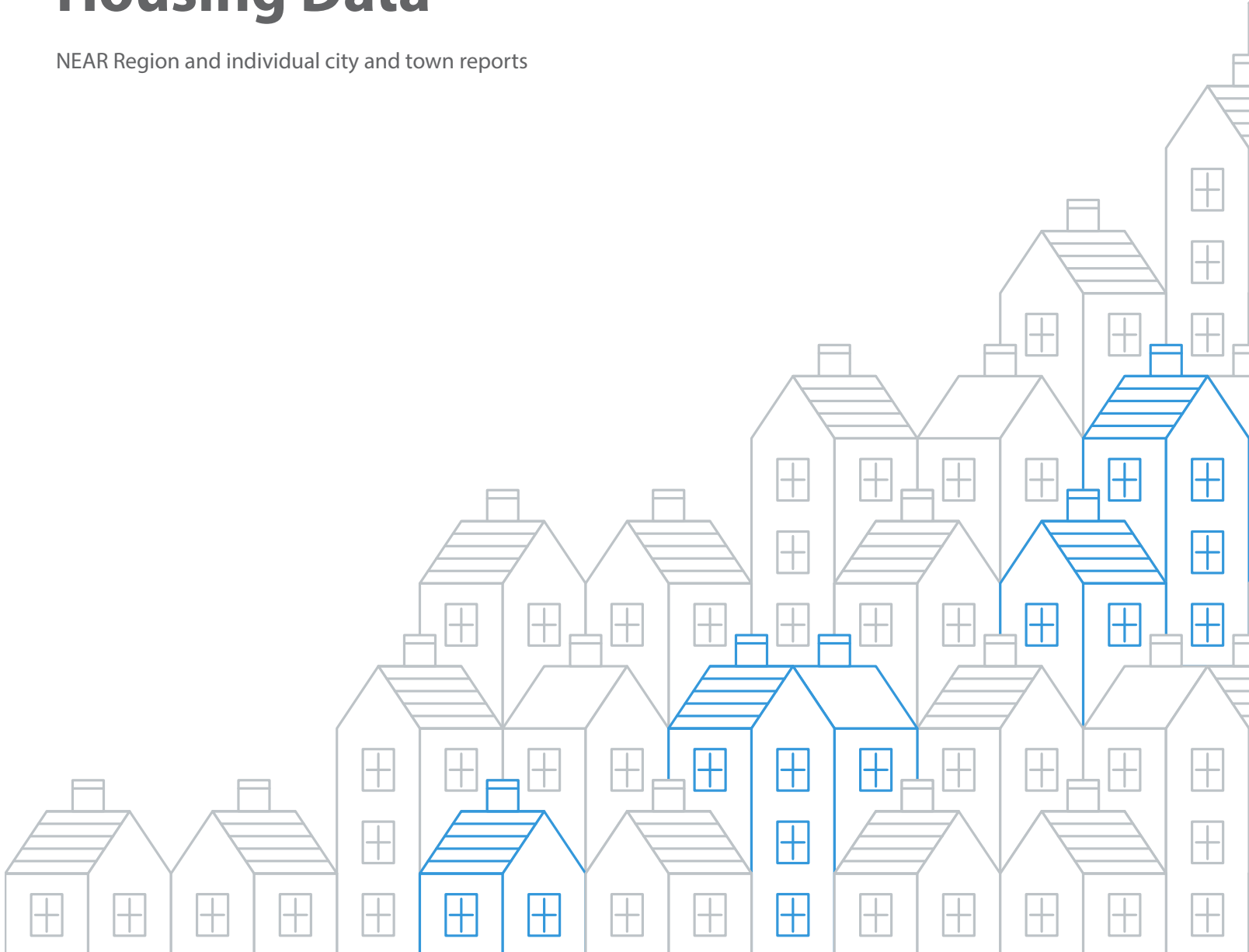




NORTHEAST ASSOCIATION OF
REALTORS®

August 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 – August 2018

A RESEARCH TOOL PROVIDED BY THE MASSACHUSETTS ASSOCIATION OF REALTORS®



Northeast Association of REALTORS®

+ 6.6%

Year-Over-Year
Change in
Closed Sales
All Properties

+ 4.1%

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

- 6.5%

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

Single-Family Properties

	August			Year to Date		
	2017	2018	+ / -	2017	2018	+ / -
Pending Sales	376	365	- 2.9%	2,783	2,775	- 0.3%
Closed Sales	456	449	- 1.5%	2,562	2,590	+ 1.1%
Median Sales Price*	\$425,000	\$460,000	+ 8.2%	\$410,000	\$438,000	+ 6.8%
Inventory of Homes for Sale	732	707	- 3.4%	--	--	--
Months Supply of Inventory	2.2	2.1	- 4.0%	--	--	--
Cumulative Days on Market Until Sale	40	40	- 0.4%	52	45	- 13.3%
Percent of Original List Price Received*	99.0%	99.1%	+ 0.1%	99.1%	99.5%	+ 0.4%
New Listings	429	460	+ 7.2%	3,439	3,525	+ 2.5%

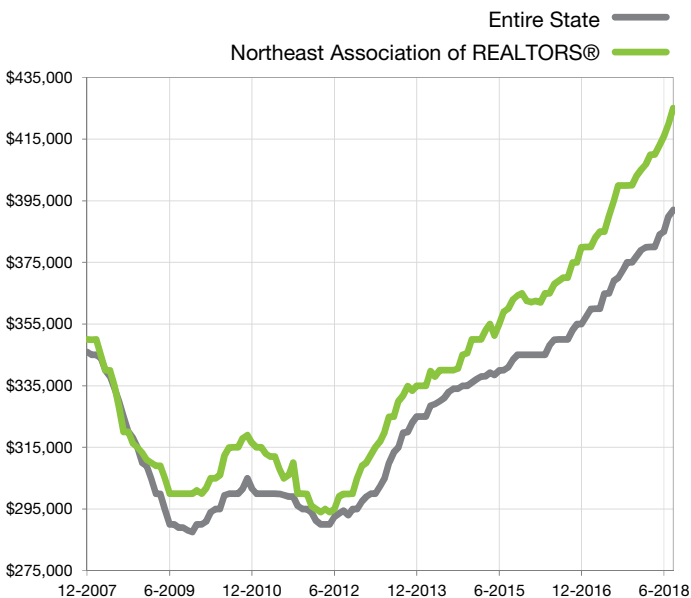
Condominium Properties

	August			Year to Date		
	2017	2018	+ / -	2017	2018	+ / -
Pending Sales	146	174	+ 19.2%	1,119	1,243	+ 11.1%
Closed Sales	152	199	+ 30.9%	1,061	1,138	+ 7.3%
Median Sales Price*	\$245,450	\$264,000	+ 7.6%	\$230,000	\$250,000	+ 8.7%
Inventory of Homes for Sale	252	213	- 15.5%	--	--	--
Months Supply of Inventory	1.9	1.5	- 17.8%	--	--	--
Cumulative Days on Market Until Sale	36	39	+ 8.0%	41	41	- 0.9%
Percent of Original List Price Received*	99.8%	99.8%	- 0.0%	99.7%	99.9%	+ 0.2%
New Listings	171	187	+ 9.4%	1,346	1,438	+ 6.8%

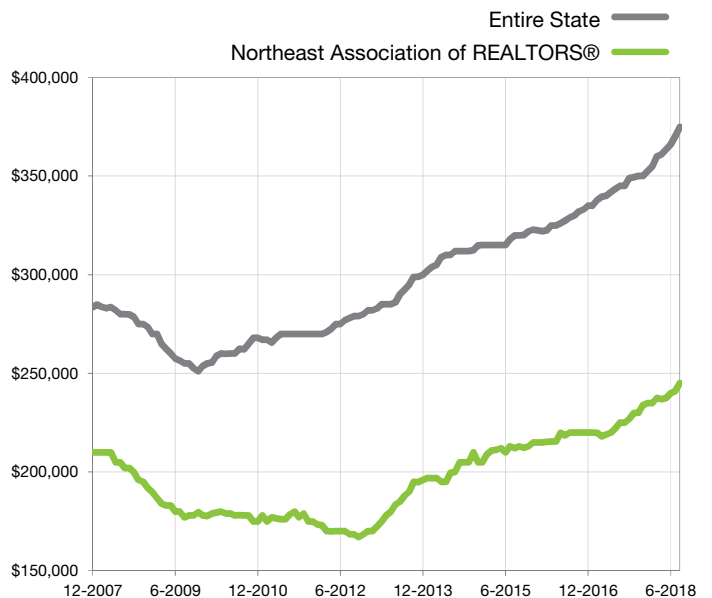
* Does not account for seller concessions. | Activity for one month can sometimes look extreme due to small sample size.

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 – August 2018

A RESEARCH TOOL PROVIDED BY THE MASSACHUSETTS ASSOCIATION OF REALTORS®

Andover

Single-Family Properties

Key Metrics	August			Year to Date		
	2017	2018	+ / -	2017	2018	+ / -
Pending Sales	32	35	+ 9.4%	282	252	- 10.6%
Closed Sales	52	43	- 17.3%	265	249	- 6.0%
Median Sales Price*	\$655,500	\$665,000	+ 1.4%	\$650,000	\$669,500	+ 3.0%
Inventory of Homes for Sale	75	88	+ 17.3%	--	--	--
Months Supply of Inventory	2.4	2.9	+ 20.8%	--	--	--
Cumulative Days on Market Until Sale	40	33	- 17.5%	55	45	- 18.2%
Percent of Original List Price Received*	98.3%	99.0%	+ 0.7%	98.9%	98.8%	- 0.1%
New Listings	36	43	+ 19.4%	360	364	+ 1.1%

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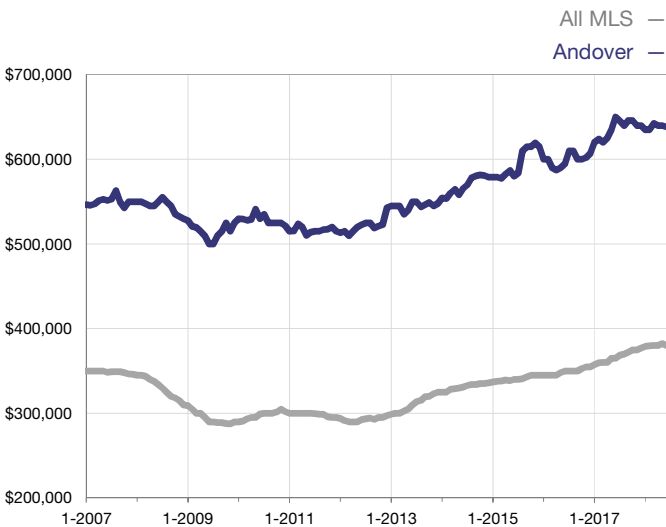
Condominium Properties

Key Metrics	August			Year to Date		
	2017	2018	+ / -	2017	2018	+ / -
Pending Sales	14	17	+ 21.4%	105	116	+ 10.5%
Closed Sales	16	17	+ 6.3%	98	111	+ 13.3%
Median Sales Price*	\$190,000	\$314,000	+ 65.3%	\$284,500	\$318,000	+ 11.8%
Inventory of Homes for Sale	27	27	0.0%	--	--	--
Months Supply of Inventory	2.5	2.0	- 20.0%	--	--	--
Cumulative Days on Market Until Sale	44	47	+ 6.8%	55	54	- 1.8%
Percent of Original List Price Received*	101.0%	101.6%	+ 0.6%	99.0%	100.6%	+ 1.6%
New Listings	14	23	+ 64.3%	128	137	+ 7.0%

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

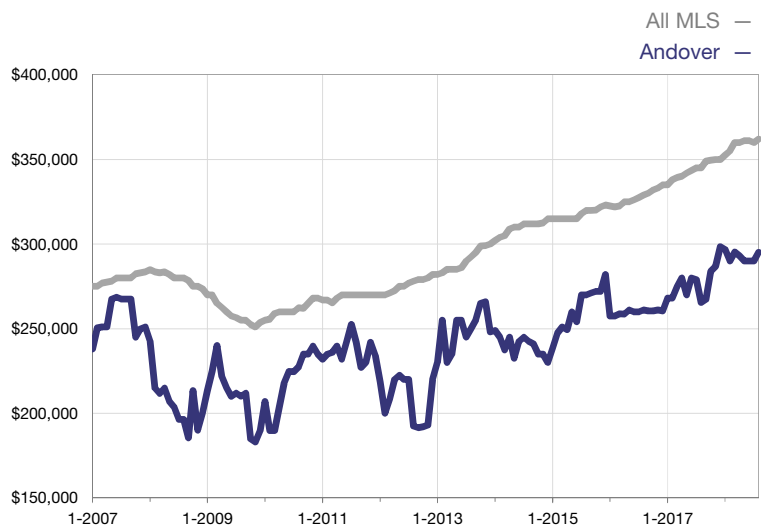
Median Sales Price – Single-Family Properties

Rolling 12-Month Calculation



Median Sales Price – Condominium Properties

Rolling 12-Month Calculation



MASSACHUSETTS ASSOCIATION OF REALTORS®



Local Market Update – August 2018

A RESEARCH TOOL PROVIDED BY THE MASSACHUSETTS ASSOCIATION OF REALTORS®

Billerica

Single-Family Properties

Key Metrics	August			Year to Date		
	2017	2018	+ / -	2017	2018	+ / -
Pending Sales	34	34	0.0%	267	277	+ 3.7%
Closed Sales	42	55	+ 31.0%	239	253	+ 5.9%
Median Sales Price*	\$427,500	\$445,000	+ 4.1%	\$430,000	\$449,900	+ 4.6%
Inventory of Homes for Sale	60	60	0.0%	--	--	--
Months Supply of Inventory	1.9	1.8	- 5.3%	--	--	--
Cumulative Days on Market Until Sale	37	33	- 10.8%	35	36	+ 2.9%
Percent of Original List Price Received*	100.4%	99.4%	- 1.0%	100.6%	101.1%	+ 0.5%
New Listings	34	40	+ 17.6%	322	330	+ 2.5%

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

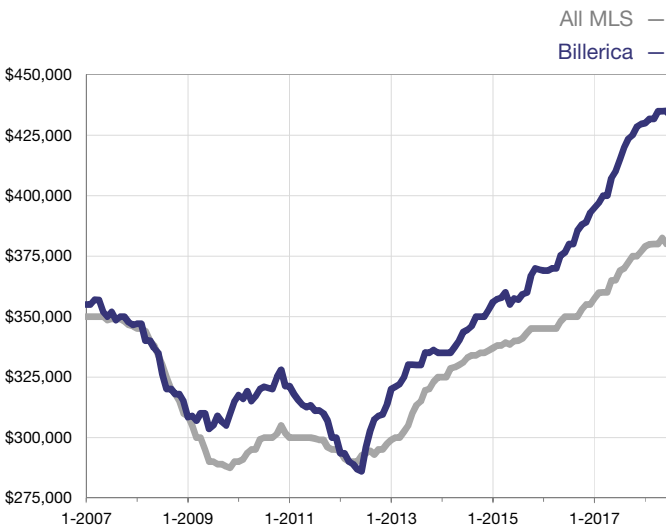
Condominium Properties

Key Metrics	August			Year to Date		
	2017	2018	+ / -	2017	2018	+ / -
Pending Sales	11	8	- 27.3%	44	58	+ 31.8%
Closed Sales	2	13	+ 550.0%	36	59	+ 63.9%
Median Sales Price*	\$327,500	\$345,000	+ 5.3%	\$274,500	\$320,000	+ 16.6%
Inventory of Homes for Sale	6	4	- 33.3%	--	--	--
Months Supply of Inventory	1.0	0.6	- 40.0%	--	--	--
Cumulative Days on Market Until Sale	92	18	- 80.4%	27	23	- 14.8%
Percent of Original List Price Received*	99.8%	101.5%	+ 1.7%	100.8%	102.2%	+ 1.4%
New Listings	13	8	- 38.5%	54	60	+ 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



MASSACHUSETTS ASSOCIATION OF REALTORS®



Local Market Update – August 2018

A RESEARCH TOOL PROVIDED BY THE MASSACHUSETTS ASSOCIATION OF REALTORS®

Boxford

Single-Family Properties

Key Metrics	August			Year to Date		
	2017	2018	+ / -	2017	2018	+ / -
Pending Sales	10	9	- 10.0%	84	85	+ 1.2%
Closed Sales	12	20	+ 66.7%	77	85	+ 10.4%
Median Sales Price*	\$620,000	\$688,950	+ 11.1%	\$639,000	\$690,000	+ 8.0%
Inventory of Homes for Sale	56	39	- 30.4%	--	--	--
Months Supply of Inventory	5.3	3.4	- 35.8%	--	--	--
Cumulative Days on Market Until Sale	61	102	+ 67.2%	81	111	+ 37.0%
Percent of Original List Price Received*	95.4%	95.5%	+ 0.1%	97.4%	96.0%	- 1.4%
New Listings	15	7	- 53.3%	138	116	- 15.9%

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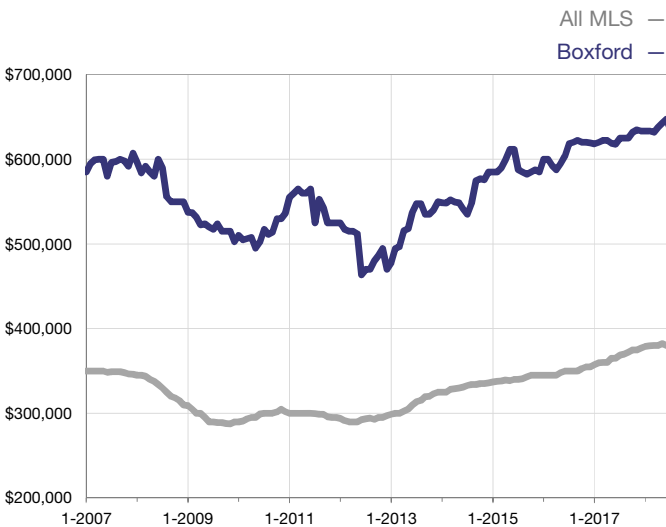
Condominium Properties

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

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

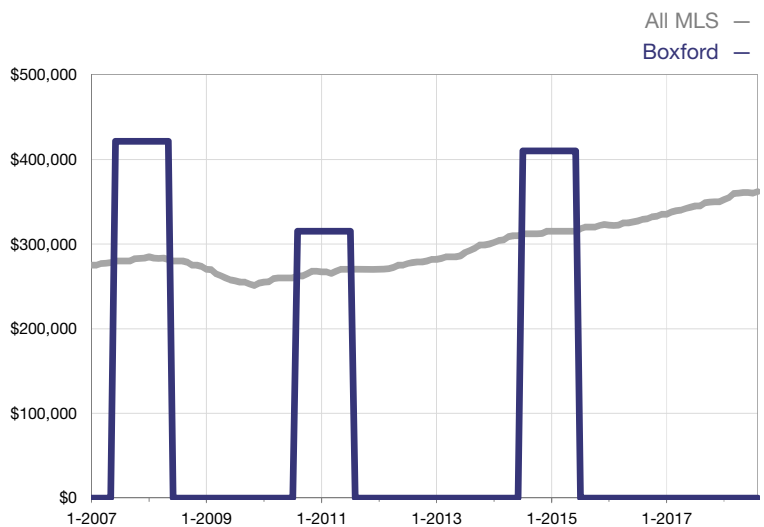
Median Sales Price – Single-Family Properties

Rolling 12-Month Calculation



Median Sales Price – Condominium Properties

Rolling 12-Month Calculation



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Local Market Update – August 2018

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Carlisle

Single-Family Properties

Key Metrics	August			Year to Date		
	2017	2018	+ / -	2017	2018	+ / -
Pending Sales	7	7	0.0%	55	54	- 1.8%
Closed Sales	9	7	- 22.2%	53	54	+ 1.9%
Median Sales Price*	\$894,000	\$950,000	+ 6.3%	\$849,500	\$867,500	+ 2.1%
Inventory of Homes for Sale	22	37	+ 68.2%	--	--	--
Months Supply of Inventory	3.2	5.8	+ 81.3%	--	--	--
Cumulative Days on Market Until Sale	70	80	+ 14.3%	79	79	0.0%
Percent of Original List Price Received*	93.8%	95.1%	+ 1.4%	95.5%	95.8%	+ 0.3%
New Listings	3	15	+ 400.0%	70	95	+ 35.7%

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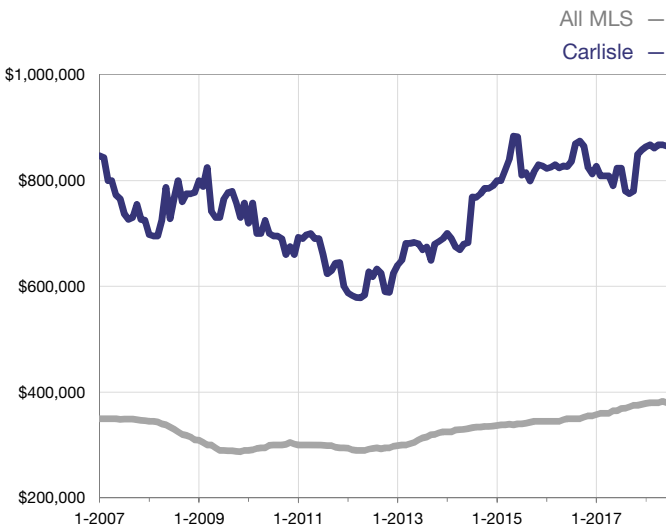
Condominium Properties

Key Metrics	August			Year to Date		
	2017	2018	+ / -	2017	2018	+ / -
Pending Sales	1	4	+ 300.0%	2	7	+ 250.0%
Closed Sales	2	0	- 100.0%	2	1	- 50.0%
Median Sales Price*	\$804,000	\$0	- 100.0%	\$804,000	\$859,000	+ 6.8%
Inventory of Homes for Sale	1	3	+ 200.0%	--	--	--
Months Supply of Inventory	0.7	3.0	+ 328.6%	--	--	--
Cumulative Days on Market Until Sale	161	0	- 100.0%	161	493	+ 206.2%
Percent of Original List Price Received*	95.8%	0.0%	- 100.0%	95.8%	92.5%	- 3.4%
New Listings	0	5	--	1	9	+ 800.0%

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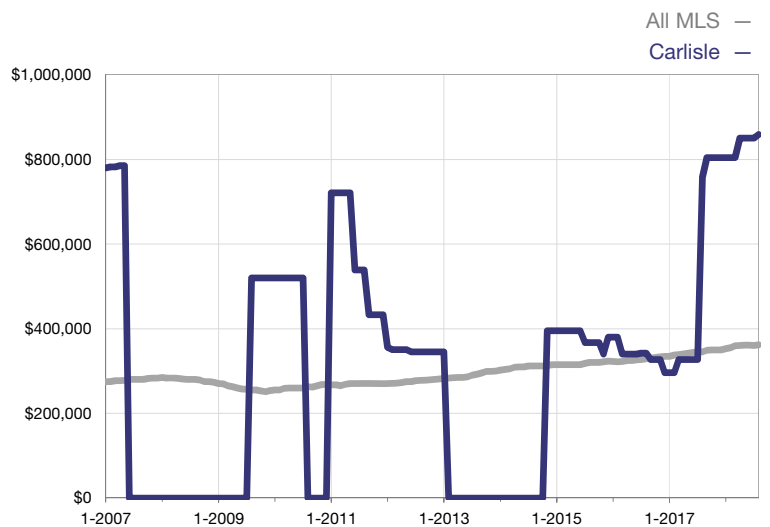
Median Sales Price – Single-Family Properties

Rolling 12-Month Calculation



Median Sales Price – Condominium Properties

Rolling 12-Month Calculation



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Local Market Update – August 2018

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Chelmsford

Single-Family Properties

Key Metrics	August			Year to Date		
	2017	2018	+ / -	2017	2018	+ / -
Pending Sales	30	29	- 3.3%	251	230	- 8.4%
Closed Sales	52	37	- 28.8%	240	209	- 12.9%
Median Sales Price*	\$452,000	\$485,000	+ 7.3%	\$420,000	\$460,000	+ 9.5%
Inventory of Homes for Sale	37	43	+ 16.2%	--	--	--
Months Supply of Inventory	1.2	1.6	+ 33.3%	--	--	--
Cumulative Days on Market Until Sale	30	41	+ 36.7%	54	38	- 29.6%
Percent of Original List Price Received*	100.6%	99.7%	- 0.9%	100.1%	100.2%	+ 0.1%
New Listings	41	40	- 2.4%	283	283	0.0%

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

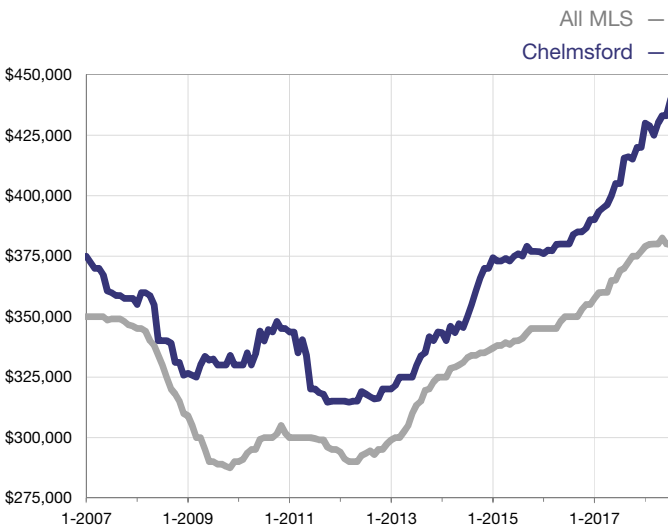
Condominium Properties

Key Metrics	August			Year to Date		
	2017	2018	+ / -	2017	2018	+ / -
Pending Sales	9	17	+ 88.9%	125	136	+ 8.8%
Closed Sales	22	32	+ 45.5%	119	125	+ 5.0%
Median Sales Price*	\$285,000	\$292,950	+ 2.8%	\$262,000	\$283,000	+ 8.0%
Inventory of Homes for Sale	18	19	+ 5.6%	--	--	--
Months Supply of Inventory	1.2	1.3	+ 8.3%	--	--	--
Cumulative Days on Market Until Sale	31	45	+ 45.2%	27	35	+ 29.6%
Percent of Original List Price Received*	99.4%	99.6%	+ 0.2%	99.2%	99.9%	+ 0.7%
New Listings	18	20	+ 11.1%	141	166	+ 17.7%

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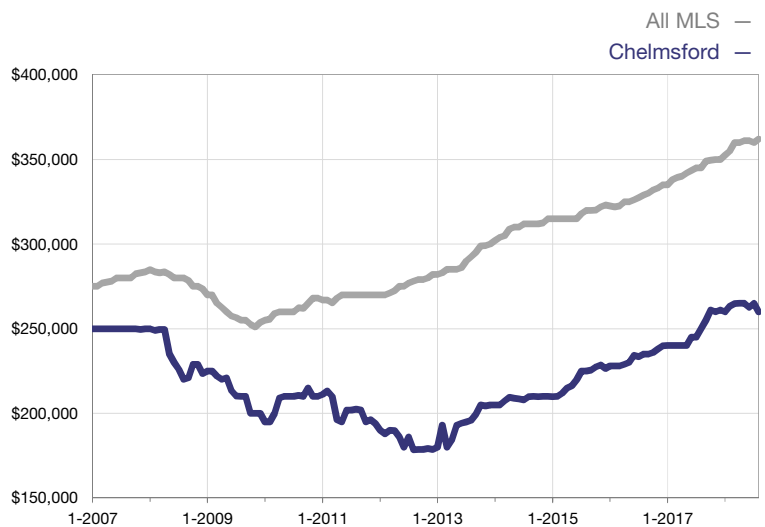
Median Sales Price – Single-Family Properties

Rolling 12-Month Calculation



Median Sales Price – Condominium Properties

Rolling 12-Month Calculation



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Local Market Update – August 2018

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Dracut

Single-Family Properties

Key Metrics	August			Year to Date		
	2017	2018	+ / -	2017	2018	+ / -
Pending Sales	30	29	- 3.3%	231	224	- 3.0%
Closed Sales	42	41	- 2.4%	210	215	+ 2.4%
Median Sales Price*	\$322,825	\$370,000	+ 14.6%	\$345,750	\$360,000	+ 4.1%
Inventory of Homes for Sale	55	42	- 23.6%	--	--	--
Months Supply of Inventory	1.9	1.6	- 15.8%	--	--	--
Cumulative Days on Market Until Sale	35	29	- 17.1%	53	42	- 20.8%
Percent of Original List Price Received*	101.9%	100.2%	- 1.7%	99.4%	99.6%	+ 0.2%
New Listings	40	40	0.0%	273	263	- 3.7%

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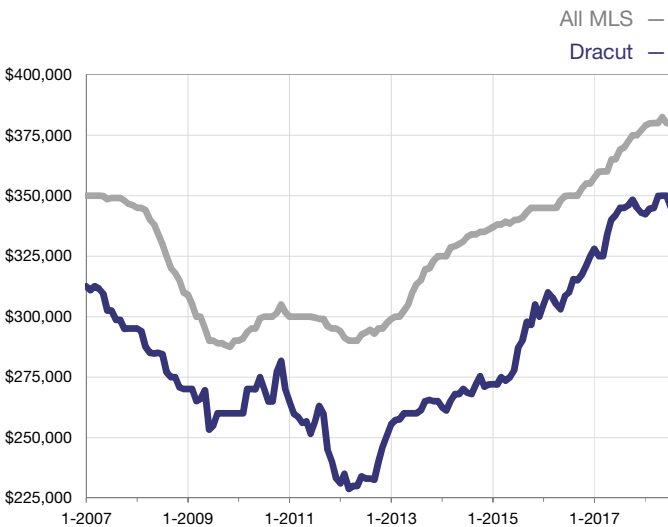
Condominium Properties

Key Metrics	August			Year to Date		
	2017	2018	+ / -	2017	2018	+ / -
Pending Sales	14	16	+ 14.3%	142	143	+ 0.7%
Closed Sales	15	27	+ 80.0%	117	137	+ 17.1%
Median Sales Price*	\$223,000	\$216,000	- 3.1%	\$196,900	\$218,000	+ 10.7%
Inventory of Homes for Sale	17	11	- 35.3%	--	--	--
Months Supply of Inventory	1.2	0.7	- 41.7%	--	--	--
Cumulative Days on Market Until Sale	25	32	+ 28.0%	36	36	0.0%
Percent of Original List Price Received*	100.4%	100.9%	+ 0.5%	101.3%	100.1%	- 1.2%
New Listings	16	13	- 18.8%	154	147	- 4.5%

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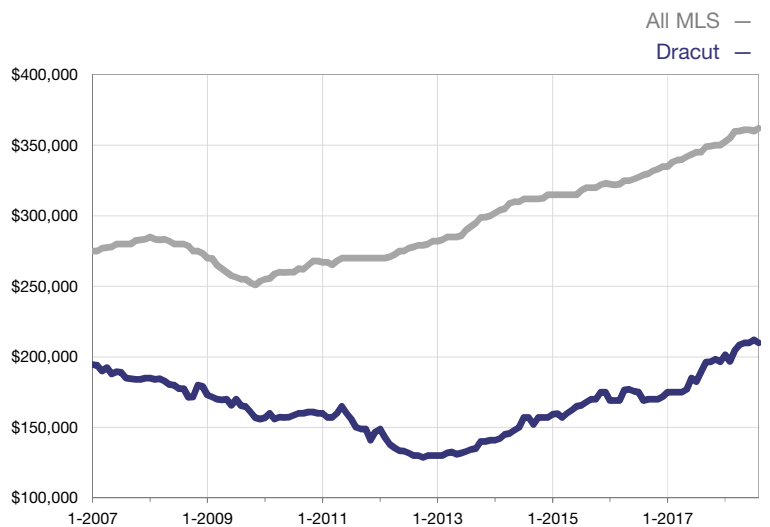
Median Sales Price – Single-Family Properties

Rolling 12-Month Calculation



Median Sales Price – Condominium Properties

Rolling 12-Month Calculation



MASSACHUSETTS ASSOCIATION OF REALTORS®



Local Market Update – August 2018

A RESEARCH TOOL PROVIDED BY THE MASSACHUSETTS ASSOCIATION OF REALTORS®

Dunstable

Single-Family Properties

Key Metrics	August			Year to Date		
	2017	2018	+ / -	2017	2018	+ / -
Pending Sales	7	6	- 14.3%	40	40	0.0%
Closed Sales	7	6	- 14.3%	34	29	- 14.7%
Median Sales Price*	\$530,000	\$522,500	- 1.4%	\$505,000	\$560,000	+ 10.9%
Inventory of Homes for Sale	12	17	+ 41.7%	--	--	--
Months Supply of Inventory	3.3	4.3	+ 30.3%	--	--	--
Cumulative Days on Market Until Sale	80	58	- 27.5%	93	44	- 52.7%
Percent of Original List Price Received*	96.1%	98.0%	+ 2.0%	97.0%	100.5%	+ 3.6%
New Listings	5	9	+ 80.0%	44	55	+ 25.0%

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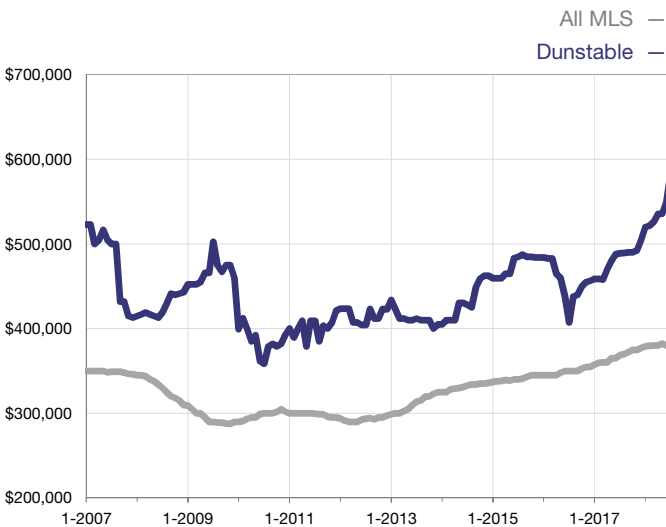
Condominium Properties

Key Metrics	August			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.

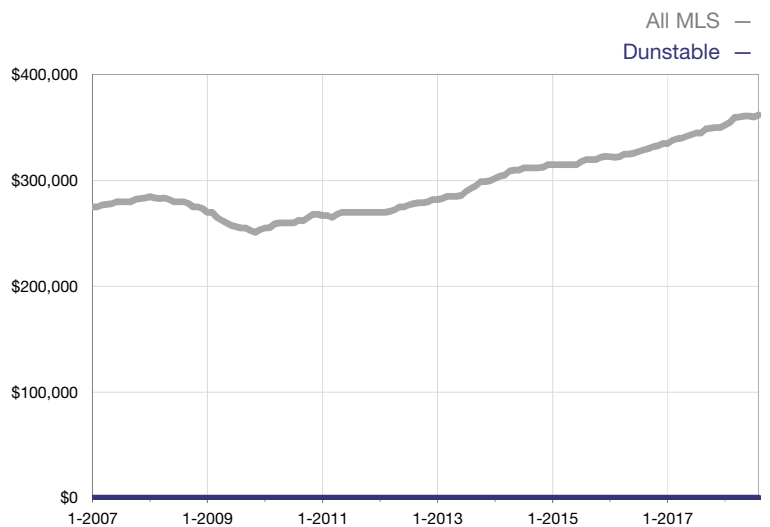
Median Sales Price – Single-Family Properties

Rolling 12-Month Calculation



Median Sales Price – Condominium Properties

Rolling 12-Month Calculation



MASSACHUSETTS ASSOCIATION OF REALTORS®



Local Market Update – August 2018

A RESEARCH TOOL PROVIDED BY THE MASSACHUSETTS ASSOCIATION OF REALTORS®

Lawrence

Single-Family Properties

Key Metrics	August			Year to Date		
	2017	2018	+ / -	2017	2018	+ / -
Pending Sales	19	30	+ 57.9%	152	162	+ 6.6%
Closed Sales	32	20	- 37.5%	141	140	- 0.7%
Median Sales Price*	\$236,000	\$280,000	+ 18.6%	\$250,000	\$277,500	+ 11.0%
Inventory of Homes for Sale	46	36	- 21.7%	--	--	--
Months Supply of Inventory	2.6	2.0	- 23.1%	--	--	--
Cumulative Days on Market Until Sale	40	32	- 20.0%	46	41	- 10.9%
Percent of Original List Price Received*	99.1%	100.6%	+ 1.5%	98.7%	101.5%	+ 2.8%
New Listings	25	29	+ 16.0%	192	201	+ 4.7%

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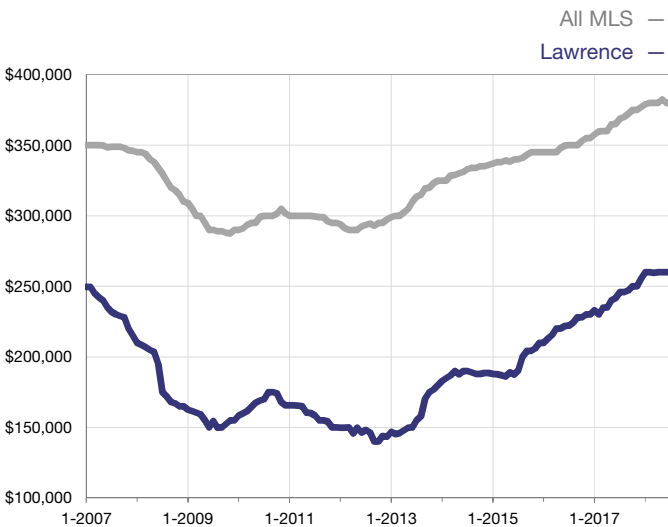
Condominium Properties

Key Metrics	August			Year to Date		
	2017	2018	+ / -	2017	2018	+ / -
Pending Sales	9	7	- 22.2%	53	60	+ 13.2%
Closed Sales	6	8	+ 33.3%	52	54	+ 3.8%
Median Sales Price*	\$113,000	\$158,700	+ 40.4%	\$139,000	\$156,000	+ 12.2%
Inventory of Homes for Sale	30	10	- 66.7%	--	--	--
Months Supply of Inventory	5.1	1.4	- 72.5%	--	--	--
Cumulative Days on Market Until Sale	61	66	+ 8.2%	40	44	+ 10.0%
Percent of Original List Price Received*	100.1%	93.5%	- 6.6%	99.8%	100.3%	+ 0.5%
New Listings	9	9	0.0%	77	75	- 2.6%

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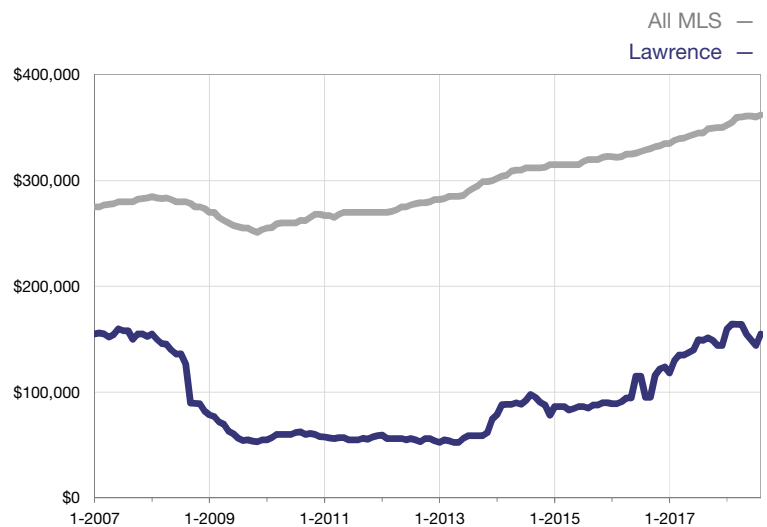
Median Sales Price – Single-Family Properties

Rolling 12-Month Calculation



Median Sales Price – Condominium Properties

Rolling 12-Month Calculation



MASSACHUSETTS ASSOCIATION OF REALTORS®



Local Market Update – August 2018

A RESEARCH TOOL PROVIDED BY THE MASSACHUSETTS ASSOCIATION OF REALTORS®

Littleton

Single-Family Properties

Key Metrics	August			Year to Date		
	2017	2018	+ / -	2017	2018	+ / -
Pending Sales	10	7	- 30.0%	87	87	0.0%
Closed Sales	14	14	0.0%	89	94	+ 5.6%
Median Sales Price*	\$496,500	\$568,250	+ 14.5%	\$498,000	\$573,750	+ 15.2%
Inventory of Homes for Sale	36	27	- 25.0%	--	--	--
Months Supply of Inventory	3.1	2.3	- 25.8%	--	--	--
Cumulative Days on Market Until Sale	41	50	+ 22.0%	58	68	+ 17.2%
Percent of Original List Price Received*	97.0%	96.5%	- 0.5%	98.7%	98.4%	- 0.3%
New Listings	14	10	- 28.6%	132	111	- 15.9%

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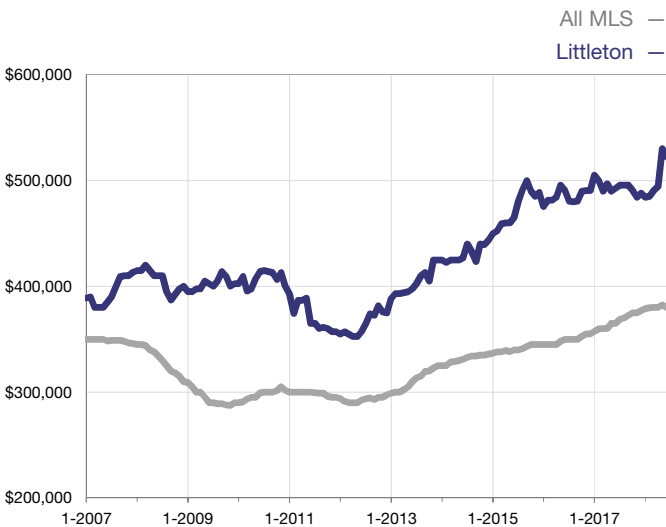
Condominium Properties

Key Metrics	August			Year to Date		
	2017	2018	+ / -	2017	2018	+ / -
Pending Sales	1	0	- 100.0%	2	5	+ 150.0%
Closed Sales	0	1	--	3	6	+ 100.0%
Median Sales Price*	\$0	\$230,000	--	\$335,000	\$318,750	- 4.9%
Inventory of Homes for Sale	1	2	+ 100.0%	--	--	--
Months Supply of Inventory	0.8	1.4	+ 75.0%	--	--	--
Cumulative Days on Market Until Sale	0	54	--	240	51	- 78.8%
Percent of Original List Price Received*	0.0%	92.0%	--	95.4%	96.7%	+ 1.4%
New Listings	0	1	--	3	7	+ 133.3%

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

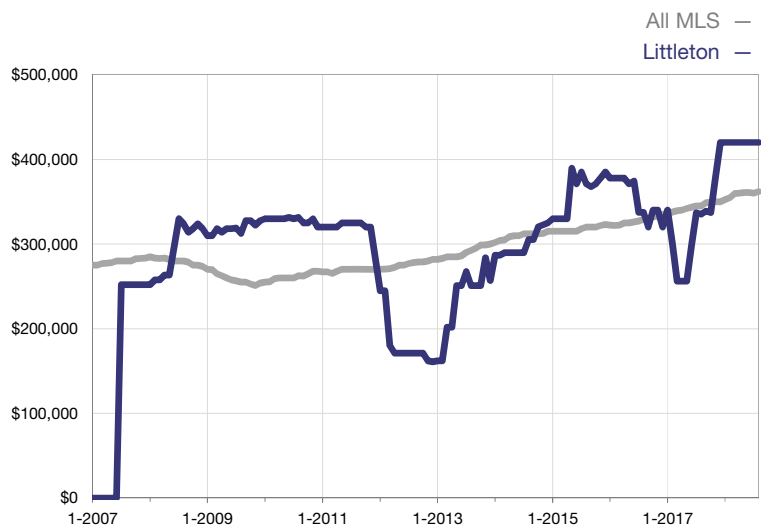
Median Sales Price – Single-Family Properties

Rolling 12-Month Calculation



Median Sales Price – Condominium Properties

Rolling 12-Month Calculation



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Local Market Update – August 2018

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Lowell

Single-Family Properties

Key Metrics	August			Year to Date		
	2017	2018	+ / -	2017	2018	+ / -
Pending Sales	49	56	+ 14.3%	373	377	+ 1.1%
Closed Sales	55	39	- 29.1%	347	346	- 0.3%
Median Sales Price*	\$308,000	\$330,000	+ 7.1%	\$282,000	\$305,220	+ 8.2%
Inventory of Homes for Sale	88	69	- 21.6%	--	--	--
Months Supply of Inventory	2.0	1.6	- 20.0%	--	--	--
Cumulative Days on Market Until Sale	36	31	- 13.9%	48	36	- 25.0%
Percent of Original List Price Received*	99.6%	98.4%	- 1.2%	98.6%	99.6%	+ 1.0%
New Listings	66	67	+ 1.5%	430	459	+ 6.7%

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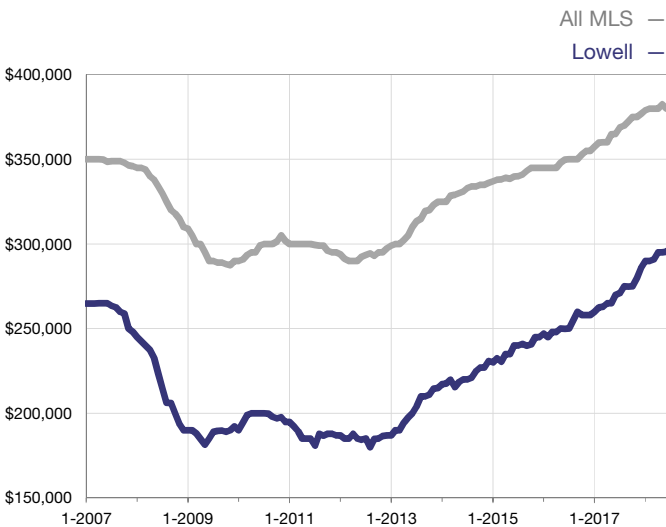
Condominium Properties

Key Metrics	August			Year to Date		
	2017	2018	+ / -	2017	2018	+ / -
Pending Sales	29	38	+ 31.0%	228	267	+ 17.1%
Closed Sales	32	40	+ 25.0%	230	241	+ 4.8%
Median Sales Price*	\$200,500	\$228,500	+ 14.0%	\$180,020	\$197,900	+ 9.9%
Inventory of Homes for Sale	67	67	0.0%	--	--	--
Months Supply of Inventory	2.3	2.2	- 4.3%	--	--	--
Cumulative Days on Market Until Sale	27	34	+ 25.9%	38	36	- 5.3%
Percent of Original List Price Received*	99.8%	98.7%	- 1.1%	99.0%	99.2%	+ 0.2%
New Listings	45	46	+ 2.2%	311	333	+ 7.1%

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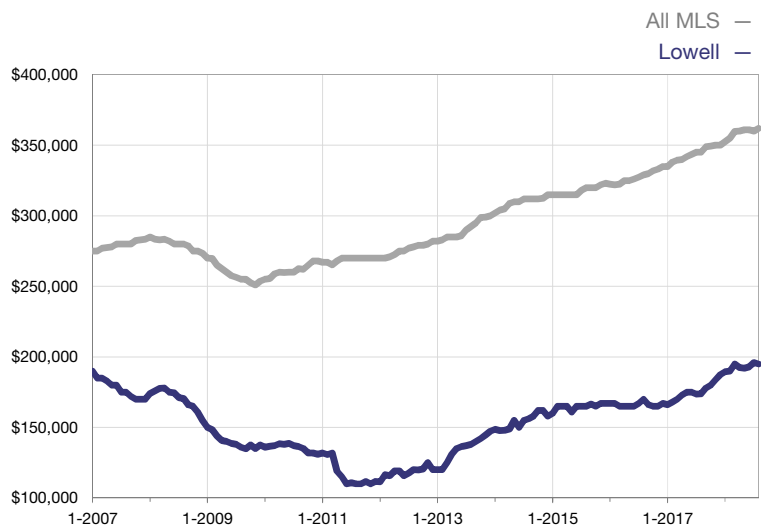
Median Sales Price – Single-Family Properties

Rolling 12-Month Calculation



Median Sales Price – Condominium Properties

Rolling 12-Month Calculation



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Local Market Update – August 2018

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Methuen

Single-Family Properties

Key Metrics	August			Year to Date		
	2017	2018	+ / -	2017	2018	+ / -
Pending Sales	55	49	- 10.9%	330	329	- 0.3%
Closed Sales	50	62	+ 24.0%	299	296	- 1.0%
Median Sales Price*	\$370,000	\$368,000	- 0.5%	\$349,900	\$365,000	+ 4.3%
Inventory of Homes for Sale	86	83	- 3.5%	--	--	--
Months Supply of Inventory	2.2	2.1	- 4.5%	--	--	--
Cumulative Days on Market Until Sale	39	40	+ 2.6%	44	42	- 4.5%
Percent of Original List Price Received*	98.8%	98.9%	+ 0.1%	99.5%	99.1%	- 0.4%
New Listings	59	51	- 13.6%	423	410	- 3.1%

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

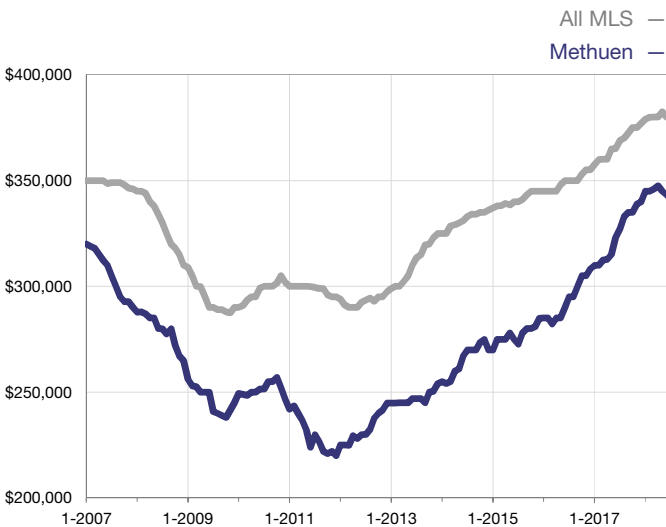
Condominium Properties

Key Metrics	August			Year to Date		
	2017	2018	+ / -	2017	2018	+ / -
Pending Sales	16	17	+ 6.3%	116	113	- 2.6%
Closed Sales	11	17	+ 54.5%	116	108	- 6.9%
Median Sales Price*	\$249,900	\$235,000	- 6.0%	\$235,000	\$246,500	+ 4.9%
Inventory of Homes for Sale	34	28	- 17.6%	--	--	--
Months Supply of Inventory	2.3	2.1	- 8.7%	--	--	--
Cumulative Days on Market Until Sale	37	27	- 27.0%	56	67	+ 19.6%
Percent of Original List Price Received*	97.7%	98.6%	+ 0.9%	99.2%	99.9%	+ 0.7%
New Listings	15	14	- 6.7%	134	127	- 5.2%

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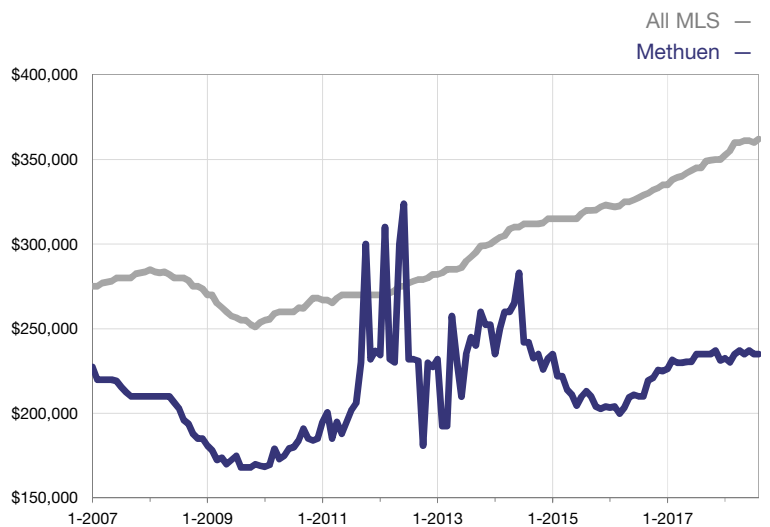
Median Sales Price – Single-Family Properties

Rolling 12-Month Calculation



Median Sales Price – Condominium Properties

Rolling 12-Month Calculation



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Local Market Update – August 2018

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North Andover

Single-Family Properties

Key Metrics	August			Year to Date		
	2017	2018	+ / -	2017	2018	+ / -
Pending Sales	25	19	- 24.0%	175	176	+ 0.6%
Closed Sales	24	30	+ 25.0%	164	170	+ 3.7%
Median Sales Price*	\$608,000	\$553,000	- 9.0%	\$579,000	\$581,500	+ 0.4%
Inventory of Homes for Sale	48	58	+ 20.8%	--	--	--
Months Supply of Inventory	2.5	2.6	+ 4.0%	--	--	--
Cumulative Days on Market Until Sale	42	47	+ 11.9%	54	54	0.0%
Percent of Original List Price Received*	96.1%	98.9%	+ 2.9%	98.2%	98.6%	+ 0.4%
New Listings	26	21	- 19.2%	222	237	+ 6.8%

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

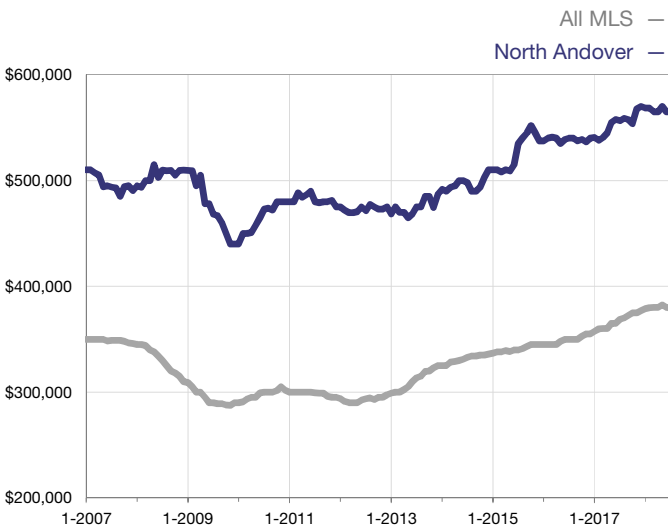
Condominium Properties

Key Metrics	August			Year to Date		
	2017	2018	+ / -	2017	2018	+ / -
Pending Sales	15	20	+ 33.3%	130	135	+ 3.8%
Closed Sales	19	16	- 15.8%	120	124	+ 3.3%
Median Sales Price*	\$240,000	\$303,250	+ 26.4%	\$262,000	\$294,000	+ 12.2%
Inventory of Homes for Sale	19	14	- 26.3%	--	--	--
Months Supply of Inventory	1.3	1.0	- 23.1%	--	--	--
Cumulative Days on Market Until Sale	38	38	0.0%	45	39	- 13.3%
Percent of Original List Price Received*	98.9%	99.9%	+ 1.0%	99.8%	99.3%	- 0.5%
New Listings	12	19	+ 58.3%	137	148	+ 8.0%

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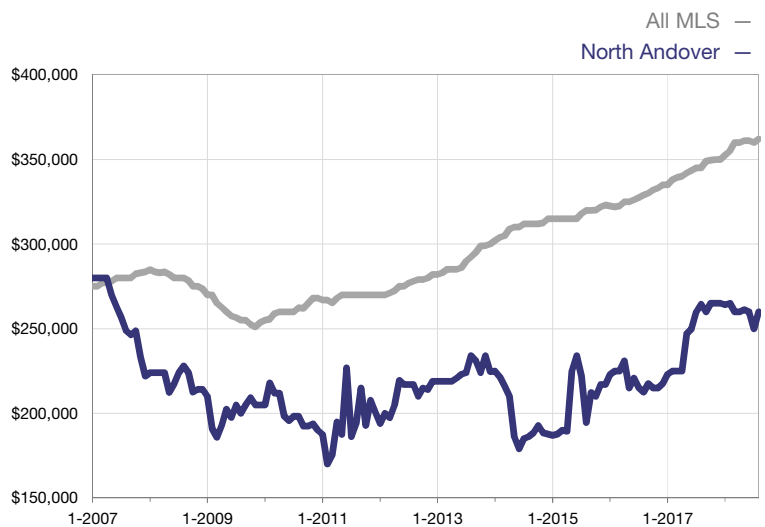
Median Sales Price – Single-Family Properties

Rolling 12-Month Calculation



Median Sales Price – Condominium Properties

Rolling 12-Month Calculation



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Local Market Update – August 2018

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Tewksbury

Single-Family Properties

Key Metrics	August			Year to Date		
	2017	2018	+ / -	2017	2018	+ / -
Pending Sales	36	18	- 50.0%	194	203	+ 4.6%
Closed Sales	21	34	+ 61.9%	163	196	+ 20.2%
Median Sales Price*	\$439,900	\$451,000	+ 2.5%	\$420,000	\$439,500	+ 4.6%
Inventory of Homes for Sale	36	32	- 11.1%	--	--	--
Months Supply of Inventory	1.7	1.2	- 29.4%	--	--	--
Cumulative Days on Market Until Sale	28	36	+ 28.6%	35	35	0.0%
Percent of Original List Price Received*	100.1%	101.5%	+ 1.4%	101.1%	100.8%	- 0.3%
New Listings	31	39	+ 25.8%	232	239	+ 3.0%

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

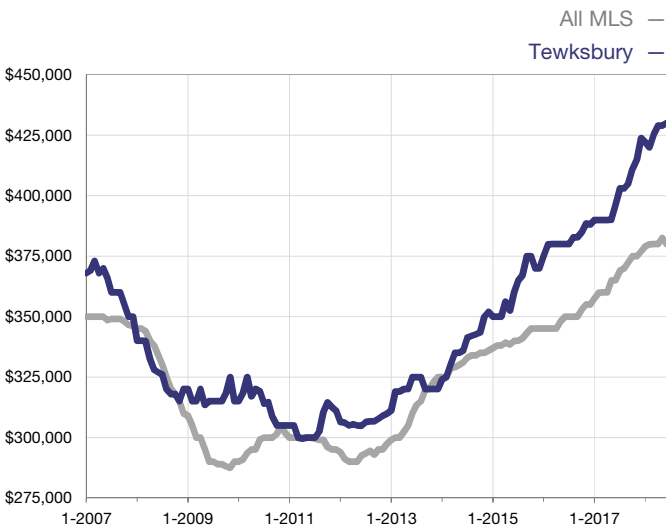
Condominium Properties

Key Metrics	August			Year to Date		
	2017	2018	+ / -	2017	2018	+ / -
Pending Sales	15	14	- 6.7%	94	93	- 1.1%
Closed Sales	13	10	- 23.1%	90	80	- 11.1%
Median Sales Price*	\$305,000	\$319,000	+ 4.6%	\$310,250	\$332,000	+ 7.0%
Inventory of Homes for Sale	12	10	- 16.7%	--	--	--
Months Supply of Inventory	0.9	0.9	0.0%	--	--	--
Cumulative Days on Market Until Sale	22	28	+ 27.3%	19	31	+ 63.2%
Percent of Original List Price Received*	102.2%	100.7%	- 1.5%	101.9%	100.9%	- 1.0%
New Listings	14	16	+ 14.3%	113	102	- 9.7%

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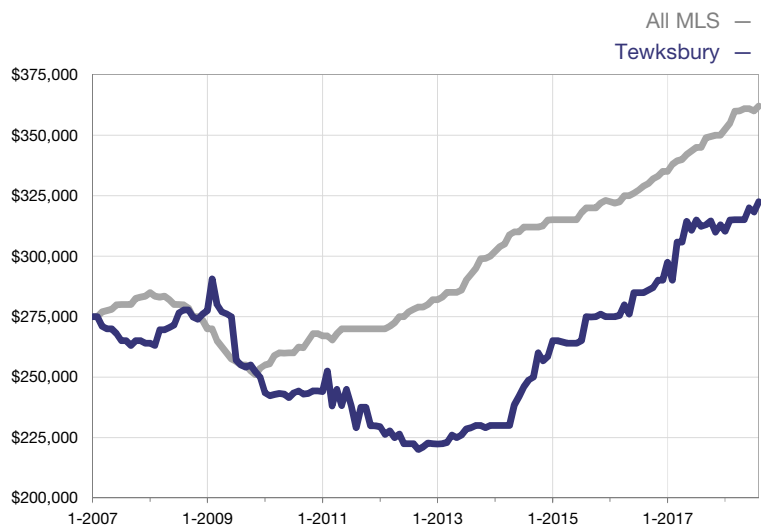
Median Sales Price – Single-Family Properties

Rolling 12-Month Calculation



Median Sales Price – Condominium Properties

Rolling 12-Month Calculation



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Local Market Update – August 2018

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Tyngsborough

Single-Family Properties

Key Metrics	August			Year to Date		
	2017	2018	+ / -	2017	2018	+ / -
Pending Sales	10	10	0.0%	76	77	+ 1.3%
Closed Sales	10	6	- 40.0%	70	71	+ 1.4%
Median Sales Price*	\$440,000	\$470,000	+ 6.8%	\$409,950	\$419,900	+ 2.4%
Inventory of Homes for Sale	19	28	+ 47.4%	--	--	--
Months Supply of Inventory	2.0	3.3	+ 65.0%	--	--	--
Cumulative Days on Market Until Sale	95	22	- 76.8%	68	33	- 51.5%
Percent of Original List Price Received*	96.2%	99.5%	+ 3.4%	97.9%	98.4%	+ 0.5%
New Listings	6	17	+ 183.3%	84	106	+ 26.2%

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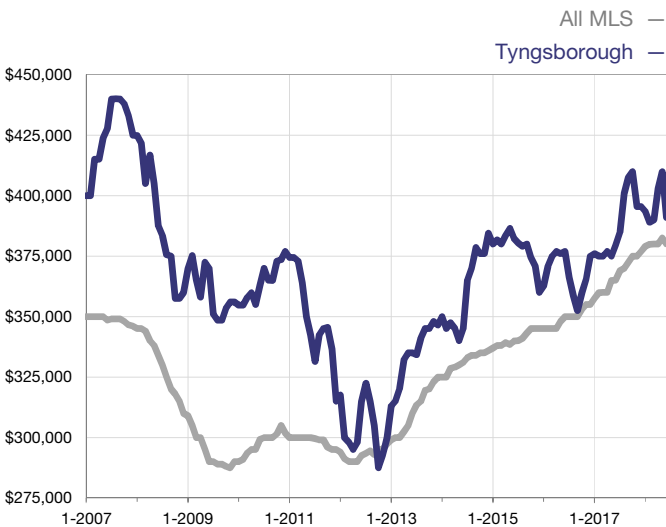
Condominium Properties

Key Metrics	August			Year to Date		
	2017	2018	+ / -	2017	2018	+ / -
Pending Sales	8	9	+ 12.5%	43	66	+ 53.5%
Closed Sales	11	10	- 9.1%	46	50	+ 8.7%
Median Sales Price*	\$220,000	\$354,950	+ 61.3%	\$217,500	\$296,587	+ 36.4%
Inventory of Homes for Sale	7	8	+ 14.3%	--	--	--
Months Supply of Inventory	1.2	1.3	+ 8.3%	--	--	--
Cumulative Days on Market Until Sale	35	91	+ 160.0%	55	40	- 27.3%
Percent of Original List Price Received*	99.4%	102.2%	+ 2.8%	99.0%	99.5%	+ 0.5%
New Listings	6	7	+ 16.7%	45	72	+ 60.0%

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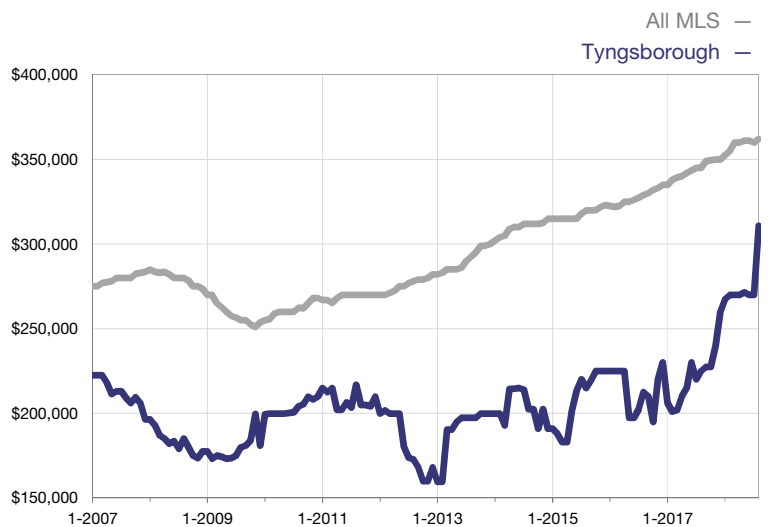
Median Sales Price – Single-Family Properties

Rolling 12-Month Calculation



Median Sales Price – Condominium Properties

Rolling 12-Month Calculation



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Local Market Update – August 2018

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Westford

Single-Family Properties

Key Metrics	August			Year to Date		
	2017	2018	+ / -	2017	2018	+ / -
Pending Sales	22	27	+ 22.7%	186	202	+ 8.6%
Closed Sales	34	35	+ 2.9%	171	183	+ 7.0%
Median Sales Price*	\$582,625	\$639,900	+ 9.8%	\$575,000	\$595,000	+ 3.5%
Inventory of Homes for Sale	56	48	- 14.3%	--	--	--
Months Supply of Inventory	2.8	2.2	- 21.4%	--	--	--
Cumulative Days on Market Until Sale	42	36	- 14.3%	69	45	- 34.8%
Percent of Original List Price Received*	97.6%	99.1%	+ 1.5%	97.7%	99.2%	+ 1.5%
New Listings	28	32	+ 14.3%	234	256	+ 9.4%

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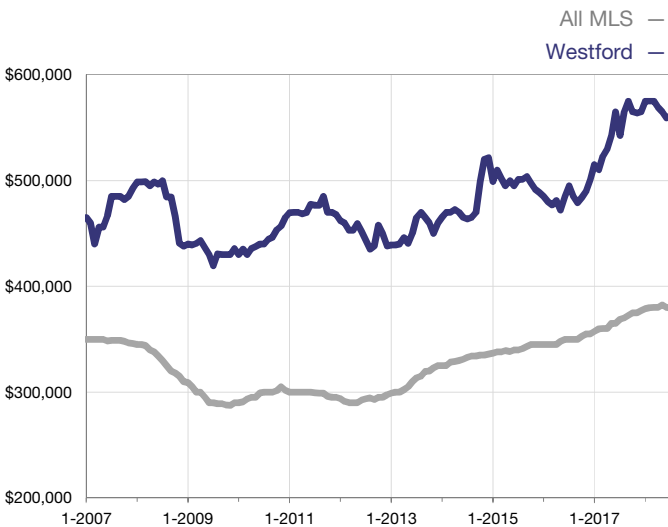
Condominium Properties

Key Metrics	August			Year to Date		
	2017	2018	+ / -	2017	2018	+ / -
Pending Sales	4	7	+ 75.0%	35	44	+ 25.7%
Closed Sales	3	8	+ 166.7%	32	42	+ 31.3%
Median Sales Price*	\$322,000	\$395,000	+ 22.7%	\$398,750	\$393,250	- 1.4%
Inventory of Homes for Sale	13	9	- 30.8%	--	--	--
Months Supply of Inventory	2.5	1.9	- 24.0%	--	--	--
Cumulative Days on Market Until Sale	58	29	- 50.0%	67	41	- 38.8%
Percent of Original List Price Received*	99.0%	100.6%	+ 1.6%	98.8%	99.1%	+ 0.3%
New Listings	9	6	- 33.3%	47	55	+ 17.0%

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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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