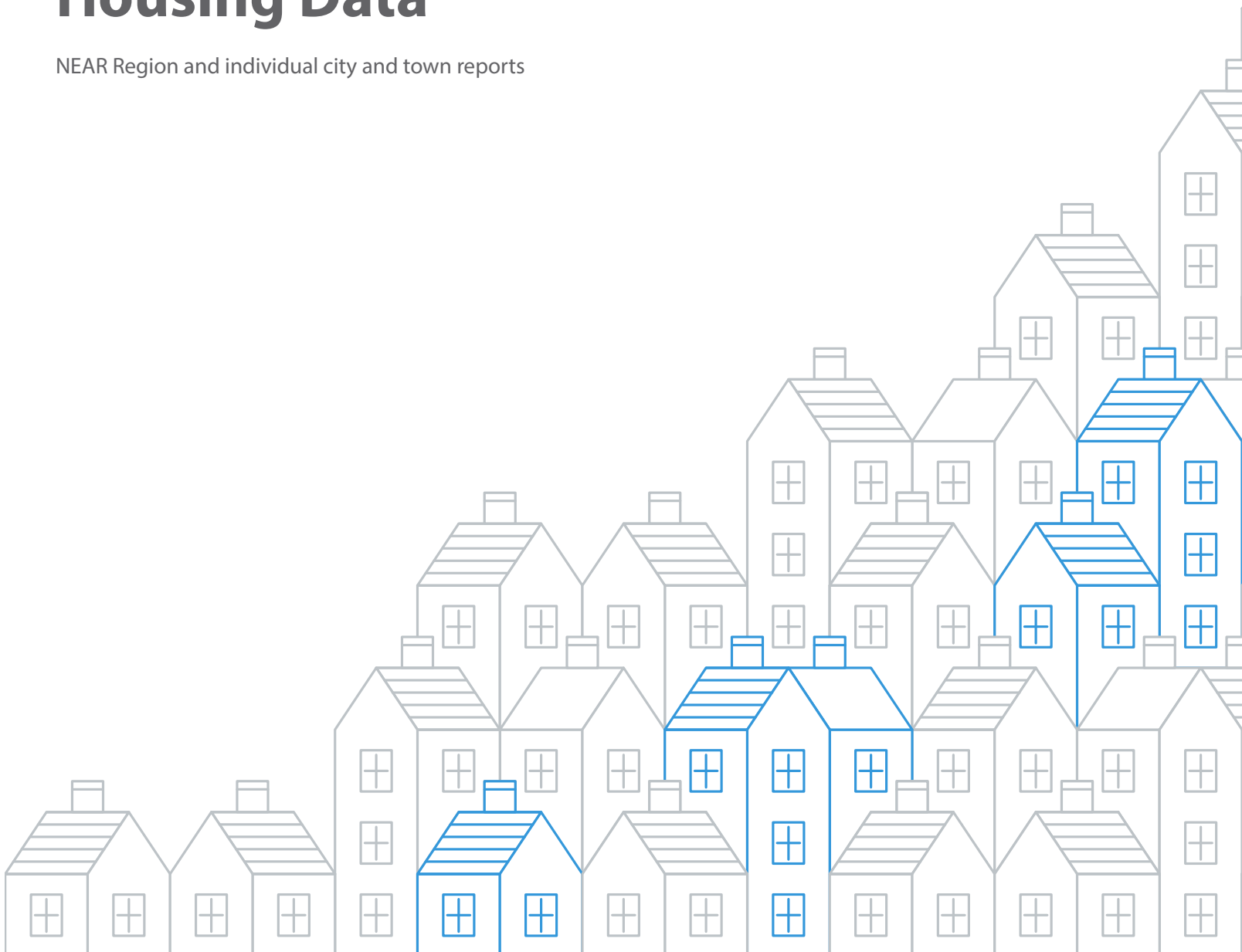


October 2018 Housing Data

NEAR Region and individual city and town reports



Local Market Update – October 2018

A RESEARCH TOOL PROVIDED BY THE MASSACHUSETTS ASSOCIATION OF REALTORS®



Northeast Association of REALTORS®

- 0.2%

Year-Over-Year
Change in
Closed Sales
All Properties

+ 1.2%

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

+ 4.4%

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

Single-Family Properties

	October			Year to Date		
	2017	2018	+ / -	2017	2018	+ / -
Pending Sales	337	371	+ 10.1%	3,458	3,406	- 1.5%
Closed Sales	360	322	- 10.6%	3,278	3,241	- 1.1%
Median Sales Price*	\$374,500	\$400,000	+ 6.8%	\$400,500	\$434,000	+ 8.4%
Inventory of Homes for Sale	720	784	+ 8.9%	--	--	--
Months Supply of Inventory	2.2	2.4	+ 10.3%	--	--	--
Cumulative Days on Market Until Sale	46	45	- 2.9%	50	44	- 11.9%
Percent of Original List Price Received*	97.9%	98.0%	+ 0.1%	98.9%	99.3%	+ 0.4%
New Listings	379	422	+ 11.3%	4,263	4,428	+ 3.9%

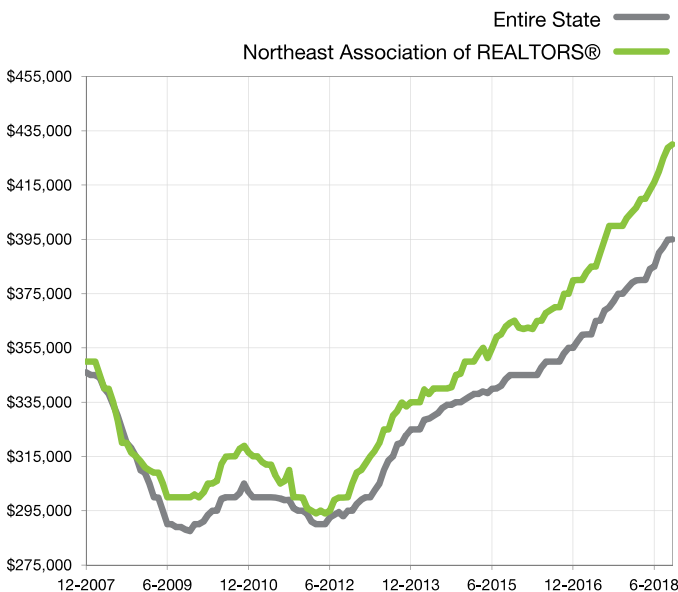
Condominium Properties

	October			Year to Date		
	2017	2018	+ / -	2017	2018	+ / -
Pending Sales	138	118	- 14.5%	1,386	1,474	+ 6.3%
Closed Sales	115	152	+ 32.2%	1,311	1,418	+ 8.2%
Median Sales Price*	\$238,900	\$238,775	- 0.1%	\$230,000	\$245,750	+ 6.8%
Inventory of Homes for Sale	249	228	- 8.4%	--	--	--
Months Supply of Inventory	1.9	1.6	- 15.5%	--	--	--
Cumulative Days on Market Until Sale	36	42	+ 17.8%	40	40	+ 1.6%
Percent of Original List Price Received*	99.9%	98.8%	- 1.1%	99.7%	99.8%	+ 0.1%
New Listings	152	144	- 5.3%	1,658	1,749	+ 5.5%

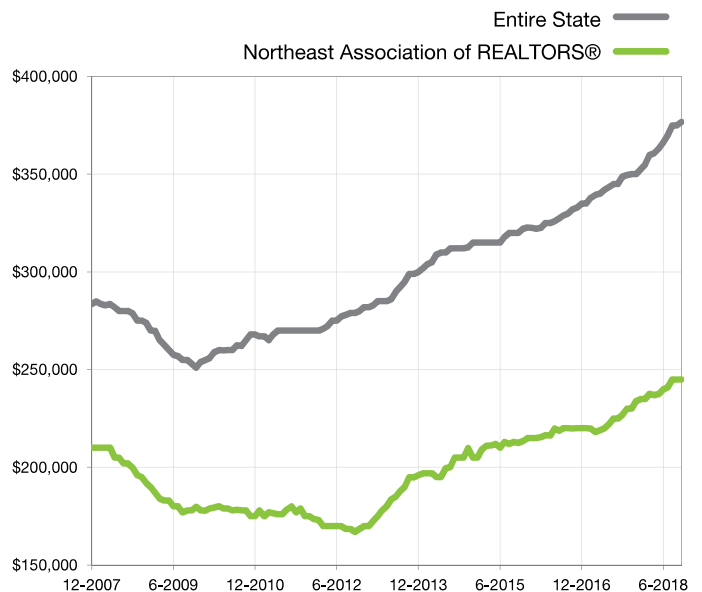
* Does not account for seller concessions. | Activity for one month can sometimes look extreme due to small sample size.

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 – October 2018

A RESEARCH TOOL PROVIDED BY THE MASSACHUSETTS ASSOCIATION OF REALTORS®

Andover

Single-Family Properties

Key Metrics	October			Year to Date		
	2017	2018	+ / -	2017	2018	+ / -
Pending Sales	22	28	+ 27.3%	337	295	- 12.5%
Closed Sales	27	20	- 25.9%	322	301	- 6.5%
Median Sales Price*	\$634,900	\$569,500	- 10.3%	\$650,000	\$670,000	+ 3.1%
Inventory of Homes for Sale	72	95	+ 31.9%	--	--	--
Months Supply of Inventory	2.3	3.2	+ 39.1%	--	--	--
Cumulative Days on Market Until Sale	62	70	+ 12.9%	55	48	- 12.7%
Percent of Original List Price Received*	95.3%	95.3%	0.0%	98.4%	98.5%	+ 0.1%
New Listings	23	38	+ 65.2%	429	445	+ 3.7%

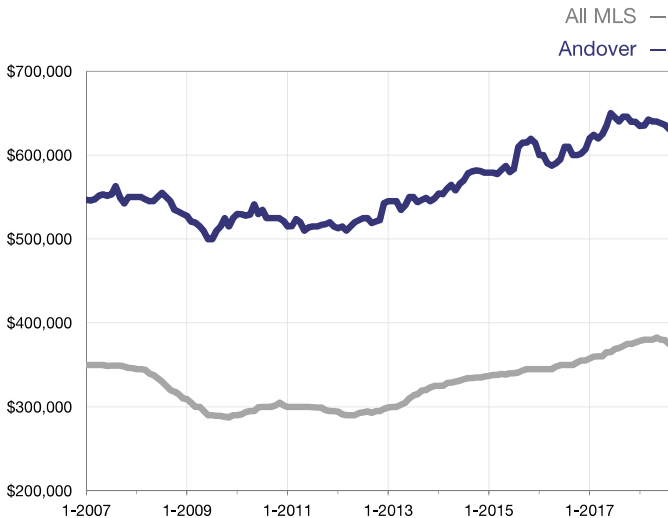
* Does not account for seller concessions. | Activity for one month can sometimes look extreme due to small sample size.

Condominium Properties

Key Metrics	October			Year to Date		
	2017	2018	+ / -	2017	2018	+ / -
Pending Sales	17	14	- 17.6%	132	134	+ 1.5%
Closed Sales	5	8	+ 60.0%	121	126	+ 4.1%
Median Sales Price*	\$301,000	\$217,500	- 27.7%	\$286,500	\$316,000	+ 10.3%
Inventory of Homes for Sale	28	32	+ 14.3%	--	--	--
Months Supply of Inventory	2.6	2.4	- 7.7%	--	--	--
Cumulative Days on Market Until Sale	47	53	+ 12.8%	51	52	+ 2.0%
Percent of Original List Price Received*	100.9%	97.0%	- 3.9%	99.1%	100.5%	+ 1.4%
New Listings	21	13	- 38.1%	161	167	+ 3.7%

* 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 – October 2018

A RESEARCH TOOL PROVIDED BY THE MASSACHUSETTS ASSOCIATION OF REALTORS®

Billerica

Single-Family Properties

Key Metrics	October			Year to Date		
	2017	2018	+ / -	2017	2018	+ / -
Pending Sales	41	33	- 19.5%	330	333	+ 0.9%
Closed Sales	23	24	+ 4.3%	299	317	+ 6.0%
Median Sales Price*	\$428,000	\$430,000	+ 0.5%	\$430,000	\$450,000	+ 4.7%
Inventory of Homes for Sale	63	73	+ 15.9%	--	--	--
Months Supply of Inventory	2.0	2.2	+ 10.0%	--	--	--
Cumulative Days on Market Until Sale	29	68	+ 134.5%	34	38	+ 11.8%
Percent of Original List Price Received*	99.2%	98.5%	- 0.7%	100.4%	100.9%	+ 0.5%
New Listings	47	45	- 4.3%	402	420	+ 4.5%

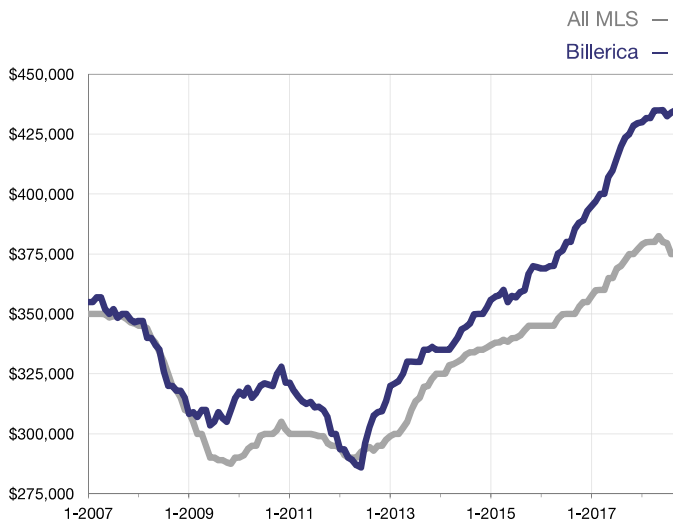
* Does not account for seller concessions. | Activity for one month can sometimes look extreme due to small sample size.

Condominium Properties

Key Metrics	October			Year to Date		
	2017	2018	+ / -	2017	2018	+ / -
Pending Sales	5	10	+ 100.0%	57	70	+ 22.8%
Closed Sales	7	8	+ 14.3%	49	71	+ 44.9%
Median Sales Price*	\$299,000	\$316,000	+ 5.7%	\$245,000	\$317,000	+ 29.4%
Inventory of Homes for Sale	4	8	+ 100.0%	--	--	--
Months Supply of Inventory	0.7	1.2	+ 71.4%	--	--	--
Cumulative Days on Market Until Sale	27	15	- 44.4%	26	22	- 15.4%
Percent of Original List Price Received*	98.1%	99.7%	+ 1.6%	100.5%	101.8%	+ 1.3%
New Listings	4	10	+ 150.0%	66	79	+ 19.7%

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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 – October 2018

A RESEARCH TOOL PROVIDED BY THE MASSACHUSETTS ASSOCIATION OF REALTORS®

Boxford

Single-Family Properties

	October			Year to Date		
Key Metrics	2017	2018	+ / -	2017	2018	+ / -
Pending Sales	11	8	- 27.3%	111	100	- 9.9%
Closed Sales	8	7	- 12.5%	99	98	- 1.0%
Median Sales Price*	\$657,500	\$630,000	- 4.2%	\$638,000	\$687,500	+ 7.8%
Inventory of Homes for Sale	54	32	- 40.7%	--	--	--
Months Supply of Inventory	5.4	3.0	- 44.4%	--	--	--
Cumulative Days on Market Until Sale	114	44	- 61.4%	81	104	+ 28.4%
Percent of Original List Price Received*	94.8%	100.0%	+ 5.5%	96.9%	96.3%	- 0.6%
New Listings	16	6	- 62.5%	170	132	- 22.4%

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

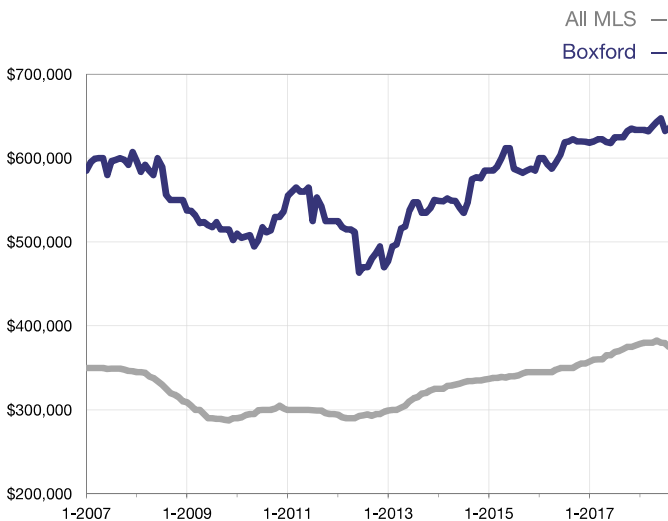
Condominium Properties

	October			Year to Date		
Key Metrics	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	--	2	0	- 100.0%

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

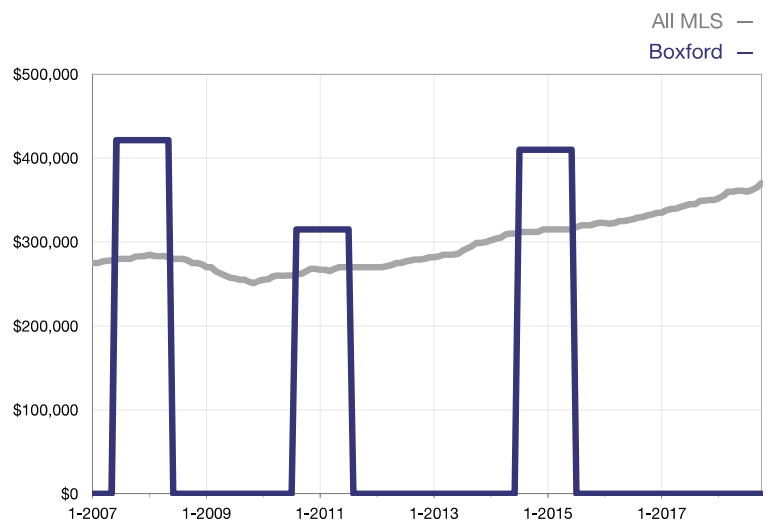
Median Sales Price – Single-Family Properties

Rolling 12-Month Calculation



Median Sales Price – Condominium Properties

Rolling 12-Month Calculation



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Local Market Update – October 2018

A RESEARCH TOOL PROVIDED BY THE MASSACHUSETTS ASSOCIATION OF REALTORS®

Carlisle

Single-Family Properties

Key Metrics	October			Year to Date		
	2017	2018	+ / -	2017	2018	+ / -
Pending Sales	3	7	+ 133.3%	66	67	+ 1.5%
Closed Sales	7	6	- 14.3%	66	65	- 1.5%
Median Sales Price*	\$728,500	\$919,500	+ 26.2%	\$834,500	\$900,000	+ 7.8%
Inventory of Homes for Sale	25	28	+ 12.0%	--	--	--
Months Supply of Inventory	3.7	4.5	+ 21.6%	--	--	--
Cumulative Days on Market Until Sale	51	48	- 5.9%	73	78	+ 6.8%
Percent of Original List Price Received*	97.8%	97.9%	+ 0.1%	95.8%	96.7%	+ 0.9%
New Listings	6	7	+ 16.7%	87	115	+ 32.2%

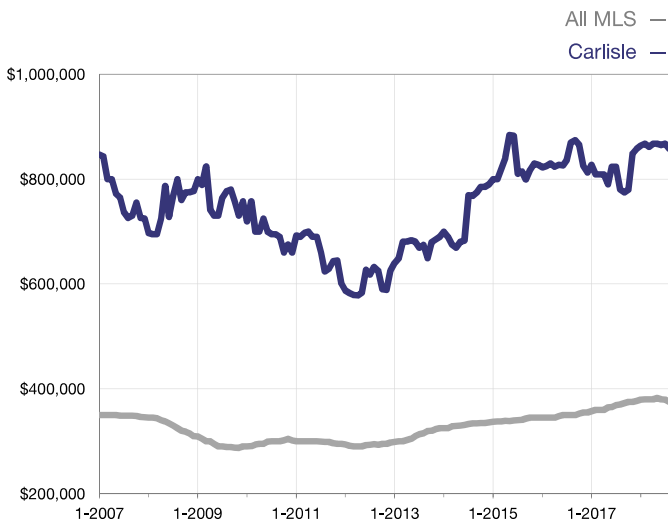
* Does not account for seller concessions. | Activity for one month can sometimes look extreme due to small sample size.

Condominium Properties

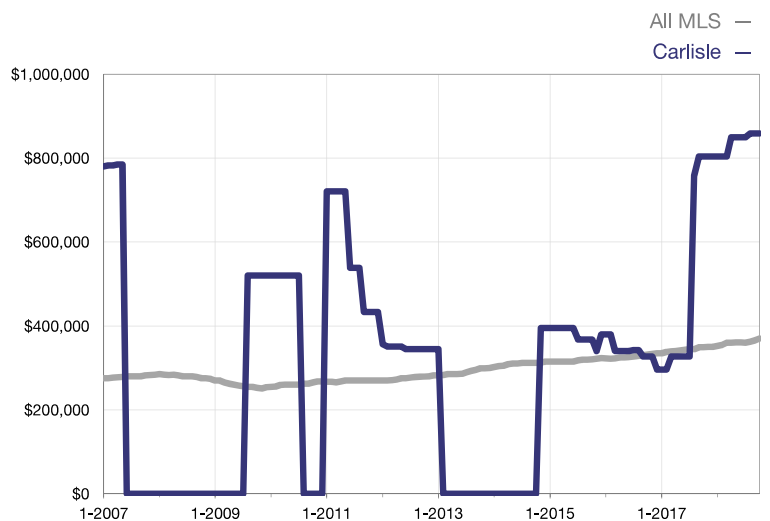
Key Metrics	October			Year to Date		
	2017	2018	+ / -	2017	2018	+ / -
Pending Sales	0	0	--	2	8	+ 300.0%
Closed Sales	0	0	--	2	1	- 50.0%
Median Sales Price*	\$0	\$0	--	\$804,000	\$859,000	+ 6.8%
Inventory of Homes for Sale	1	2	+ 100.0%	--	--	--
Months Supply of Inventory	0.5	2.0	+ 300.0%	--	--	--
Cumulative 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 – October 2018

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Chelmsford

Single-Family Properties

Key Metrics	October			Year to Date		
	2017	2018	+ / -	2017	2018	+ / -
Pending Sales	30	30	0.0%	309	284	- 8.1%
Closed Sales	30	28	- 6.7%	303	268	- 11.6%
Median Sales Price*	\$390,750	\$430,500	+ 10.2%	\$415,000	\$450,500	+ 8.6%
Inventory of Homes for Sale	35	73	+ 108.6%	--	--	--
Months Supply of Inventory	1.2	2.8	+ 133.3%	--	--	--
Cumulative Days on Market Until Sale	32	41	+ 28.1%	50	37	- 26.0%
Percent of Original List Price Received*	97.7%	96.9%	- 0.8%	99.7%	99.8%	+ 0.1%
New Listings	28	34	+ 21.4%	351	379	+ 8.0%

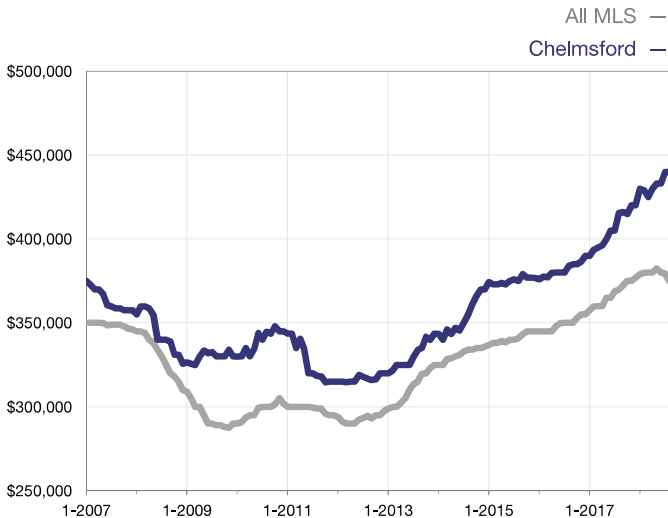
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Condominium Properties

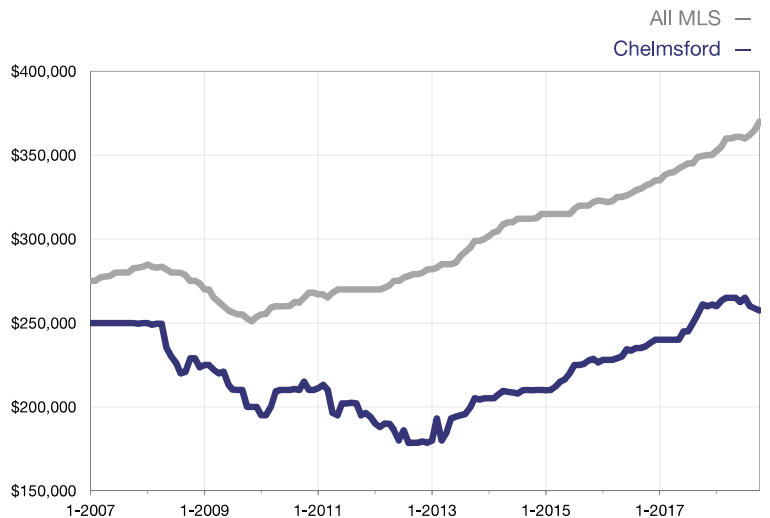
Key Metrics	October			Year to Date		
	2017	2018	+ / -	2017	2018	+ / -
Pending Sales	17	12	- 29.4%	157	160	+ 1.9%
Closed Sales	11	18	+ 63.6%	141	156	+ 10.6%
Median Sales Price*	\$265,000	\$286,250	+ 8.0%	\$262,500	\$284,000	+ 8.2%
Inventory of Homes for Sale	16	25	+ 56.3%	--	--	--
Months Supply of Inventory	1.1	1.6	+ 45.5%	--	--	--
Cumulative Days on Market Until Sale	21	48	+ 128.6%	26	36	+ 38.5%
Percent of Original List Price Received*	99.4%	99.5%	+ 0.1%	99.2%	99.9%	+ 0.7%
New Listings	15	19	+ 26.7%	173	202	+ 16.8%

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

Median Sales Price – Single-Family Properties Rolling 12-Month Calculation



Median Sales Price – Condominium Properties Rolling 12-Month Calculation



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Local Market Update – October 2018

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Dracut

Single-Family Properties

Key Metrics	October			Year to Date		
	2017	2018	+ / -	2017	2018	+ / -
Pending Sales	23	40	+ 73.9%	288	281	- 2.4%
Closed Sales	43	29	- 32.6%	269	270	+ 0.4%
Median Sales Price*	\$345,000	\$395,000	+ 14.5%	\$345,000	\$365,000	+ 5.8%
Inventory of Homes for Sale	49	32	- 34.7%	--	--	--
Months Supply of Inventory	1.8	1.2	- 33.3%	--	--	--
Cumulative Days on Market Until Sale	45	42	- 6.7%	51	41	- 19.6%
Percent of Original List Price Received*	99.1%	98.6%	- 0.5%	99.4%	99.7%	+ 0.3%
New Listings	31	25	- 19.4%	331	317	- 4.2%

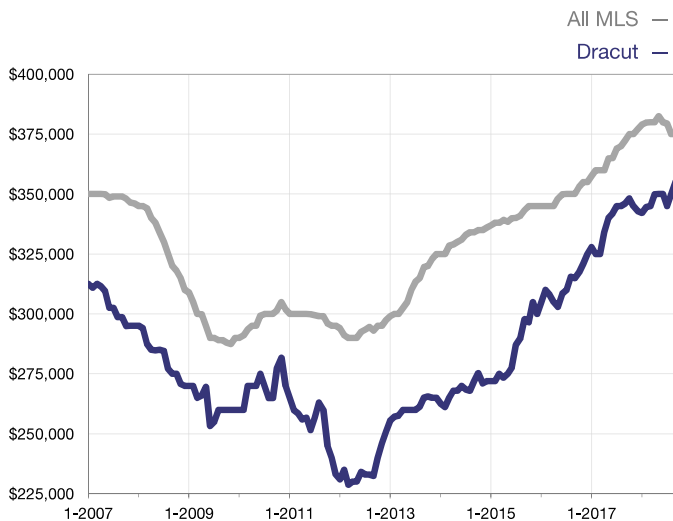
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Condominium Properties

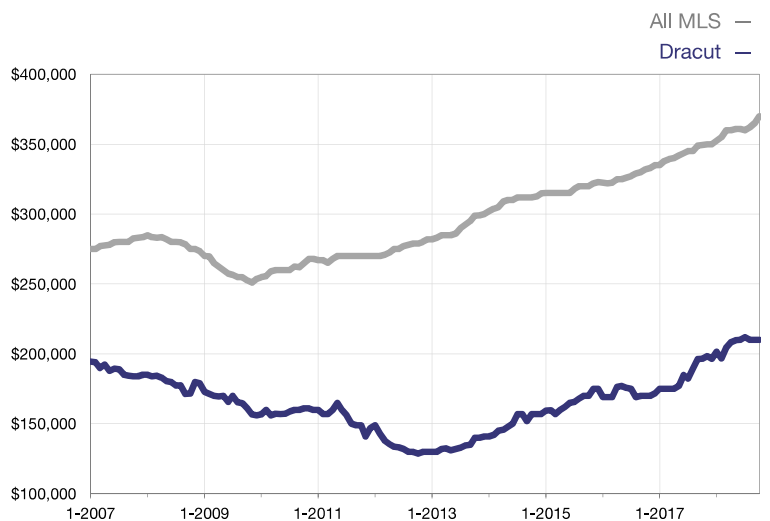
Key Metrics	October			Year to Date		
	2017	2018	+ / -	2017	2018	+ / -
Pending Sales	14	13	- 7.1%	165	171	+ 3.6%
Closed Sales	11	21	+ 90.9%	147	168	+ 14.3%
Median Sales Price*	\$250,000	\$210,000	- 16.0%	\$199,900	\$215,000	+ 7.6%
Inventory of Homes for Sale	17	14	- 17.6%	--	--	--
Months Supply of Inventory	1.2	0.9	- 25.0%	--	--	--
Cumulative Days on Market Until Sale	26	45	+ 73.1%	35	37	+ 5.7%
Percent of Original List Price Received*	102.4%	99.3%	- 3.0%	101.3%	100.0%	- 1.3%
New Listings	17	16	- 5.9%	181	179	- 1.1%

* 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 – October 2018

A RESEARCH TOOL PROVIDED BY THE MASSACHUSETTS ASSOCIATION OF REALTORS®

Dunstable

Single-Family Properties

Key Metrics	October			Year to Date		
	2017	2018	+ / -	2017	2018	+ / -
Pending Sales	2	3	+ 50.0%	45	48	+ 6.7%
Closed Sales	4	6	+ 50.0%	41	41	0.0%
Median Sales Price*	\$504,950	\$589,450	+ 16.7%	\$490,000	\$575,000	+ 17.3%
Inventory of Homes for Sale	11	16	+ 45.5%	--	--	--
Months Supply of Inventory	2.9	3.7	+ 27.6%	--	--	--
Cumulative Days on Market Until Sale	108	79	- 26.9%	92	56	- 39.1%
Percent of Original List Price Received*	95.0%	96.2%	+ 1.3%	97.2%	99.5%	+ 2.4%
New Listings	2	5	+ 150.0%	51	64	+ 25.5%

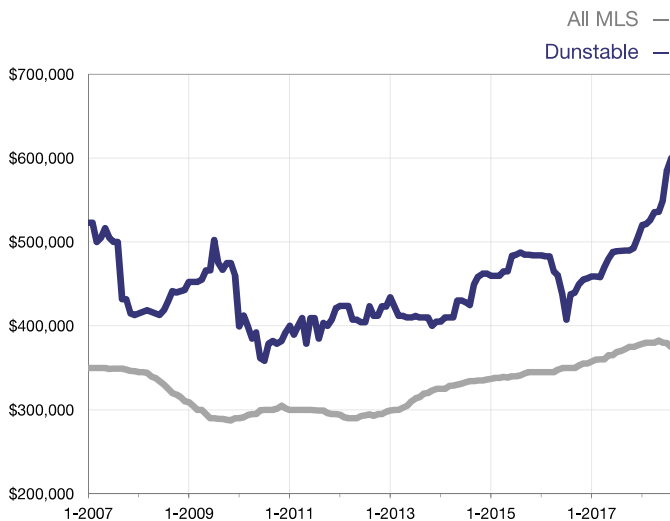
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Condominium Properties

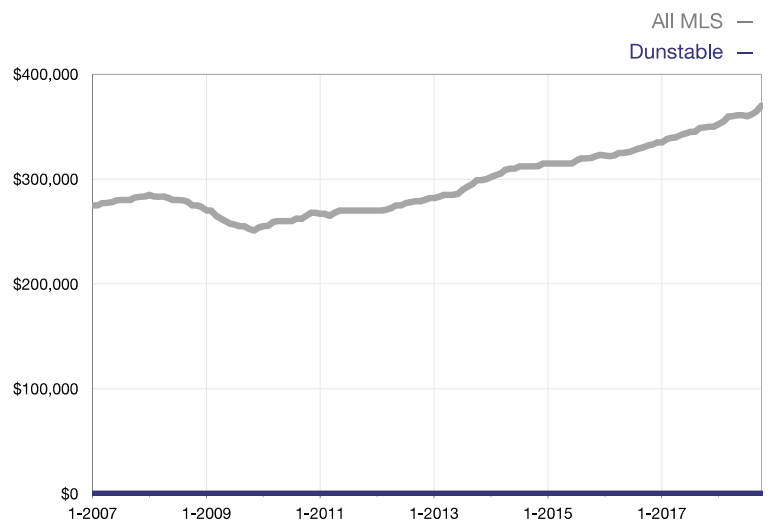
Key Metrics	October			Year to Date		
	2017	2018	+ / -	2017	2018	+ / -
Pending Sales	0	0	--	0	0	--
Closed Sales	0	0	--	0	0	--
Median Sales Price*	\$0	\$0	--	\$0	\$0	--
Inventory of Homes for Sale	0	0	--	--	--	--
Months Supply of Inventory	0.0	0.0	--	--	--	--
Cumulative Days on Market Until Sale	0	0	--	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



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Local Market Update – October 2018

A RESEARCH TOOL PROVIDED BY THE MASSACHUSETTS ASSOCIATION OF REALTORS®

Lawrence

Single-Family Properties

Key Metrics	October			Year to Date		
	2017	2018	+ / -	2017	2018	+ / -
Pending Sales	18	27	+ 50.0%	187	207	+ 10.7%
Closed Sales	26	25	- 3.8%	186	183	- 1.6%
Median Sales Price*	\$267,000	\$270,000	+ 1.1%	\$251,000	\$280,000	+ 11.6%
Inventory of Homes for Sale	48	37	- 22.9%	--	--	--
Months Supply of Inventory	2.5	2.0	- 20.0%	--	--	--
Cumulative Days on Market Until Sale	36	29	- 19.4%	45	40	- 11.1%
Percent of Original List Price Received*	98.9%	99.6%	+ 0.7%	98.8%	101.1%	+ 2.3%
New Listings	25	27	+ 8.0%	241	255	+ 5.8%

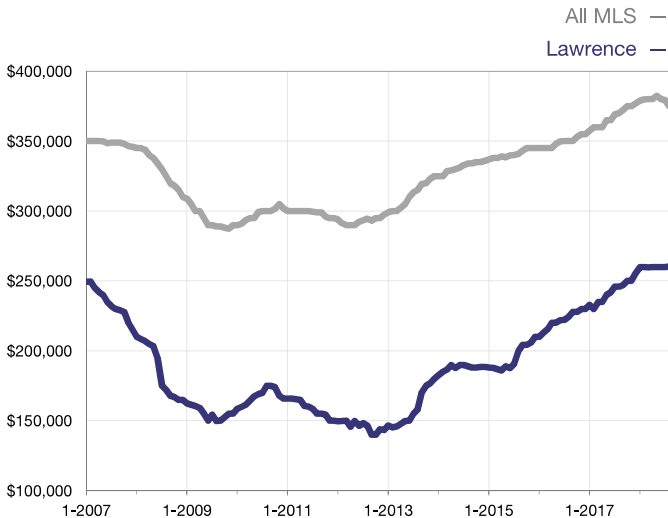
* Does not account for seller concessions. | Activity for one month can sometimes look extreme due to small sample size.

Condominium Properties

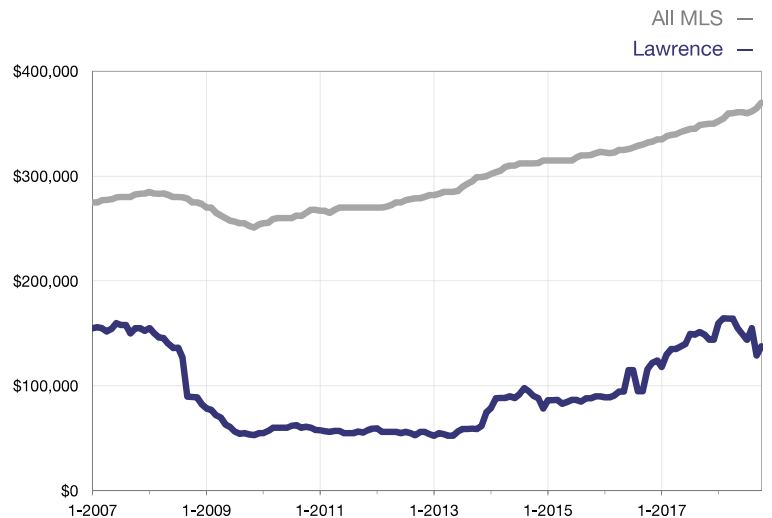
Key Metrics	October			Year to Date		
	2017	2018	+ / -	2017	2018	+ / -
Pending Sales	5	4	- 20.0%	68	69	+ 1.5%
Closed Sales	11	11	0.0%	71	68	- 4.2%
Median Sales Price*	\$117,000	\$215,000	+ 83.8%	\$144,000	\$156,000	+ 8.3%
Inventory of Homes for Sale	29	9	- 69.0%	--	--	--
Months Supply of Inventory	4.2	1.3	- 69.0%	--	--	--
Cumulative Days on Market Until Sale	55	45	- 18.2%	41	42	+ 2.4%
Percent of Original List Price Received*	98.3%	98.0%	- 0.3%	99.5%	99.8%	+ 0.3%
New Listings	10	1	- 90.0%	97	85	- 12.4%

* 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 – October 2018

A RESEARCH TOOL PROVIDED BY THE MASSACHUSETTS ASSOCIATION OF REALTORS®

Littleton

Single-Family Properties

Key Metrics	October			Year to Date		
	2017	2018	+ / -	2017	2018	+ / -
Pending Sales	19	11	- 42.1%	120	105	- 12.5%
Closed Sales	13	7	- 46.2%	110	106	- 3.6%
Median Sales Price*	\$460,000	\$499,900	+ 8.7%	\$493,292	\$552,500	+ 12.0%
Inventory of Homes for Sale	35	30	- 14.3%	--	--	--
Months Supply of Inventory	3.0	2.7	- 10.0%	--	--	--
Cumulative Days on Market Until Sale	72	35	- 51.4%	57	65	+ 14.0%
Percent of Original List Price Received*	97.2%	99.0%	+ 1.9%	98.7%	98.4%	- 0.3%
New Listings	18	16	- 11.1%	170	139	- 18.2%

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

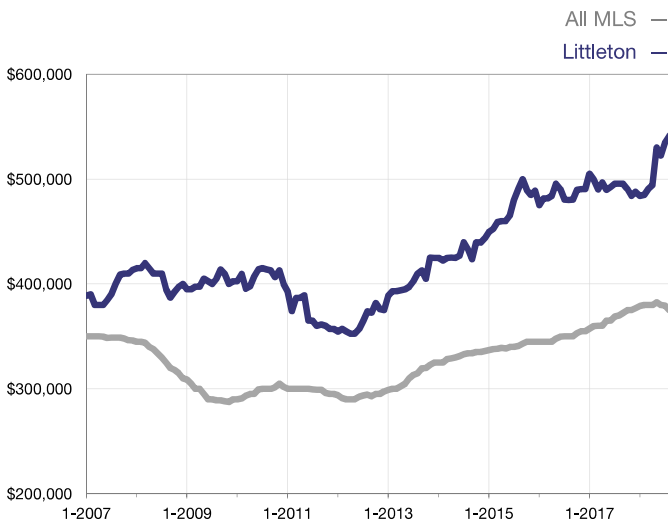
Condominium Properties

Key Metrics	October			Year to Date		
	2017	2018	+ / -	2017	2018	+ / -
Pending Sales	1	1	0.0%	4	6	+ 50.0%
Closed Sales	0	0	--	4	6	+ 50.0%
Median Sales Price*	\$0	\$0	--	\$337,000	\$318,750	- 5.4%
Inventory of Homes for Sale	1	2	+ 100.0%	--	--	--
Months Supply of Inventory	0.8	1.3	+ 62.5%	--	--	--
Cumulative Days on Market Until Sale	0	0	--	185	51	- 72.4%
Percent of Original List Price Received*	0.0%	0.0%	--	96.2%	96.7%	+ 0.5%
New Listings	0	1	--	5	8	+ 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 – October 2018

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Lowell

Single-Family Properties

Key Metrics	October			Year to Date		
	2017	2018	+ / -	2017	2018	+ / -
Pending Sales	45	62	+ 37.8%	461	483	+ 4.8%
Closed Sales	46	56	+ 21.7%	446	437	- 2.0%
Median Sales Price*	\$272,500	\$307,500	+ 12.8%	\$279,500	\$302,831	+ 8.3%
Inventory of Homes for Sale	90	83	- 7.8%	--	--	--
Months Supply of Inventory	2.0	1.9	- 5.0%	--	--	--
Cumulative Days on Market Until Sale	39	32	- 17.9%	47	35	- 25.5%
Percent of Original List Price Received*	99.2%	97.7%	- 1.5%	98.8%	99.2%	+ 0.4%
New Listings	53	66	+ 24.5%	538	597	+ 11.0%

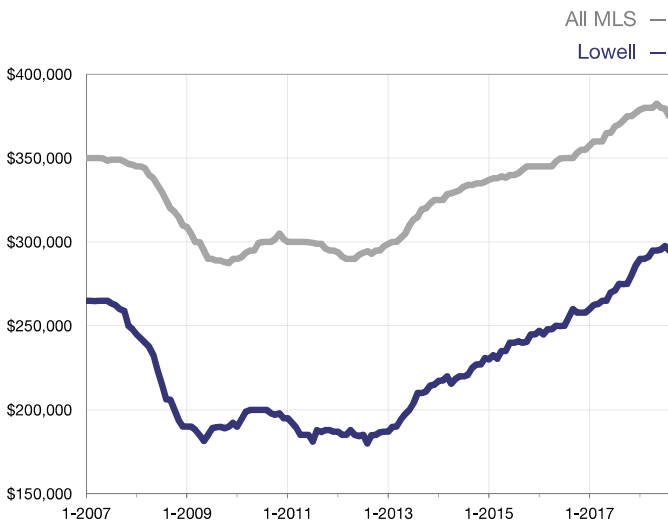
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Condominium Properties

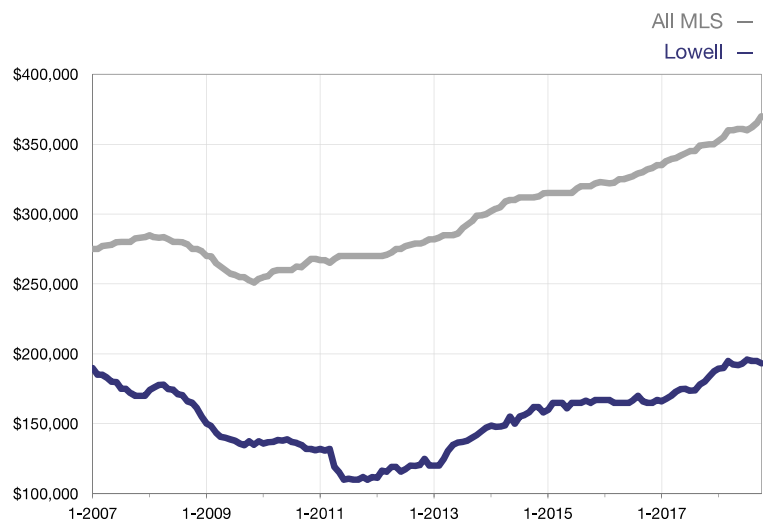
Key Metrics	October			Year to Date		
	2017	2018	+ / -	2017	2018	+ / -
Pending Sales	30	23	- 23.3%	293	314	+ 7.2%
Closed Sales	30	35	+ 16.7%	285	308	+ 8.1%
Median Sales Price*	\$203,450	\$224,900	+ 10.5%	\$184,700	\$197,700	+ 7.0%
Inventory of Homes for Sale	63	52	- 17.5%	--	--	--
Months Supply of Inventory	2.3	1.7	- 26.1%	--	--	--
Cumulative Days on Market Until Sale	28	30	+ 7.1%	37	36	- 2.7%
Percent of Original List Price Received*	98.0%	99.4%	+ 1.4%	98.9%	99.0%	+ 0.1%
New Listings	30	23	- 23.3%	388	386	- 0.5%

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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 – October 2018

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Methuen

Single-Family Properties

Key Metrics	October			Year to Date		
	2017	2018	+ / -	2017	2018	+ / -
Pending Sales	48	46	- 4.2%	422	402	- 4.7%
Closed Sales	46	45	- 2.2%	395	384	- 2.8%
Median Sales Price*	\$327,500	\$345,000	+ 5.3%	\$340,000	\$360,000	+ 5.9%
Inventory of Homes for Sale	83	94	+ 13.3%	--	--	--
Months Supply of Inventory	2.1	2.4	+ 14.3%	--	--	--
Cumulative Days on Market Until Sale	39	47	+ 20.5%	44	43	- 2.3%
Percent of Original List Price Received*	97.6%	97.2%	- 0.4%	99.1%	99.0%	- 0.1%
New Listings	50	62	+ 24.0%	532	521	- 2.1%

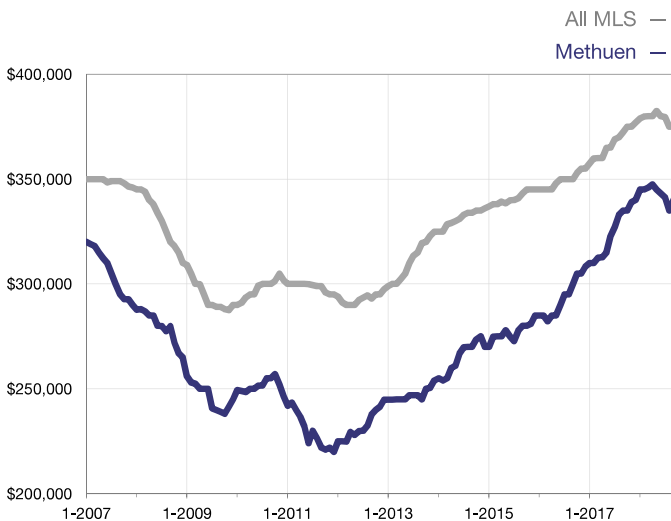
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Condominium Properties

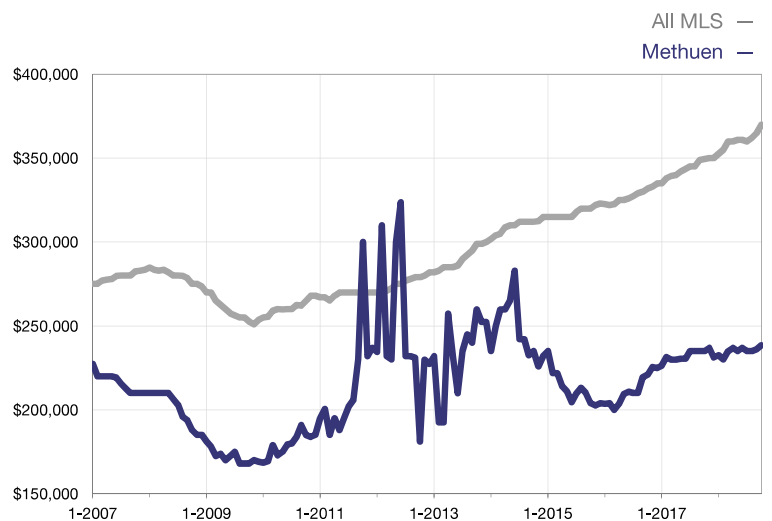
Key Metrics	October			Year to Date		
	2017	2018	+ / -	2017	2018	+ / -
Pending Sales	20	12	- 40.0%	144	138	- 4.2%
Closed Sales	8	15	+ 87.5%	134	142	+ 6.0%
Median Sales Price*	\$186,750	\$205,000	+ 9.8%	\$235,000	\$250,000	+ 6.4%
Inventory of Homes for Sale	33	28	- 15.2%	--	--	--
Months Supply of Inventory	2.4	1.9	- 20.8%	--	--	--
Cumulative Days on Market Until Sale	33	77	+ 133.3%	53	64	+ 20.8%
Percent of Original List Price Received*	98.3%	97.9%	- 0.4%	99.2%	100.0%	+ 0.8%
New Listings	17	15	- 11.8%	163	159	- 2.5%

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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 – October 2018

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North Andover

Single-Family Properties

Key Metrics	October			Year to Date		
	2017	2018	+ / -	2017	2018	+ / -
Pending Sales	20	27	+ 35.0%	219	216	- 1.4%
Closed Sales	27	12	- 55.6%	213	203	- 4.7%
Median Sales Price*	\$568,500	\$585,000	+ 2.9%	\$570,000	\$583,000	+ 2.3%
Inventory of Homes for Sale	52	70	+ 34.6%	--	--	--
Months Supply of Inventory	2.5	3.4	+ 36.0%	--	--	--
Cumulative Days on Market Until Sale	54	42	- 22.2%	53	53	0.0%
Percent of Original List Price Received*	98.5%	99.3%	+ 0.8%	98.2%	98.4%	+ 0.2%
New Listings	29	32	+ 10.3%	282	305	+ 8.2%

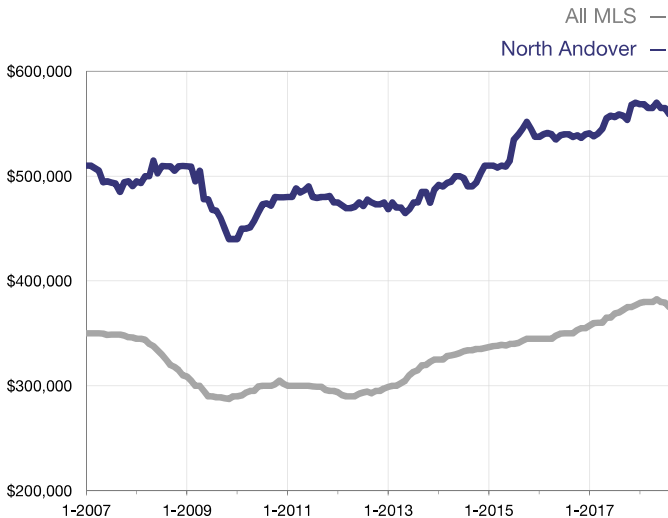
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Condominium Properties

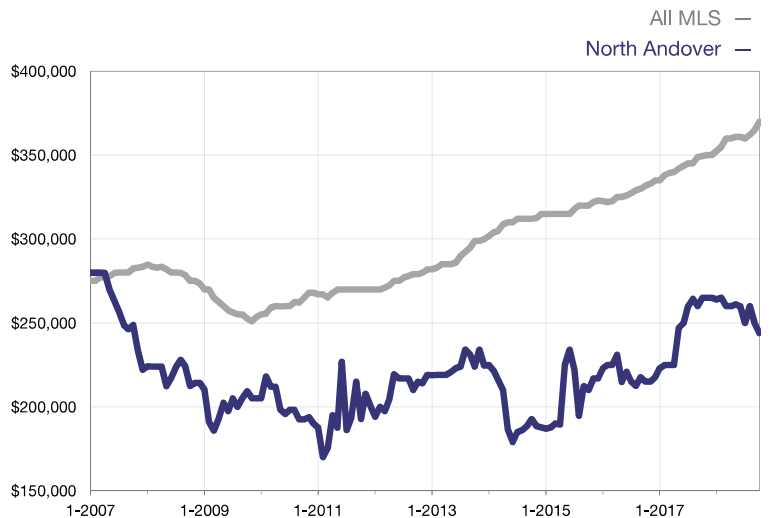
Key Metrics	October			Year to Date		
	2017	2018	+ / -	2017	2018	+ / -
Pending Sales	11	6	- 45.5%	156	154	- 1.3%
Closed Sales	14	17	+ 21.4%	144	161	+ 11.8%
Median Sales Price*	\$272,750	\$307,000	+ 12.6%	\$265,000	\$269,900	+ 1.8%
Inventory of Homes for Sale	24	21	- 12.5%	--	--	--
Months Supply of Inventory	1.7	1.4	- 17.6%	--	--	--
Cumulative Days on Market Until Sale	38	26	- 31.6%	43	36	- 16.3%
Percent of Original List Price Received*	105.1%	99.4%	- 5.4%	100.3%	99.4%	- 0.9%
New Listings	18	11	- 38.9%	171	180	+ 5.3%

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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 – October 2018

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Tewksbury

Single-Family Properties

Key Metrics	October			Year to Date		
	2017	2018	+ / -	2017	2018	+ / -
Pending Sales	27	28	+ 3.7%	248	256	+ 3.2%
Closed Sales	33	28	- 15.2%	234	250	+ 6.8%
Median Sales Price*	\$460,000	\$424,950	- 7.6%	\$423,500	\$439,950	+ 3.9%
Inventory of Homes for Sale	34	37	+ 8.8%	--	--	--
Months Supply of Inventory	1.4	1.5	+ 7.1%	--	--	--
Cumulative Days on Market Until Sale	35	49	+ 40.0%	35	37	+ 5.7%
Percent of Original List Price Received*	100.1%	98.4%	- 1.7%	100.8%	100.6%	- 0.2%
New Listings	24	28	+ 16.7%	298	299	+ 0.3%

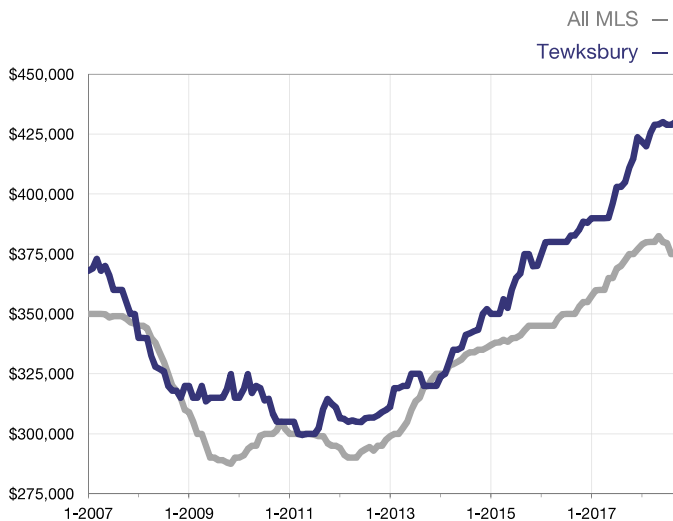
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Condominium Properties

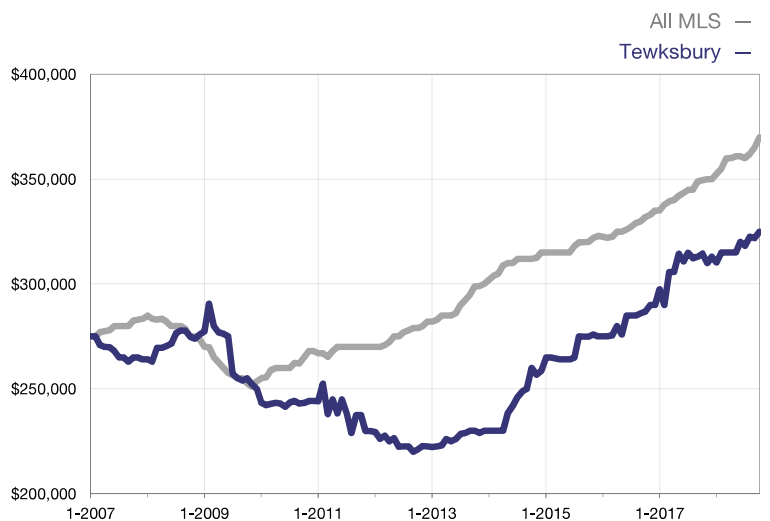
Key Metrics	October			Year to Date		
	2017	2018	+ / -	2017	2018	+ / -
Pending Sales	10	10	0.0%	114	118	+ 3.5%
Closed Sales	12	12	0.0%	118	103	- 12.7%
Median Sales Price*	\$308,250	\$322,500	+ 4.6%	\$313,750	\$330,000	+ 5.2%
Inventory of Homes for Sale	10	14	+ 40.0%	--	--	--
Months Supply of Inventory	0.8	1.4	+ 75.0%	--	--	--
Cumulative Days on Market Until Sale	36	22	- 38.9%	22	30	+ 36.4%
Percent of Original List Price Received*	101.2%	99.2%	- 2.0%	101.7%	100.9%	- 0.8%
New Listings	10	14	+ 40.0%	134	135	+ 0.7%

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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 – October 2018

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Tyngsborough

Single-Family Properties

Key Metrics	October			Year to Date		
	2017	2018	+ / -	2017	2018	+ / -
Pending Sales	9	10	+ 11.1%	94	98	+ 4.3%
Closed Sales	5	11	+ 120.0%	82	93	+ 13.4%
Median Sales Price*	\$334,000	\$500,000	+ 49.7%	\$407,450	\$430,000	+ 5.5%
Inventory of Homes for Sale	17	31	+ 82.4%	--	--	--
Months Supply of Inventory	1.9	3.3	+ 73.7%	--	--	--
Cumulative Days on Market Until Sale	64	34	- 46.9%	66	33	- 50.0%
Percent of Original List Price Received*	98.3%	101.6%	+ 3.4%	97.7%	98.5%	+ 0.8%
New Listings	8	13	+ 62.5%	104	136	+ 30.8%

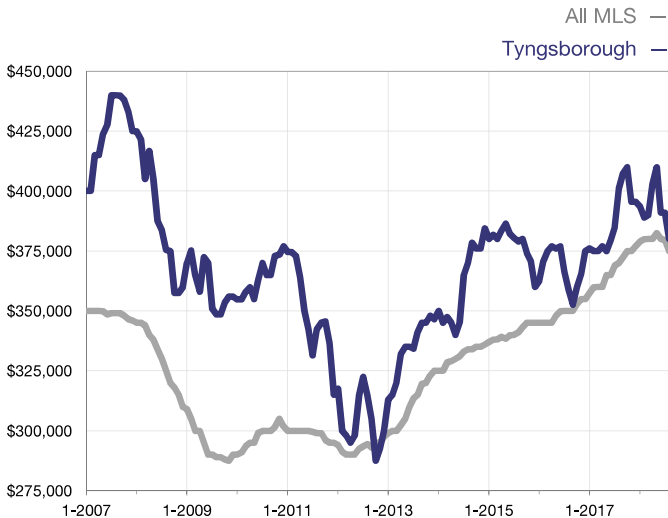
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Condominium Properties

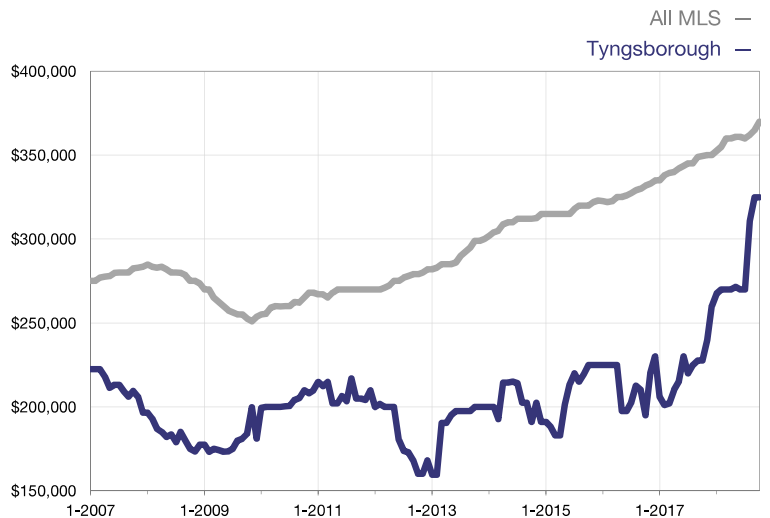
Key Metrics	October			Year to Date		
	2017	2018	+ / -	2017	2018	+ / -
Pending Sales	5	8	+ 60.0%	52	81	+ 55.8%
Closed Sales	2	3	+ 50.0%	56	59	+ 5.4%
Median Sales Price*	\$279,900	\$337,000	+ 20.4%	\$222,500	\$293,674	+ 32.0%
Inventory of Homes for Sale	9	8	- 11.1%	--	--	--
Months Supply of Inventory	1.6	1.3	- 18.8%	--	--	--
Cumulative Days on Market Until Sale	146	109	- 25.3%	53	43	- 18.9%
Percent of Original List Price Received*	101.4%	98.1%	- 3.3%	99.4%	99.6%	+ 0.2%
New Listings	6	11	+ 83.3%	56	89	+ 58.9%

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Median Sales Price – Single-Family Properties Rolling 12-Month Calculation



Median Sales Price – Condominium Properties Rolling 12-Month Calculation



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Local Market Update – October 2018

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Westford

Single-Family Properties

Key Metrics	October			Year to Date		
	2017	2018	+ / -	2017	2018	+ / -
Pending Sales	19	11	- 42.1%	221	231	+ 4.5%
Closed Sales	22	18	- 18.2%	213	225	+ 5.6%
Median Sales Price*	\$512,000	\$541,000	+ 5.7%	\$575,000	\$590,000	+ 2.6%
Inventory of Homes for Sale	52	53	+ 1.9%	--	--	--
Months Supply of Inventory	2.6	2.5	- 3.8%	--	--	--
Cumulative Days on Market Until Sale	57	45	- 21.1%	66	45	- 31.8%
Percent of Original List Price Received*	91.9%	97.7%	+ 6.3%	97.1%	98.9%	+ 1.9%
New Listings	19	18	- 5.3%	277	304	+ 9.7%

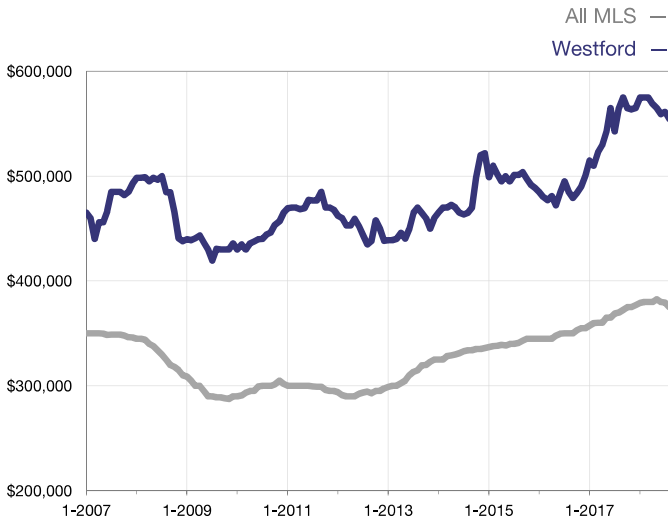
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Condominium Properties

Key Metrics	October			Year to Date		
	2017	2018	+ / -	2017	2018	+ / -
Pending Sales	3	5	+ 66.7%	42	51	+ 21.4%
Closed Sales	4	4	0.0%	39	49	+ 25.6%
Median Sales Price*	\$346,500	\$316,000	- 8.8%	\$377,000	\$386,500	+ 2.5%
Inventory of Homes for Sale	13	12	- 7.7%	--	--	--
Months Supply of Inventory	3.0	2.5	- 16.7%	--	--	--
Cumulative Days on Market Until Sale	46	65	+ 41.3%	64	42	- 34.4%
Percent of Original List Price Received*	95.9%	93.8%	- 2.2%	98.6%	98.9%	+ 0.3%
New Listings	4	10	+ 150.0%	60	71	+ 18.3%

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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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