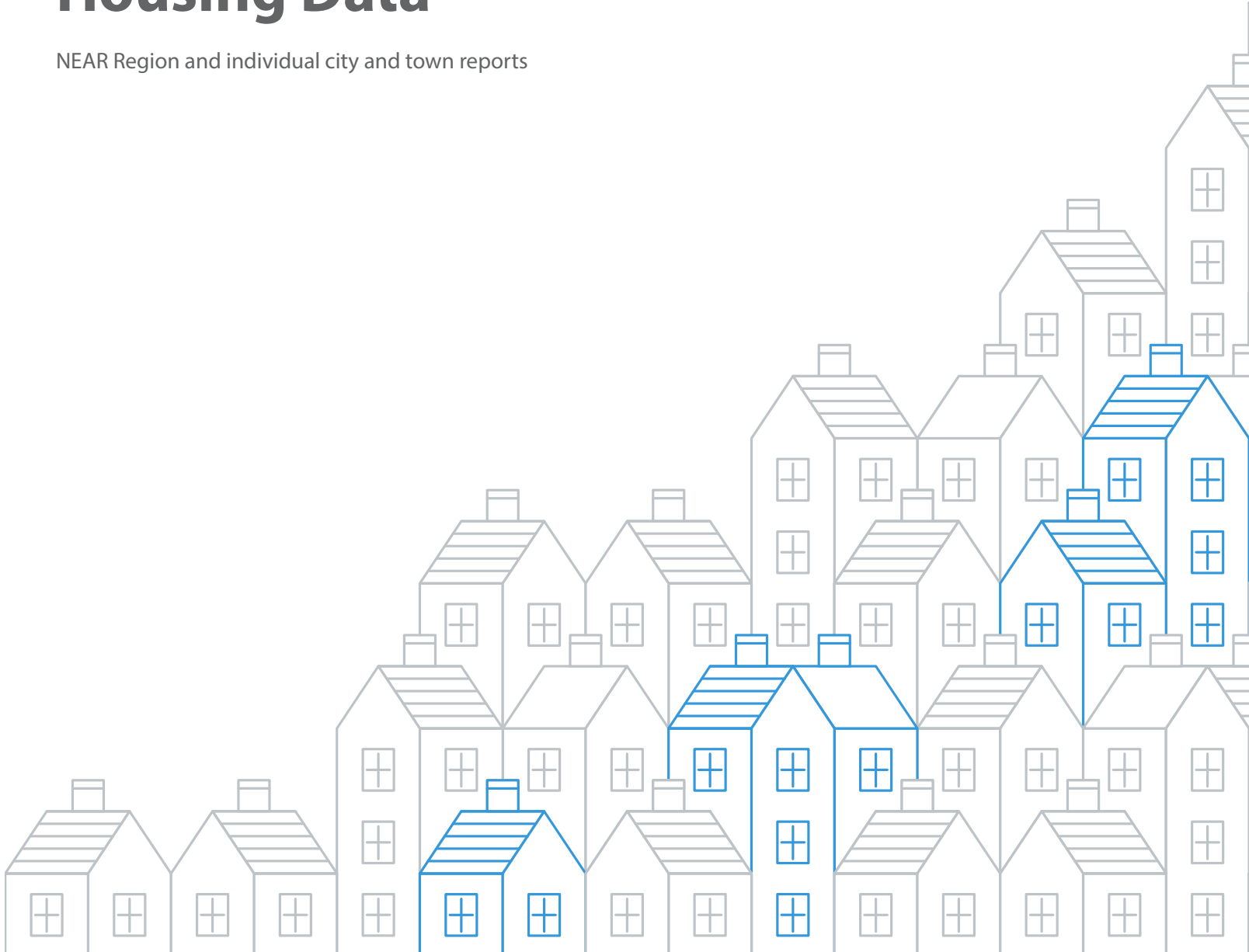




NORTHEAST ASSOCIATION OF
REALTORS®

July 2018 Housing Data

NEAR Region and individual city and town reports



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



Local Market Update – July 2018

A RESEARCH TOOL PROVIDED BY THE MASSACHUSETTS ASSOCIATION OF REALTORS®



Northeast Association of REALTORS®

+ 2.8%

Year-Over-Year
Change in
Closed Sales
All Properties

+ 5.3%

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

- 14.6%

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

Single-Family Properties

| | July | | | Year to Date | | |
|--|-----------|------------------|---------|--------------|------------------|---------|
| | 2017 | 2018 | + / - | 2017 | 2018 | + / - |
| Pending Sales | 363 | 394 | + 8.5% | 2,408 | 2,453 | + 1.9% |
| Closed Sales | 421 | 429 | + 1.9% | 2,106 | 2,136 | + 1.4% |
| Median Sales Price* | \$428,000 | \$449,900 | + 5.1% | \$402,500 | \$435,000 | + 8.1% |
| Inventory of Homes for Sale | 762 | 662 | - 13.1% | -- | -- | -- |
| Months Supply of Inventory | 2.3 | 2.0 | - 13.2% | -- | -- | -- |
| Cumulative Days on Market Until Sale | 34 | 34 | - 2.3% | 55 | 46 | - 15.4% |
| Percent of Original List Price Received* | 99.9% | 100.7% | + 0.8% | 99.1% | 99.6% | + 0.5% |
| New Listings | 447 | 450 | + 0.7% | 3,010 | 3,065 | + 1.8% |

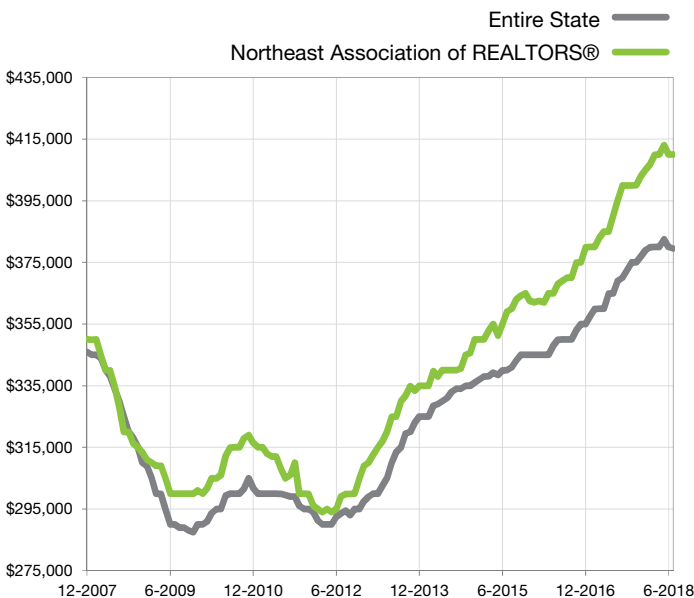
Condominium Properties

| | July | | | Year to Date | | |
|--|-----------|------------------|---------|--------------|------------------|---------|
| | 2017 | 2018 | + / - | 2017 | 2018 | + / - |
| Pending Sales | 129 | 174 | + 34.9% | 973 | 1,084 | + 11.4% |
| Closed Sales | 159 | 167 | + 5.0% | 909 | 936 | + 3.0% |
| Median Sales Price* | \$237,000 | \$268,000 | + 13.1% | \$228,500 | \$245,000 | + 7.2% |
| Inventory of Homes for Sale | 254 | 206 | - 18.9% | -- | -- | -- |
| Months Supply of Inventory | 1.8 | 1.5 | - 16.6% | -- | -- | -- |
| Cumulative Days on Market Until Sale | 37 | 36 | - 3.2% | 42 | 42 | - 1.9% |
| Percent of Original List Price Received* | 100.8% | 100.0% | - 0.8% | 99.7% | 100.0% | + 0.3% |
| New Listings | 151 | 197 | + 30.5% | 1,175 | 1,250 | + 6.4% |

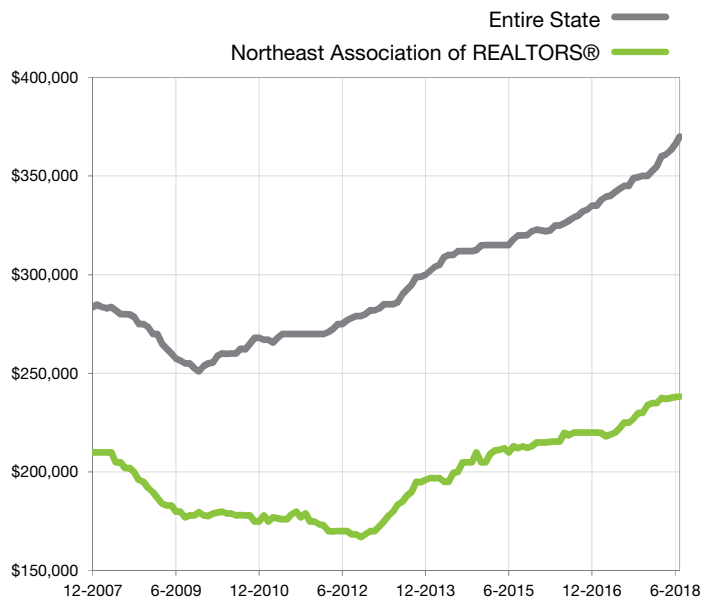
* Does not account for seller concessions. | Activity for one month can sometimes look extreme due to small sample size.

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 – July 2018

A RESEARCH TOOL PROVIDED BY THE MASSACHUSETTS ASSOCIATION OF REALTORS®

Andover

Single-Family Properties

| Key Metrics | July | | | Year to Date | | |
|--|-----------|------------------|---------|--------------|------------------|---------|
| | 2017 | 2018 | + / - | 2017 | 2018 | + / - |
| Pending Sales | 39 | 24 | - 38.5% | 250 | 220 | - 12.0% |
| Closed Sales | 38 | 51 | + 34.2% | 213 | 206 | - 3.3% |
| Median Sales Price* | \$639,950 | \$679,900 | + 6.2% | \$650,000 | \$669,750 | + 3.0% |
| Inventory of Homes for Sale | 77 | 89 | + 15.6% | -- | -- | -- |
| Months Supply of Inventory | 2.5 | 2.9 | + 16.0% | -- | -- | -- |
| Cumulative Days on Market Until Sale | 28 | 27 | - 3.6% | 59 | 48 | - 18.6% |
| Percent of Original List Price Received* | 100.6% | 99.3% | - 1.3% | 99.1% | 98.7% | - 0.4% |
| New Listings | 34 | 39 | + 14.7% | 324 | 322 | - 0.6% |

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

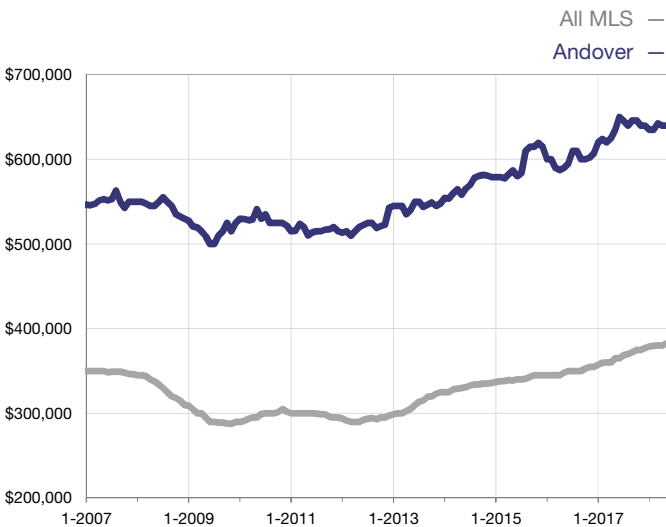
Condominium Properties

| Key Metrics | July | | | Year to Date | | |
|--|-----------|------------------|----------|--------------|------------------|---------|
| | 2017 | 2018 | + / - | 2017 | 2018 | + / - |
| Pending Sales | 19 | 12 | - 36.8% | 91 | 98 | + 7.7% |
| Closed Sales | 14 | 16 | + 14.3% | 82 | 94 | + 14.6% |
| Median Sales Price* | \$288,500 | \$632,400 | + 119.2% | \$288,000 | \$324,000 | + 12.5% |
| Inventory of Homes for Sale | 29 | 23 | - 20.7% | -- | -- | -- |
| Months Supply of Inventory | 2.7 | 1.7 | - 37.0% | -- | -- | -- |
| Cumulative Days on Market Until Sale | 30 | 56 | + 86.7% | 57 | 55 | - 3.5% |
| Percent of Original List Price Received* | 100.8% | 99.4% | - 1.4% | 98.6% | 100.4% | + 1.8% |
| New Listings | 21 | 12 | - 42.9% | 114 | 113 | - 0.9% |

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

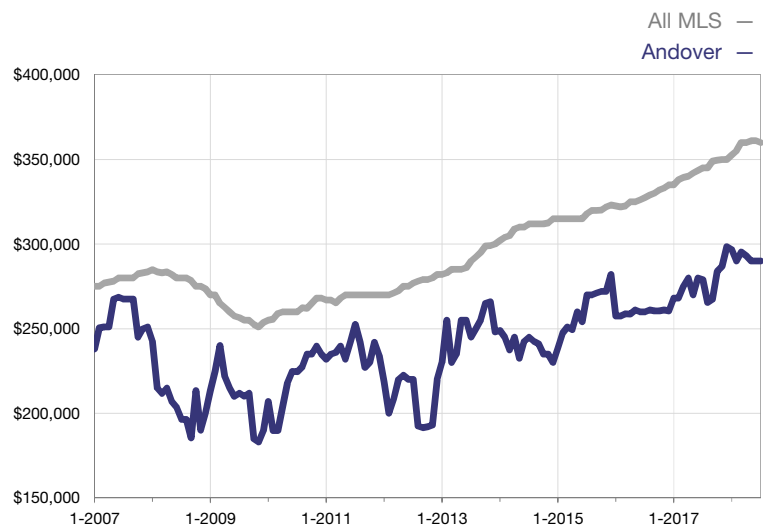
Median Sales Price – Single-Family Properties

Rolling 12-Month Calculation



Median Sales Price – Condominium Properties

Rolling 12-Month Calculation



MASSACHUSETTS ASSOCIATION OF REALTORS®



Local Market Update – July 2018

A RESEARCH TOOL PROVIDED BY THE MASSACHUSETTS ASSOCIATION OF REALTORS®

Billerica

Single-Family Properties

| Key Metrics | July | | | Year to Date | | |
|--|-----------|------------------|---------|--------------|------------------|---------|
| | 2017 | 2018 | + / - | 2017 | 2018 | + / - |
| Pending Sales | 32 | 48 | + 50.0% | 233 | 247 | + 6.0% |
| Closed Sales | 48 | 35 | - 27.1% | 197 | 197 | 0.0% |
| Median Sales Price* | \$441,000 | \$445,000 | + 0.9% | \$430,000 | \$450,000 | + 4.7% |
| Inventory of Homes for Sale | 63 | 61 | - 3.2% | -- | -- | -- |
| Months Supply of Inventory | 1.9 | 1.9 | 0.0% | -- | -- | -- |
| Cumulative Days on Market Until Sale | 27 | 24 | - 11.1% | 34 | 38 | + 11.8% |
| Percent of Original List Price Received* | 99.6% | 106.0% | + 6.4% | 100.6% | 101.6% | + 1.0% |
| New Listings | 53 | 55 | + 3.8% | 288 | 291 | + 1.0% |

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

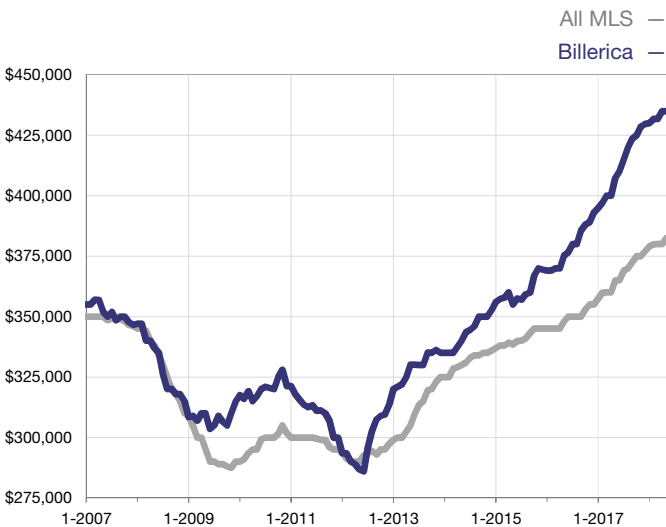
Condominium Properties

| Key Metrics | July | | | Year to Date | | |
|--|-----------|------------------|----------|--------------|------------------|---------|
| | 2017 | 2018 | + / - | 2017 | 2018 | + / - |
| Pending Sales | 2 | 9 | + 350.0% | 33 | 51 | + 54.5% |
| Closed Sales | 8 | 10 | + 25.0% | 34 | 46 | + 35.3% |
| Median Sales Price* | \$262,500 | \$320,000 | + 21.9% | \$262,000 | \$306,750 | + 17.1% |
| Inventory of Homes for Sale | 5 | 2 | - 60.0% | -- | -- | -- |
| Months Supply of Inventory | 0.8 | 0.4 | - 50.0% | -- | -- | -- |
| Cumulative Days on Market Until Sale | 36 | 27 | - 25.0% | 23 | 24 | + 4.3% |
| Percent of Original List Price Received* | 98.3% | 98.5% | + 0.2% | 100.9% | 102.4% | + 1.5% |
| New Listings | 4 | 7 | + 75.0% | 41 | 51 | + 24.4% |

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

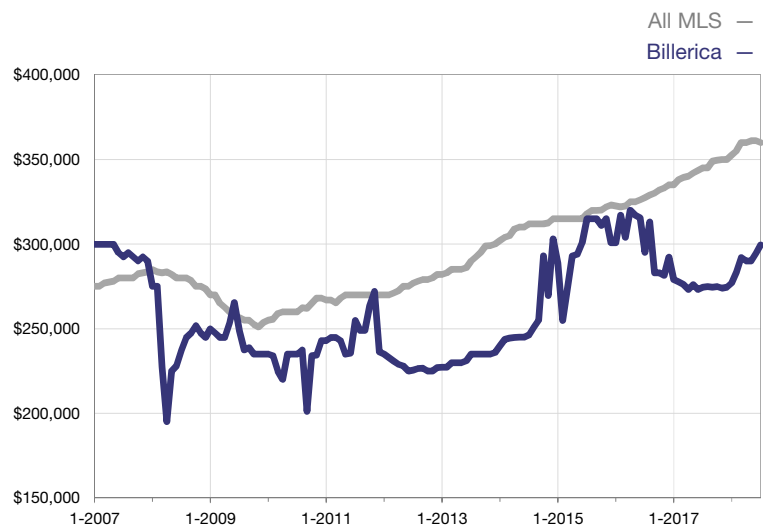
Median Sales Price – Single-Family Properties

Rolling 12-Month Calculation



Median Sales Price – Condominium Properties

Rolling 12-Month Calculation



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Local Market Update – July 2018

A RESEARCH TOOL PROVIDED BY THE MASSACHUSETTS ASSOCIATION OF REALTORS®

Boxford

Single-Family Properties

| Key Metrics | July | | | Year to Date | | |
|--|-----------|------------------|---------|--------------|------------------|---------|
| | 2017 | 2018 | + / - | 2017 | 2018 | + / - |
| Pending Sales | 15 | 20 | + 33.3% | 74 | 76 | + 2.7% |
| Closed Sales | 16 | 16 | 0.0% | 65 | 65 | 0.0% |
| Median Sales Price* | \$684,000 | \$690,000 | + 0.9% | \$640,000 | \$690,000 | + 7.8% |
| Inventory of Homes for Sale | 54 | 44 | - 18.5% | -- | -- | -- |
| Months Supply of Inventory | 5.1 | 4.1 | - 19.6% | -- | -- | -- |
| Cumulative Days on Market Until Sale | 49 | 80 | + 63.3% | 85 | 114 | + 34.1% |
| Percent of Original List Price Received* | 98.5% | 97.3% | - 1.2% | 97.7% | 96.1% | - 1.6% |
| New Listings | 26 | 13 | - 50.0% | 123 | 109 | - 11.4% |

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

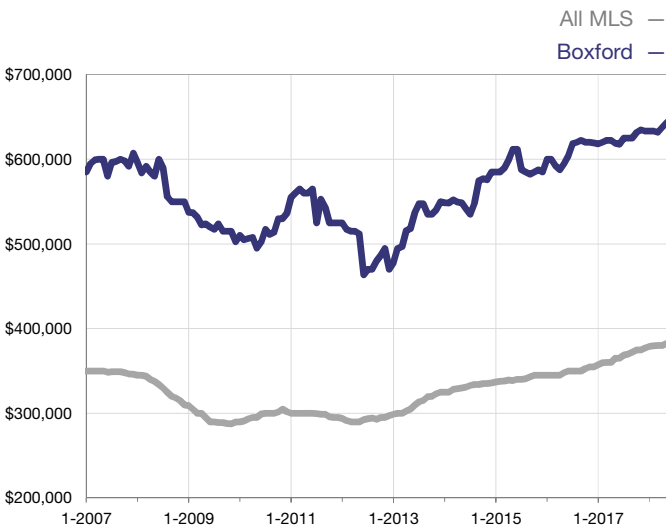
Condominium Properties

| Key Metrics | July | | | 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 | 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.

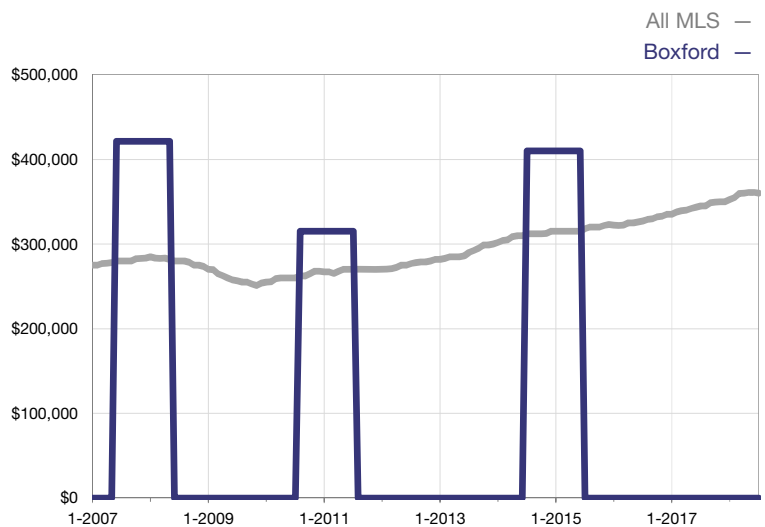
Median Sales Price – Single-Family Properties

Rolling 12-Month Calculation



Median Sales Price – Condominium Properties

Rolling 12-Month Calculation



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Local Market Update – July 2018

A RESEARCH TOOL PROVIDED BY THE MASSACHUSETTS ASSOCIATION OF REALTORS®

Carlisle

Single-Family Properties

| Key Metrics | July | | | Year to Date | | |
|--|-----------|------------------|---------|--------------|------------------|---------|
| | 2017 | 2018 | + / - | 2017 | 2018 | + / - |
| Pending Sales | 9 | 7 | - 22.2% | 48 | 47 | - 2.1% |
| Closed Sales | 7 | 9 | + 28.6% | 44 | 46 | + 4.5% |
| Median Sales Price* | \$750,000 | \$760,000 | + 1.3% | \$834,500 | \$819,500 | - 1.8% |
| Inventory of Homes for Sale | 30 | 35 | + 16.7% | -- | -- | -- |
| Months Supply of Inventory | 4.4 | 5.5 | + 25.0% | -- | -- | -- |
| Cumulative Days on Market Until Sale | 30 | 36 | + 20.0% | 81 | 81 | 0.0% |
| Percent of Original List Price Received* | 97.3% | 99.7% | + 2.5% | 95.9% | 95.8% | - 0.1% |
| New Listings | 6 | 5 | - 16.7% | 67 | 80 | + 19.4% |

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

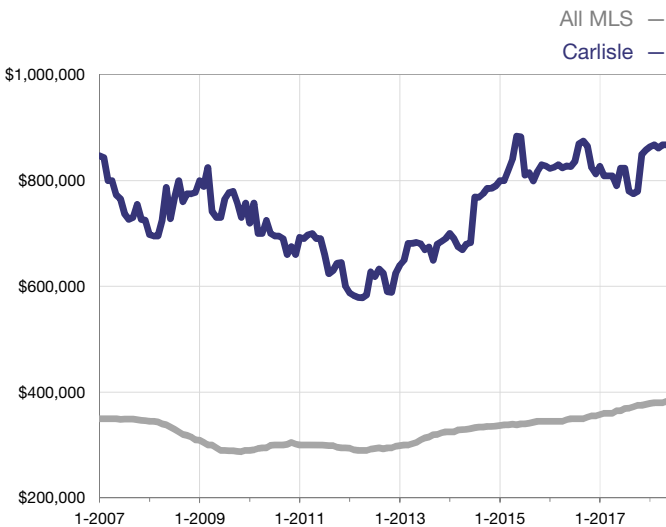
Condominium Properties

| Key Metrics | July | | | Year to Date | | |
|--|------|------------|---------|--------------|------------------|----------|
| | 2017 | 2018 | + / - | 2017 | 2018 | + / - |
| Pending Sales | 0 | 0 | -- | 1 | 3 | + 200.0% |
| Closed Sales | 0 | 0 | -- | 0 | 1 | -- |
| Median Sales Price* | \$0 | \$0 | -- | \$0 | \$859,000 | -- |
| 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% |

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

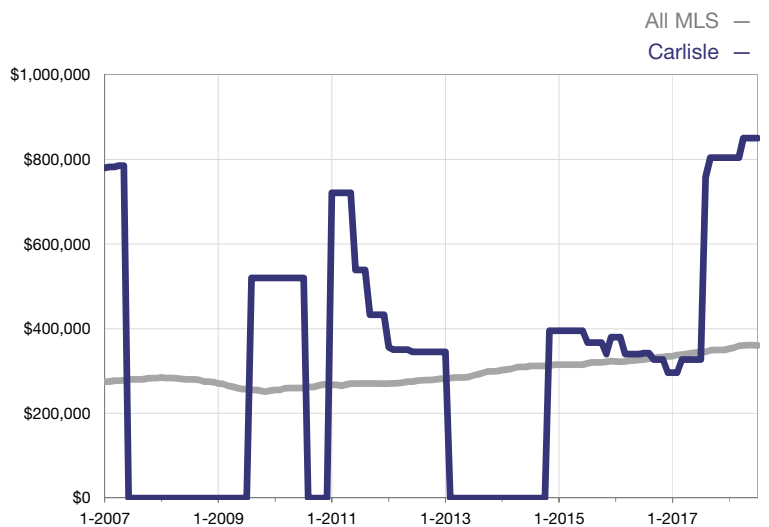
Median Sales Price – Single-Family Properties

Rolling 12-Month Calculation



Median Sales Price – Condominium Properties

Rolling 12-Month Calculation



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Local Market Update – July 2018

A RESEARCH TOOL PROVIDED BY THE MASSACHUSETTS ASSOCIATION OF REALTORS®

Chelmsford

Single-Family Properties

| Key Metrics | July | | | Year to Date | | |
|--|-----------|------------------|---------|--------------|------------------|---------|
| | 2017 | 2018 | + / - | 2017 | 2018 | + / - |
| Pending Sales | 35 | 35 | 0.0% | 221 | 206 | - 6.8% |
| Closed Sales | 39 | 37 | - 5.1% | 188 | 171 | - 9.0% |
| Median Sales Price* | \$406,000 | \$485,000 | + 19.5% | \$412,500 | \$458,500 | + 11.2% |
| Inventory of Homes for Sale | 32 | 35 | + 9.4% | -- | -- | -- |
| Months Supply of Inventory | 1.1 | 1.3 | + 18.2% | -- | -- | -- |
| Cumulative Days on Market Until Sale | 38 | 38 | 0.0% | 60 | 38 | - 36.7% |
| Percent of Original List Price Received* | 99.8% | 101.1% | + 1.3% | 100.0% | 100.3% | + 0.3% |
| New Listings | 31 | 37 | + 19.4% | 242 | 243 | + 0.4% |

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

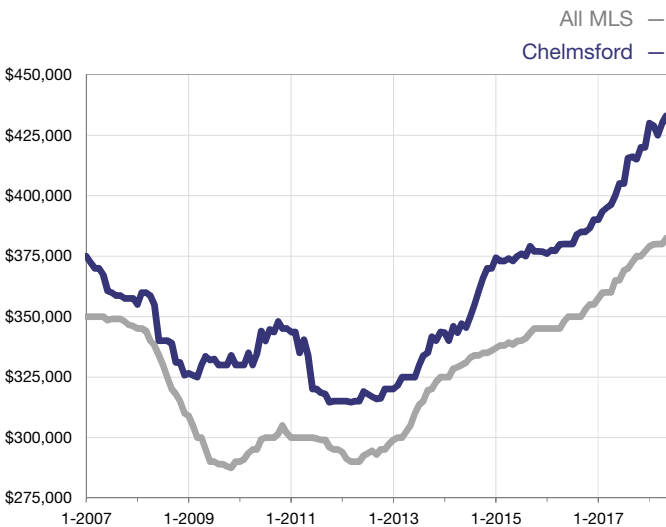
Condominium Properties

| Key Metrics | July | | | Year to Date | | |
|--|-----------|------------------|----------|--------------|------------------|---------|
| | 2017 | 2018 | + / - | 2017 | 2018 | + / - |
| Pending Sales | 17 | 26 | + 52.9% | 116 | 120 | + 3.4% |
| Closed Sales | 22 | 23 | + 4.5% | 97 | 92 | - 5.2% |
| Median Sales Price* | \$242,500 | \$275,000 | + 13.4% | \$255,000 | \$279,375 | + 9.6% |
| Inventory of Homes for Sale | 10 | 20 | + 100.0% | -- | -- | -- |
| Months Supply of Inventory | 0.7 | 1.4 | + 100.0% | -- | -- | -- |
| Cumulative Days on Market Until Sale | 26 | 23 | - 11.5% | 26 | 32 | + 23.1% |
| Percent of Original List Price Received* | 99.1% | 100.3% | + 1.2% | 99.2% | 100.1% | + 0.9% |
| New Listings | 15 | 25 | + 66.7% | 123 | 146 | + 18.7% |

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

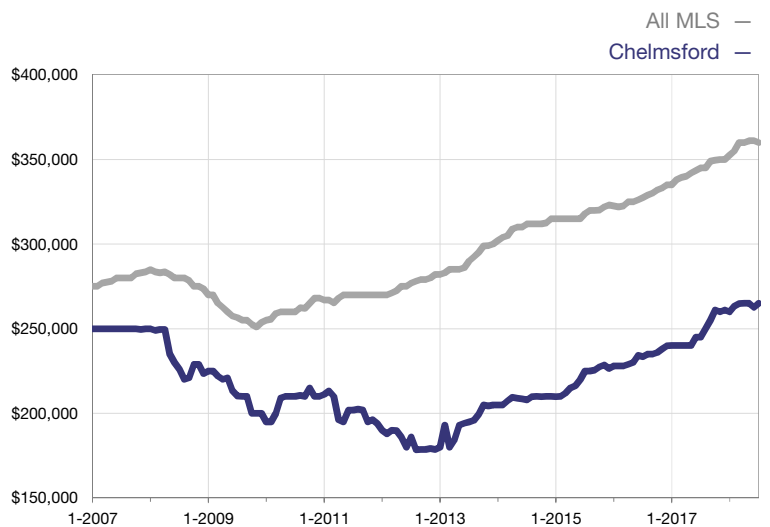
Median Sales Price – Single-Family Properties

Rolling 12-Month Calculation



Median Sales Price – Condominium Properties

Rolling 12-Month Calculation



MASSACHUSETTS ASSOCIATION OF REALTORS®



Local Market Update – July 2018

A RESEARCH TOOL PROVIDED BY THE MASSACHUSETTS ASSOCIATION OF REALTORS®

Dracut

Single-Family Properties

| Key Metrics | July | | | Year to Date | | |
|--|-----------|------------------|---------|--------------|------------------|---------|
| | 2017 | 2018 | + / - | 2017 | 2018 | + / - |
| Pending Sales | 30 | 41 | + 36.7% | 201 | 202 | + 0.5% |
| Closed Sales | 32 | 43 | + 34.4% | 168 | 175 | + 4.2% |
| Median Sales Price* | \$372,500 | \$345,000 | - 7.4% | \$350,000 | \$359,450 | + 2.7% |
| Inventory of Homes for Sale | 51 | 32 | - 37.3% | -- | -- | -- |
| Months Supply of Inventory | 1.8 | 1.2 | - 33.3% | -- | -- | -- |
| Cumulative Days on Market Until Sale | 36 | 43 | + 19.4% | 58 | 45 | - 22.4% |
| Percent of Original List Price Received* | 101.4% | 99.2% | - 2.2% | 98.8% | 99.4% | + 0.6% |
| New Listings | 34 | 41 | + 20.6% | 233 | 223 | - 4.3% |

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

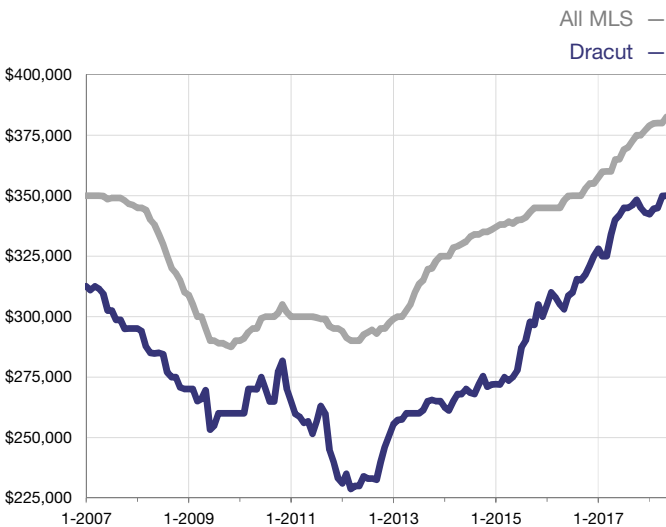
Condominium Properties

| Key Metrics | July | | | Year to Date | | |
|--|-----------|------------------|----------|--------------|------------------|---------|
| | 2017 | 2018 | + / - | 2017 | 2018 | + / - |
| Pending Sales | 14 | 18 | + 28.6% | 128 | 128 | 0.0% |
| Closed Sales | 18 | 19 | + 5.6% | 102 | 110 | + 7.8% |
| Median Sales Price* | \$195,750 | \$235,000 | + 20.1% | \$192,500 | \$219,700 | + 14.1% |
| Inventory of Homes for Sale | 18 | 14 | - 22.2% | -- | -- | -- |
| Months Supply of Inventory | 1.2 | 0.9 | - 25.0% | -- | -- | -- |
| Cumulative Days on Market Until Sale | 32 | 58 | + 81.3% | 38 | 37 | - 2.6% |
| Percent of Original List Price Received* | 105.7% | 100.8% | - 4.6% | 101.5% | 100.0% | - 1.5% |
| New Listings | 10 | 20 | + 100.0% | 138 | 134 | - 2.9% |

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

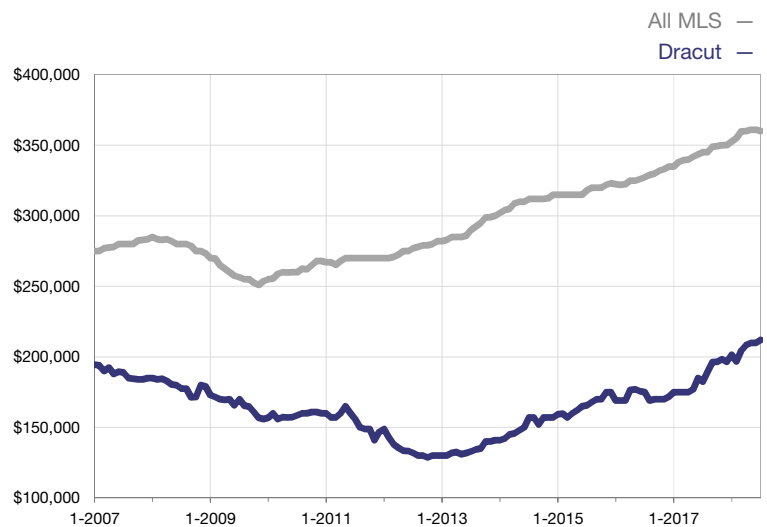
Median Sales Price – Single-Family Properties

Rolling 12-Month Calculation



Median Sales Price – Condominium Properties

Rolling 12-Month Calculation



MASSACHUSETTS ASSOCIATION OF REALTORS®



Local Market Update – July 2018

A RESEARCH TOOL PROVIDED BY THE MASSACHUSETTS ASSOCIATION OF REALTORS®

Dunstable

Single-Family Properties

| Key Metrics | July | | | Year to Date | | |
|--|-----------|------------------|---------|--------------|------------------|---------|
| | 2017 | 2018 | + / - | 2017 | 2018 | + / - |
| Pending Sales | 5 | 4 | - 20.0% | 33 | 34 | + 3.0% |
| Closed Sales | 7 | 5 | - 28.6% | 27 | 23 | - 14.8% |
| Median Sales Price* | \$520,000 | \$470,000 | - 9.6% | \$490,000 | \$599,900 | + 22.4% |
| Inventory of Homes for Sale | 15 | 15 | 0.0% | -- | -- | -- |
| Months Supply of Inventory | 4.2 | 3.8 | - 9.5% | -- | -- | -- |
| Cumulative Days on Market Until Sale | 119 | 19 | - 84.0% | 97 | 41 | - 57.7% |
| Percent of Original List Price Received* | 97.9% | 101.5% | + 3.7% | 97.3% | 101.2% | + 4.0% |
| New Listings | 5 | 3 | - 40.0% | 39 | 46 | + 17.9% |

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

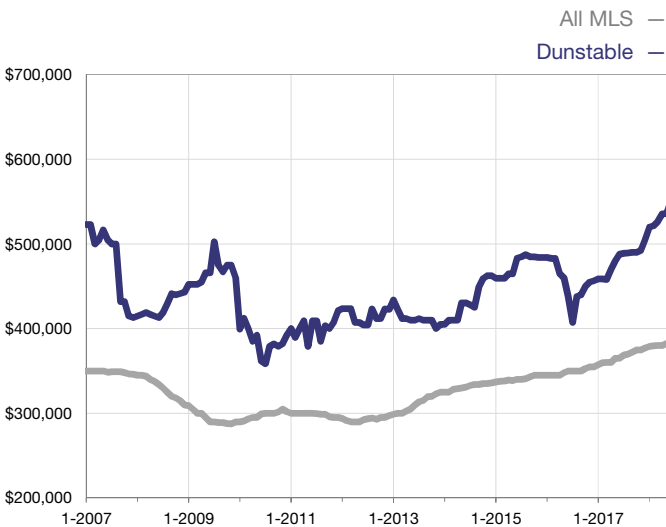
Condominium Properties

| Key Metrics | July | | | 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.

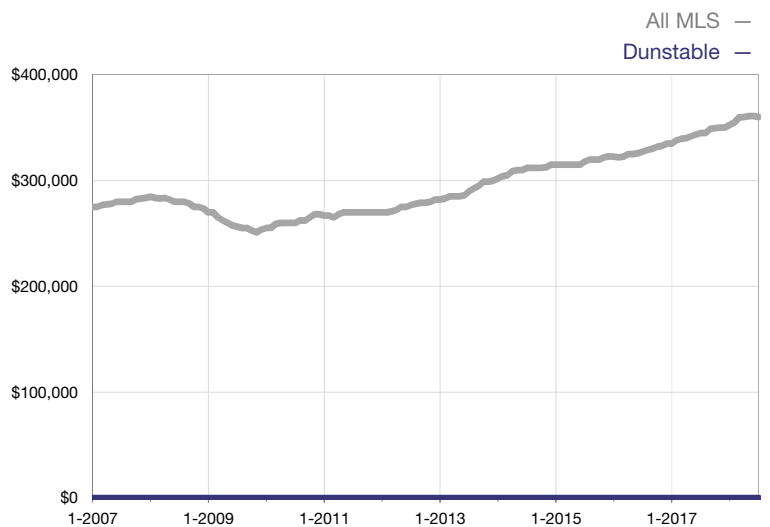
Median Sales Price – Single-Family Properties

Rolling 12-Month Calculation



Median Sales Price – Condominium Properties

Rolling 12-Month Calculation



MASSACHUSETTS ASSOCIATION OF REALTORS®



Local Market Update – July 2018

A RESEARCH TOOL PROVIDED BY THE MASSACHUSETTS ASSOCIATION OF REALTORS®

Lawrence

Single-Family Properties

| Key Metrics | July | | | Year to Date | | |
|--|-----------|------------------|---------|--------------|------------------|---------|
| | 2017 | 2018 | + / - | 2017 | 2018 | + / - |
| Pending Sales | 31 | 19 | - 38.7% | 133 | 134 | + 0.8% |
| Closed Sales | 15 | 17 | + 13.3% | 109 | 120 | + 10.1% |
| Median Sales Price* | \$280,000 | \$295,000 | + 5.4% | \$250,000 | \$275,000 | + 10.0% |
| Inventory of Homes for Sale | 43 | 37 | - 14.0% | -- | -- | -- |
| Months Supply of Inventory | 2.5 | 1.9 | - 24.0% | -- | -- | -- |
| Cumulative Days on Market Until Sale | 23 | 19 | - 17.4% | 49 | 42 | - 14.3% |
| Percent of Original List Price Received* | 99.7% | 103.9% | + 4.2% | 98.6% | 101.7% | + 3.1% |
| New Listings | 30 | 30 | 0.0% | 167 | 172 | + 3.0% |

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

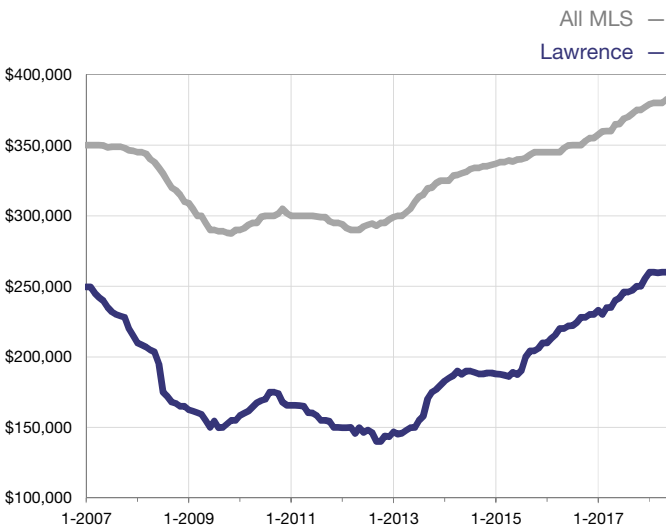
Condominium Properties

| Key Metrics | July | | | Year to Date | | |
|--|-----------|------------------|---------|--------------|------------------|---------|
| | 2017 | 2018 | + / - | 2017 | 2018 | + / - |
| Pending Sales | 8 | 8 | 0.0% | 44 | 55 | + 25.0% |
| Closed Sales | 9 | 9 | 0.0% | 46 | 45 | - 2.2% |
| Median Sales Price* | \$164,000 | \$157,000 | - 4.3% | \$147,000 | \$157,000 | + 6.8% |
| Inventory of Homes for Sale | 31 | 10 | - 67.7% | -- | -- | -- |
| Months Supply of Inventory | 5.3 | 1.4 | - 73.6% | -- | -- | -- |
| Cumulative Days on Market Until Sale | 27 | 19 | - 29.6% | 38 | 40 | + 5.3% |
| Percent of Original List Price Received* | 101.9% | 103.7% | + 1.8% | 99.8% | 101.7% | + 1.9% |
| New Listings | 11 | 12 | + 9.1% | 68 | 66 | - 2.9% |

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

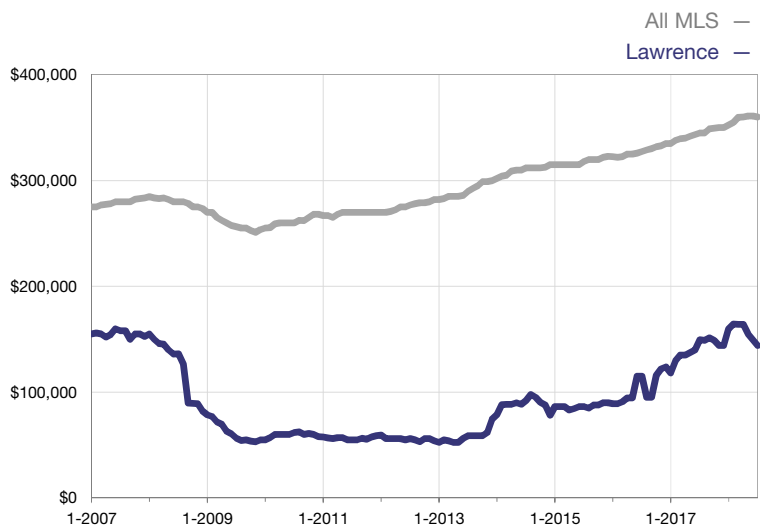
Median Sales Price – Single-Family Properties

Rolling 12-Month Calculation



Median Sales Price – Condominium Properties

Rolling 12-Month Calculation



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Local Market Update – July 2018

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Littleton

Single-Family Properties

| Key Metrics | July | | | Year to Date | | |
|--|-----------|------------------|---------|--------------|------------------|---------|
| | 2017 | 2018 | + / - | 2017 | 2018 | + / - |
| Pending Sales | 8 | 5 | - 37.5% | 77 | 80 | + 3.9% |
| Closed Sales | 17 | 16 | - 5.9% | 75 | 80 | + 6.7% |
| Median Sales Price* | \$477,000 | \$513,950 | + 7.7% | \$498,000 | \$573,750 | + 15.2% |
| Inventory of Homes for Sale | 38 | 25 | - 34.2% | -- | -- | -- |
| Months Supply of Inventory | 3.2 | 2.1 | - 34.4% | -- | -- | -- |
| Cumulative Days on Market Until Sale | 55 | 64 | + 16.4% | 61 | 71 | + 16.4% |
| Percent of Original List Price Received* | 96.9% | 99.6% | + 2.8% | 99.0% | 98.7% | - 0.3% |
| New Listings | 13 | 9 | - 30.8% | 118 | 101 | - 14.4% |

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

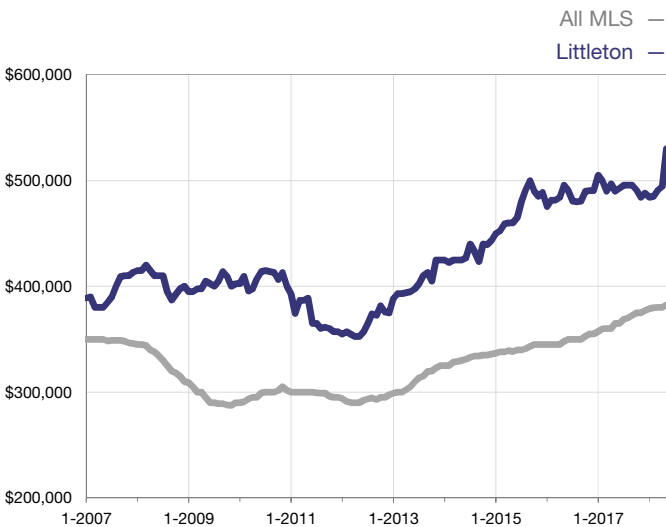
Condominium Properties

| Key Metrics | July | | | Year to Date | | |
|--|------|------------------|----------|--------------|------------------|----------|
| | 2017 | 2018 | + / - | 2017 | 2018 | + / - |
| Pending Sales | 0 | 0 | -- | 1 | 5 | + 400.0% |
| Closed Sales | 0 | 2 | -- | 3 | 5 | + 66.7% |
| Median Sales Price* | \$0 | \$318,750 | -- | \$335,000 | \$367,500 | + 9.7% |
| Inventory of Homes for Sale | 2 | 2 | 0.0% | -- | -- | -- |
| Months Supply of Inventory | 1.7 | 1.3 | - 23.5% | -- | -- | -- |
| Cumulative Days on Market Until Sale | 0 | 32 | -- | 240 | 50 | - 79.2% |
| Percent of Original List Price Received* | 0.0% | 95.1% | -- | 95.4% | 97.7% | + 2.4% |
| New Listings | 2 | 0 | - 100.0% | 3 | 6 | + 100.0% |

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

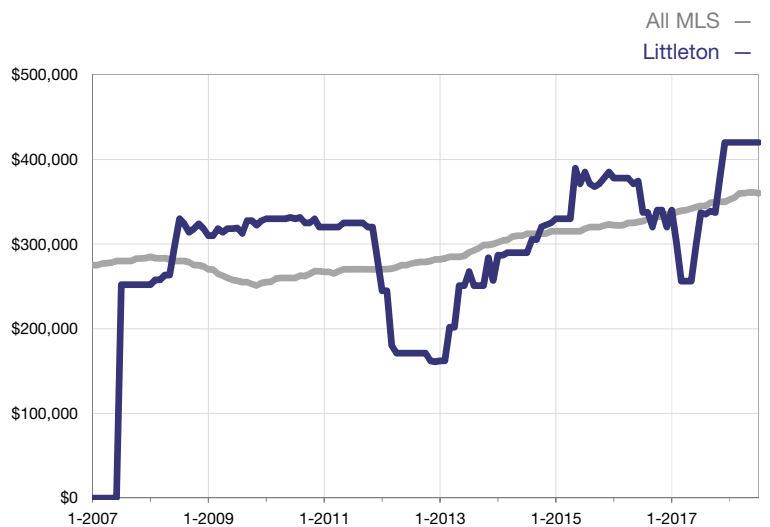
Median Sales Price – Single-Family Properties

Rolling 12-Month Calculation



Median Sales Price – Condominium Properties

Rolling 12-Month Calculation



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Local Market Update – July 2018

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Lowell

Single-Family Properties

| Key Metrics | July | | | Year to Date | | |
|--|-----------|------------------|---------|--------------|------------------|---------|
| | 2017 | 2018 | + / - | 2017 | 2018 | + / - |
| Pending Sales | 42 | 48 | + 14.3% | 325 | 324 | - 0.3% |
| Closed Sales | 48 | 50 | + 4.2% | 292 | 306 | + 4.8% |
| Median Sales Price* | \$289,000 | \$322,500 | + 11.6% | \$275,000 | \$302,666 | + 10.1% |
| Inventory of Homes for Sale | 83 | 66 | - 20.5% | -- | -- | -- |
| Months Supply of Inventory | 1.9 | 1.5 | - 21.1% | -- | -- | -- |
| Cumulative Days on Market Until Sale | 32 | 27 | - 15.6% | 50 | 37 | - 26.0% |
| Percent of Original List Price Received* | 99.5% | 101.6% | + 2.1% | 98.4% | 99.8% | + 1.4% |
| New Listings | 57 | 54 | - 5.3% | 364 | 391 | + 7.4% |

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

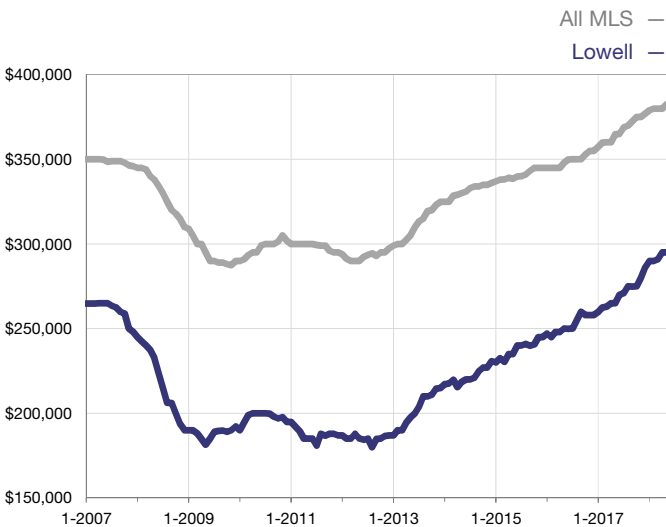
Condominium Properties

| Key Metrics | July | | | Year to Date | | |
|--|-----------|------------------|---------|--------------|------------------|---------|
| | 2017 | 2018 | + / - | 2017 | 2018 | + / - |
| Pending Sales | 32 | 35 | + 9.4% | 199 | 234 | + 17.6% |
| Closed Sales | 32 | 25 | - 21.9% | 198 | 201 | + 1.5% |
| Median Sales Price* | \$168,000 | \$200,000 | + 19.0% | \$175,000 | \$195,000 | + 11.4% |
| Inventory of Homes for Sale | 62 | 59 | - 4.8% | -- | -- | -- |
| Months Supply of Inventory | 2.1 | 2.0 | - 4.8% | -- | -- | -- |
| Cumulative Days on Market Until Sale | 35 | 27 | - 22.9% | 40 | 36 | - 10.0% |
| Percent of Original List Price Received* | 99.4% | 101.5% | + 2.1% | 98.9% | 99.3% | + 0.4% |
| New Listings | 37 | 46 | + 24.3% | 266 | 287 | + 7.9% |

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

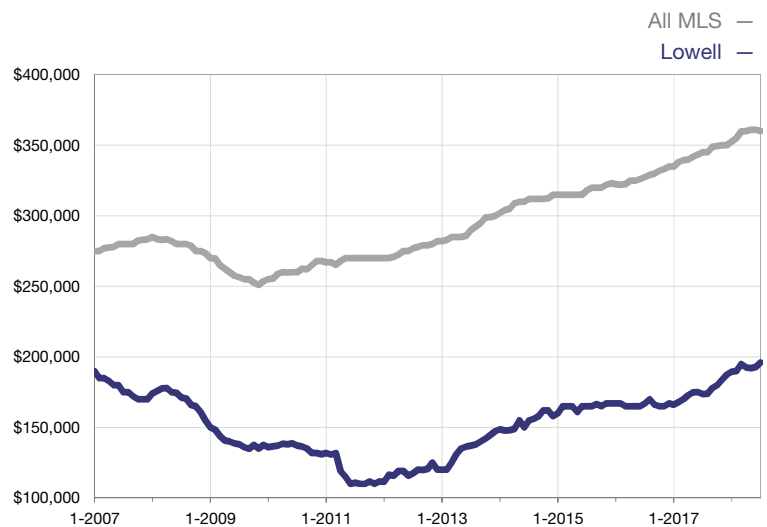
Median Sales Price – Single-Family Properties

Rolling 12-Month Calculation



Median Sales Price – Condominium Properties

Rolling 12-Month Calculation



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Local Market Update – July 2018

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Methuen

Single-Family Properties

| Key Metrics | July | | | Year to Date | | |
|--|-----------|------------------|---------|--------------|------------------|--------|
| | 2017 | 2018 | + / - | 2017 | 2018 | + / - |
| Pending Sales | 38 | 55 | + 44.7% | 275 | 292 | + 6.2% |
| Closed Sales | 50 | 42 | - 16.0% | 249 | 233 | - 6.4% |
| Median Sales Price* | \$346,250 | \$374,500 | + 8.2% | \$344,000 | \$363,500 | + 5.7% |
| Inventory of Homes for Sale | 97 | 82 | - 15.5% | -- | -- | -- |
| Months Supply of Inventory | 2.5 | 2.1 | - 16.0% | -- | -- | -- |
| Cumulative Days on Market Until Sale | 30 | 31 | + 3.3% | 45 | 43 | - 4.4% |
| Percent of Original List Price Received* | 101.5% | 99.4% | - 2.1% | 99.6% | 99.2% | - 0.4% |
| New Listings | 62 | 58 | - 6.5% | 364 | 359 | - 1.4% |

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

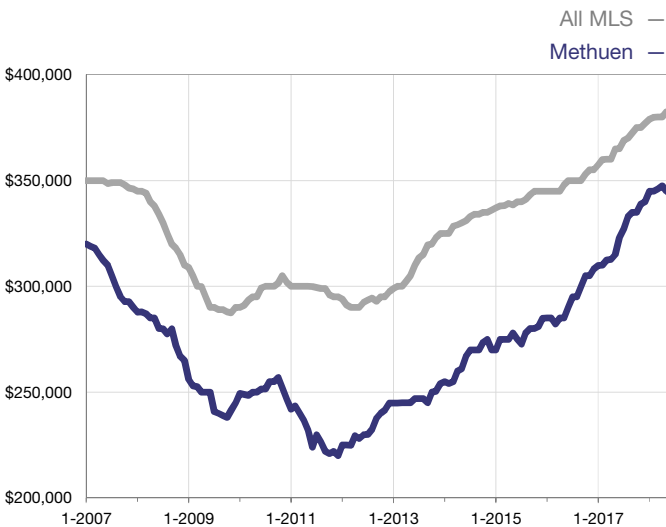
Condominium Properties

| Key Metrics | July | | | Year to Date | | |
|--|-----------|------------------|----------|--------------|------------------|---------|
| | 2017 | 2018 | + / - | 2017 | 2018 | + / - |
| Pending Sales | 8 | 18 | + 125.0% | 100 | 99 | - 1.0% |
| Closed Sales | 18 | 13 | - 27.8% | 105 | 90 | - 14.3% |
| Median Sales Price* | \$243,000 | \$264,900 | + 9.0% | \$235,000 | \$250,000 | + 6.4% |
| Inventory of Homes for Sale | 38 | 30 | - 21.1% | -- | -- | -- |
| Months Supply of Inventory | 2.5 | 2.4 | - 4.0% | -- | -- | -- |
| Cumulative Days on Market Until Sale | 54 | 79 | + 46.3% | 58 | 75 | + 29.3% |
| Percent of Original List Price Received* | 99.0% | 101.5% | + 2.5% | 99.3% | 100.1% | + 0.8% |
| New Listings | 11 | 20 | + 81.8% | 119 | 113 | - 5.0% |

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

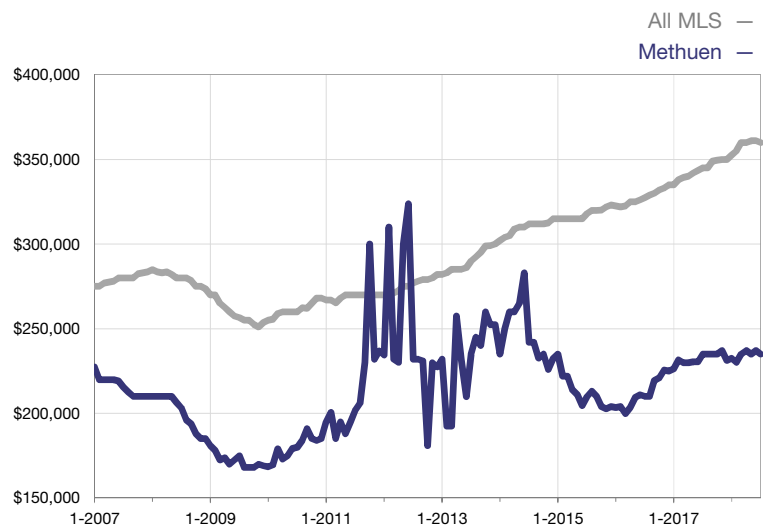
Median Sales Price – Single-Family Properties

Rolling 12-Month Calculation



Median Sales Price – Condominium Properties

Rolling 12-Month Calculation



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Local Market Update – July 2018

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North Andover

Single-Family Properties

| Key Metrics | July | | | Year to Date | | |
|--|-----------|------------------|---------|--------------|------------------|---------|
| | 2017 | 2018 | + / - | 2017 | 2018 | + / - |
| Pending Sales | 22 | 24 | + 9.1% | 150 | 161 | + 7.3% |
| Closed Sales | 32 | 26 | - 18.8% | 140 | 139 | - 0.7% |
| Median Sales Price* | \$567,500 | \$616,450 | + 8.6% | \$570,000 | \$595,000 | + 4.4% |
| Inventory of Homes for Sale | 52 | 58 | + 11.5% | -- | -- | -- |
| Months Supply of Inventory | 2.6 | 2.7 | + 3.8% | -- | -- | -- |
| Cumulative Days on Market Until Sale | 40 | 41 | + 2.5% | 56 | 55 | - 1.8% |
| Percent of Original List Price Received* | 99.4% | 100.3% | + 0.9% | 98.5% | 98.5% | 0.0% |
| New Listings | 26 | 32 | + 23.1% | 196 | 216 | + 10.2% |

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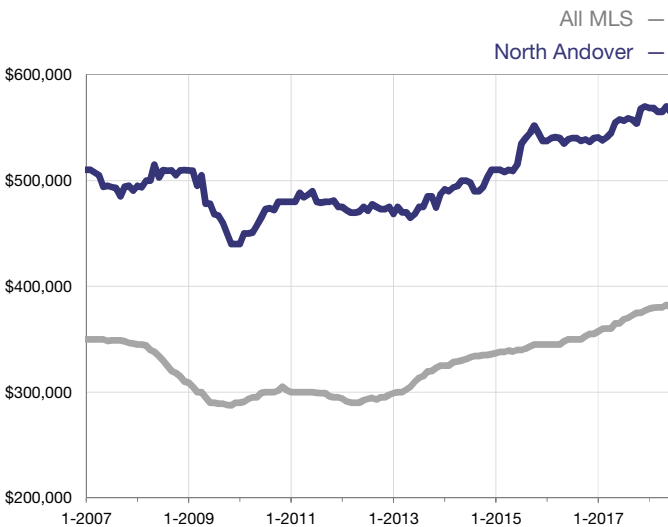
Condominium Properties

| Key Metrics | July | | | Year to Date | | |
|--|-----------|------------------|----------|--------------|------------------|---------|
| | 2017 | 2018 | + / - | 2017 | 2018 | + / - |
| Pending Sales | 10 | 20 | + 100.0% | 115 | 116 | + 0.9% |
| Closed Sales | 13 | 17 | + 30.8% | 101 | 108 | + 6.9% |
| Median Sales Price* | \$300,000 | \$327,000 | + 9.0% | \$265,000 | \$281,450 | + 6.2% |
| Inventory of Homes for Sale | 24 | 14 | - 41.7% | -- | -- | -- |
| Months Supply of Inventory | 1.6 | 1.0 | - 37.5% | -- | -- | -- |
| Cumulative Days on Market Until Sale | 35 | 28 | - 20.0% | 47 | 39 | - 17.0% |
| Percent of Original List Price Received* | 101.4% | 98.4% | - 3.0% | 99.9% | 99.2% | - 0.7% |
| New Listings | 11 | 20 | + 81.8% | 125 | 129 | + 3.2% |

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

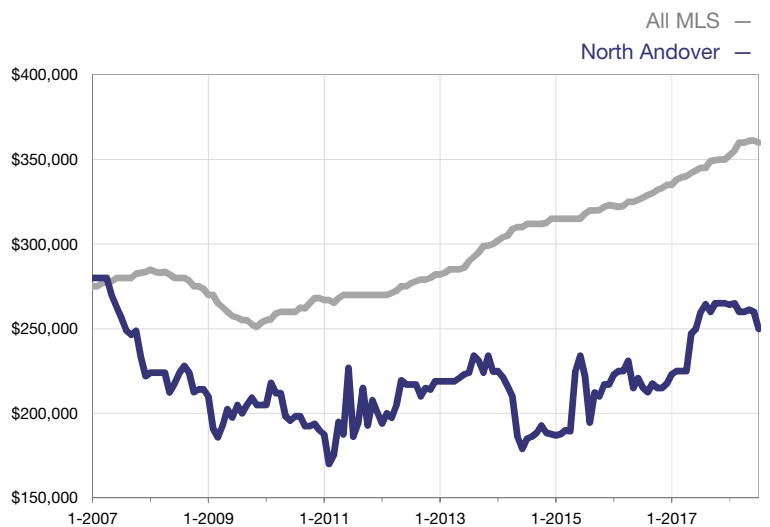
Median Sales Price – Single-Family Properties

Rolling 12-Month Calculation



Median Sales Price – Condominium Properties

Rolling 12-Month Calculation



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Local Market Update – July 2018

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Tewksbury

Single-Family Properties

| Key Metrics | July | | | Year to Date | | |
|--|-----------|------------------|---------|--------------|------------------|---------|
| | 2017 | 2018 | + / - | 2017 | 2018 | + / - |
| Pending Sales | 24 | 31 | + 29.2% | 158 | 186 | + 17.7% |
| Closed Sales | 30 | 35 | + 16.7% | 142 | 162 | + 14.1% |
| Median Sales Price* | \$445,500 | \$437,500 | - 1.8% | \$413,750 | \$437,500 | + 5.7% |
| Inventory of Homes for Sale | 44 | 16 | - 63.6% | -- | -- | -- |
| Months Supply of Inventory | 1.9 | 0.6 | - 68.4% | -- | -- | -- |
| Cumulative Days on Market Until Sale | 27 | 21 | - 22.2% | 36 | 35 | - 2.8% |
| Percent of Original List Price Received* | 101.7% | 101.2% | - 0.5% | 101.2% | 100.7% | - 0.5% |
| New Listings | 32 | 26 | - 18.8% | 201 | 200 | - 0.5% |

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

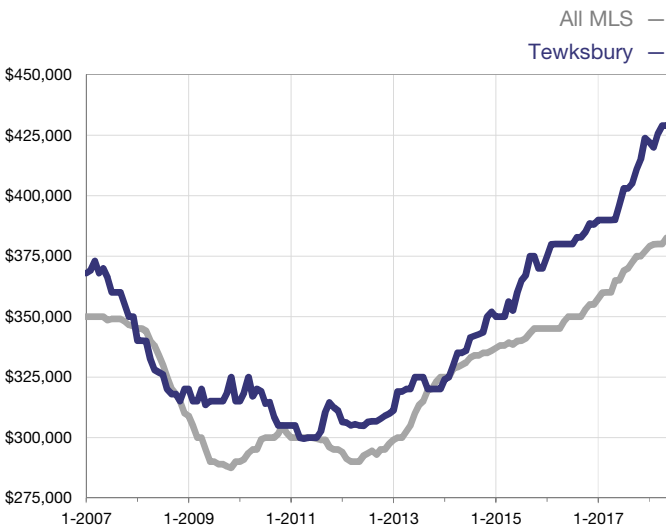
Condominium Properties

| Key Metrics | July | | | Year to Date | | |
|--|-----------|------------------|---------|--------------|------------------|---------|
| | 2017 | 2018 | + / - | 2017 | 2018 | + / - |
| Pending Sales | 11 | 13 | + 18.2% | 79 | 80 | + 1.3% |
| Closed Sales | 15 | 19 | + 26.7% | 77 | 70 | - 9.1% |
| Median Sales Price* | \$320,000 | \$331,000 | + 3.4% | \$313,000 | \$332,750 | + 6.3% |
| Inventory of Homes for Sale | 14 | 9 | - 35.7% | -- | -- | -- |
| Months Supply of Inventory | 1.0 | 0.8 | - 20.0% | -- | -- | -- |
| Cumulative Days on Market Until Sale | 19 | 27 | + 42.1% | 18 | 31 | + 72.2% |
| Percent of Original List Price Received* | 102.7% | 100.1% | - 2.5% | 101.8% | 101.0% | - 0.8% |
| New Listings | 18 | 14 | - 22.2% | 99 | 86 | - 13.1% |

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

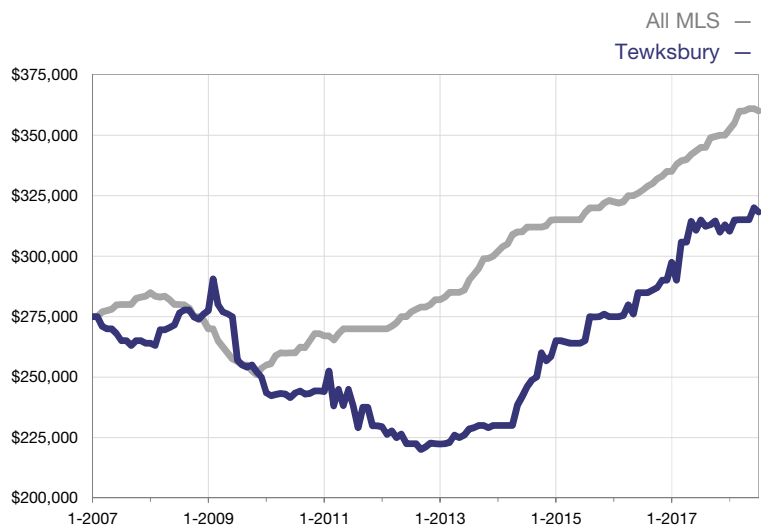
Median Sales Price – Single-Family Properties

Rolling 12-Month Calculation



Median Sales Price – Condominium Properties

Rolling 12-Month Calculation



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Local Market Update – July 2018

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Tyngsborough

Single-Family Properties

| Key Metrics | July | | | Year to Date | | |
|--|-----------|------------------|----------|--------------|------------------|---------|
| | 2017 | 2018 | + / - | 2017 | 2018 | + / - |
| Pending Sales | 4 | 8 | + 100.0% | 66 | 68 | + 3.0% |
| Closed Sales | 8 | 18 | + 125.0% | 60 | 65 | + 8.3% |
| Median Sales Price* | \$398,950 | \$398,250 | - 0.2% | \$398,500 | \$414,000 | + 3.9% |
| Inventory of Homes for Sale | 27 | 22 | - 18.5% | -- | -- | -- |
| Months Supply of Inventory | 2.7 | 2.5 | - 7.4% | -- | -- | -- |
| Cumulative Days on Market Until Sale | 31 | 30 | - 3.2% | 64 | 35 | - 45.3% |
| Percent of Original List Price Received* | 98.8% | 100.0% | + 1.2% | 98.2% | 98.3% | + 0.1% |
| New Listings | 8 | 16 | + 100.0% | 78 | 89 | + 14.1% |

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

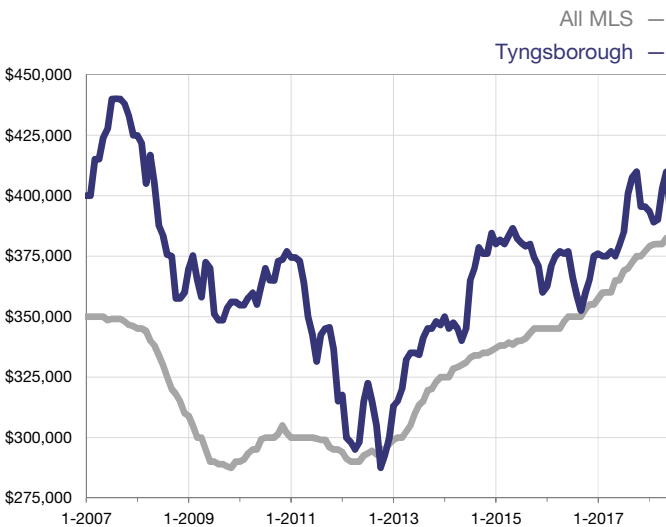
Condominium Properties

| Key Metrics | July | | | Year to Date | | |
|--|-----------|------------------|----------|--------------|------------------|---------|
| | 2017 | 2018 | + / - | 2017 | 2018 | + / - |
| Pending Sales | 7 | 14 | + 100.0% | 35 | 58 | + 65.7% |
| Closed Sales | 4 | 7 | + 75.0% | 35 | 40 | + 14.3% |
| Median Sales Price* | \$275,450 | \$235,000 | - 14.7% | \$210,000 | \$293,650 | + 39.8% |
| Inventory of Homes for Sale | 10 | 9 | - 10.0% | -- | -- | -- |
| Months Supply of Inventory | 1.8 | 1.4 | - 22.2% | -- | -- | -- |
| Cumulative Days on Market Until Sale | 144 | 13 | - 91.0% | 61 | 27 | - 55.7% |
| Percent of Original List Price Received* | 103.7% | 93.7% | - 9.6% | 98.9% | 98.9% | 0.0% |
| New Listings | 7 | 17 | + 142.9% | 39 | 65 | + 66.7% |

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

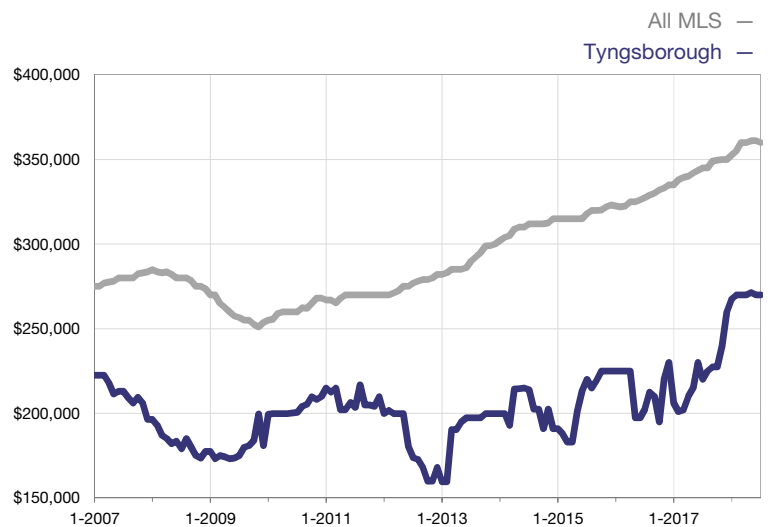
Median Sales Price – Single-Family Properties

Rolling 12-Month Calculation



Median Sales Price – Condominium Properties

Rolling 12-Month Calculation



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Local Market Update – July 2018

A RESEARCH TOOL PROVIDED BY THE MASSACHUSETTS ASSOCIATION OF REALTORS®

Westford

Single-Family Properties

| Key Metrics | July | | | Year to Date | | |
|--|-----------|------------------|---------|--------------|------------------|---------|
| | 2017 | 2018 | + / - | 2017 | 2018 | + / - |
| Pending Sales | 29 | 25 | - 13.8% | 164 | 176 | + 7.3% |
| Closed Sales | 34 | 29 | - 14.7% | 137 | 148 | + 8.0% |
| Median Sales Price* | \$525,000 | \$650,000 | + 23.8% | \$575,000 | \$589,000 | + 2.4% |
| Inventory of Homes for Sale | 56 | 45 | - 19.6% | -- | -- | -- |
| Months Supply of Inventory | 2.9 | 2.1 | - 27.6% | -- | -- | -- |
| Cumulative Days on Market Until Sale | 29 | 30 | + 3.4% | 76 | 48 | - 36.8% |
| Percent of Original List Price Received* | 98.5% | 99.6% | + 1.1% | 97.7% | 99.2% | + 1.5% |
| New Listings | 30 | 32 | + 6.7% | 206 | 223 | + 8.3% |

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

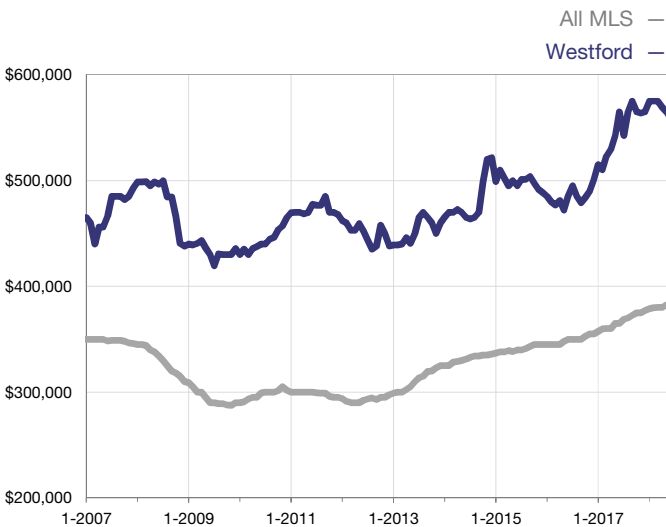
Condominium Properties

| Key Metrics | July | | | Year to Date | | |
|--|-----------|------------------|---------|--------------|------------------|---------|
| | 2017 | 2018 | + / - | 2017 | 2018 | + / - |
| Pending Sales | 1 | 1 | 0.0% | 31 | 37 | + 19.4% |
| Closed Sales | 6 | 7 | + 16.7% | 29 | 34 | + 17.2% |
| Median Sales Price* | \$420,000 | \$400,000 | - 4.8% | \$399,000 | \$393,250 | - 1.4% |
| Inventory of Homes for Sale | 8 | 11 | + 37.5% | -- | -- | -- |
| Months Supply of Inventory | 1.4 | 2.5 | + 78.6% | -- | -- | -- |
| Cumulative Days on Market Until Sale | 73 | 32 | - 56.2% | 68 | 43 | - 36.8% |
| Percent of Original List Price Received* | 98.9% | 99.0% | + 0.1% | 98.8% | 98.8% | 0.0% |
| New Listings | 4 | 4 | 0.0% | 38 | 50 | + 31.6% |

* 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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