



NORTHEAST ASSOCIATION OF  
**REALTORS**®

# June 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](http://www.NortheastRealtors.com)



# Local Market Update – June 2018

A RESEARCH TOOL PROVIDED BY THE MASSACHUSETTS ASSOCIATION OF REALTORS®



## Northeast Association of REALTORS®

**- 4.5%**

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

**+ 5.3%**

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

**- 16.9%**

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

### Single-Family Properties

	June			Year to Date		
	2017	2018	+ / -	2017	2018	+ / -
Pending Sales	449	<b>485</b>	+ 8.0%	2,045	<b>2,110</b>	+ 3.2%
Closed Sales	486	<b>453</b>	- 6.8%	1,685	<b>1,701</b>	+ 0.9%
Median Sales Price*	\$435,000	<b>\$469,000</b>	+ 7.8%	\$399,900	<b>\$430,000</b>	+ 7.5%
Inventory of Homes for Sale	745	<b>634</b>	- 14.9%	--	--	--
Months Supply of Inventory	2.3	<b>1.9</b>	- 15.0%	--	--	--
Cumulative Days on Market Until Sale	48	<b>40</b>	- 17.6%	60	<b>49</b>	- 17.2%
Percent of Original List Price Received*	99.5%	<b>100.4%</b>	+ 1.0%	98.9%	<b>99.3%</b>	+ 0.4%
New Listings	546	<b>602</b>	+ 10.3%	2,563	<b>2,615</b>	+ 2.0%

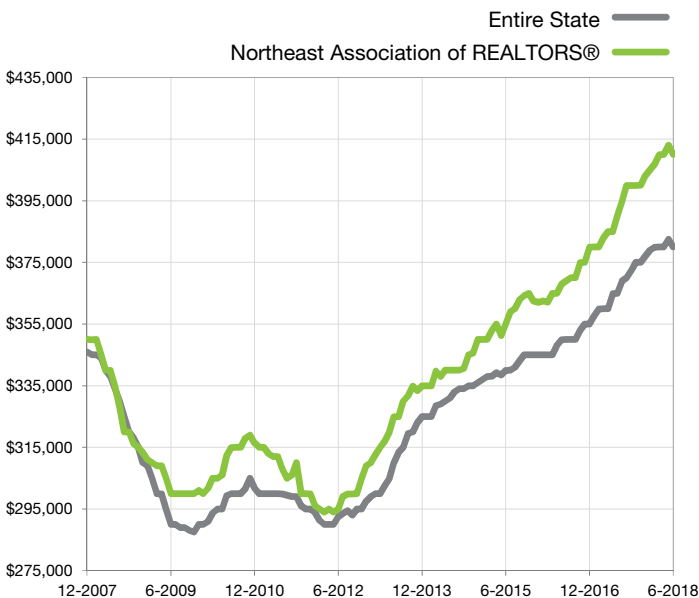
### Condominium Properties

	June			Year to Date		
	2017	2018	+ / -	2017	2018	+ / -
Pending Sales	167	<b>193</b>	+ 15.6%	844	<b>921</b>	+ 9.1%
Closed Sales	199	<b>201</b>	+ 1.0%	750	<b>764</b>	+ 1.9%
Median Sales Price*	\$237,000	<b>\$265,000</b>	+ 11.8%	\$225,000	<b>\$240,000</b>	+ 6.7%
Inventory of Homes for Sale	249	<b>192</b>	- 22.9%	--	--	--
Months Supply of Inventory	1.8	<b>1.4</b>	- 19.3%	--	--	--
Cumulative Days on Market Until Sale	36	<b>31</b>	- 13.7%	43	<b>43</b>	- 1.7%
Percent of Original List Price Received*	100.2%	<b>100.1%</b>	- 0.1%	99.5%	<b>100.0%</b>	+ 0.5%
New Listings	227	<b>170</b>	- 25.1%	1,024	<b>1,053</b>	+ 2.8%

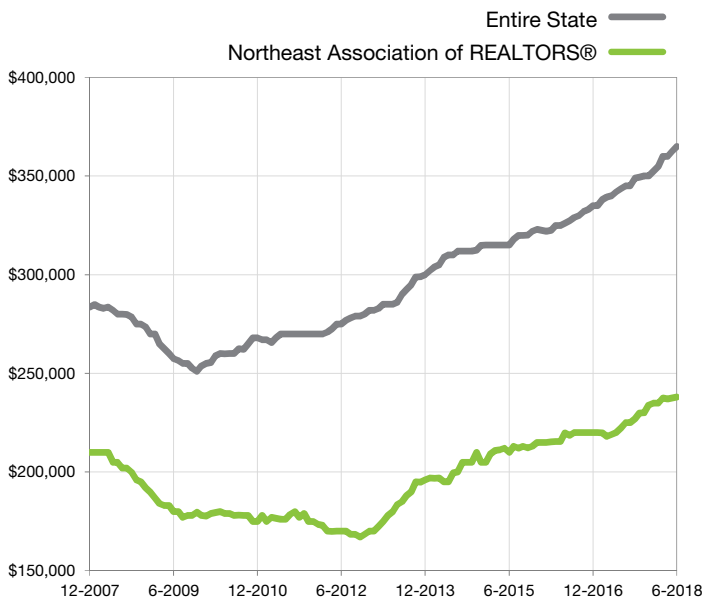
\* Does not account for seller concessions. | Activity for one month can sometimes look extreme due to small sample size.

## Median Sales Price BASED ON A ROLLING 12-MONTH AVERAGE

### Single-Family Properties



### Condominium Properties



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

# Local Market Update – June 2018

A RESEARCH TOOL PROVIDED BY THE MASSACHUSETTS ASSOCIATION OF REALTORS®

## Andover

### Single-Family Properties

Key Metrics	June			Year to Date		
	2017	2018	+ / -	2017	2018	+ / -
Pending Sales	43	<b>46</b>	+ 7.0%	211	<b>202</b>	- 4.3%
Closed Sales	58	<b>49</b>	- 15.5%	175	<b>155</b>	- 11.4%
Median Sales Price*	\$662,500	<b>\$718,000</b>	+ 8.4%	\$650,000	<b>\$669,500</b>	+ 3.0%
Inventory of Homes for Sale	88	<b>80</b>	- 9.1%	--	--	--
Months Supply of Inventory	2.9	<b>2.7</b>	- 6.9%	--	--	--
Cumulative Days on Market Until Sale	45	<b>47</b>	+ 4.4%	65	<b>55</b>	- 15.4%
Percent of Original List Price Received*	100.5%	<b>99.2%</b>	- 1.3%	98.7%	<b>98.5%</b>	- 0.2%
New Listings	56	<b>66</b>	+ 17.9%	290	<b>282</b>	- 2.8%

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

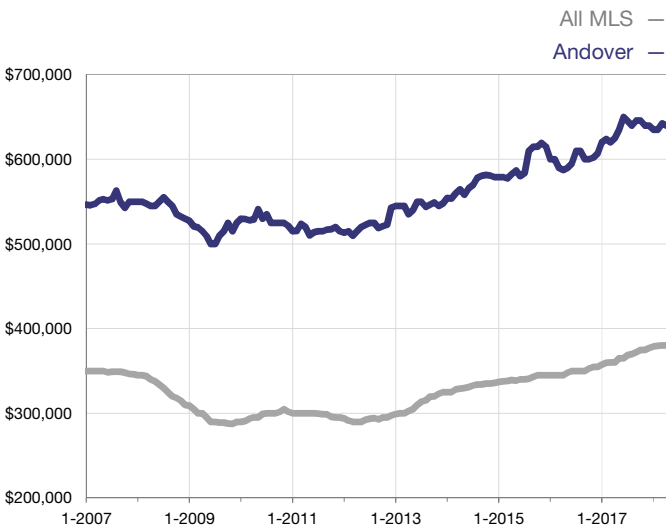
### Condominium Properties

Key Metrics	June			Year to Date		
	2017	2018	+ / -	2017	2018	+ / -
Pending Sales	14	<b>13</b>	- 7.1%	72	<b>88</b>	+ 22.2%
Closed Sales	23	<b>19</b>	- 17.4%	68	<b>78</b>	+ 14.7%
Median Sales Price*	\$330,000	<b>\$425,900</b>	+ 29.1%	\$288,000	<b>\$310,000</b>	+ 7.6%
Inventory of Homes for Sale	28	<b>24</b>	- 14.3%	--	--	--
Months Supply of Inventory	2.5	<b>1.8</b>	- 28.0%	--	--	--
Cumulative Days on Market Until Sale	53	<b>65</b>	+ 22.6%	62	<b>55</b>	- 11.3%
Percent of Original List Price Received*	99.7%	<b>99.9%</b>	+ 0.2%	98.1%	<b>100.6%</b>	+ 2.5%
New Listings	15	<b>13</b>	- 13.3%	93	<b>102</b>	+ 9.7%

\* 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 – June 2018

A RESEARCH TOOL PROVIDED BY THE MASSACHUSETTS ASSOCIATION OF REALTORS®

## Billerica

### Single-Family Properties

Key Metrics	June			Year to Date		
	2017	2018	+ / -	2017	2018	+ / -
Pending Sales	50	48	- 4.0%	201	203	+ 1.0%
Closed Sales	38	37	- 2.6%	149	159	+ 6.7%
Median Sales Price*	\$431,108	\$500,000	+ 16.0%	\$429,216	\$450,000	+ 4.8%
Inventory of Homes for Sale	46	57	+ 23.9%	--	--	--
Months Supply of Inventory	1.4	1.8	+ 28.6%	--	--	--
Cumulative Days on Market Until Sale	30	36	+ 20.0%	37	41	+ 10.8%
Percent of Original List Price Received*	101.9%	101.4%	- 0.5%	100.9%	100.6%	- 0.3%
New Listings	55	70	+ 27.3%	235	236	+ 0.4%

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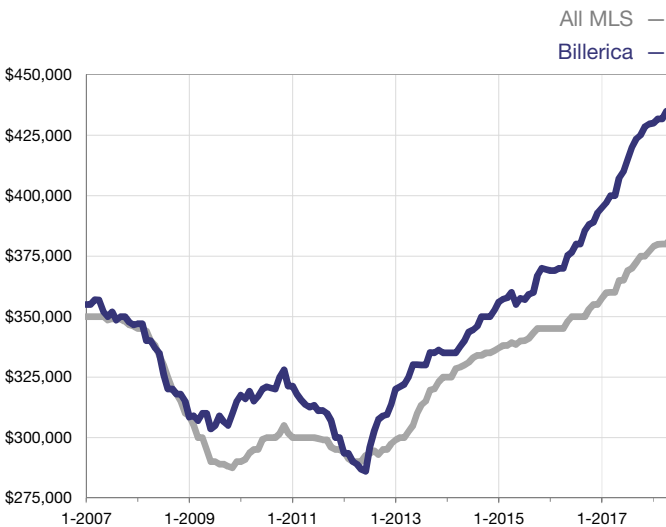
### Condominium Properties

Key Metrics	June			Year to Date		
	2017	2018	+ / -	2017	2018	+ / -
Pending Sales	5	14	+ 180.0%	31	42	+ 35.5%
Closed Sales	3	3	0.0%	26	35	+ 34.6%
Median Sales Price*	\$155,000	\$350,000	+ 125.8%	\$259,500	\$300,000	+ 15.6%
Inventory of Homes for Sale	5	4	- 20.0%	--	--	--
Months Supply of Inventory	0.7	0.7	0.0%	--	--	--
Cumulative Days on Market Until Sale	9	25	+ 177.8%	19	23	+ 21.1%
Percent of Original List Price Received*	104.5%	101.9%	- 2.5%	101.7%	103.6%	+ 1.9%
New Listings	4	11	+ 175.0%	37	44	+ 18.9%

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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 – June 2018

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## Boxford

### Single-Family Properties

Key Metrics	June			Year to Date		
	2017	2018	+ / -	2017	2018	+ / -
Pending Sales	11	13	+ 18.2%	59	57	- 3.4%
Closed Sales	16	10	- 37.5%	49	49	0.0%
Median Sales Price*	\$625,250	<b>\$784,450</b>	+ 25.5%	\$610,000	<b>\$701,000</b>	+ 14.9%
Inventory of Homes for Sale	47	54	+ 14.9%	--	--	--
Months Supply of Inventory	4.3	5.1	+ 18.6%	--	--	--
Cumulative Days on Market Until Sale	64	129	+ 101.6%	96	126	+ 31.3%
Percent of Original List Price Received*	97.8%	98.5%	+ 0.7%	97.5%	95.7%	- 1.8%
New Listings	16	28	+ 75.0%	97	96	- 1.0%

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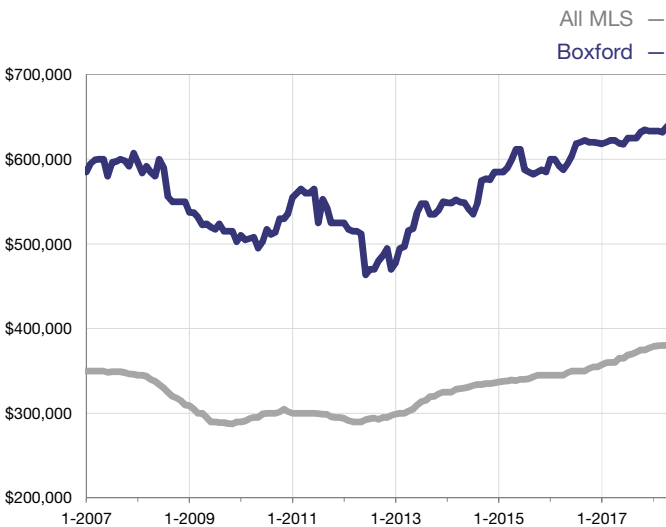
### Condominium Properties

Key Metrics	June			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%	0.0%	--	0.0%	0.0%	--
New Listings	0	0	--	1	0	- 100.0%

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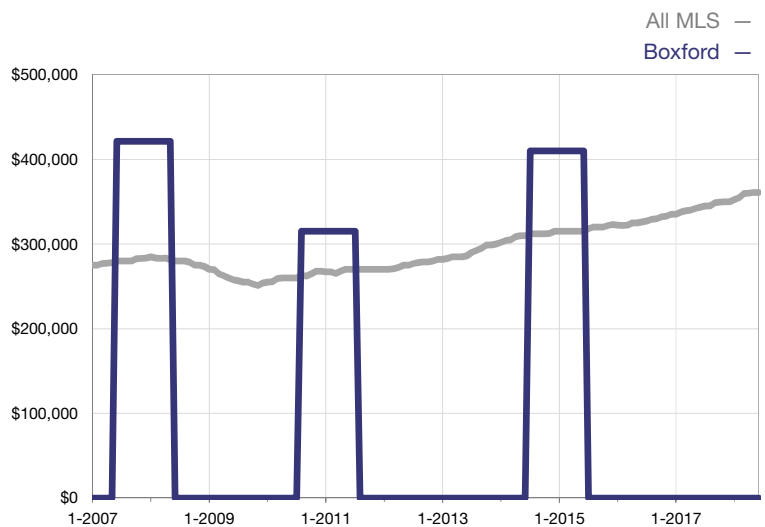
### Median Sales Price – Single-Family Properties

Rolling 12-Month Calculation



### Median Sales Price – Condominium Properties

Rolling 12-Month Calculation



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# Local Market Update – June 2018

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## Carlisle

### Single-Family Properties

Key Metrics	June			Year to Date		
	2017	2018	+ / -	2017	2018	+ / -
Pending Sales	8	5	- 37.5%	39	40	+ 2.6%
Closed Sales	13	11	- 15.4%	37	37	0.0%
Median Sales Price*	\$985,000	<b>\$800,000</b>	- 18.8%	\$849,000	<b>\$839,900</b>	- 1.1%
Inventory of Homes for Sale	34	39	+ 14.7%	--	--	--
Months Supply of Inventory	4.6	6.2	+ 34.8%	--	--	--
Cumulative Days on Market Until Sale	60	46	- 23.3%	90	92	+ 2.2%
Percent of Original List Price Received*	95.0%	96.1%	+ 1.2%	95.6%	94.8%	- 0.8%
New Listings	15	12	- 20.0%	61	75	+ 23.0%

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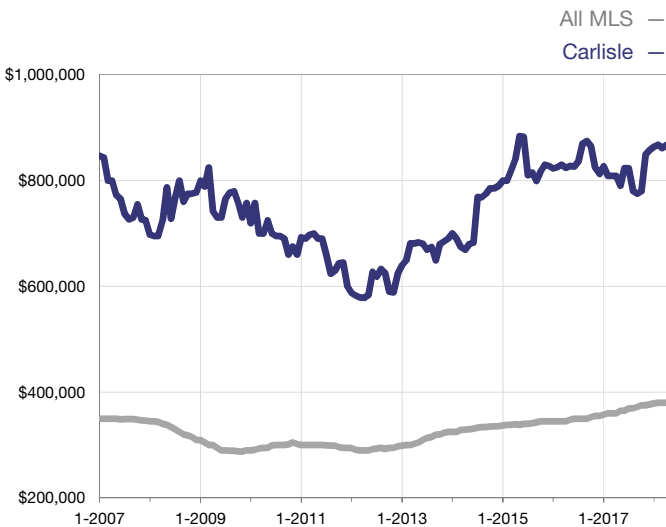
### Condominium Properties

Key Metrics	June			Year to Date		
	2017	2018	+ / -	2017	2018	+ / -
Pending Sales	0	1	--	1	3	+ 200.0%
Closed Sales	0	0	--	0	1	--
Median Sales Price*	\$0	<b>\$0</b>	--	\$0	<b>\$859,000</b>	--
Inventory of Homes for Sale	2	2	0.0%	--	--	--
Months Supply of Inventory	2.0	1.3	- 35.0%	--	--	--
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%

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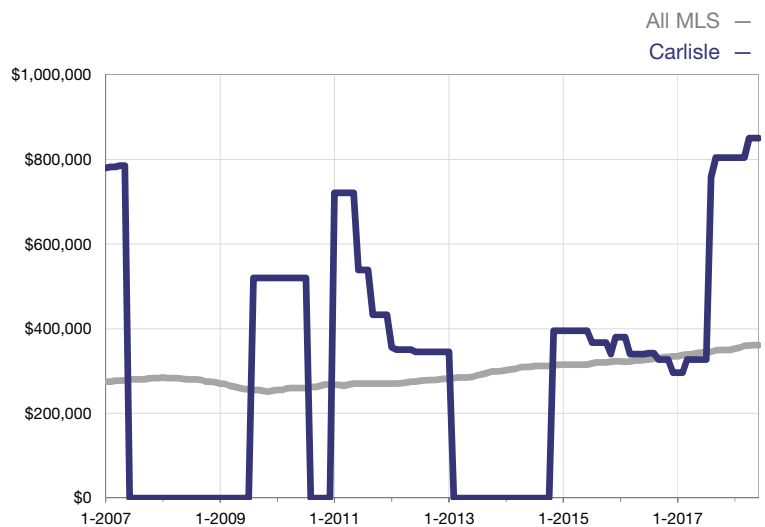
### Median Sales Price – Single-Family Properties

Rolling 12-Month Calculation



### Median Sales Price – Condominium Properties

Rolling 12-Month Calculation



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# Local Market Update – June 2018

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## Chelmsford

### Single-Family Properties

Key Metrics	June			Year to Date		
	2017	2018	+ / -	2017	2018	+ / -
Pending Sales	48	46	- 4.2%	186	173	- 7.0%
Closed Sales	43	41	- 4.7%	149	134	- 10.1%
Median Sales Price*	\$435,000	<b>\$452,500</b>	+ 4.0%	\$420,000	<b>\$452,113</b>	+ 7.6%
Inventory of Homes for Sale	39	41	+ 5.1%	--	--	--
Months Supply of Inventory	1.4	1.5	+ 7.1%	--	--	--
Cumulative Days on Market Until Sale	26	30	+ 15.4%	66	37	- 43.9%
Percent of Original List Price Received*	101.1%	99.9%	- 1.2%	100.1%	100.0%	- 0.1%
New Listings	49	59	+ 20.4%	211	206	- 2.4%

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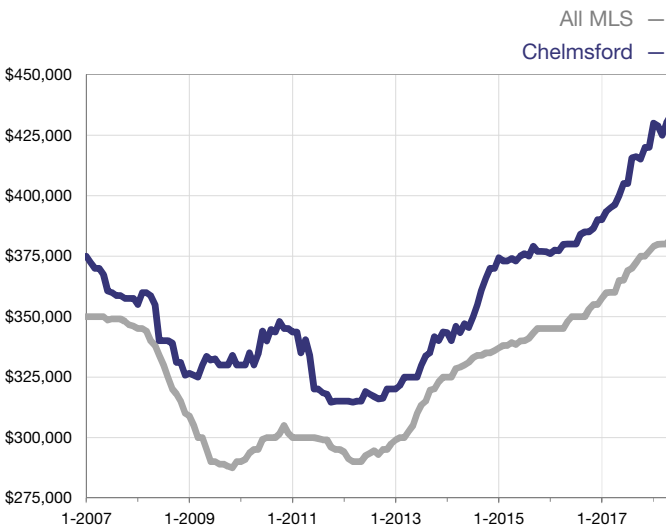
### Condominium Properties

Key Metrics	June			Year to Date		
	2017	2018	+ / -	2017	2018	+ / -
Pending Sales	26	23	- 11.5%	99	96	- 3.0%
Closed Sales	25	20	- 20.0%	75	68	- 9.3%
Median Sales Price*	\$279,950	<b>\$285,250</b>	+ 1.9%	\$257,000	<b>\$280,000</b>	+ 8.9%
Inventory of Homes for Sale	12	23	+ 91.7%	--	--	--
Months Supply of Inventory	0.8	1.7	+ 112.5%	--	--	--
Cumulative Days on Market Until Sale	19	33	+ 73.7%	26	35	+ 34.6%
Percent of Original List Price Received*	99.8%	100.4%	+ 0.6%	99.3%	100.0%	+ 0.7%
New Listings	26	25	- 3.8%	108	121	+ 12.0%

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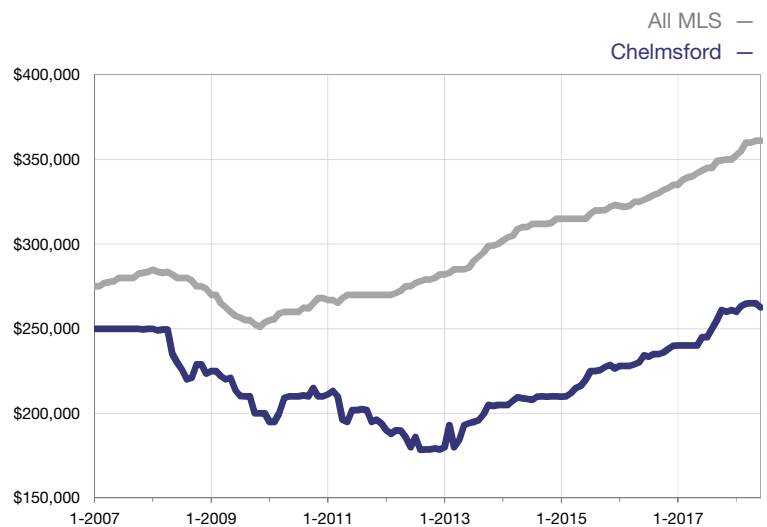
### Median Sales Price – Single-Family Properties

Rolling 12-Month Calculation



### Median Sales Price – Condominium Properties

Rolling 12-Month Calculation



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# Local Market Update – June 2018

A RESEARCH TOOL PROVIDED BY THE MASSACHUSETTS ASSOCIATION OF REALTORS®

## Dracut

### Single-Family Properties

Key Metrics	June			Year to Date		
	2017	2018	+ / -	2017	2018	+ / -
Pending Sales	37	48	+ 29.7%	171	167	- 2.3%
Closed Sales	39	32	- 17.9%	136	132	- 2.9%
Median Sales Price*	\$350,000	<b>\$369,000</b>	+ 5.4%	\$344,000	<b>\$360,000</b>	+ 4.7%
Inventory of Homes for Sale	55	31	- 43.6%	--	--	--
Months Supply of Inventory	1.9	1.2	- 36.8%	--	--	--
Cumulative Days on Market Until Sale	37	41	+ 10.8%	63	46	- 27.0%
Percent of Original List Price Received*	96.7%	<b>102.8%</b>	+ 6.3%	98.1%	<b>99.5%</b>	+ 1.4%
New Listings	45	43	- 4.4%	199	182	- 8.5%

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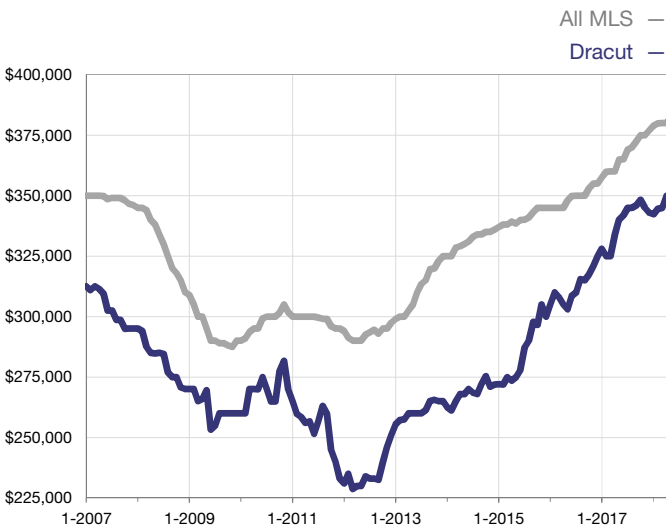
### Condominium Properties

Key Metrics	June			Year to Date		
	2017	2018	+ / -	2017	2018	+ / -
Pending Sales	22	27	+ 22.7%	114	111	- 2.6%
Closed Sales	24	23	- 4.2%	84	91	+ 8.3%
Median Sales Price*	\$193,200	<b>\$190,000</b>	- 1.7%	\$190,000	<b>\$210,000</b>	+ 10.5%
Inventory of Homes for Sale	23	13	- 43.5%	--	--	--
Months Supply of Inventory	1.6	0.9	- 43.8%	--	--	--
Cumulative Days on Market Until Sale	32	20	- 37.5%	39	33	- 15.4%
Percent of Original List Price Received*	100.3%	<b>99.3%</b>	- 1.0%	100.6%	<b>99.8%</b>	- 0.8%
New Listings	20	19	- 5.0%	128	114	- 10.9%

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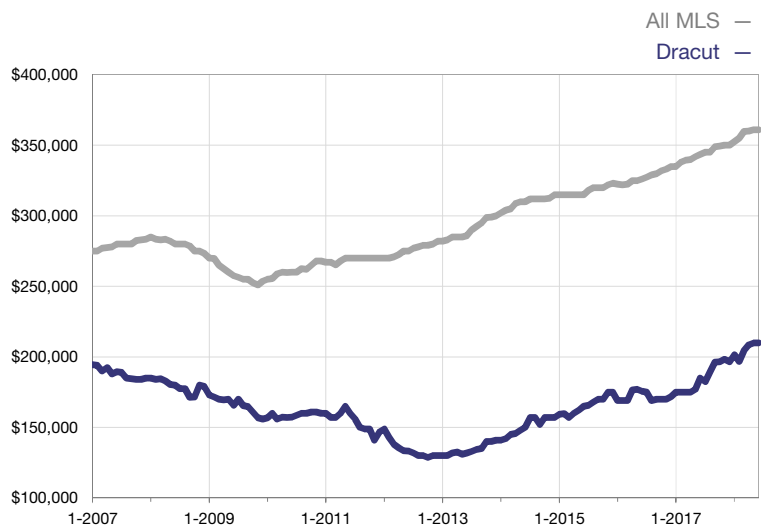
### Median Sales Price – Single-Family Properties

Rolling 12-Month Calculation



### Median Sales Price – Condominium Properties

Rolling 12-Month Calculation



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# Local Market Update – June 2018

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## Dunstable

### Single-Family Properties

Key Metrics	June			Year to Date		
	2017	2018	+ / -	2017	2018	+ / -
Pending Sales	7	2	- 71.4%	28	31	+ 10.7%
Closed Sales	6	5	- 16.7%	20	18	- 10.0%
Median Sales Price*	\$442,000	<b>\$560,000</b>	+ 26.7%	\$489,500	<b>\$615,000</b>	+ 25.6%
Inventory of Homes for Sale	17	16	- 5.9%	--	--	--
Months Supply of Inventory	4.6	3.8	- 17.4%	--	--	--
Cumulative Days on Market Until Sale	134	28	- 79.1%	89	47	- 47.2%
Percent of Original List Price Received*	96.0%	105.1%	+ 9.5%	97.0%	101.1%	+ 4.2%
New Listings	8	6	- 25.0%	34	43	+ 26.5%

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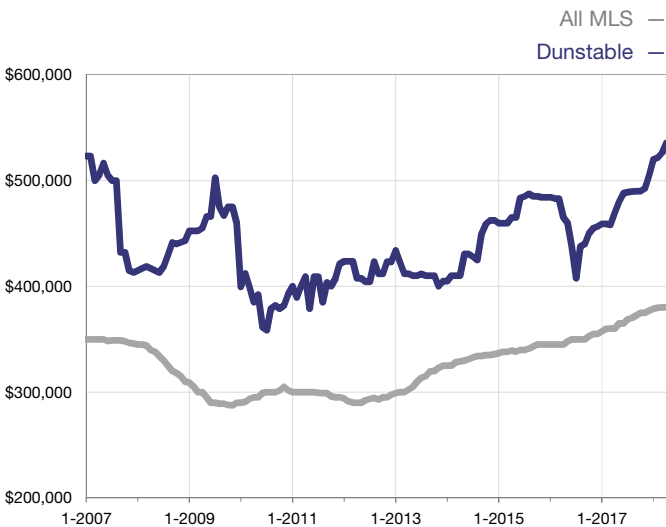
### Condominium Properties

Key Metrics	June			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	0	0	--	--	--	--
Months Supply of Inventory	0.0	0.0	--	--	--	--
Cumulative Days on Market Until Sale	0	0	--	0	0	--
Percent of Original List Price Received*	0.0%	0.0%	--	0.0%	0.0%	--
New Listings	0	0	--	0	0	--

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

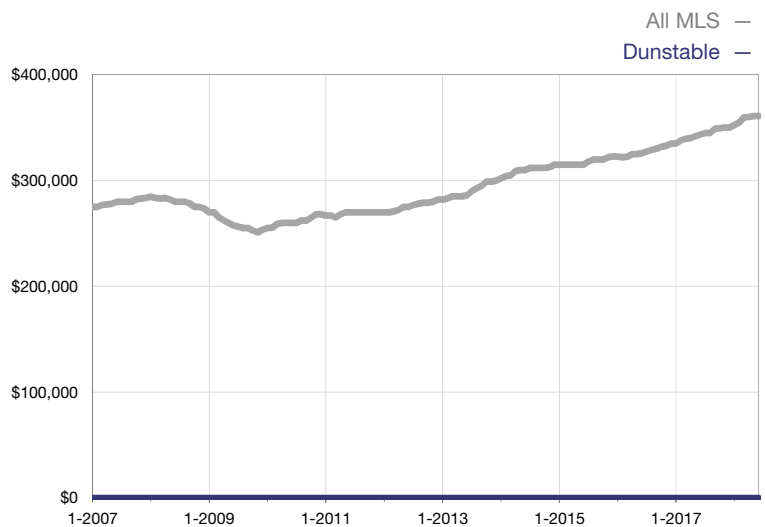
### Median Sales Price – Single-Family Properties

Rolling 12-Month Calculation



### Median Sales Price – Condominium Properties

Rolling 12-Month Calculation



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# Local Market Update – June 2018

A RESEARCH TOOL PROVIDED BY THE MASSACHUSETTS ASSOCIATION OF REALTORS®

## Lawrence

### Single-Family Properties

Key Metrics	June			Year to Date		
	2017	2018	+ / -	2017	2018	+ / -
Pending Sales	20	<b>23</b>	+ 15.0%	102	<b>118</b>	+ 15.7%
Closed Sales	19	<b>24</b>	+ 26.3%	94	<b>103</b>	+ 9.6%
Median Sales Price*	\$249,500	<b>\$295,000</b>	+ 18.2%	\$240,000	<b>\$270,000</b>	+ 12.5%
Inventory of Homes for Sale	48	<b>28</b>	- 41.7%	--	--	--
Months Supply of Inventory	2.8	<b>1.5</b>	- 46.4%	--	--	--
Cumulative Days on Market Until Sale	39	<b>34</b>	- 12.8%	53	<b>46</b>	- 13.2%
Percent of Original List Price Received*	98.0%	<b>104.8%</b>	+ 6.9%	98.4%	<b>101.3%</b>	+ 2.9%
New Listings	33	<b>31</b>	- 6.1%	137	<b>142</b>	+ 3.6%

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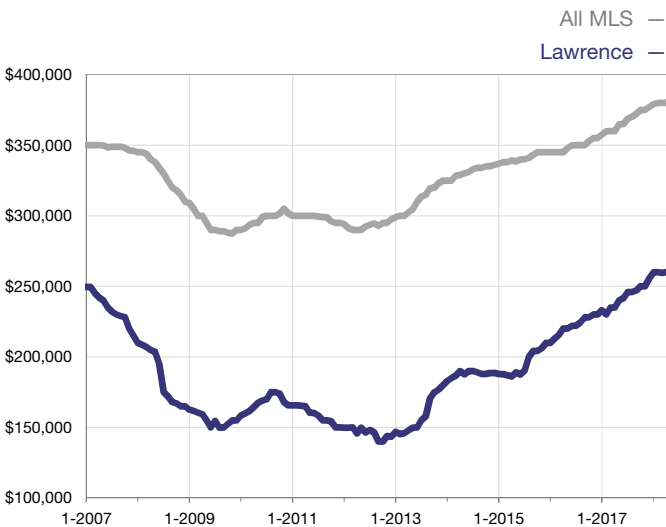
### Condominium Properties

Key Metrics	June			Year to Date		
	2017	2018	+ / -	2017	2018	+ / -
Pending Sales	6	<b>9</b>	+ 50.0%	36	<b>48</b>	+ 33.3%
Closed Sales	7	<b>12</b>	+ 71.4%	37	<b>36</b>	- 2.7%
Median Sales Price*	\$170,000	<b>\$199,950</b>	+ 17.6%	\$140,000	<b>\$157,500</b>	+ 12.5%
Inventory of Homes for Sale	31	<b>7</b>	- 77.4%	--	--	--
Months Supply of Inventory	5.9	<b>1.0</b>	- 83.1%	--	--	--
Cumulative Days on Market Until Sale	12	<b>32</b>	+ 166.7%	40	<b>45</b>	+ 12.5%
Percent of Original List Price Received*	100.9%	<b>99.6%</b>	- 1.3%	99.2%	<b>101.2%</b>	+ 2.0%
New Listings	16	<b>5</b>	- 68.8%	57	<b>54</b>	- 5.3%

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

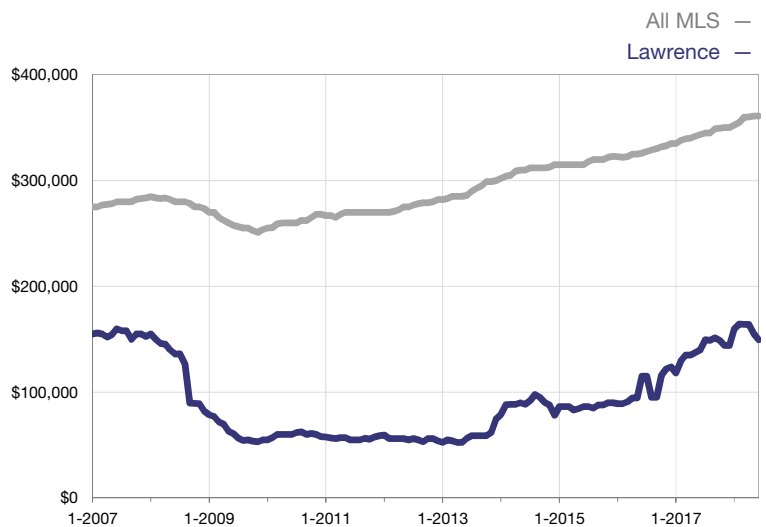
### Median Sales Price – Single-Family Properties

Rolling 12-Month Calculation



### Median Sales Price – Condominium Properties

Rolling 12-Month Calculation



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# Local Market Update – June 2018

A RESEARCH TOOL PROVIDED BY THE MASSACHUSETTS ASSOCIATION OF REALTORS®

## Littleton

### Single-Family Properties

Key Metrics	June			Year to Date		
	2017	2018	+ / -	2017	2018	+ / -
Pending Sales	18	18	0.0%	69	75	+ 8.7%
Closed Sales	17	21	+ 23.5%	58	64	+ 10.3%
Median Sales Price*	\$540,000	<b>\$540,000</b>	0.0%	\$512,000	<b>\$585,000</b>	+ 14.3%
Inventory of Homes for Sale	37	23	- 37.8%	--	--	--
Months Supply of Inventory	3.1	1.9	- 38.7%	--	--	--
Cumulative Days on Market Until Sale	36	68	+ 88.9%	62	72	+ 16.1%
Percent of Original List Price Received*	102.0%	<b>100.3%</b>	- 1.7%	99.6%	<b>98.5%</b>	- 1.1%
New Listings	16	20	+ 25.0%	105	92	- 12.4%

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

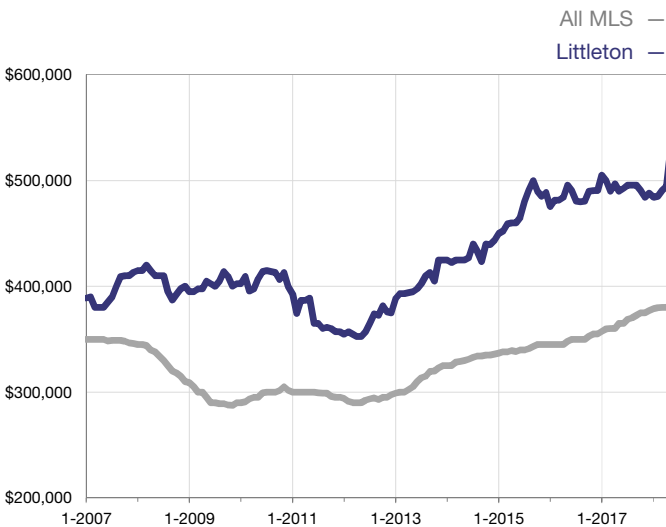
### Condominium Properties

Key Metrics	June			Year to Date		
	2017	2018	+ / -	2017	2018	+ / -
Pending Sales	0	2	--	1	5	+ 400.0%
Closed Sales	2	0	- 100.0%	3	3	0.0%
Median Sales Price*	\$337,000	<b>\$0</b>	- 100.0%	\$335,000	<b>\$379,000</b>	+ 13.1%
Inventory of Homes for Sale	0	2	--	--	--	--
Months Supply of Inventory	0.0	1.4	--	--	--	--
Cumulative Days on Market Until Sale	188	0	- 100.0%	240	63	- 73.8%
Percent of Original List Price Received*	99.9%	<b>0.0%</b>	- 100.0%	95.4%	<b>99.3%</b>	+ 4.1%
New Listings	0	2	--	1	6	+ 500.0%

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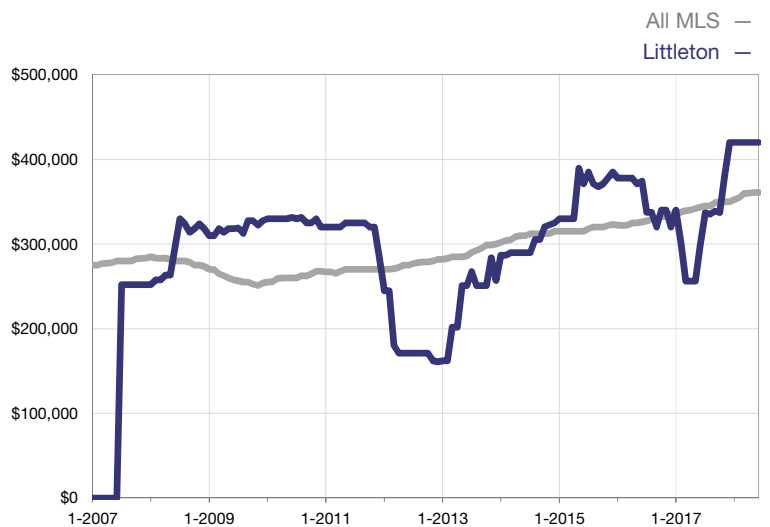
### Median Sales Price – Single-Family Properties

Rolling 12-Month Calculation



### Median Sales Price – Condominium Properties

Rolling 12-Month Calculation



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# Local Market Update – June 2018

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## Lowell

### Single-Family Properties

Key Metrics	June			Year to Date		
	2017	2018	+ / -	2017	2018	+ / -
Pending Sales	49	<b>54</b>	+ 10.2%	283	<b>289</b>	+ 2.1%
Closed Sales	54	<b>53</b>	- 1.9%	244	<b>254</b>	+ 4.1%
Median Sales Price*	\$280,000	<b>\$300,000</b>	+ 7.1%	\$270,000	<b>\$300,000</b>	+ 11.1%
Inventory of Homes for Sale	69	<b>54</b>	- 21.7%	--	--	--
Months Supply of Inventory	1.6	<b>1.2</b>	- 25.0%	--	--	--
Cumulative Days on Market Until Sale	41	<b>31</b>	- 24.4%	54	<b>39</b>	- 27.8%
Percent of Original List Price Received*	100.4%	<b>99.4%</b>	- 1.0%	98.2%	<b>99.4%</b>	+ 1.2%
New Listings	64	<b>66</b>	+ 3.1%	307	<b>337</b>	+ 9.8%

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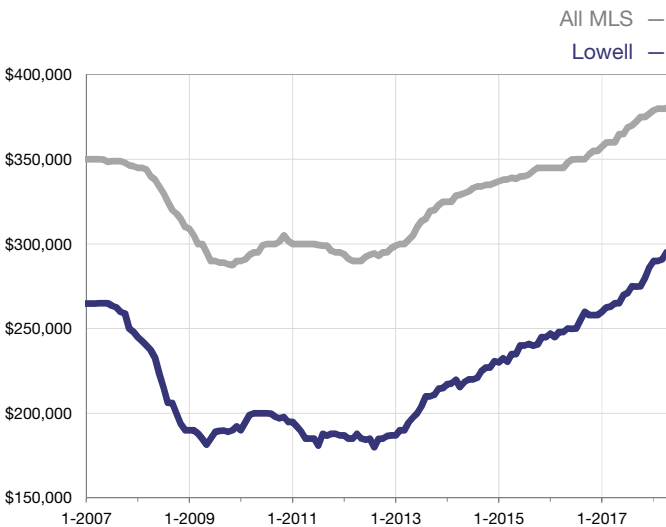
### Condominium Properties

Key Metrics	June			Year to Date		
	2017	2018	+ / -	2017	2018	+ / -
Pending Sales	31	<b>39</b>	+ 25.8%	167	<b>200</b>	+ 19.8%
Closed Sales	39	<b>39</b>	0.0%	166	<b>174</b>	+ 4.8%
Median Sales Price*	\$174,000	<b>\$200,500</b>	+ 15.2%	\$179,920	<b>\$191,500</b>	+ 6.4%
Inventory of Homes for Sale	63	<b>52</b>	- 17.5%	--	--	--
Months Supply of Inventory	2.1	<b>1.7</b>	- 19.0%	--	--	--
Cumulative Days on Market Until Sale	26	<b>22</b>	- 15.4%	41	<b>37</b>	- 9.8%
Percent of Original List Price Received*	99.2%	<b>100.2%</b>	+ 1.0%	98.8%	<b>99.0%</b>	+ 0.2%
New Listings	73	<b>36</b>	- 50.7%	229	<b>241</b>	+ 5.2%

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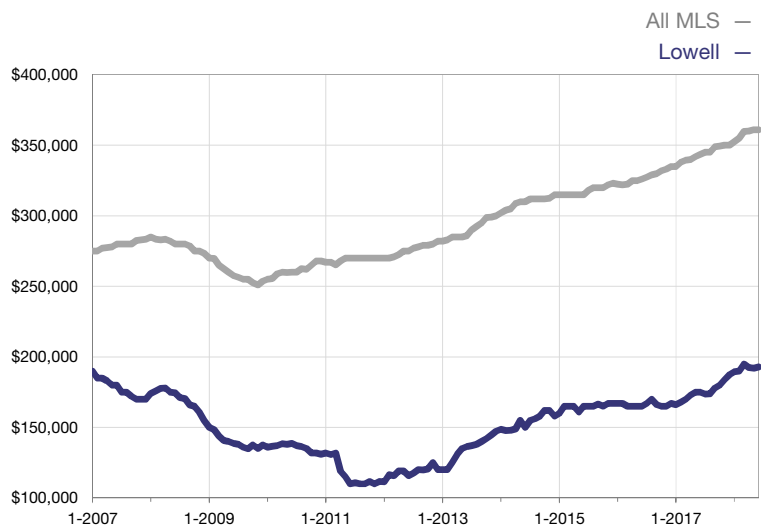
### Median Sales Price – Single-Family Properties

Rolling 12-Month Calculation



### Median Sales Price – Condominium Properties

Rolling 12-Month Calculation



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# Local Market Update – June 2018

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## Methuen

### Single-Family Properties

Key Metrics	June			Year to Date		
	2017	2018	+ / -	2017	2018	+ / -
Pending Sales	50	54	+ 8.0%	237	242	+ 2.1%
Closed Sales	57	56	- 1.8%	199	190	- 4.5%
Median Sales Price*	\$370,000	<b>\$367,450</b>	- 0.7%	\$342,000	<b>\$357,550</b>	+ 4.5%
Inventory of Homes for Sale	87	83	- 4.6%	--	--	--
Months Supply of Inventory	2.2	2.1	- 4.5%	--	--	--
Cumulative Days on Market Until Sale	51	35	- 31.4%	49	46	- 6.1%
Percent of Original List Price Received*	99.4%	99.9%	+ 0.5%	99.1%	99.2%	+ 0.1%
New Listings	72	64	- 11.1%	302	302	0.0%

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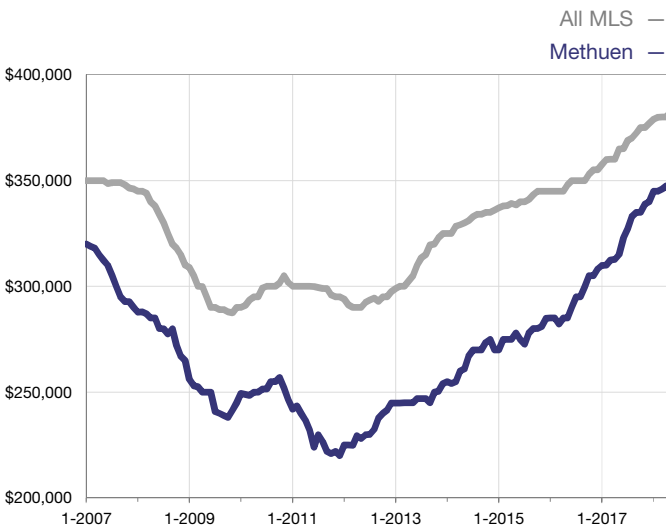
### Condominium Properties

Key Metrics	June			Year to Date		
	2017	2018	+ / -	2017	2018	+ / -
Pending Sales	13	15	+ 15.4%	92	81	- 12.0%
Closed Sales	24	14	- 41.7%	87	76	- 12.6%
Median Sales Price*	\$231,250	<b>\$211,400</b>	- 8.6%	\$232,500	<b>\$245,000</b>	+ 5.4%
Inventory of Homes for Sale	35	29	- 17.1%	--	--	--
Months Supply of Inventory	2.3	2.2	- 4.3%	--	--	--
Cumulative Days on Market Until Sale	44	33	- 25.0%	59	76	+ 28.8%
Percent of Original List Price Received*	99.8%	101.7%	+ 1.9%	99.4%	100.0%	+ 0.6%
New Listings	16	23	+ 43.8%	108	92	- 14.8%

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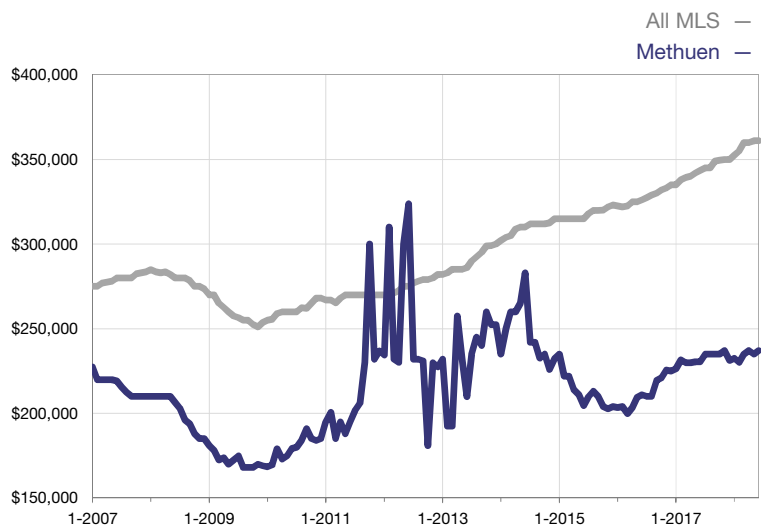
### Median Sales Price – Single-Family Properties

Rolling 12-Month Calculation



### Median Sales Price – Condominium Properties

Rolling 12-Month Calculation



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# Local Market Update – June 2018

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## North Andover

### Single-Family Properties

Key Metrics	June			Year to Date		
	2017	2018	+ / -	2017	2018	+ / -
Pending Sales	30	<b>30</b>	0.0%	128	<b>137</b>	+ 7.0%
Closed Sales	37	<b>33</b>	- 10.8%	108	<b>113</b>	+ 4.6%
Median Sales Price*	\$645,000	<b>\$640,000</b>	- 0.8%	\$574,500	<b>\$595,000</b>	+ 3.6%
Inventory of Homes for Sale	57	<b>54</b>	- 5.3%	--	--	--
Months Supply of Inventory	2.8	<b>2.5</b>	- 10.7%	--	--	--
Cumulative Days on Market Until Sale	71	<b>38</b>	- 46.5%	61	<b>59</b>	- 3.3%
Percent of Original List Price Received*	99.7%	<b>98.2%</b>	- 1.5%	98.2%	<b>98.1%</b>	- 0.1%
New Listings	38	<b>43</b>	+ 13.2%	170	<b>184</b>	+ 8.2%

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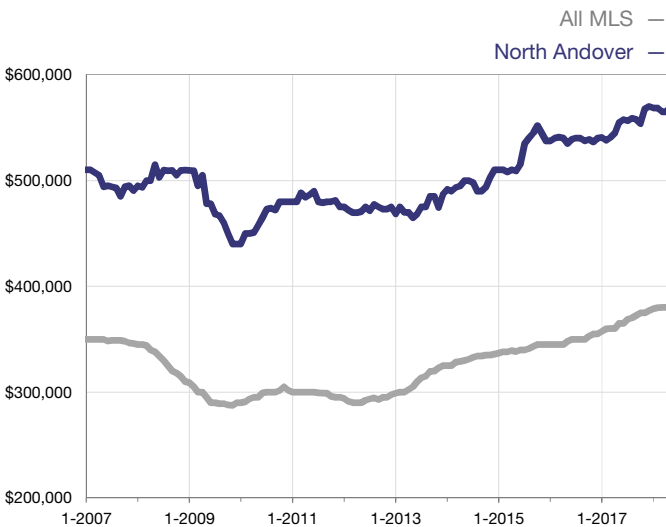
### Condominium Properties

Key Metrics	June			Year to Date		
	2017	2018	+ / -	2017	2018	+ / -
Pending Sales	21	<b>16</b>	- 23.8%	105	<b>98</b>	- 6.7%
Closed Sales	21	<b>27</b>	+ 28.6%	88	<b>91</b>	+ 3.4%
Median Sales Price*	\$290,000	<b>\$299,900</b>	+ 3.4%	\$262,500	<b>\$260,000</b>	- 1.0%
Inventory of Homes for Sale	24	<b>13</b>	- 45.8%	--	--	--
Months Supply of Inventory	1.6	<b>0.9</b>	- 43.8%	--	--	--
Cumulative Days on Market Until Sale	42	<b>36</b>	- 14.3%	48	<b>41</b>	- 14.6%
Percent of Original List Price Received*	100.2%	<b>98.7%</b>	- 1.5%	99.7%	<b>99.3%</b>	- 0.4%
New Listings	24	<b>10</b>	- 58.3%	114	<b>109</b>	- 4.4%

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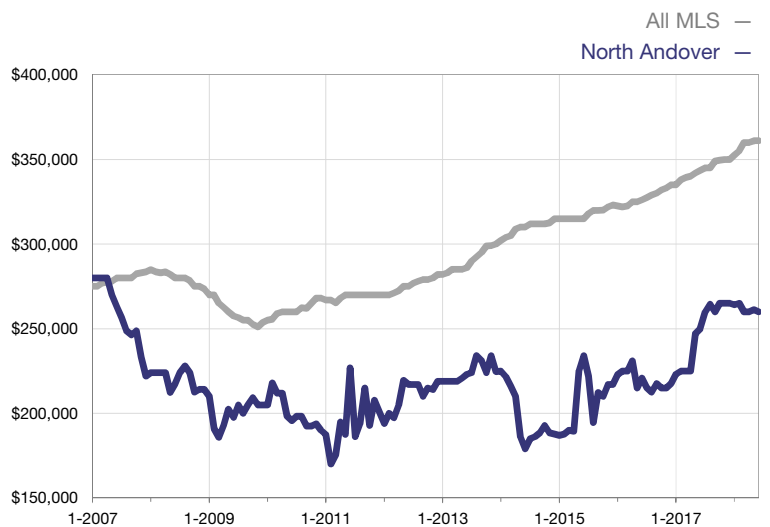
### Median Sales Price – Single-Family Properties

Rolling 12-Month Calculation



### Median Sales Price – Condominium Properties

Rolling 12-Month Calculation



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# Local Market Update – June 2018

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## Tewksbury

### Single-Family Properties

Key Metrics	June			Year to Date		
	2017	2018	+ / -	2017	2018	+ / -
Pending Sales	35	<b>39</b>	+ 11.4%	134	<b>159</b>	+ 18.7%
Closed Sales	29	<b>38</b>	+ 31.0%	112	<b>127</b>	+ 13.4%
Median Sales Price*	\$415,000	<b>\$461,000</b>	+ 11.1%	\$408,500	<b>\$437,500</b>	+ 7.1%
Inventory of Homes for Sale	38	<b>23</b>	- 39.5%	--	--	--
Months Supply of Inventory	1.7	<b>0.9</b>	- 47.1%	--	--	--
Cumulative Days on Market Until Sale	26	<b>34</b>	+ 30.8%	38	<b>39</b>	+ 2.6%
Percent of Original List Price Received*	100.7%	<b>102.9%</b>	+ 2.2%	101.1%	<b>100.5%</b>	- 0.6%
New Listings	37	<b>39</b>	+ 5.4%	169	<b>174</b>	+ 3.0%

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

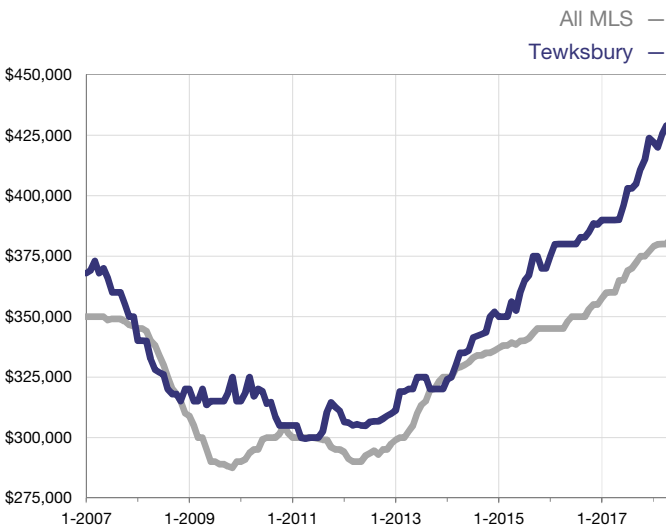
### Condominium Properties

Key Metrics	June			Year to Date		
	2017	2018	+ / -	2017	2018	+ / -
Pending Sales	15	<b>14</b>	- 6.7%	68	<b>68</b>	0.0%
Closed Sales	19	<b>15</b>	- 21.1%	62	<b>51</b>	- 17.7%
Median Sales Price*	\$303,000	<b>\$325,000</b>	+ 7.3%	\$310,000	<b>\$339,200</b>	+ 9.4%
Inventory of Homes for Sale	8	<b>8</b>	0.0%	--	--	--
Months Supply of Inventory	0.6	<b>0.8</b>	+ 33.3%	--	--	--
Cumulative Days on Market Until Sale	25	<b>23</b>	- 8.0%	18	<b>33</b>	+ 83.3%
Percent of Original List Price Received*	103.4%	<b>101.7%</b>	- 1.6%	101.6%	<b>101.3%</b>	- 0.3%
New Listings	20	<b>13</b>	- 35.0%	81	<b>72</b>	- 11.1%

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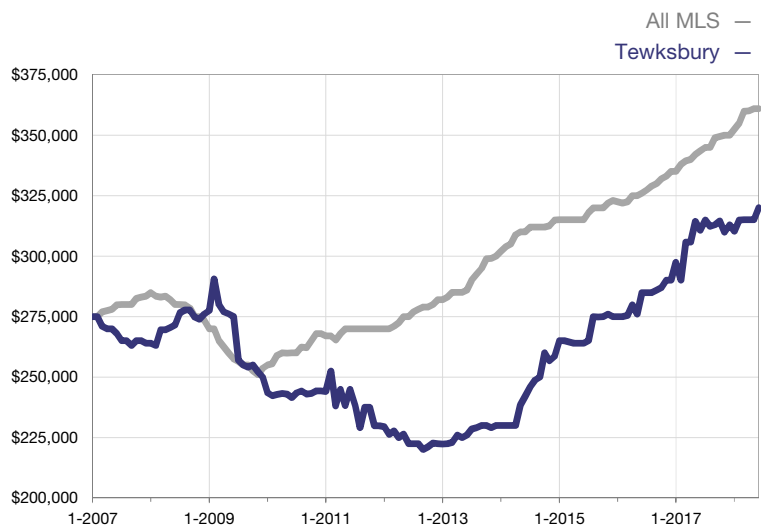
### Median Sales Price – Single-Family Properties

Rolling 12-Month Calculation



### Median Sales Price – Condominium Properties

Rolling 12-Month Calculation



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# Local Market Update – June 2018

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## Tyngsborough

### Single-Family Properties

Key Metrics	June			Year to Date		
	2017	2018	+ / -	2017	2018	+ / -
Pending Sales	14	<b>22</b>	+ 57.1%	62	<b>60</b>	- 3.2%
Closed Sales	15	<b>14</b>	- 6.7%	52	<b>47</b>	- 9.6%
Median Sales Price*	\$437,000	<b>\$465,500</b>	+ 6.5%	\$398,500	<b>\$419,900</b>	+ 5.4%
Inventory of Homes for Sale	25	<b>17</b>	- 32.0%	--	--	--
Months Supply of Inventory	2.4	<b>2.1</b>	- 12.5%	--	--	--
Cumulative Days on Market Until Sale	88	<b>27</b>	- 69.3%	69	<b>36</b>	- 47.8%
Percent of Original List Price Received*	98.5%	<b>99.9%</b>	+ 1.4%	98.1%	<b>97.6%</b>	- 0.5%
New Listings	10	<b>17</b>	+ 70.0%	70	<b>73</b>	+ 4.3%

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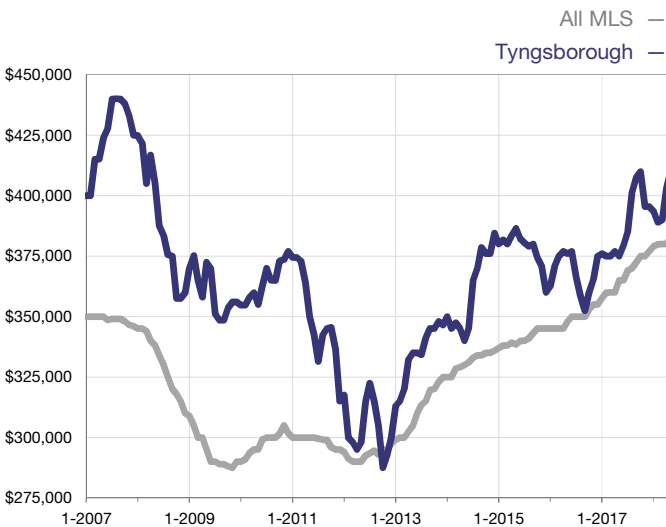
### Condominium Properties

Key Metrics	June			Year to Date		
	2017	2018	+ / -	2017	2018	+ / -
Pending Sales	9	<b>11</b>	+ 22.2%	28	<b>44</b>	+ 57.1%
Closed Sales	5	<b>22</b>	+ 340.0%	31	<b>33</b>	+ 6.5%
Median Sales Price*	\$272,900	<b>\$296,587</b>	+ 8.7%	\$210,000	<b>\$293,674</b>	+ 39.8%
Inventory of Homes for Sale	10	<b>7</b>	- 30.0%	--	--	--
Months Supply of Inventory	1.7	<b>1.1</b>	- 35.3%	--	--	--
Cumulative Days on Market Until Sale	24	<b>26</b>	+ 8.3%	51	<b>30</b>	- 41.2%
Percent of Original List Price Received*	100.9%	<b>100.7%</b>	- 0.2%	98.2%	<b>100.0%</b>	+ 1.8%
New Listings	12	<b>9</b>	- 25.0%	32	<b>48</b>	+ 50.0%

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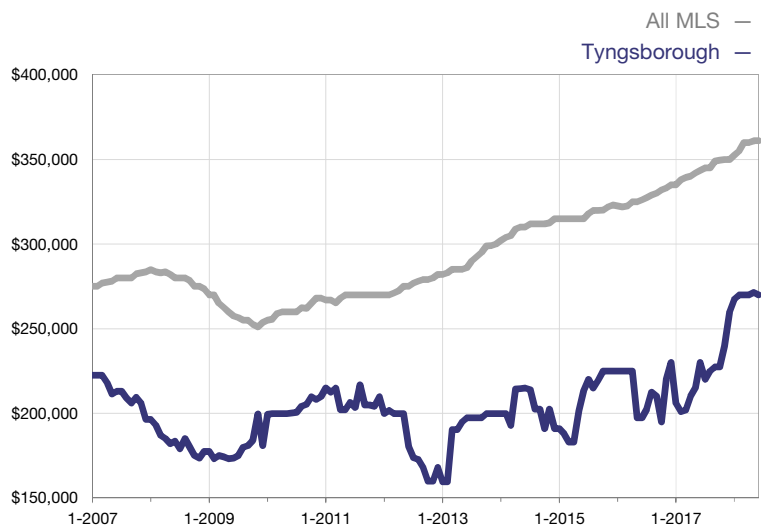
### Median Sales Price – Single-Family Properties

Rolling 12-Month Calculation



### Median Sales Price – Condominium Properties

Rolling 12-Month Calculation



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# Local Market Update – June 2018

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## Westford

### Single-Family Properties

Key Metrics	June			Year to Date		
	2017	2018	+ / -	2017	2018	+ / -
Pending Sales	29	<b>33</b>	+ 13.8%	135	<b>153</b>	+ 13.3%
Closed Sales	45	<b>29</b>	- 35.6%	103	<b>119</b>	+ 15.5%
Median Sales Price*	\$580,000	<b>\$608,000</b>	+ 4.8%	\$575,000	<b>\$579,900</b>	+ 0.9%
Inventory of Homes for Sale	58	<b>40</b>	- 31.0%	--	--	--
Months Supply of Inventory	3.1	<b>1.8</b>	- 41.9%	--	--	--
Cumulative Days on Market Until Sale	76	<b>40</b>	- 47.4%	91	<b>52</b>	- 42.9%
Percent of Original List Price Received*	97.1%	<b>99.7%</b>	+ 2.7%	97.4%	<b>99.1%</b>	+ 1.7%
New Listings	32	<b>38</b>	+ 18.8%	176	<b>191</b>	+ 8.5%

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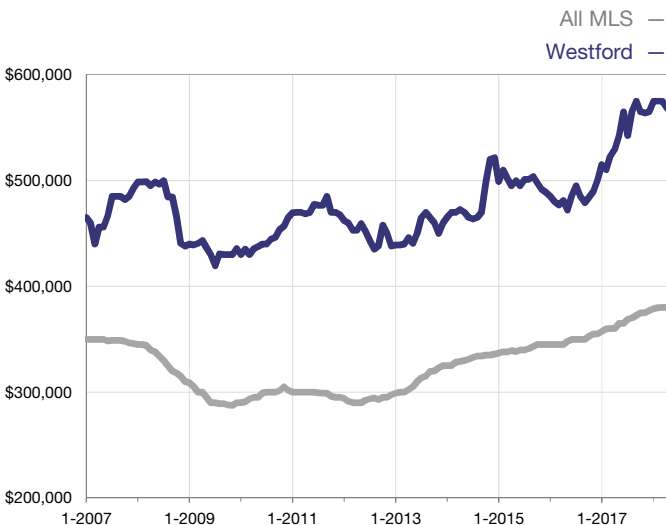
### Condominium Properties

Key Metrics	June			Year to Date		
	2017	2018	+ / -	2017	2018	+ / -
Pending Sales	5	<b>9</b>	+ 80.0%	30	<b>37</b>	+ 23.3%
Closed Sales	7	<b>7</b>	0.0%	23	<b>27</b>	+ 17.4%
Median Sales Price*	\$275,000	<b>\$250,000</b>	- 9.1%	\$398,500	<b>\$386,500</b>	- 3.0%
Inventory of Homes for Sale	7	<b>8</b>	+ 14.3%	--	--	--
Months Supply of Inventory	1.2	<b>1.9</b>	+ 58.3%	--	--	--
Cumulative Days on Market Until Sale	79	<b>17</b>	- 78.5%	67	<b>46</b>	- 31.3%
Percent of Original List Price Received*	99.2%	<b>99.3%</b>	+ 0.1%	98.7%	<b>98.8%</b>	+ 0.1%
New Listings	1	<b>4</b>	+ 300.0%	34	<b>46</b>	+ 35.3%

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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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