for Sale	0	2	--	--	--	--
Months Supply of Inventory	0.0	1.3	--	--	--	--
Cumulative Days on Market Until Sale	0	167	--	344	63	- 81.7%
Percent of Original List Price Received*	0.0%	98.4%	--	86.2%	99.3%	+ 15.2%
New Listings	0	1	--	1	4	+ 300.0%

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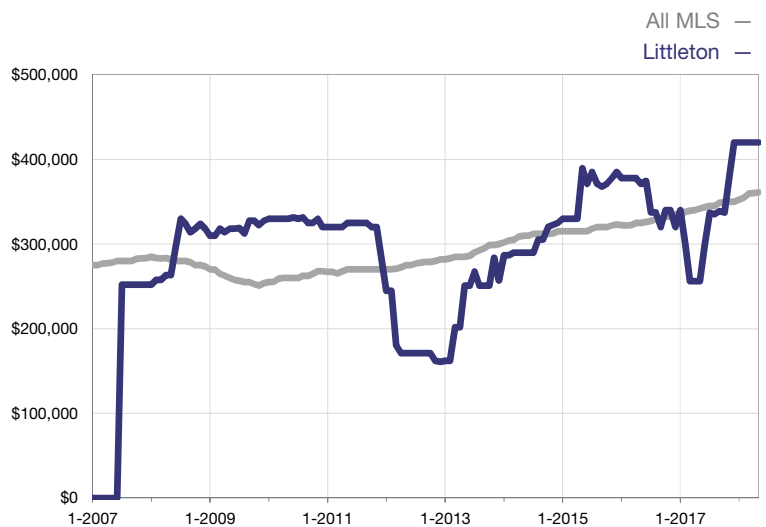
### Median Sales Price – Single-Family Properties

Rolling 12-Month Calculation



### Median Sales Price – Condominium Properties

Rolling 12-Month Calculation



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# Local Market Update – May 2018

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## Lowell

### Single-Family Properties

Key Metrics	May			Year to Date		
	2017	2018	+ / -	2017	2018	+ / -
Pending Sales	62	48	- 22.6%	234	239	+ 2.1%
Closed Sales	47	55	+ 17.0%	190	199	+ 4.7%
Median Sales Price*	\$275,000	\$300,000	+ 9.1%	\$265,000	\$300,000	+ 13.2%
Inventory of Homes for Sale	59	48	- 18.6%	--	--	--
Months Supply of Inventory	1.3	1.1	- 15.4%	--	--	--
Cumulative Days on Market Until Sale	60	33	- 45.0%	58	40	- 31.0%
Percent of Original List Price Received*	98.6%	101.3%	+ 2.7%	97.6%	99.4%	+ 1.8%
New Listings	65	53	- 18.5%	243	271	+ 11.5%

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

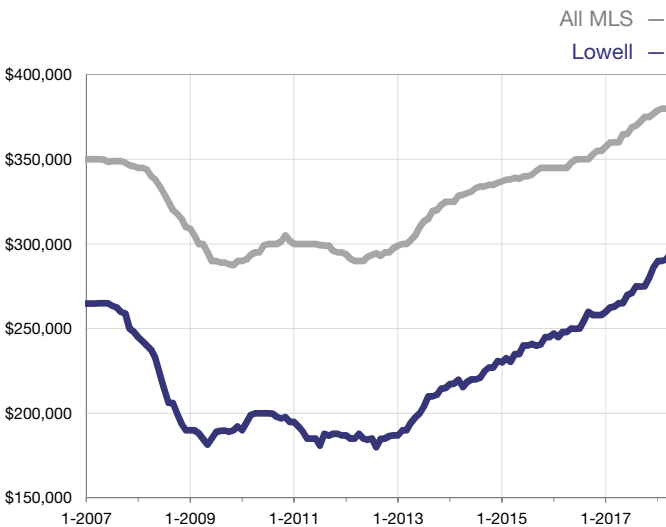
### Condominium Properties

Key Metrics	May			Year to Date		
	2017	2018	+ / -	2017	2018	+ / -
Pending Sales	30	34	+ 13.3%	136	165	+ 21.3%
Closed Sales	29	36	+ 24.1%	127	134	+ 5.5%
Median Sales Price*	\$188,000	\$185,000	- 1.6%	\$181,000	\$191,000	+ 5.5%
Inventory of Homes for Sale	49	56	+ 14.3%	--	--	--
Months Supply of Inventory	1.6	1.9	+ 18.8%	--	--	--
Cumulative Days on Market Until Sale	39	27	- 30.8%	46	41	- 10.9%
Percent of Original List Price Received*	99.5%	100.4%	+ 0.9%	98.6%	98.6%	0.0%
New Listings	27	50	+ 85.2%	156	205	+ 31.4%

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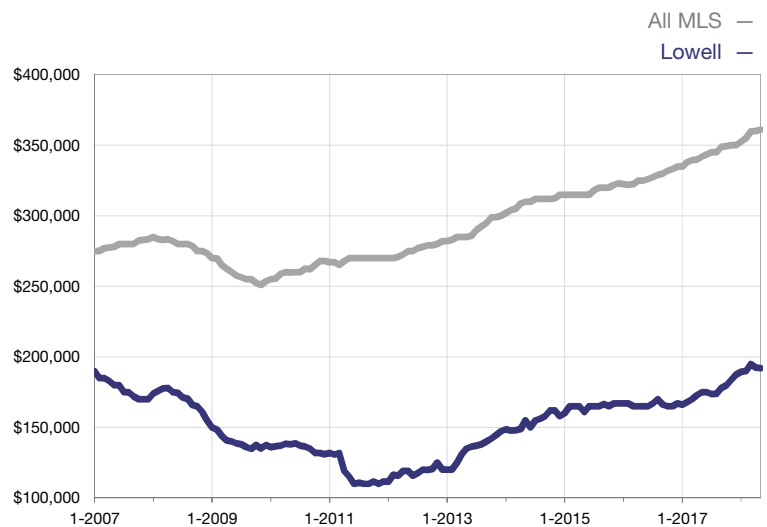
### Median Sales Price – Single-Family Properties

Rolling 12-Month Calculation



### Median Sales Price – Condominium Properties

Rolling 12-Month Calculation



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# Local Market Update – May 2018

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## Methuen

### Single-Family Properties

Key Metrics	May			Year to Date		
	2017	2018	+ / -	2017	2018	+ / -
Pending Sales	58	<b>64</b>	+ 10.3%	187	<b>194</b>	+ 3.7%
Closed Sales	45	<b>24</b>	- 46.7%	142	<b>135</b>	- 4.9%
Median Sales Price*	\$349,900	<b>\$330,450</b>	- 5.6%	\$328,700	<b>\$347,500</b>	+ 5.7%
Inventory of Homes for Sale	67	<b>72</b>	+ 7.5%	--	--	--
Months Supply of Inventory	1.7	<b>1.8</b>	+ 5.9%	--	--	--
Cumulative Days on Market Until Sale	35	<b>31</b>	- 11.4%	48	<b>51</b>	+ 6.3%
Percent of Original List Price Received*	98.4%	<b>101.2%</b>	+ 2.8%	99.0%	<b>98.9%</b>	- 0.1%
New Listings	68	<b>81</b>	+ 19.1%	230	<b>239</b>	+ 3.9%

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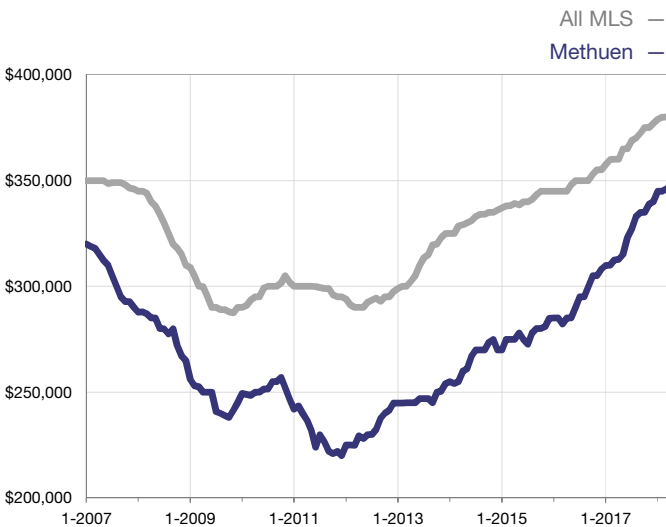
### Condominium Properties

Key Metrics	May			Year to Date		
	2017	2018	+ / -	2017	2018	+ / -
Pending Sales	20	<b>9</b>	- 55.0%	79	<b>65</b>	- 17.7%
Closed Sales	10	<b>10</b>	0.0%	63	<b>61</b>	- 3.2%
Median Sales Price*	\$244,500	<b>\$387,450</b>	+ 58.5%	\$235,000	<b>\$250,000</b>	+ 6.4%
Inventory of Homes for Sale	32	<b>21</b>	- 34.4%	--	--	--
Months Supply of Inventory	2.3	<b>1.5</b>	- 34.8%	--	--	--
Cumulative Days on Market Until Sale	72	<b>156</b>	+ 116.7%	64	<b>86</b>	+ 34.4%
Percent of Original List Price Received*	97.2%	<b>98.9%</b>	+ 1.7%	99.3%	<b>99.6%</b>	+ 0.3%
New Listings	24	<b>12</b>	- 50.0%	92	<b>68</b>	- 26.1%

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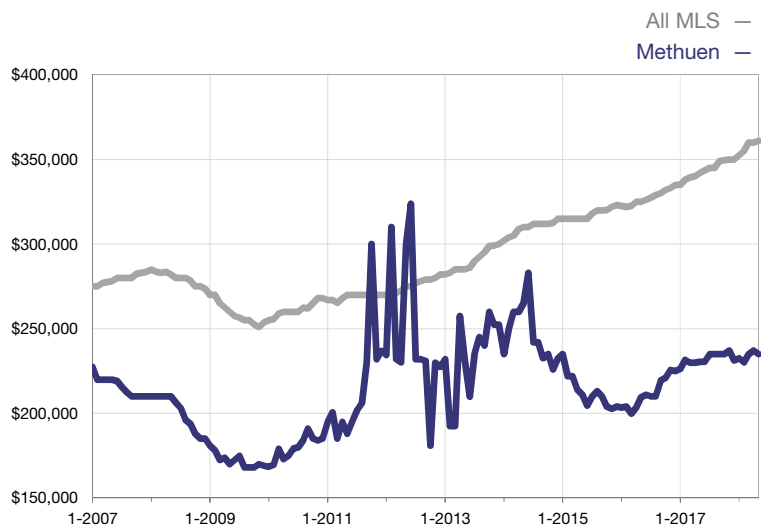
### Median Sales Price – Single-Family Properties

Rolling 12-Month Calculation



### Median Sales Price – Condominium Properties

Rolling 12-Month Calculation



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# Local Market Update – May 2018

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## North Andover

### Single-Family Properties

Key Metrics	May			Year to Date		
	2017	2018	+ / -	2017	2018	+ / -
Pending Sales	32	<b>28</b>	- 12.5%	98	<b>108</b>	+ 10.2%
Closed Sales	17	<b>21</b>	+ 23.5%	71	<b>80</b>	+ 12.7%
Median Sales Price*	\$485,000	<b>\$612,000</b>	+ 26.2%	\$555,000	<b>\$556,500</b>	+ 0.3%
Inventory of Homes for Sale	52	<b>44</b>	- 15.4%	--	--	--
Months Supply of Inventory	2.6	<b>2.0</b>	- 23.1%	--	--	--
Cumulative Days on Market Until Sale	48	<b>37</b>	- 22.9%	55	<b>67</b>	+ 21.8%
Percent of Original List Price Received*	99.6%	<b>100.3%</b>	+ 0.7%	97.4%	<b>98.0%</b>	+ 0.6%
New Listings	42	<b>45</b>	+ 7.1%	132	<b>141</b>	+ 6.8%

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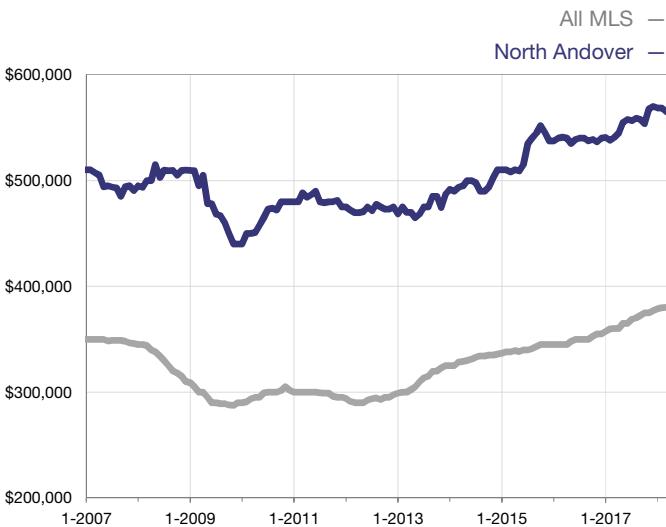
### Condominium Properties

Key Metrics	May			Year to Date		
	2017	2018	+ / -	2017	2018	+ / -
Pending Sales	13	<b>28</b>	+ 115.4%	84	<b>86</b>	+ 2.4%
Closed Sales	19	<b>13</b>	- 31.6%	67	<b>64</b>	- 4.5%
Median Sales Price*	\$287,000	<b>\$302,152</b>	+ 5.3%	\$260,000	<b>\$247,000</b>	- 5.0%
Inventory of Homes for Sale	22	<b>17</b>	- 22.7%	--	--	--
Months Supply of Inventory	1.5	<b>1.3</b>	- 13.3%	--	--	--
Cumulative Days on Market Until Sale	41	<b>26</b>	- 36.6%	50	<b>43</b>	- 14.0%
Percent of Original List Price Received*	98.6%	<b>100.3%</b>	+ 1.7%	99.6%	<b>99.6%</b>	0.0%
New Listings	16	<b>34</b>	+ 112.5%	90	<b>99</b>	+ 10.0%

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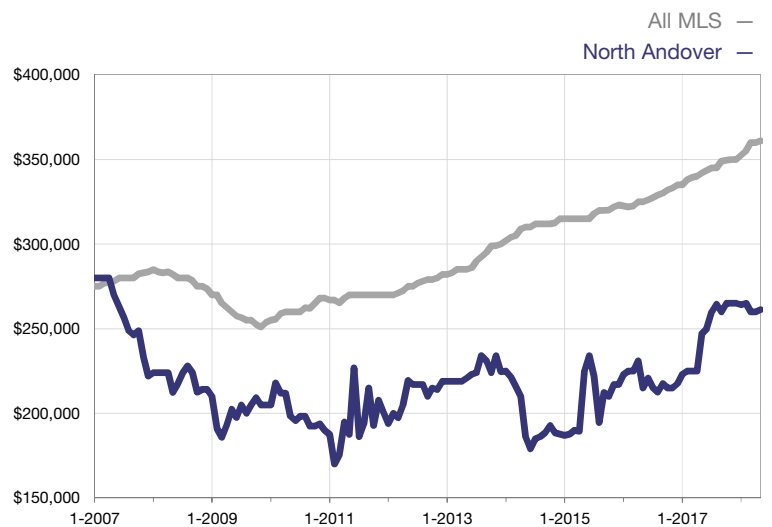
### Median Sales Price – Single-Family Properties

Rolling 12-Month Calculation



### Median Sales Price – Condominium Properties

Rolling 12-Month Calculation



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# Local Market Update – May 2018

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## Tewksbury

### Single-Family Properties

Key Metrics	May			Year to Date		
	2017	2018	+ / -	2017	2018	+ / -
Pending Sales	27	<b>37</b>	+ 37.0%	99	<b>121</b>	+ 22.2%
Closed Sales	26	<b>25</b>	- 3.8%	83	<b>89</b>	+ 7.2%
Median Sales Price*	\$420,000	<b>\$417,000</b>	- 0.7%	\$402,500	<b>\$420,000</b>	+ 4.3%
Inventory of Homes for Sale	39	<b>23</b>	- 41.0%	--	--	--
Months Supply of Inventory	1.7	<b>1.0</b>	- 41.2%	--	--	--
Cumulative Days on Market Until Sale	39	<b>44</b>	+ 12.8%	42	<b>41</b>	- 2.4%
Percent of Original List Price Received*	101.3%	<b>100.3%</b>	- 1.0%	101.3%	<b>99.5%</b>	- 1.8%
New Listings	43	<b>43</b>	0.0%	132	<b>135</b>	+ 2.3%

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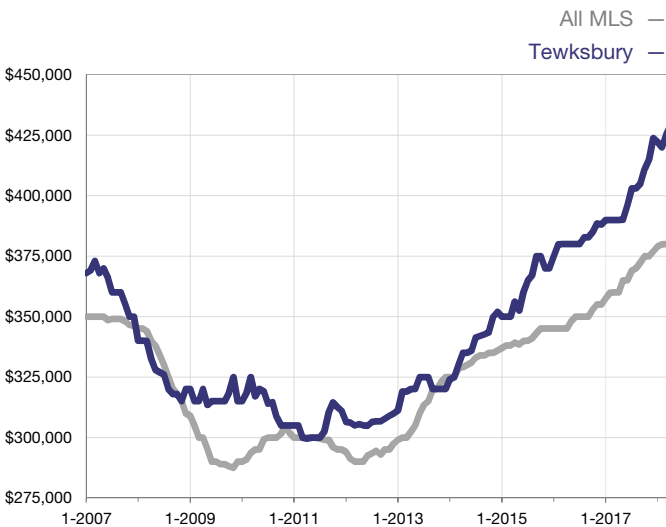
### Condominium Properties

Key Metrics	May			Year to Date		
	2017	2018	+ / -	2017	2018	+ / -
Pending Sales	17	<b>11</b>	- 35.3%	53	<b>54</b>	+ 1.9%
Closed Sales	10	<b>19</b>	+ 90.0%	43	<b>36</b>	- 16.3%
Median Sales Price*	\$354,750	<b>\$339,200</b>	- 4.4%	\$325,000	<b>\$339,600</b>	+ 4.5%
Inventory of Homes for Sale	6	<b>9</b>	+ 50.0%	--	--	--
Months Supply of Inventory	0.4	<b>0.8</b>	+ 100.0%	--	--	--
Cumulative Days on Market Until Sale	12	<b>40</b>	+ 233.3%	15	<b>38</b>	+ 153.3%
Percent of Original List Price Received*	100.3%	<b>101.5%</b>	+ 1.2%	100.8%	<b>101.1%</b>	+ 0.3%
New Listings	18	<b>13</b>	- 27.8%	61	<b>59</b>	- 3.3%

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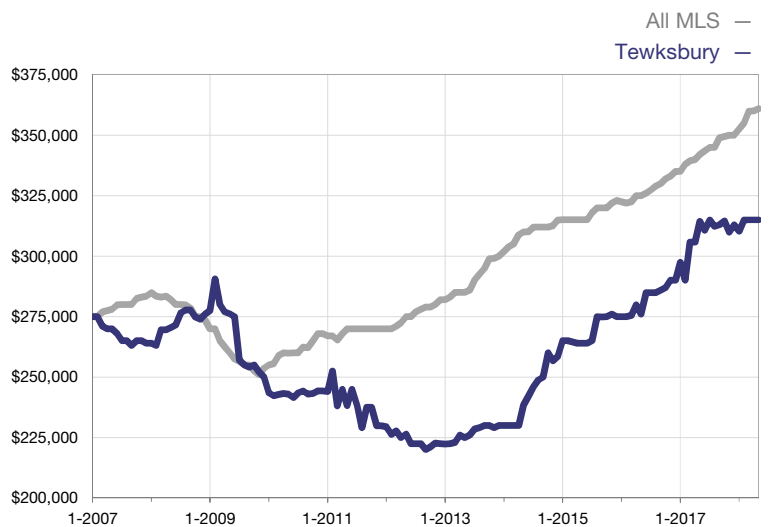
### Median Sales Price – Single-Family Properties

Rolling 12-Month Calculation



### Median Sales Price – Condominium Properties

Rolling 12-Month Calculation



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# Local Market Update – May 2018

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## Tyngsborough

### Single-Family Properties

Key Metrics	May			Year to Date		
	2017	2018	+ / -	2017	2018	+ / -
Pending Sales	9	11	+ 22.2%	48	41	- 14.6%
Closed Sales	13	9	- 30.8%	37	33	- 10.8%
Median Sales Price*	\$370,000	<b>\$350,000</b>	- 5.4%	\$383,350	<b>\$382,500</b>	- 0.2%
Inventory of Homes for Sale	30	20	- 33.3%	--	--	--
Months Supply of Inventory	3.1	2.4	- 22.6%	--	--	--
Cumulative Days on Market Until Sale	87	28	- 67.8%	61	41	- 32.8%
Percent of Original List Price Received*	98.1%	97.5%	- 0.6%	98.0%	96.6%	- 1.4%
New Listings	15	18	+ 20.0%	60	56	- 6.7%

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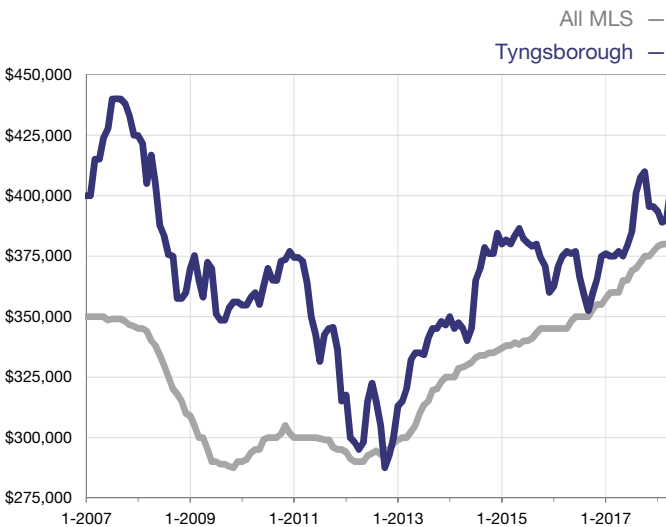
### Condominium Properties

Key Metrics	May			Year to Date		
	2017	2018	+ / -	2017	2018	+ / -
Pending Sales	5	7	+ 40.0%	19	33	+ 73.7%
Closed Sales	6	4	- 33.3%	26	11	- 57.7%
Median Sales Price*	\$225,000	<b>\$191,250</b>	- 15.0%	\$206,000	<b>\$245,500</b>	+ 19.2%
Inventory of Homes for Sale	7	10	+ 42.9%	--	--	--
Months Supply of Inventory	1.2	2.2	+ 83.3%	--	--	--
Cumulative Days on Market Until Sale	15	43	+ 186.7%	56	38	- 32.1%
Percent of Original List Price Received*	97.9%	98.1%	+ 0.2%	97.7%	98.4%	+ 0.7%
New Listings	7	8	+ 14.3%	20	39	+ 95.0%

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

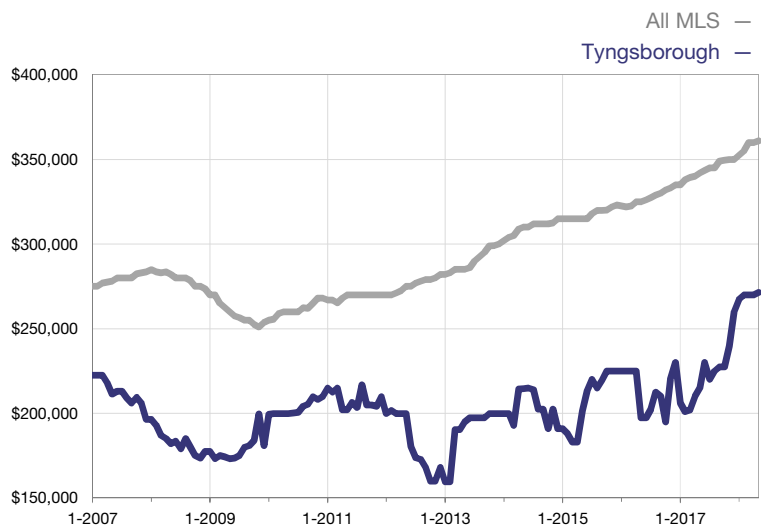
### Median Sales Price – Single-Family Properties

Rolling 12-Month Calculation



### Median Sales Price – Condominium Properties

Rolling 12-Month Calculation



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# Local Market Update – May 2018

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## Westford

### Single-Family Properties

Key Metrics	May			Year to Date		
	2017	2018	+ / -	2017	2018	+ / -
Pending Sales	39	34	- 12.8%	106	121	+ 14.2%
Closed Sales	16	27	+ 68.8%	58	90	+ 55.2%
Median Sales Price*	\$640,000	<b>\$575,000</b>	- 10.2%	\$574,500	<b>\$572,000</b>	- 0.4%
Inventory of Homes for Sale	58	38	- 34.5%	--	--	--
Months Supply of Inventory	3.4	1.6	- 52.9%	--	--	--
Cumulative Days on Market Until Sale	88	27	- 69.3%	103	56	- 45.6%
Percent of Original List Price Received*	100.5%	100.1%	- 0.4%	97.7%	98.9%	+ 1.2%
New Listings	53	41	- 22.6%	144	153	+ 6.3%

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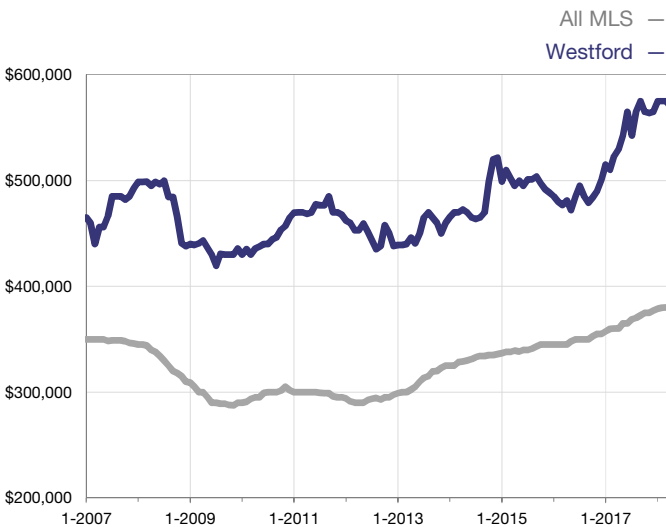
### Condominium Properties

Key Metrics	May			Year to Date		
	2017	2018	+ / -	2017	2018	+ / -
Pending Sales	8	9	+ 12.5%	25	28	+ 12.0%
Closed Sales	8	6	- 25.0%	16	20	+ 25.0%
Median Sales Price*	\$423,500	<b>\$385,750</b>	- 8.9%	\$409,500	<b>\$397,950</b>	- 2.8%
Inventory of Homes for Sale	11	15	+ 36.4%	--	--	--
Months Supply of Inventory	1.8	3.5	+ 94.4%	--	--	--
Cumulative Days on Market Until Sale	32	67	+ 109.4%	61	57	- 6.6%
Percent of Original List Price Received*	99.2%	99.2%	0.0%	98.5%	98.6%	+ 0.1%
New Listings	10	15	+ 50.0%	33	42	+ 27.3%

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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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