



NORTHEAST ASSOCIATION OF
REALTORS®

September 2018 Housing Data

NEAR Region and individual city and town reports



Northeast Association of REALTORS®
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Local Market Update – September 2018

A RESEARCH TOOL PROVIDED BY THE MASSACHUSETTS ASSOCIATION OF REALTORS®



Northeast Association of REALTORS®

- 10.0%

+ 6.0%

+ 3.2%

Year-Over-Year
Change in
Closed Sales
All Properties

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

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

Single-Family Properties

	September			Year to Date		
	2017	2018	+ / -	2017	2018	+ / -
Pending Sales	338	303	- 10.4%	3,121	3,055	- 2.1%
Closed Sales	356	319	- 10.4%	2,918	2,916	- 0.1%
Median Sales Price*	\$387,500	\$435,000	+ 12.3%	\$405,000	\$436,500	+ 7.8%
Inventory of Homes for Sale	762	829	+ 8.8%	--	--	--
Months Supply of Inventory	2.3	2.5	+ 8.0%	--	--	--
Cumulative Days on Market Until Sale	44	39	- 11.7%	51	44	- 13.0%
Percent of Original List Price Received*	98.9%	99.5%	+ 0.6%	99.0%	99.5%	+ 0.4%
New Listings	445	488	+ 9.7%	3,884	4,010	+ 3.2%

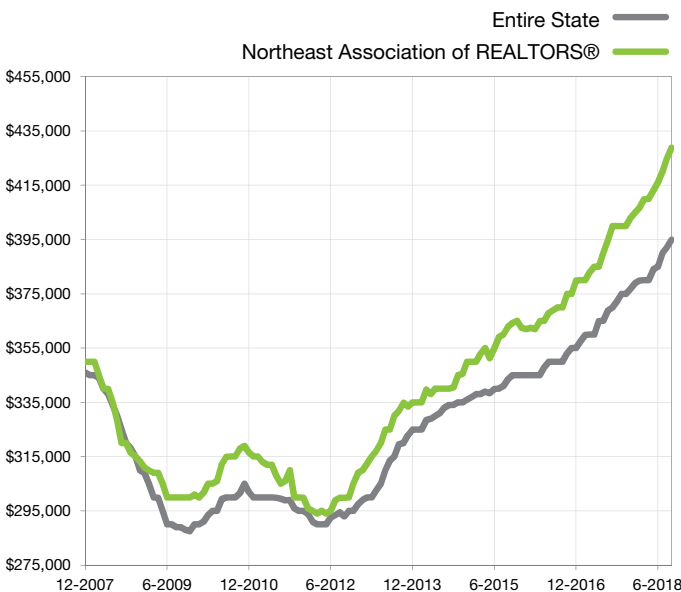
Condominium Properties

	September			Year to Date		
	2017	2018	+ / -	2017	2018	+ / -
Pending Sales	129	142	+ 10.1%	1,248	1,371	+ 9.9%
Closed Sales	135	123	- 8.9%	1,196	1,264	+ 5.7%
Median Sales Price*	\$235,000	\$233,000	- 0.9%	\$230,000	\$247,000	+ 7.4%
Inventory of Homes for Sale	259	225	- 13.1%	--	--	--
Months Supply of Inventory	2.0	1.6	- 16.8%	--	--	--
Cumulative Days on Market Until Sale	30	31	+ 0.2%	40	40	+ 0.1%
Percent of Original List Price Received*	99.9%	99.9%	- 0.0%	99.7%	99.9%	+ 0.2%
New Listings	160	164	+ 2.5%	1,506	1,603	+ 6.4%

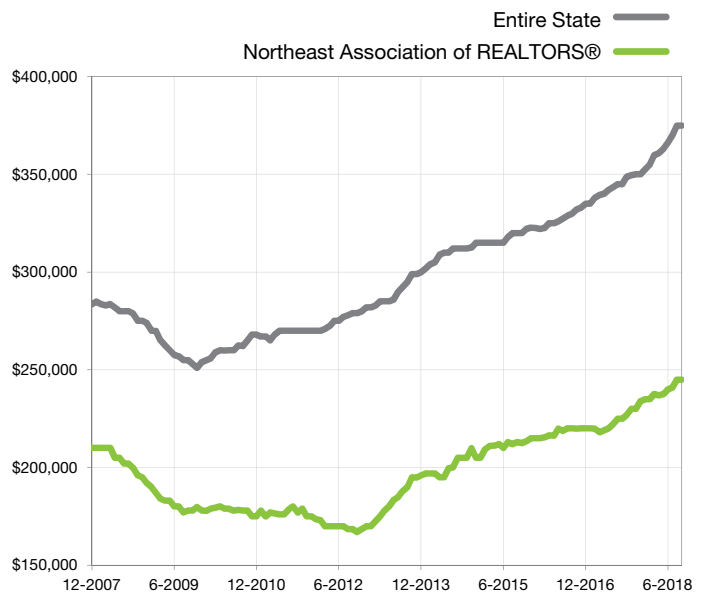
* Does not account for seller concessions. | Activity for one month can sometimes look extreme due to small sample size.

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 – September 2018

A RESEARCH TOOL PROVIDED BY THE MASSACHUSETTS ASSOCIATION OF REALTORS®

Andover

Single-Family Properties

Key Metrics	September			Year to Date		
	2017	2018	+ / -	2017	2018	+ / -
Pending Sales	33	20	- 39.4%	315	268	- 14.9%
Closed Sales	30	31	+ 3.3%	295	280	- 5.1%
Median Sales Price*	\$658,750	\$708,000	+ 7.5%	\$651,500	\$676,150	+ 3.8%
Inventory of Homes for Sale	81	106	+ 30.9%	--	--	--
Months Supply of Inventory	2.6	3.5	+ 34.6%	--	--	--
Cumulative Days on Market Until Sale	49	51	+ 4.1%	54	46	- 14.8%
Percent of Original List Price Received*	96.9%	98.2%	+ 1.3%	98.7%	98.7%	0.0%
New Listings	46	44	- 4.3%	406	408	+ 0.5%

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

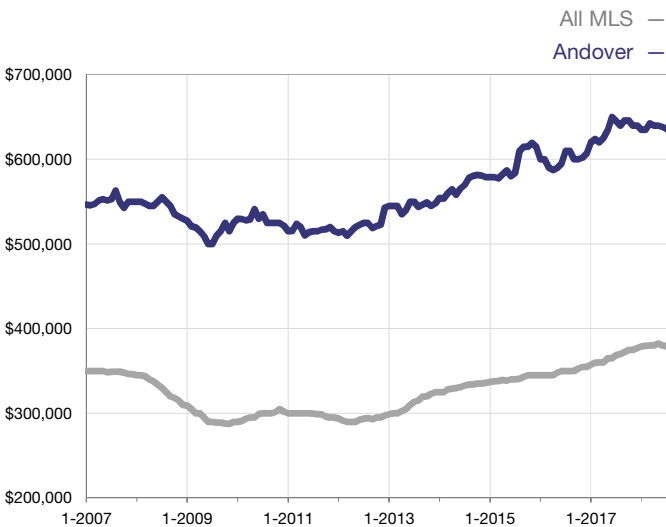
Condominium Properties

Key Metrics	September			Year to Date		
	2017	2018	+ / -	2017	2018	+ / -
Pending Sales	10	6	- 40.0%	115	121	+ 5.2%
Closed Sales	18	7	- 61.1%	116	118	+ 1.7%
Median Sales Price*	\$265,200	\$347,670	+ 31.1%	\$284,500	\$328,500	+ 15.5%
Inventory of Homes for Sale	27	34	+ 25.9%	--	--	--
Months Supply of Inventory	2.4	2.6	+ 8.3%	--	--	--
Cumulative Days on Market Until Sale	30	27	- 10.0%	51	52	+ 2.0%
Percent of Original List Price Received*	99.1%	103.1%	+ 4.0%	99.0%	100.8%	+ 1.8%
New Listings	12	16	+ 33.3%	140	153	+ 9.3%

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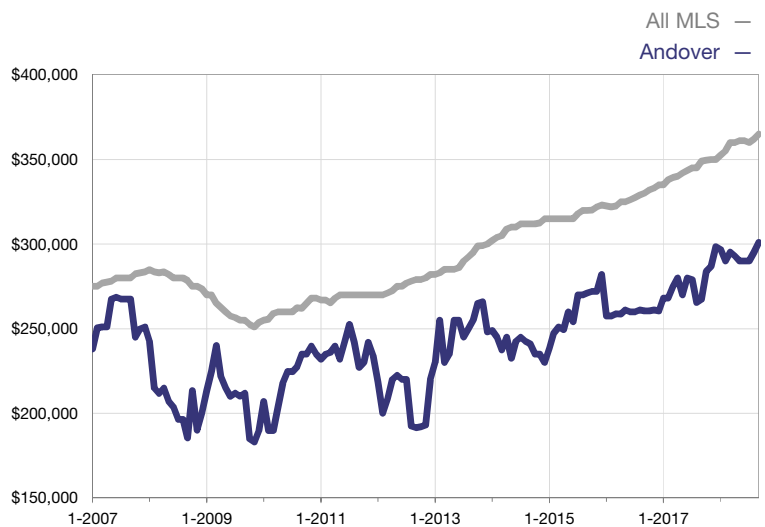
Median Sales Price – Single-Family Properties

Rolling 12-Month Calculation



Median Sales Price – Condominium Properties

Rolling 12-Month Calculation



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Local Market Update – September 2018

A RESEARCH TOOL PROVIDED BY THE MASSACHUSETTS ASSOCIATION OF REALTORS®

Billerica

Single-Family Properties

Key Metrics	September			Year to Date		
	2017	2018	+ / -	2017	2018	+ / -
Pending Sales	22	28	+ 27.3%	289	303	+ 4.8%
Closed Sales	37	40	+ 8.1%	276	293	+ 6.2%
Median Sales Price*	\$430,000	\$457,000	+ 6.3%	\$430,000	\$450,000	+ 4.7%
Inventory of Homes for Sale	65	70	+ 7.7%	--	--	--
Months Supply of Inventory	2.1	2.1	0.0%	--	--	--
Cumulative Days on Market Until Sale	33	30	- 9.1%	35	36	+ 2.9%
Percent of Original List Price Received*	100.3%	100.7%	+ 0.4%	100.5%	101.1%	+ 0.6%
New Listings	33	44	+ 33.3%	355	374	+ 5.4%

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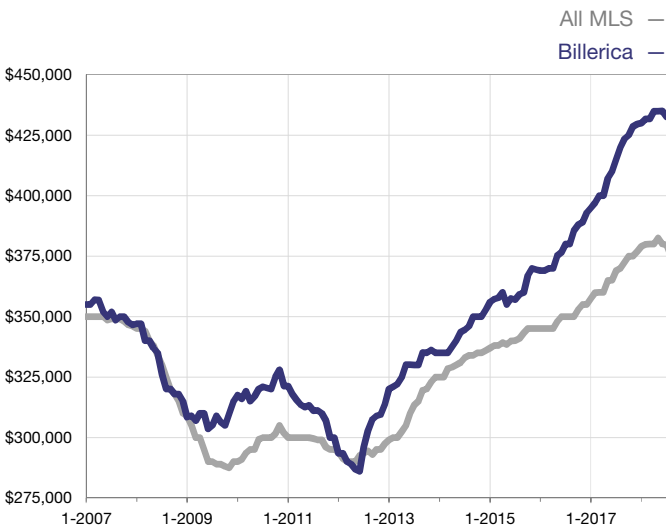
Condominium Properties

Key Metrics	September			Year to Date		
	2017	2018	+ / -	2017	2018	+ / -
Pending Sales	8	6	- 25.0%	52	62	+ 19.2%
Closed Sales	6	3	- 50.0%	42	63	+ 50.0%
Median Sales Price*	\$190,000	\$239,900	+ 26.3%	\$236,450	\$320,000	+ 35.3%
Inventory of Homes for Sale	6	7	+ 16.7%	--	--	--
Months Supply of Inventory	1.1	1.1	0.0%	--	--	--
Cumulative Days on Market Until Sale	23	28	+ 21.7%	26	23	- 11.5%
Percent of Original List Price Received*	101.9%	99.9%	- 2.0%	100.9%	102.0%	+ 1.1%
New Listings	8	9	+ 12.5%	62	69	+ 11.3%

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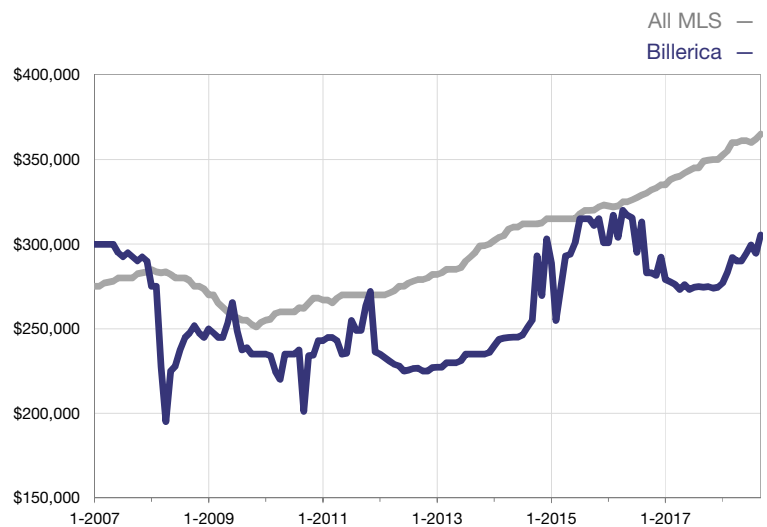
Median Sales Price – Single-Family Properties

Rolling 12-Month Calculation



Median Sales Price – Condominium Properties

Rolling 12-Month Calculation



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Local Market Update – September 2018

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Boxford

Single-Family Properties

Key Metrics	September			Year to Date		
	2017	2018	+ / -	2017	2018	+ / -
Pending Sales	16	8	- 50.0%	100	92	- 8.0%
Closed Sales	14	6	- 57.1%	91	91	0.0%
Median Sales Price*	\$618,500	\$690,000	+ 11.6%	\$638,000	\$690,000	+ 8.2%
Inventory of Homes for Sale	53	39	- 26.4%	--	--	--
Months Supply of Inventory	5.0	3.7	- 26.0%	--	--	--
Cumulative Days on Market Until Sale	66	66	0.0%	79	108	+ 36.7%
Percent of Original List Price Received*	95.7%	97.1%	+ 1.5%	97.1%	96.1%	- 1.0%
New Listings	16	10	- 37.5%	154	126	- 18.2%

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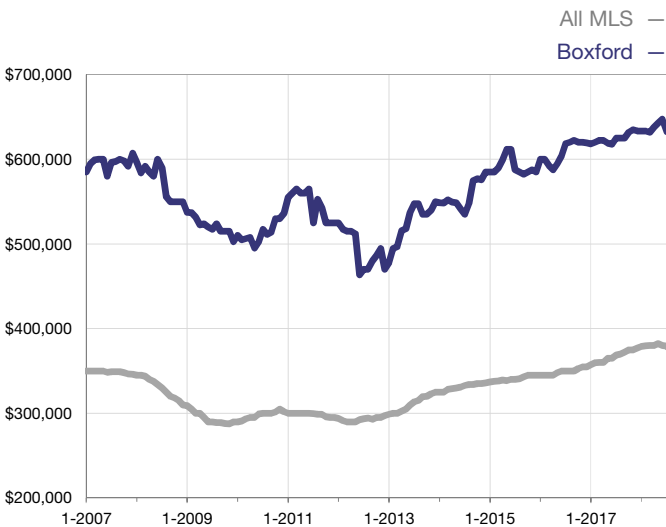
Condominium Properties

Key Metrics	September			Year to Date		
	2017	2018	+ / -	2017	2018	+ / -
Pending Sales	0	0	--	0	0	--
Closed Sales	0	0	--	0	0	--
Median Sales Price*	\$0	\$0	--	\$0	\$0	--
Inventory of Homes for Sale	1	1	0.0%	--	--	--
Months Supply of Inventory	0.0	0.0	--	--	--	--
Cumulative Days on Market Until Sale	0	0	--	0	0	--
Percent of Original List Price Received*	0.0%	0.0%	--	0.0%	0.0%	--
New Listings	1	0	- 100.0%	2	0	- 100.0%

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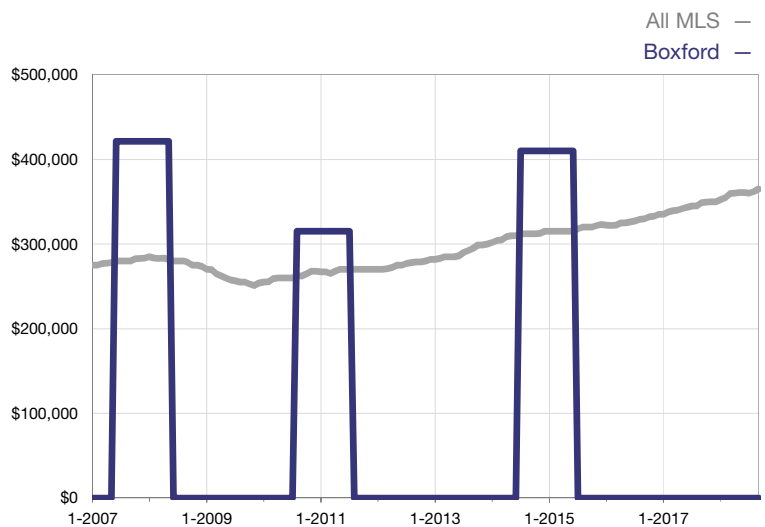
Median Sales Price – Single-Family Properties

Rolling 12-Month Calculation



Median Sales Price – Condominium Properties

Rolling 12-Month Calculation



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Local Market Update – September 2018

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Carlisle

Single-Family Properties

Key Metrics	September			Year to Date		
	2017	2018	+ / -	2017	2018	+ / -
Pending Sales	8	6	- 25.0%	63	60	- 4.8%
Closed Sales	6	5	- 16.7%	59	59	0.0%
Median Sales Price*	\$950,000	\$1,050,000	+ 10.5%	\$849,500	\$900,000	+ 5.9%
Inventory of Homes for Sale	24	33	+ 37.5%	--	--	--
Months Supply of Inventory	3.6	5.3	+ 47.2%	--	--	--
Cumulative Days on Market Until Sale	45	94	+ 108.9%	75	81	+ 8.0%
Percent of Original List Price Received*	95.8%	104.7%	+ 9.3%	95.5%	96.5%	+ 1.0%
New Listings	11	13	+ 18.2%	81	108	+ 33.3%

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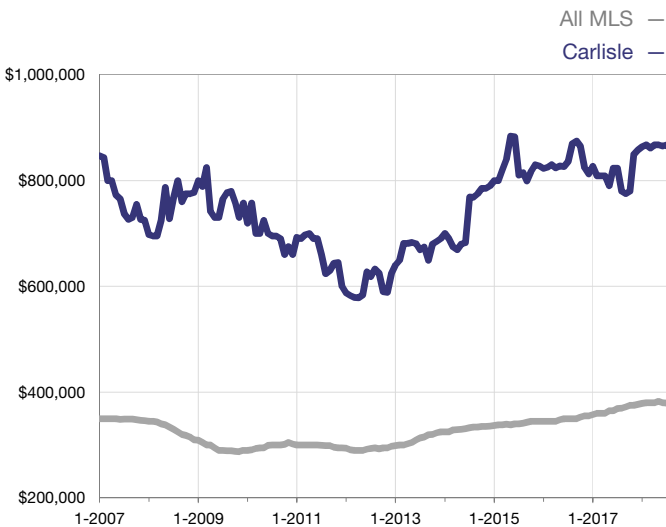
Condominium Properties

Key Metrics	September			Year to Date		
	2017	2018	+ / -	2017	2018	+ / -
Pending Sales	0	1	--	2	8	+ 300.0%
Closed Sales	0	0	--	2	1	- 50.0%
Median Sales Price*	\$0	\$0	--	\$804,000	\$859,000	+ 6.8%
Inventory of Homes for Sale	1	2	+ 100.0%	--	--	--
Months Supply of Inventory	0.5	2.0	+ 300.0%	--	--	--
Cumulative Days on Market Until Sale	0	0	--	161	493	+ 206.2%
Percent of Original List Price Received*	0.0%	0.0%	--	95.8%	92.5%	- 3.4%
New Listings	0	0	--	1	9	+ 800.0%

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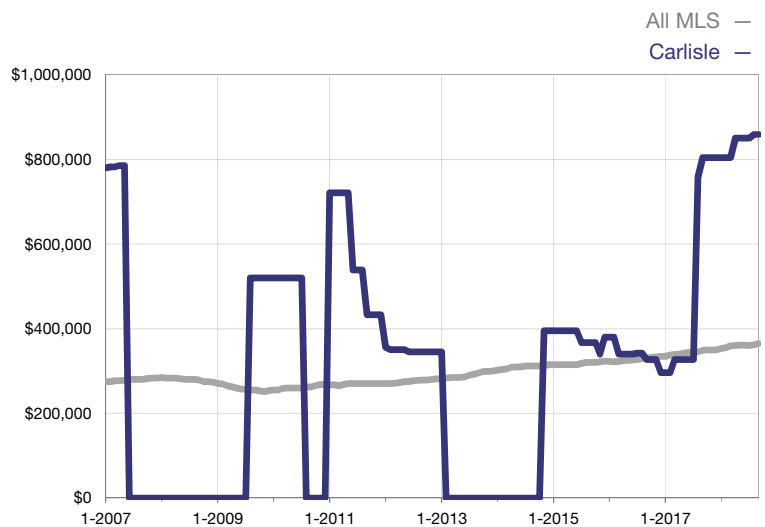
Median Sales Price – Single-Family Properties

Rolling 12-Month Calculation



Median Sales Price – Condominium Properties

Rolling 12-Month Calculation



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Local Market Update – September 2018

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Chelmsford

Single-Family Properties

Key Metrics	September			Year to Date		
	2017	2018	+ / -	2017	2018	+ / -
Pending Sales	28	26	- 7.1%	279	254	- 9.0%
Closed Sales	33	31	- 6.1%	273	240	- 12.1%
Median Sales Price*	\$403,000	\$429,000	+ 6.5%	\$419,000	\$451,363	+ 7.7%
Inventory of Homes for Sale	42	76	+ 81.0%	--	--	--
Months Supply of Inventory	1.4	2.9	+ 107.1%	--	--	--
Cumulative Days on Market Until Sale	41	27	- 34.1%	52	37	- 28.8%
Percent of Original List Price Received*	98.7%	99.9%	+ 1.2%	100.0%	100.1%	+ 0.1%
New Listings	40	64	+ 60.0%	323	347	+ 7.4%

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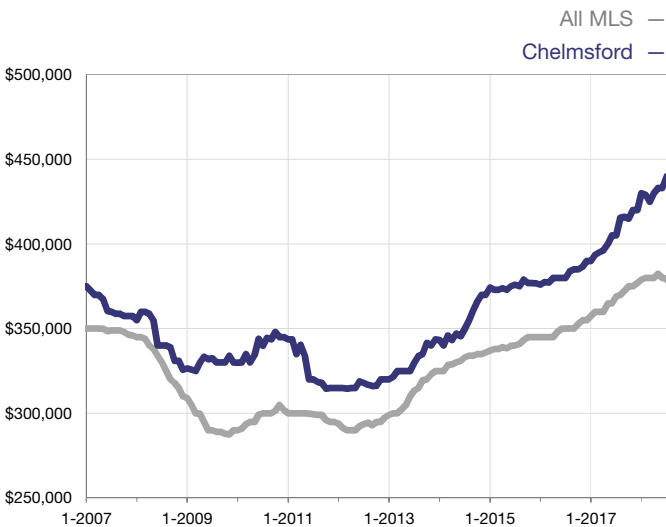
Condominium Properties

Key Metrics	September			Year to Date		
	2017	2018	+ / -	2017	2018	+ / -
Pending Sales	15	14	- 6.7%	140	148	+ 5.7%
Closed Sales	11	13	+ 18.2%	130	138	+ 6.2%
Median Sales Price*	\$268,000	\$288,000	+ 7.5%	\$262,250	\$283,000	+ 7.9%
Inventory of Homes for Sale	19	23	+ 21.1%	--	--	--
Months Supply of Inventory	1.3	1.5	+ 15.4%	--	--	--
Cumulative Days on Market Until Sale	19	21	+ 10.5%	26	34	+ 30.8%
Percent of Original List Price Received*	98.5%	99.8%	+ 1.3%	99.2%	99.9%	+ 0.7%
New Listings	17	17	0.0%	158	183	+ 15.8%

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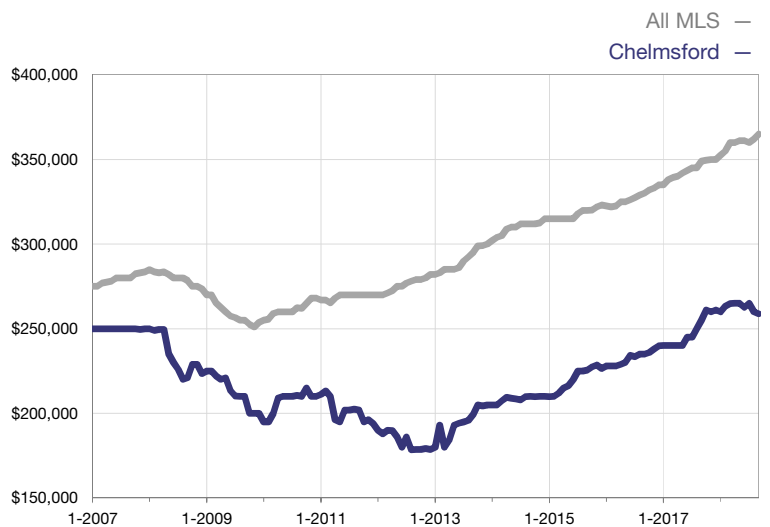
Median Sales Price – Single-Family Properties

Rolling 12-Month Calculation



Median Sales Price – Condominium Properties

Rolling 12-Month Calculation



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Local Market Update – September 2018

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Dracut

Single-Family Properties

Key Metrics	September			Year to Date		
	2017	2018	+ / -	2017	2018	+ / -
Pending Sales	34	22	- 35.3%	265	242	- 8.7%
Closed Sales	16	26	+ 62.5%	226	241	+ 6.6%
Median Sales Price*	\$334,550	\$365,950	+ 9.4%	\$345,000	\$360,000	+ 4.3%
Inventory of Homes for Sale	44	50	+ 13.6%	--	--	--
Months Supply of Inventory	1.7	1.8	+ 5.9%	--	--	--
Cumulative Days on Market Until Sale	32	27	- 15.6%	52	41	- 21.2%
Percent of Original List Price Received*	100.7%	101.0%	+ 0.3%	99.5%	99.8%	+ 0.3%
New Listings	27	30	+ 11.1%	300	293	- 2.3%

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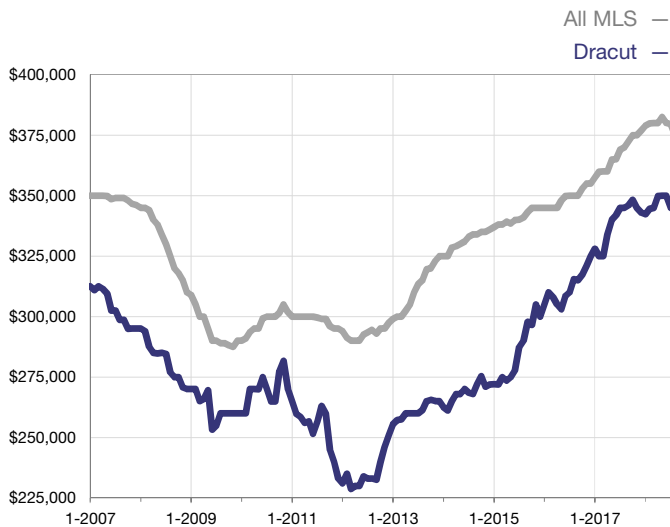
Condominium Properties

Key Metrics	September			Year to Date		
	2017	2018	+ / -	2017	2018	+ / -
Pending Sales	9	17	+ 88.9%	151	159	+ 5.3%
Closed Sales	19	10	- 47.4%	136	147	+ 8.1%
Median Sales Price*	\$207,000	\$216,450	+ 4.6%	\$198,400	\$218,000	+ 9.9%
Inventory of Homes for Sale	15	11	- 26.7%	--	--	--
Months Supply of Inventory	1.1	0.7	- 36.4%	--	--	--
Cumulative Days on Market Until Sale	34	32	- 5.9%	36	36	0.0%
Percent of Original List Price Received*	100.7%	99.0%	- 1.7%	101.2%	100.1%	- 1.1%
New Listings	10	16	+ 60.0%	164	163	- 0.6%

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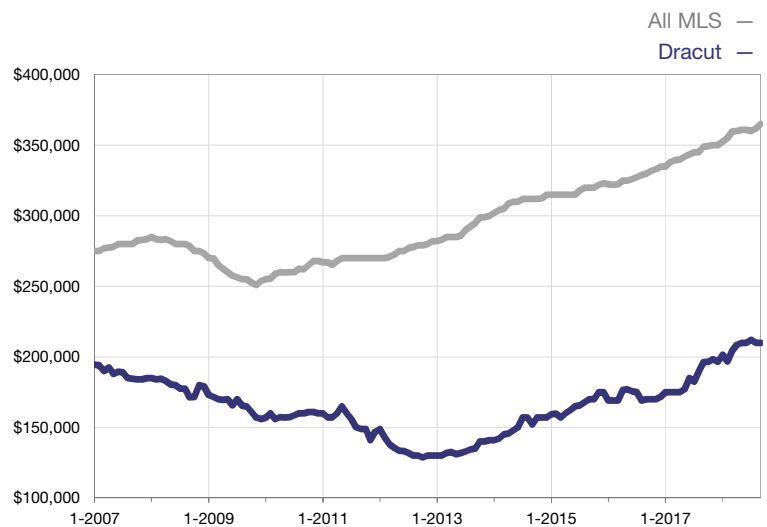
Median Sales Price – Single-Family Properties

Rolling 12-Month Calculation



Median Sales Price – Condominium Properties

Rolling 12-Month Calculation



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Local Market Update – September 2018

A RESEARCH TOOL PROVIDED BY THE MASSACHUSETTS ASSOCIATION OF REALTORS®

Dunstable

Single-Family Properties

Key Metrics	September			Year to Date		
	2017	2018	+ / -	2017	2018	+ / -
Pending Sales	3	5	+ 66.7%	43	45	+ 4.7%
Closed Sales	3	5	+ 66.7%	37	34	- 8.1%
Median Sales Price*	\$490,000	\$595,000	+ 21.4%	\$490,000	\$584,950	+ 19.4%
Inventory of Homes for Sale	11	16	+ 45.5%	--	--	--
Months Supply of Inventory	2.9	3.9	+ 34.5%	--	--	--
Cumulative Days on Market Until Sale	51	53	+ 3.9%	90	46	- 48.9%
Percent of Original List Price Received*	102.0%	98.4%	- 3.5%	97.4%	100.2%	+ 2.9%
New Listings	5	4	- 20.0%	49	59	+ 20.4%

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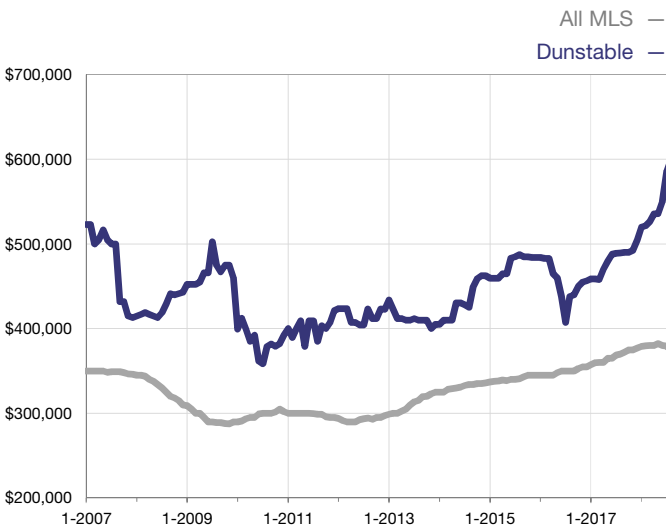
Condominium Properties

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

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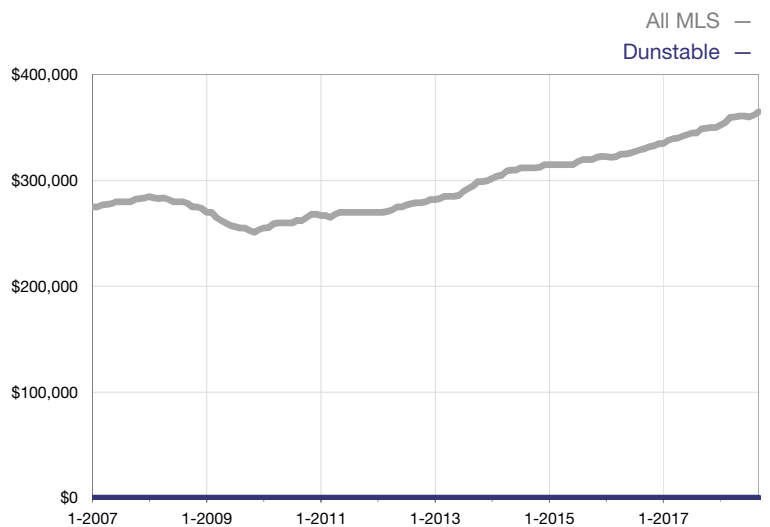
Median Sales Price – Single-Family Properties

Rolling 12-Month Calculation



Median Sales Price – Condominium Properties

Rolling 12-Month Calculation



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Local Market Update – September 2018

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Lawrence

Single-Family Properties

Key Metrics	September			Year to Date		
	2017	2018	+ / -	2017	2018	+ / -
Pending Sales	17	21	+ 23.5%	169	182	+ 7.7%
Closed Sales	19	17	- 10.5%	160	158	- 1.3%
Median Sales Price*	\$250,000	\$290,000	+ 16.0%	\$250,000	\$282,000	+ 12.8%
Inventory of Homes for Sale	50	40	- 20.0%	--	--	--
Months Supply of Inventory	2.8	2.2	- 21.4%	--	--	--
Cumulative Days on Market Until Sale	42	49	+ 16.7%	46	42	- 8.7%
Percent of Original List Price Received*	99.4%	99.7%	+ 0.3%	98.8%	101.3%	+ 2.5%
New Listings	24	27	+ 12.5%	216	228	+ 5.6%

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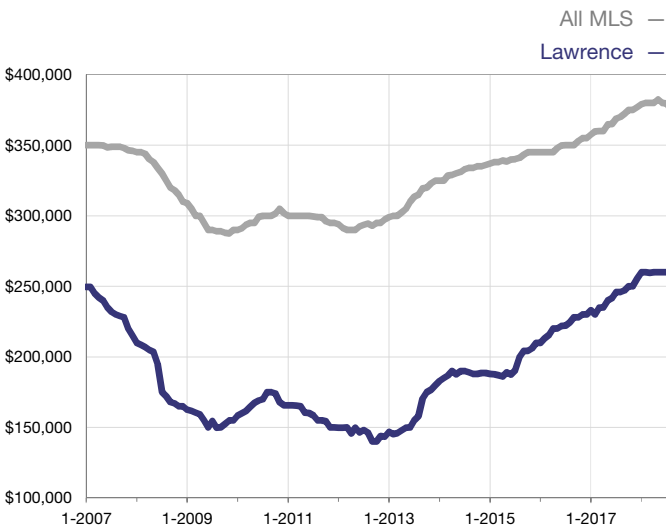
Condominium Properties

Key Metrics	September			Year to Date		
	2017	2018	+ / -	2017	2018	+ / -
Pending Sales	10	10	0.0%	63	68	+ 7.9%
Closed Sales	8	3	- 62.5%	60	57	- 5.0%
Median Sales Price*	\$199,000	\$127,000	- 36.2%	\$152,500	\$152,000	- 0.3%
Inventory of Homes for Sale	27	12	- 55.6%	--	--	--
Months Supply of Inventory	4.4	1.7	- 61.4%	--	--	--
Cumulative Days on Market Until Sale	27	4	- 85.2%	38	41	+ 7.9%
Percent of Original List Price Received*	99.5%	96.8%	- 2.7%	99.8%	100.1%	+ 0.3%
New Listings	10	9	- 10.0%	87	84	- 3.4%

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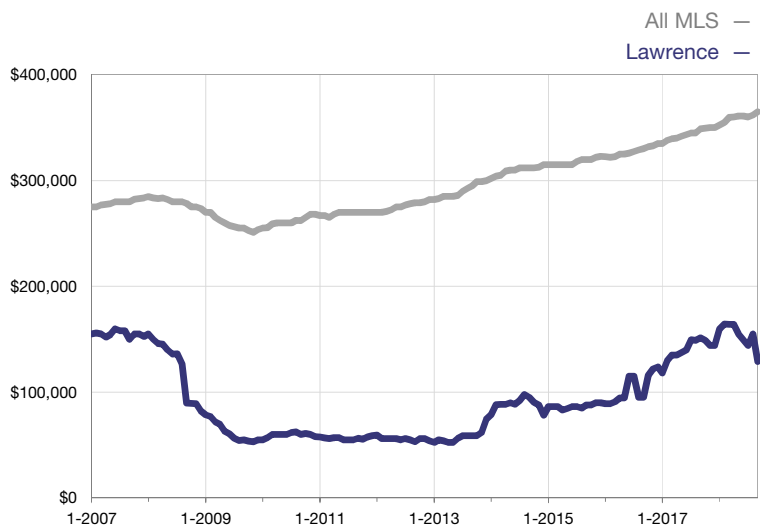
Median Sales Price – Single-Family Properties

Rolling 12-Month Calculation



Median Sales Price – Condominium Properties

Rolling 12-Month Calculation



MASSACHUSETTS ASSOCIATION OF REALTORS®



Local Market Update – September 2018

A RESEARCH TOOL PROVIDED BY THE MASSACHUSETTS ASSOCIATION OF REALTORS®

Littleton

Single-Family Properties

Key Metrics	September			Year to Date		
	2017	2018	+ / -	2017	2018	+ / -
Pending Sales	14	7	- 50.0%	101	94	- 6.9%
Closed Sales	8	5	- 37.5%	97	99	+ 2.1%
Median Sales Price*	\$508,000	\$532,800	+ 4.9%	\$498,000	\$572,500	+ 15.0%
Inventory of Homes for Sale	38	28	- 26.3%	--	--	--
Months Supply of Inventory	3.3	2.4	- 27.3%	--	--	--
Cumulative Days on Market Until Sale	23	53	+ 130.4%	55	67	+ 21.8%
Percent of Original List Price Received*	100.6%	99.5%	- 1.1%	98.8%	98.4%	- 0.4%
New Listings	20	12	- 40.0%	152	123	- 19.1%

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

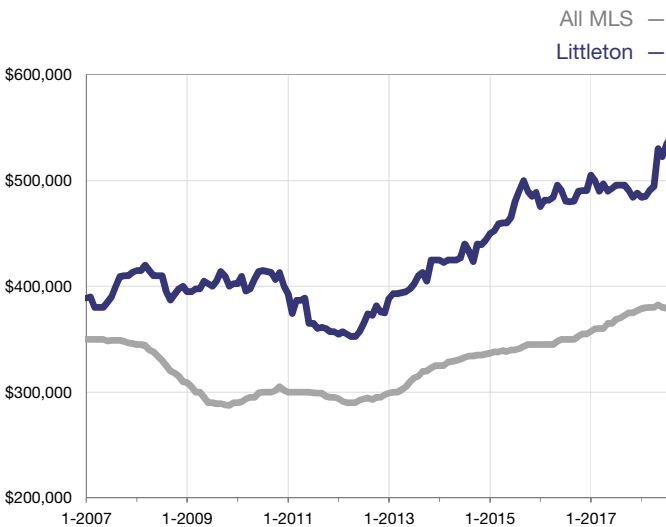
Condominium Properties

Key Metrics	September			Year to Date		
	2017	2018	+ / -	2017	2018	+ / -
Pending Sales	1	0	- 100.0%	3	5	+ 66.7%
Closed Sales	1	0	- 100.0%	4	6	+ 50.0%
Median Sales Price*	\$420,000	\$0	- 100.0%	\$337,000	\$318,750	- 5.4%
Inventory of Homes for Sale	2	2	0.0%	--	--	--
Months Supply of Inventory	1.6	1.3	- 18.8%	--	--	--
Cumulative Days on Market Until Sale	19	0	- 100.0%	185	51	- 72.4%
Percent of Original List Price Received*	98.8%	0.0%	- 100.0%	96.2%	96.7%	+ 0.5%
New Listings	2	0	- 100.0%	5	7	+ 40.0%

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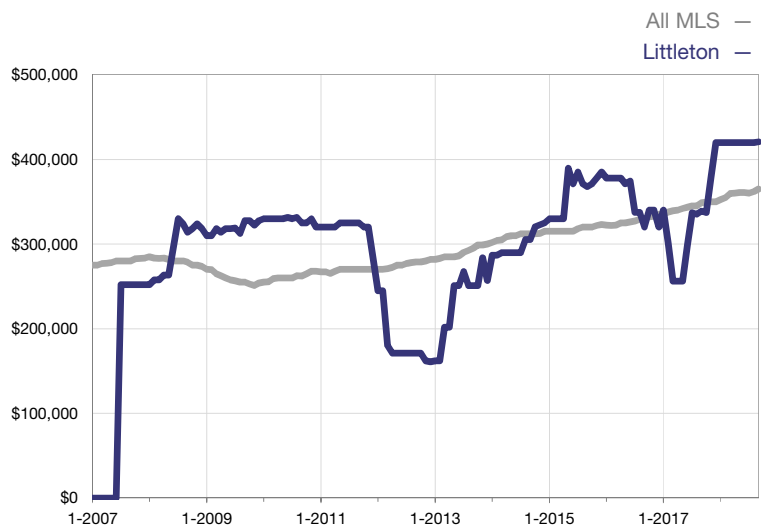
Median Sales Price – Single-Family Properties

Rolling 12-Month Calculation



Median Sales Price – Condominium Properties

Rolling 12-Month Calculation



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Local Market Update – September 2018

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Lowell

Single-Family Properties

Key Metrics	September			Year to Date		
	2017	2018	+ / -	2017	2018	+ / -
Pending Sales	43	54	+ 25.6%	416	428	+ 2.9%
Closed Sales	53	34	- 35.8%	400	381	- 4.8%
Median Sales Price*	\$270,000	\$280,000	+ 3.7%	\$280,000	\$302,400	+ 8.0%
Inventory of Homes for Sale	88	88	0.0%	--	--	--
Months Supply of Inventory	2.0	2.1	+ 5.0%	--	--	--
Cumulative Days on Market Until Sale	47	27	- 42.6%	48	35	- 27.1%
Percent of Original List Price Received*	99.7%	98.8%	- 0.9%	98.8%	99.5%	+ 0.7%
New Listings	55	73	+ 32.7%	485	531	+ 9.5%

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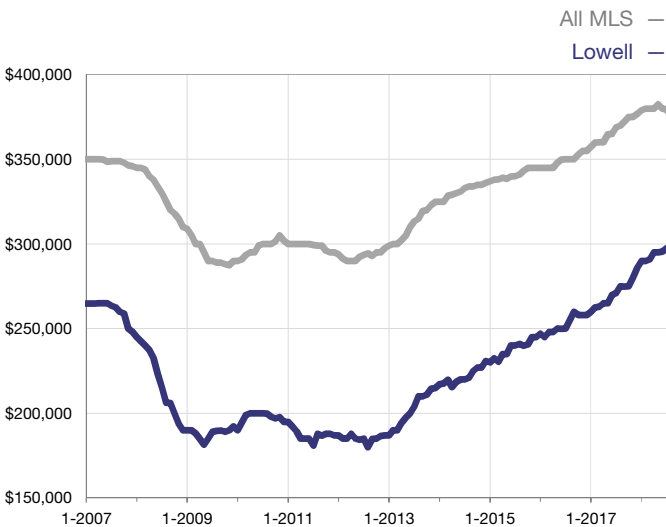
Condominium Properties

Key Metrics	September			Year to Date		
	2017	2018	+ / -	2017	2018	+ / -
Pending Sales	35	30	- 14.3%	263	295	+ 12.2%
Closed Sales	25	30	+ 20.0%	255	272	+ 6.7%
Median Sales Price*	\$210,000	\$189,500	- 9.8%	\$182,000	\$195,000	+ 7.1%
Inventory of Homes for Sale	67	58	- 13.4%	--	--	--
Months Supply of Inventory	2.4	1.9	- 20.8%	--	--	--
Cumulative Days on Market Until Sale	36	42	+ 16.7%	38	37	- 2.6%
Percent of Original List Price Received*	98.5%	96.7%	- 1.8%	99.0%	98.9%	- 0.1%
New Listings	47	30	- 36.2%	358	363	+ 1.4%

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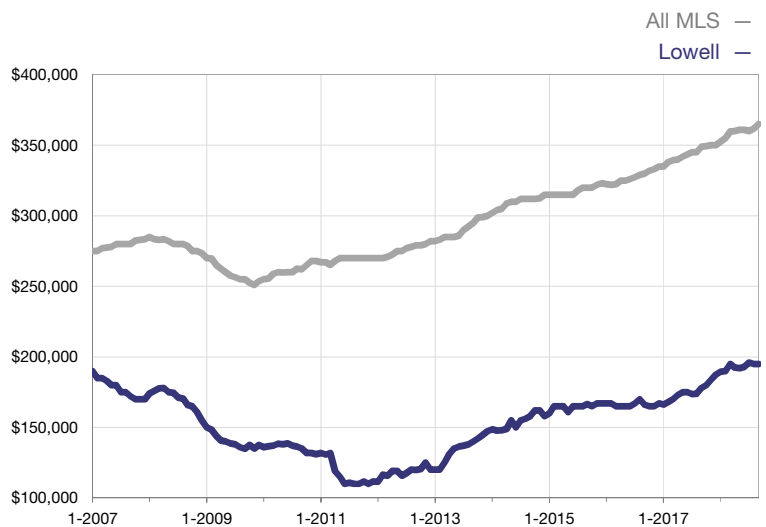
Median Sales Price – Single-Family Properties

Rolling 12-Month Calculation



Median Sales Price – Condominium Properties

Rolling 12-Month Calculation



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Local Market Update – September 2018

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Methuen

Single-Family Properties

Key Metrics	September			Year to Date		
	2017	2018	+ / -	2017	2018	+ / -
Pending Sales	44	33	- 25.0%	374	360	- 3.7%
Closed Sales	50	40	- 20.0%	349	339	- 2.9%
Median Sales Price*	\$317,500	\$352,500	+ 11.0%	\$344,900	\$363,500	+ 5.4%
Inventory of Homes for Sale	92	92	0.0%	--	--	--
Months Supply of Inventory	2.3	2.3	0.0%	--	--	--
Cumulative Days on Market Until Sale	46	45	- 2.2%	44	43	- 2.3%
Percent of Original List Price Received*	98.2%	100.4%	+ 2.2%	99.3%	99.3%	0.0%
New Listings	59	51	- 13.6%	482	460	- 4.6%

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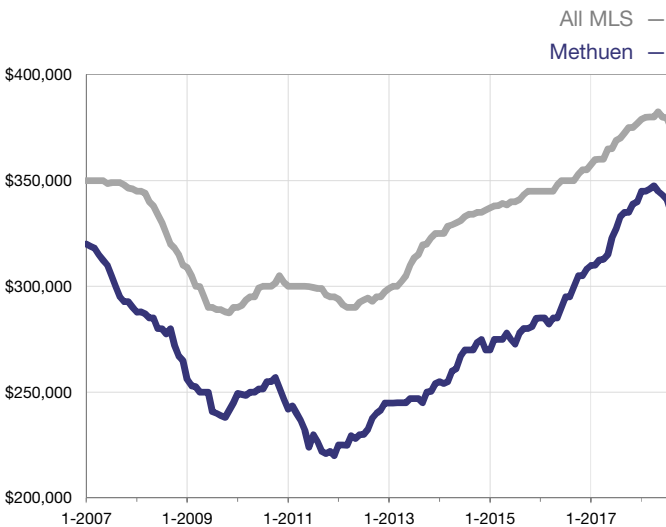
Condominium Properties

Key Metrics	September			Year to Date		
	2017	2018	+ / -	2017	2018	+ / -
Pending Sales	8	15	+ 87.5%	124	128	+ 3.2%
Closed Sales	10	18	+ 80.0%	126	126	0.0%
Median Sales Price*	\$206,250	\$269,950	+ 30.9%	\$235,000	\$250,000	+ 6.4%
Inventory of Homes for Sale	37	26	- 29.7%	--	--	--
Months Supply of Inventory	2.6	1.9	- 26.9%	--	--	--
Cumulative Days on Market Until Sale	41	32	- 22.0%	55	62	+ 12.7%
Percent of Original List Price Received*	99.5%	102.7%	+ 3.2%	99.2%	100.3%	+ 1.1%
New Listings	12	16	+ 33.3%	146	143	- 2.1%

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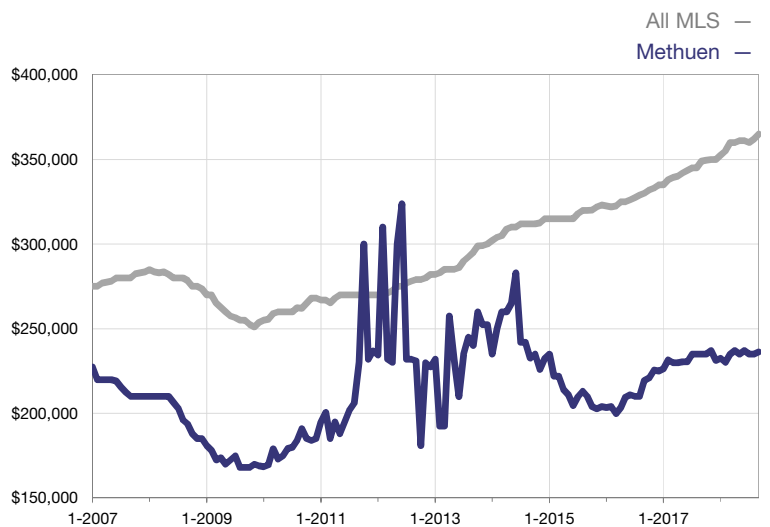
Median Sales Price – Single-Family Properties

Rolling 12-Month Calculation



Median Sales Price – Condominium Properties

Rolling 12-Month Calculation



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Local Market Update – September 2018

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North Andover

Single-Family Properties

Key Metrics	September			Year to Date		
	2017	2018	+ / -	2017	2018	+ / -
Pending Sales	24	14	- 41.7%	199	189	- 5.0%
Closed Sales	22	20	- 9.1%	186	191	+ 2.7%
Median Sales Price*	\$480,000	\$583,500	+ 21.6%	\$570,000	\$583,000	+ 2.3%
Inventory of Homes for Sale	49	72	+ 46.9%	--	--	--
Months Supply of Inventory	2.5	3.3	+ 32.0%	--	--	--
Cumulative Days on Market Until Sale	43	47	+ 9.3%	53	54	+ 1.9%
Percent of Original List Price Received*	98.5%	96.8%	- 1.7%	98.2%	98.4%	+ 0.2%
New Listings	31	36	+ 16.1%	253	273	+ 7.9%

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

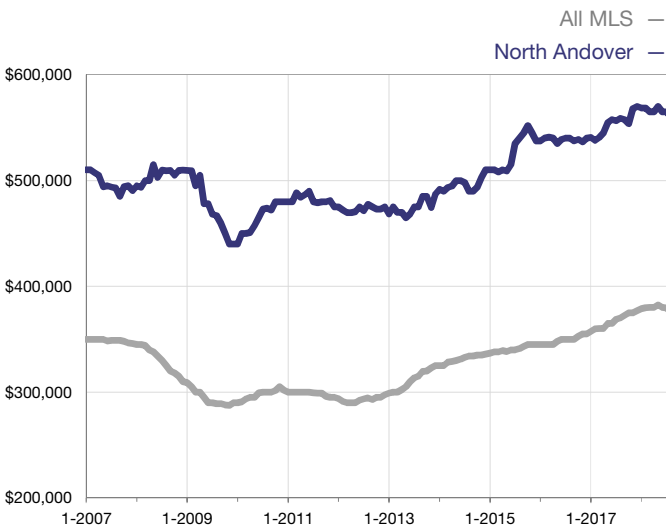
Condominium Properties

Key Metrics	September			Year to Date		
	2017	2018	+ / -	2017	2018	+ / -
Pending Sales	15	16	+ 6.7%	145	149	+ 2.8%
Closed Sales	10	20	+ 100.0%	130	144	+ 10.8%
Median Sales Price*	\$322,500	\$231,250	- 28.3%	\$264,500	\$269,900	+ 2.0%
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	23	26	+ 13.0%	44	37	- 15.9%
Percent of Original List Price Received*	99.9%	100.3%	+ 0.4%	99.8%	99.4%	- 0.4%
New Listings	16	21	+ 31.3%	153	169	+ 10.5%

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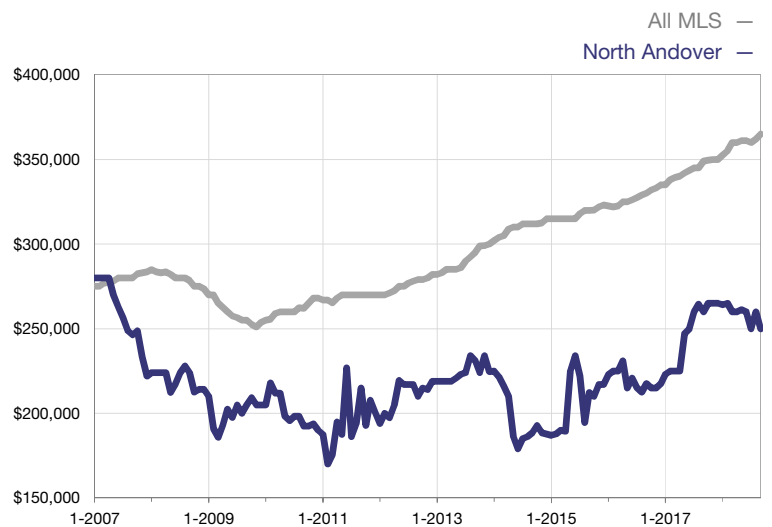
Median Sales Price – Single-Family Properties

Rolling 12-Month Calculation



Median Sales Price – Condominium Properties

Rolling 12-Month Calculation



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Local Market Update – September 2018

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Tewksbury

Single-Family Properties

Key Metrics	September			Year to Date		
	2017	2018	+ / -	2017	2018	+ / -
Pending Sales	27	28	+ 3.7%	221	230	+ 4.1%
Closed Sales	38	26	- 31.6%	201	222	+ 10.4%
Median Sales Price*	\$388,950	\$452,500	+ 16.3%	\$415,000	\$440,000	+ 6.0%
Inventory of Homes for Sale	44	35	- 20.5%	--	--	--
Months Supply of Inventory	2.0	1.4	- 30.0%	--	--	--
Cumulative Days on Market Until Sale	39	32	- 17.9%	35	35	0.0%
Percent of Original List Price Received*	100.2%	101.4%	+ 1.2%	100.9%	100.9%	0.0%
New Listings	42	32	- 23.8%	274	271	- 1.1%

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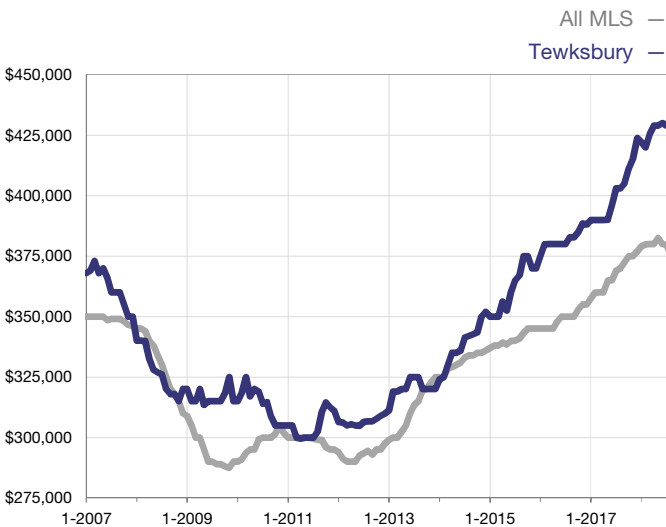
Condominium Properties

Key Metrics	September			Year to Date		
	2017	2018	+ / -	2017	2018	+ / -
Pending Sales	10	16	+ 60.0%	104	109	+ 4.8%
Closed Sales	16	11	- 31.3%	106	91	- 14.2%
Median Sales Price*	\$327,250	\$328,000	+ 0.2%	\$313,750	\$332,000	+ 5.8%
Inventory of Homes for Sale	13	12	- 7.7%	--	--	--
Months Supply of Inventory	1.0	1.2	+ 20.0%	--	--	--
Cumulative Days on Market Until Sale	32	32	0.0%	21	31	+ 47.6%
Percent of Original List Price Received*	101.6%	102.0%	+ 0.4%	101.8%	101.1%	- 0.7%
New Listings	11	19	+ 72.7%	124	121	- 2.4%

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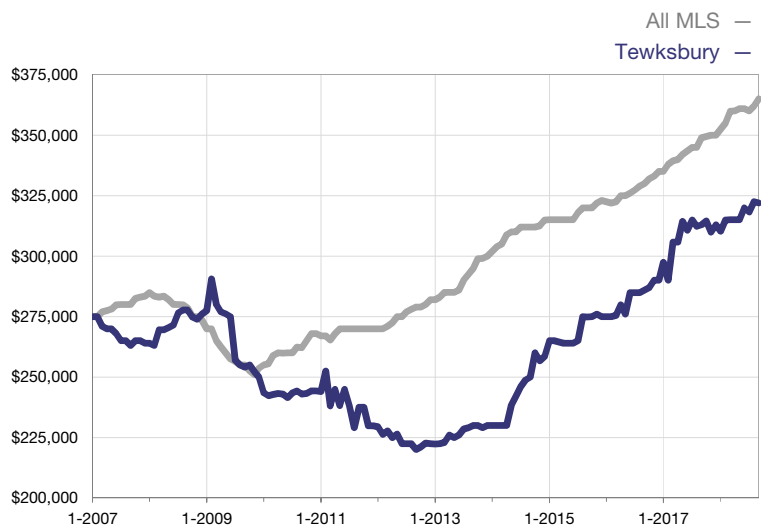
Median Sales Price – Single-Family Properties

Rolling 12-Month Calculation



Median Sales Price – Condominium Properties

Rolling 12-Month Calculation



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Local Market Update – September 2018

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Tyngsborough

Single-Family Properties

Key Metrics	September			Year to Date		
	2017	2018	+ / -	2017	2018	+ / -
Pending Sales	9	13	+ 44.4%	85	88	+ 3.5%
Closed Sales	7	10	+ 42.9%	77	81	+ 5.2%
Median Sales Price*	\$380,000	\$461,450	+ 21.4%	\$409,900	\$425,000	+ 3.7%
Inventory of Homes for Sale	21	29	+ 38.1%	--	--	--
Months Supply of Inventory	2.3	3.3	+ 43.5%	--	--	--
Cumulative Days on Market Until Sale	41	26	- 36.6%	66	33	- 50.0%
Percent of Original List Price Received*	95.3%	97.5%	+ 2.3%	97.7%	98.3%	+ 0.6%
New Listings	12	17	+ 41.7%	96	123	+ 28.1%

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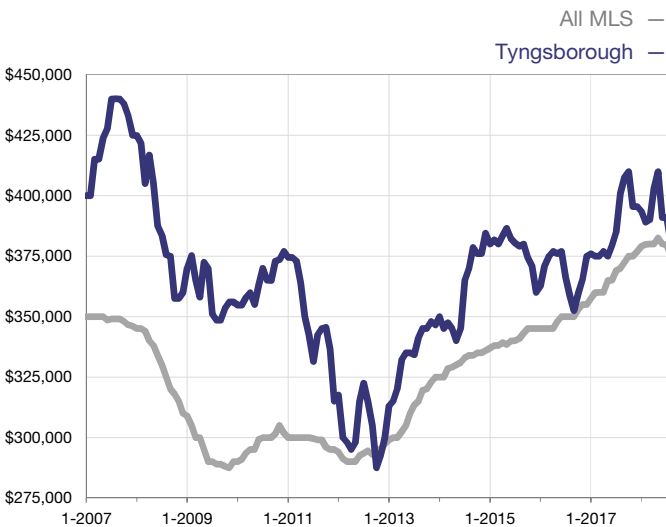
Condominium Properties

Key Metrics	September			Year to Date		
	2017	2018	+ / -	2017	2018	+ / -
Pending Sales	4	8	+ 100.0%	47	73	+ 55.3%
Closed Sales	8	5	- 37.5%	54	56	+ 3.7%
Median Sales Price*	\$242,500	\$199,000	- 17.9%	\$222,500	\$293,662	+ 32.0%
Inventory of Homes for Sale	8	6	- 25.0%	--	--	--
Months Supply of Inventory	1.3	1.0	- 23.1%	--	--	--
Cumulative Days on Market Until Sale	18	21	+ 16.7%	49	39	- 20.4%
Percent of Original List Price Received*	101.3%	100.1%	- 1.2%	99.4%	99.7%	+ 0.3%
New Listings	5	6	+ 20.0%	50	78	+ 56.0%

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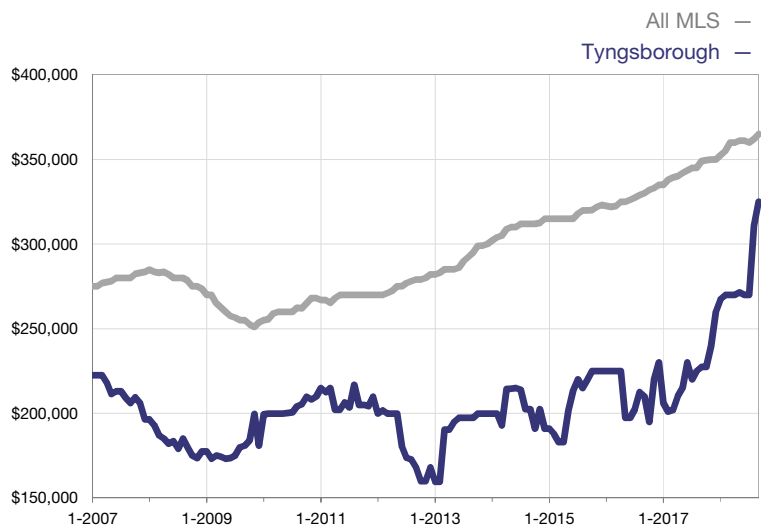
Median Sales Price – Single-Family Properties

Rolling 12-Month Calculation



Median Sales Price – Condominium Properties

Rolling 12-Month Calculation



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Local Market Update – September 2018

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Westford

Single-Family Properties

Key Metrics	September			Year to Date		
	2017	2018	+ / -	2017	2018	+ / -
Pending Sales	16	18	+ 12.5%	202	220	+ 8.9%
Closed Sales	20	23	+ 15.0%	191	207	+ 8.4%
Median Sales Price*	\$541,500	\$569,000	+ 5.1%	\$575,000	\$595,000	+ 3.5%
Inventory of Homes for Sale	60	55	- 8.3%	--	--	--
Months Supply of Inventory	3.0	2.5	- 16.7%	--	--	--
Cumulative Days on Market Until Sale	57	44	- 22.8%	68	45	- 33.8%
Percent of Original List Price Received*	97.8%	96.7%	- 1.1%	97.7%	99.0%	+ 1.3%
New Listings	24	31	+ 29.2%	258	286	+ 10.9%

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

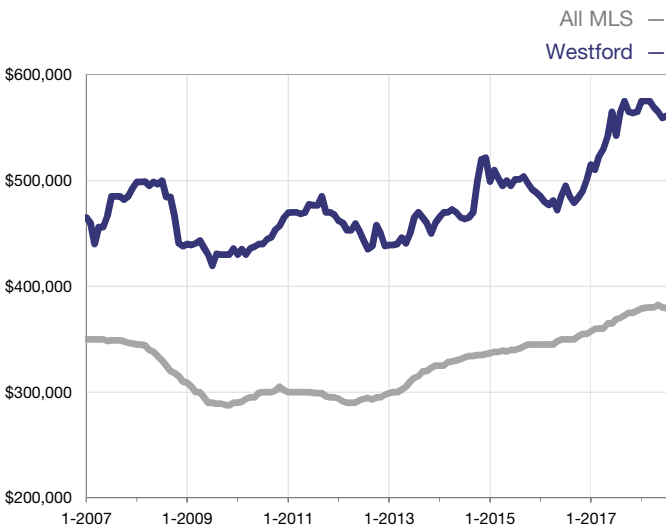
Condominium Properties

Key Metrics	September			Year to Date		
	2017	2018	+ / -	2017	2018	+ / -
Pending Sales	4	3	- 25.0%	39	46	+ 17.9%
Closed Sales	3	3	0.0%	35	45	+ 28.6%
Median Sales Price*	\$327,000	\$257,500	- 21.3%	\$395,000	\$386,500	- 2.2%
Inventory of Homes for Sale	18	12	- 33.3%	--	--	--
Months Supply of Inventory	3.8	2.5	- 34.2%	--	--	--
Cumulative Days on Market Until Sale	53	27	- 49.1%	66	40	- 39.4%
Percent of Original List Price Received*	100.8%	102.5%	+ 1.7%	99.0%	99.4%	+ 0.4%
New Listings	9	5	- 44.4%	56	61	+ 8.9%

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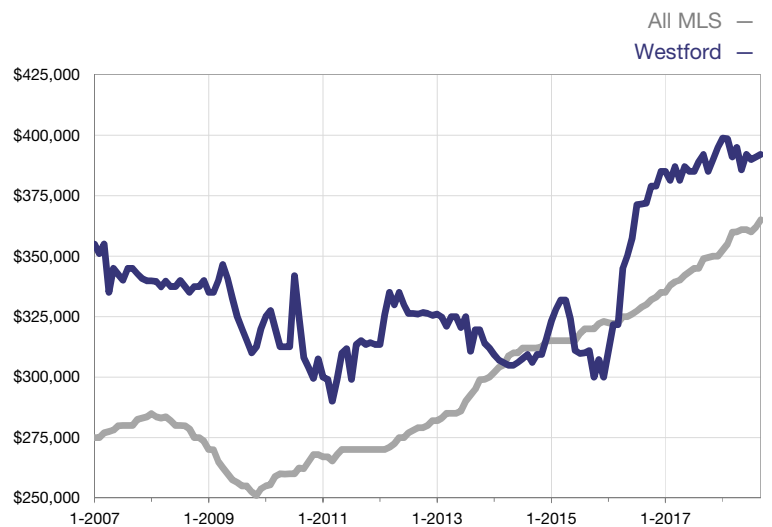
Median Sales Price – Single-Family Properties

Rolling 12-Month Calculation



Median Sales Price – Condominium Properties

Rolling 12-Month Calculation



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