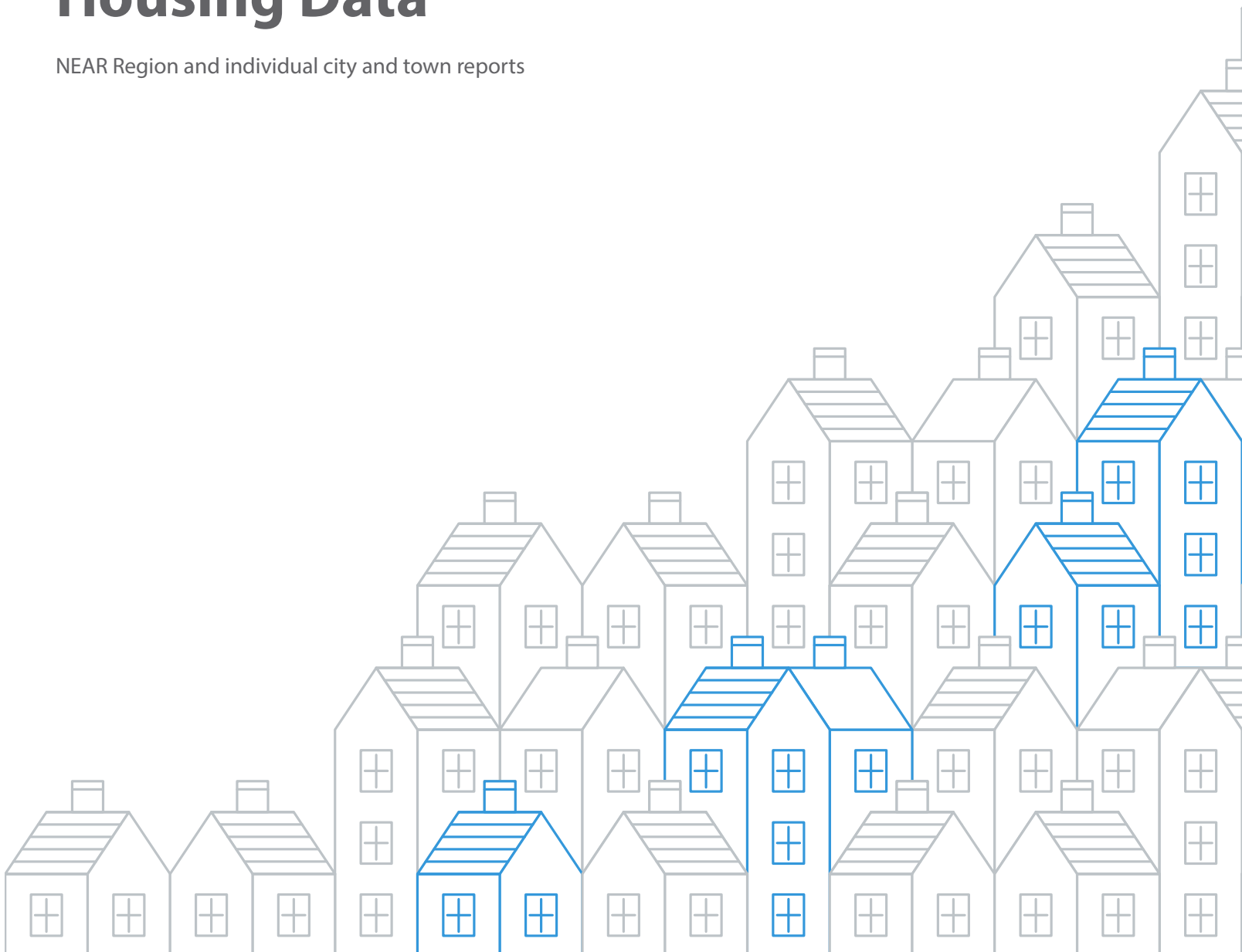


November 2018

Housing Data

NEAR Region and individual city and town reports



Local Market Update – November 2018

A RESEARCH TOOL PROVIDED BY THE MASSACHUSETTS ASSOCIATION OF REALTORS®



Northeast Association of REALTORS®

- 6.1%

Year-Over-Year
Change in
Closed Sales
All Properties

+ 3.9%

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

- 2.1%

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

Single-Family Properties

	November			Year to Date		
	2017	2018	+ / -	2017	2018	+ / -
Pending Sales	279	305	+ 9.3%	3,736	3,688	- 1.3%
Closed Sales	338	351	+ 3.8%	3,615	3,596	- 0.5%
Median Sales Price*	\$403,500	\$407,500	+ 1.0%	\$401,000	\$430,939	+ 7.5%
Inventory of Homes for Sale	633	623	- 1.6%	--	--	--
Months Supply of Inventory	1.9	1.9	- 0.7%	--	--	--
Cumulative Days on Market Until Sale	48	49	+ 2.0%	50	45	- 10.6%
Percent of Original List Price Received*	97.7%	97.1%	- 0.6%	98.8%	99.1%	+ 0.3%
New Listings	290	279	- 3.8%	4,552	4,709	+ 3.4%

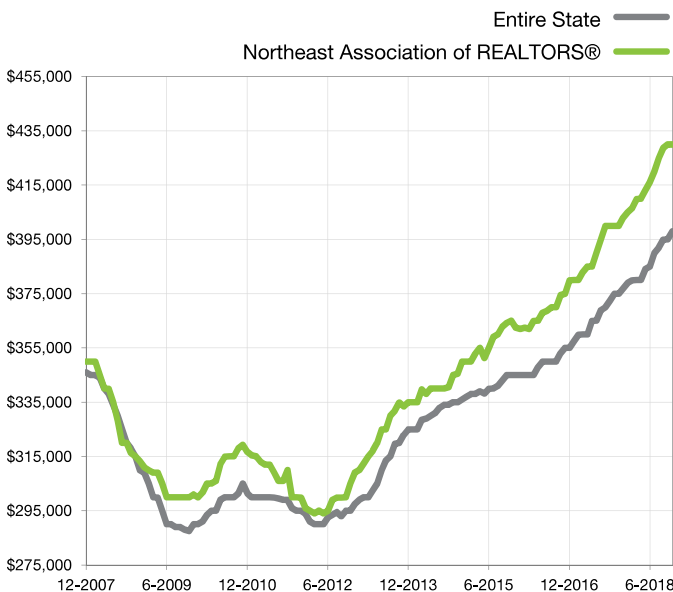
Condominium Properties

	November			Year to Date		
	2017	2018	+ / -	2017	2018	+ / -
Pending Sales	104	105	+ 1.0%	1,491	1,572	+ 5.4%
Closed Sales	154	111	- 27.9%	1,466	1,535	+ 4.7%
Median Sales Price*	\$245,000	\$269,950	+ 10.2%	\$235,000	\$250,000	+ 6.4%
Inventory of Homes for Sale	237	229	- 3.4%	--	--	--
Months Supply of Inventory	1.8	1.7	- 7.2%	--	--	--
Cumulative Days on Market Until Sale	50	45	- 10.6%	41	41	- 0.2%
Percent of Original List Price Received*	100.0%	98.7%	- 1.3%	99.8%	99.7%	- 0.1%
New Listings	120	130	+ 8.3%	1,780	1,881	+ 5.7%

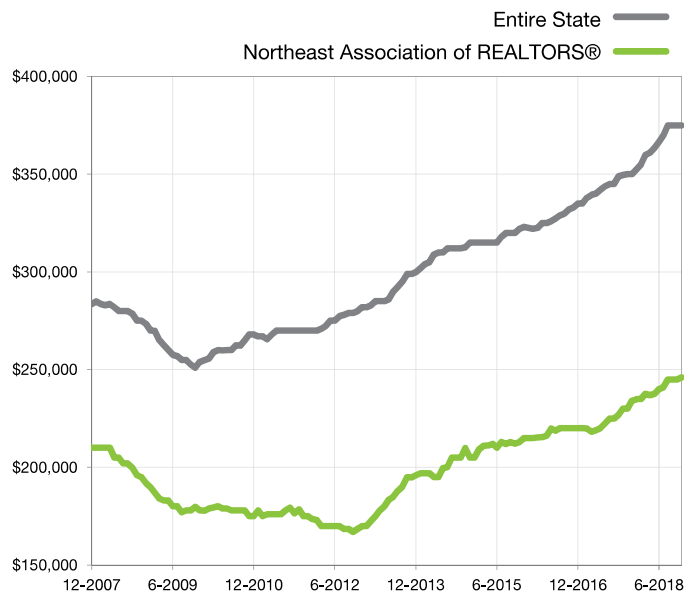
* Does not account for seller concessions. | Activity for one month can sometimes look extreme due to small sample size.

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 – November 2018

A RESEARCH TOOL PROVIDED BY THE MASSACHUSETTS ASSOCIATION OF REALTORS®

Andover

Single-Family Properties

Key Metrics	November			Year to Date		
	2017	2018	+ / -	2017	2018	+ / -
Pending Sales	26	26	0.0%	363	320	- 11.8%
Closed Sales	33	25	- 24.2%	355	326	- 8.2%
Median Sales Price*	\$570,000	\$595,000	+ 4.4%	\$642,000	\$665,000	+ 3.6%
Inventory of Homes for Sale	64	72	+ 12.5%	--	--	--
Months Supply of Inventory	2.0	2.5	+ 25.0%	--	--	--
Cumulative Days on Market Until Sale	49	71	+ 44.9%	54	49	- 9.3%
Percent of Original List Price Received*	99.5%	95.2%	- 4.3%	98.5%	98.2%	- 0.3%
New Listings	25	27	+ 8.0%	454	470	+ 3.5%

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

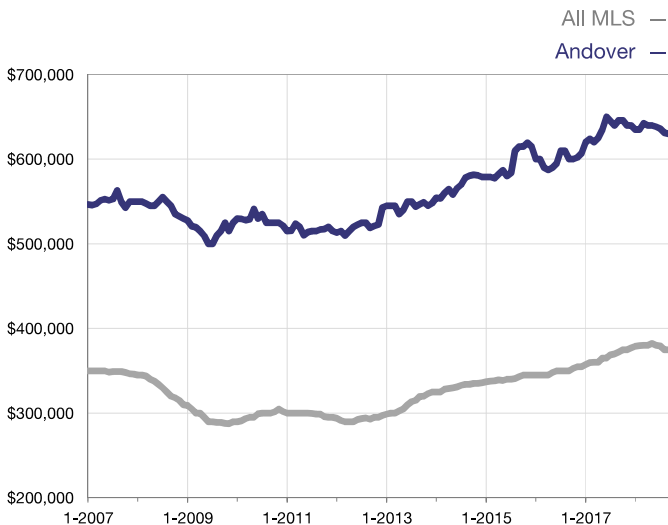
Condominium Properties

Key Metrics	November			Year to Date		
	2017	2018	+ / -	2017	2018	+ / -
Pending Sales	11	12	+ 9.1%	143	146	+ 2.1%
Closed Sales	13	14	+ 7.7%	134	141	+ 5.2%
Median Sales Price*	\$395,000	\$297,500	- 24.7%	\$289,450	\$311,000	+ 7.4%
Inventory of Homes for Sale	26	34	+ 30.8%	--	--	--
Months Supply of Inventory	2.3	2.6	+ 13.0%	--	--	--
Cumulative Days on Market Until Sale	95	90	- 5.3%	55	58	+ 5.5%
Percent of Original List Price Received*	99.0%	97.3%	- 1.7%	99.1%	100.2%	+ 1.1%
New Listings	11	18	+ 63.6%	172	187	+ 8.7%

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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 – November 2018

A RESEARCH TOOL PROVIDED BY THE MASSACHUSETTS ASSOCIATION OF REALTORS®

Billerica

Single-Family Properties

Key Metrics	November			Year to Date		
	2017	2018	+ / -	2017	2018	+ / -
Pending Sales	29	32	+ 10.3%	359	361	+ 0.6%
Closed Sales	38	33	- 13.2%	337	350	+ 3.9%
Median Sales Price*	\$428,250	\$475,000	+ 10.9%	\$430,000	\$450,000	+ 4.7%
Inventory of Homes for Sale	58	69	+ 19.0%	--	--	--
Months Supply of Inventory	1.9	2.1	+ 10.5%	--	--	--
Cumulative Days on Market Until Sale	51	48	- 5.9%	36	39	+ 8.3%
Percent of Original List Price Received*	99.4%	99.4%	0.0%	100.3%	100.7%	+ 0.4%
New Listings	33	36	+ 9.1%	434	457	+ 5.3%

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

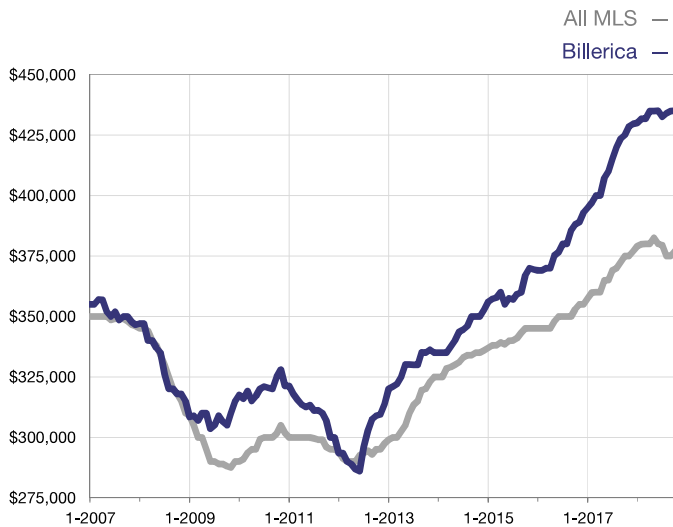
Condominium Properties

Key Metrics	November			Year to Date		
	2017	2018	+ / -	2017	2018	+ / -
Pending Sales	2	8	+ 300.0%	59	78	+ 32.2%
Closed Sales	6	12	+ 100.0%	55	84	+ 52.7%
Median Sales Price*	\$414,950	\$291,250	- 29.8%	\$274,000	\$315,000	+ 15.0%
Inventory of Homes for Sale	8	6	- 25.0%	--	--	--
Months Supply of Inventory	1.6	0.8	- 50.0%	--	--	--
Cumulative Days on Market Until Sale	15	25	+ 66.7%	25	22	- 12.0%
Percent of Original List Price Received*	100.8%	99.3%	- 1.5%	100.6%	101.4%	+ 0.8%
New Listings	6	9	+ 50.0%	73	88	+ 20.5%

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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 – November 2018

A RESEARCH TOOL PROVIDED BY THE MASSACHUSETTS ASSOCIATION OF REALTORS®

Boxford

Single-Family Properties

Key Metrics	November			Year to Date		
	2017	2018	+ / -	2017	2018	+ / -
Pending Sales	11	3	- 72.7%	122	103	- 15.6%
Closed Sales	16	12	- 25.0%	115	110	- 4.3%
Median Sales Price*	\$747,500	\$641,750	- 14.1%	\$639,000	\$685,500	+ 7.3%
Inventory of Homes for Sale	44	29	- 34.1%	--	--	--
Months Supply of Inventory	4.2	2.8	- 33.3%	--	--	--
Cumulative Days on Market Until Sale	95	118	+ 24.2%	83	105	+ 26.5%
Percent of Original List Price Received*	93.7%	92.9%	- 0.9%	96.5%	96.0%	- 0.5%
New Listings	11	4	- 63.6%	181	136	- 24.9%

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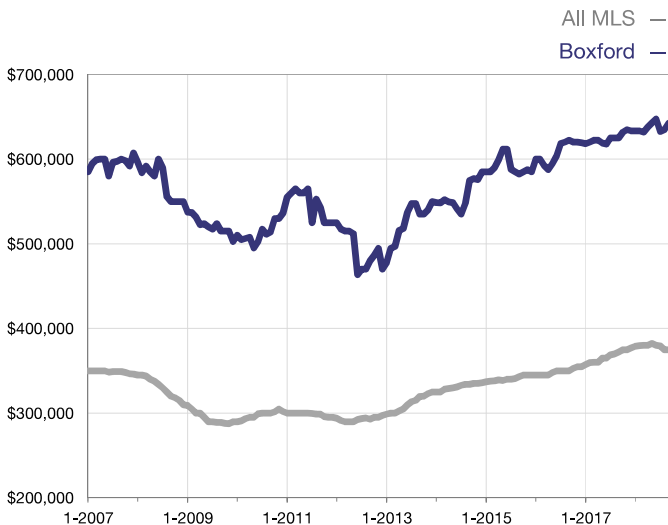
Condominium Properties

Key Metrics	November			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	--	2	0	- 100.0%

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

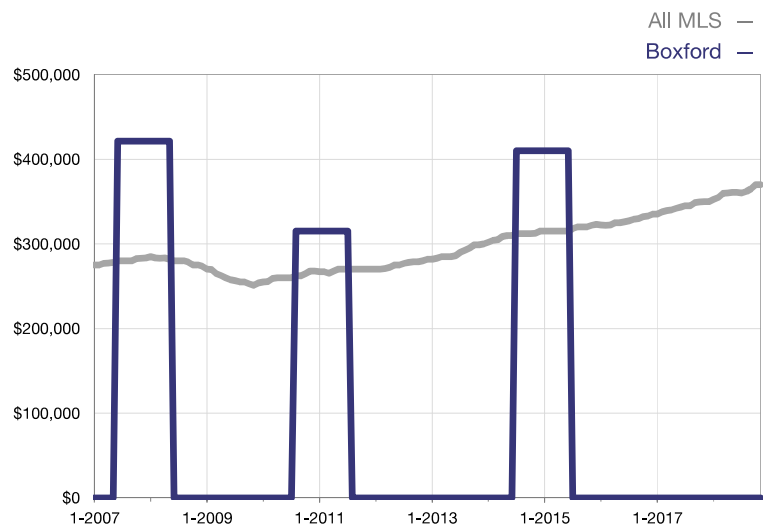
Median Sales Price – Single-Family Properties

Rolling 12-Month Calculation



Median Sales Price – Condominium Properties

Rolling 12-Month Calculation



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Local Market Update – November 2018

A RESEARCH TOOL PROVIDED BY THE MASSACHUSETTS ASSOCIATION OF REALTORS®

Carlisle

Single-Family Properties

Key Metrics	November			Year to Date		
	2017	2018	+ / -	2017	2018	+ / -
Pending Sales	5	3	- 40.0%	71	70	- 1.4%
Closed Sales	7	7	0.0%	73	72	- 1.4%
Median Sales Price*	\$900,000	\$850,000	- 5.6%	\$849,500	\$885,000	+ 4.2%
Inventory of Homes for Sale	18	24	+ 33.3%	--	--	--
Months Supply of Inventory	2.8	3.9	+ 39.3%	--	--	--
Cumulative Days on Market Until Sale	53	85	+ 60.4%	71	78	+ 9.9%
Percent of Original List Price Received*	95.9%	96.6%	+ 0.7%	95.8%	96.6%	+ 0.8%
New Listings	4	5	+ 25.0%	91	120	+ 31.9%

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

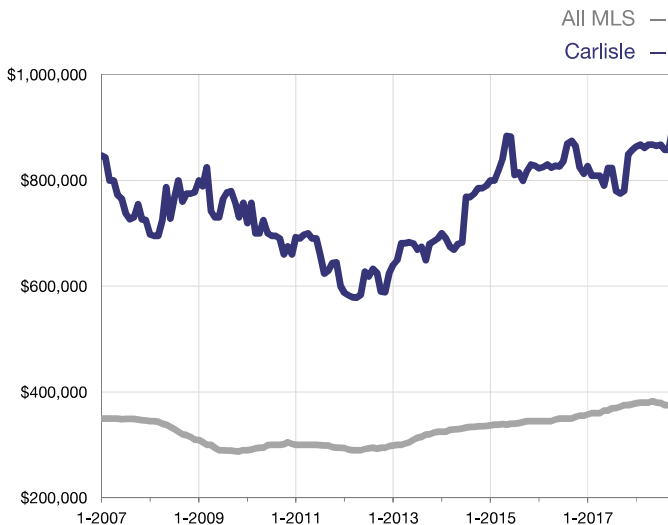
Condominium Properties

Key Metrics	November			Year to Date		
	2017	2018	+ / -	2017	2018	+ / -
Pending Sales	0	2	--	2	10	+ 400.0%
Closed Sales	0	1	--	2	2	0.0%
Median Sales Price*	\$0	\$546,000	--	\$804,000	\$702,500	- 12.6%
Inventory of Homes for Sale	1	3	+ 200.0%	--	--	--
Months Supply of Inventory	0.5	3.0	+ 500.0%	--	--	--
Cumulative Days on Market Until Sale	0	16	--	161	255	+ 58.4%
Percent of Original List Price Received*	0.0%	103.2%	--	95.8%	97.8%	+ 2.1%
New Listings	0	3	--	1	12	+ 1,100.0%

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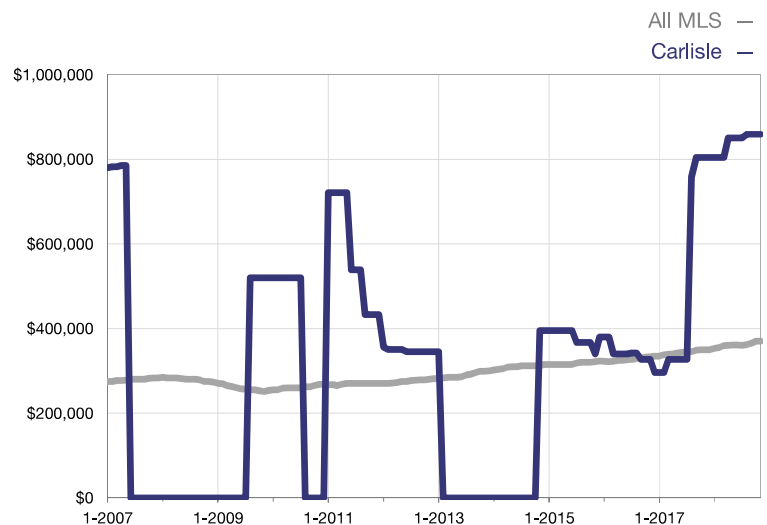
Median Sales Price – Single-Family Properties

Rolling 12-Month Calculation



Median Sales Price – Condominium Properties

Rolling 12-Month Calculation



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Local Market Update – November 2018

A RESEARCH TOOL PROVIDED BY THE MASSACHUSETTS ASSOCIATION OF REALTORS®

Chelmsford

Single-Family Properties

Key Metrics	November			Year to Date		
	2017	2018	+ / -	2017	2018	+ / -
Pending Sales	19	24	+ 26.3%	327	308	- 5.8%
Closed Sales	25	30	+ 20.0%	327	298	- 8.9%
Median Sales Price*	\$485,000	\$454,000	- 6.4%	\$419,000	\$451,363	+ 7.7%
Inventory of Homes for Sale	29	54	+ 86.2%	--	--	--
Months Supply of Inventory	1.0	2.0	+ 100.0%	--	--	--
Cumulative Days on Market Until Sale	34	37	+ 8.8%	49	37	- 24.5%
Percent of Original List Price Received*	99.0%	97.1%	- 1.9%	99.7%	99.5%	- 0.2%
New Listings	21	26	+ 23.8%	371	406	+ 9.4%

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

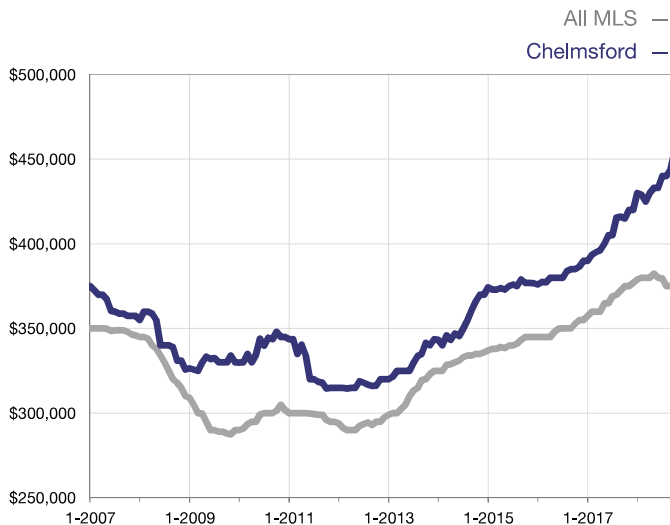
Condominium Properties

Key Metrics	November			Year to Date		
	2017	2018	+ / -	2017	2018	+ / -
Pending Sales	12	15	+ 25.0%	170	174	+ 2.4%
Closed Sales	16	10	- 37.5%	158	167	+ 5.7%
Median Sales Price*	\$250,000	\$295,000	+ 18.0%	\$261,000	\$285,000	+ 9.2%
Inventory of Homes for Sale	17	19	+ 11.8%	--	--	--
Months Supply of Inventory	1.2	1.2	0.0%	--	--	--
Cumulative Days on Market Until Sale	33	32	- 3.0%	27	35	+ 29.6%
Percent of Original List Price Received*	98.7%	98.4%	- 0.3%	99.2%	99.8%	+ 0.6%
New Listings	15	10	- 33.3%	189	212	+ 12.2%

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

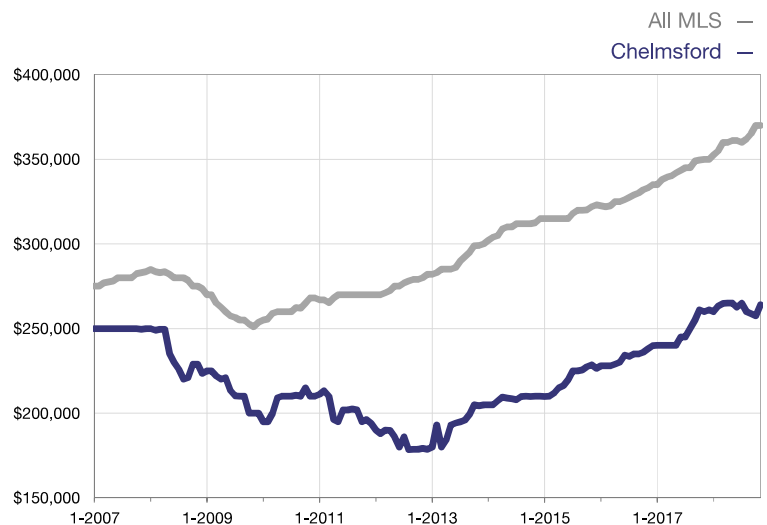
Median Sales Price – Single-Family Properties

Rolling 12-Month Calculation



Median Sales Price – Condominium Properties

Rolling 12-Month Calculation



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Local Market Update – November 2018

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Dracut

Single-Family Properties

Key Metrics	November			Year to Date		
	2017	2018	+ / -	2017	2018	+ / -
Pending Sales	27	17	- 37.0%	315	296	- 6.0%
Closed Sales	26	36	+ 38.5%	295	306	+ 3.7%
Median Sales Price*	\$331,500	\$355,000	+ 7.1%	\$345,000	\$360,000	+ 4.3%
Inventory of Homes for Sale	43	28	- 34.9%	--	--	--
Months Supply of Inventory	1.6	1.0	- 37.5%	--	--	--
Cumulative Days on Market Until Sale	33	42	+ 27.3%	49	41	- 16.3%
Percent of Original List Price Received*	96.7%	95.3%	- 1.4%	99.2%	99.1%	- 0.1%
New Listings	25	19	- 24.0%	356	336	- 5.6%

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

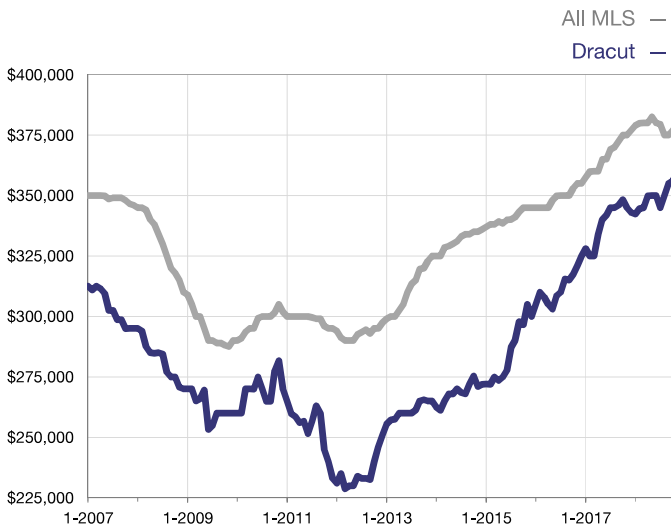
Condominium Properties

Key Metrics	November			Year to Date		
	2017	2018	+ / -	2017	2018	+ / -
Pending Sales	10	9	- 10.0%	175	179	+ 2.3%
Closed Sales	15	13	- 13.3%	162	181	+ 11.7%
Median Sales Price*	\$209,900	\$235,500	+ 12.2%	\$199,950	\$215,500	+ 7.8%
Inventory of Homes for Sale	21	13	- 38.1%	--	--	--
Months Supply of Inventory	1.5	0.8	- 46.7%	--	--	--
Cumulative Days on Market Until Sale	63	29	- 54.0%	38	37	- 2.6%
Percent of Original List Price Received*	98.6%	101.1%	+ 2.5%	101.1%	100.1%	- 1.0%
New Listings	16	10	- 37.5%	197	189	- 4.1%

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

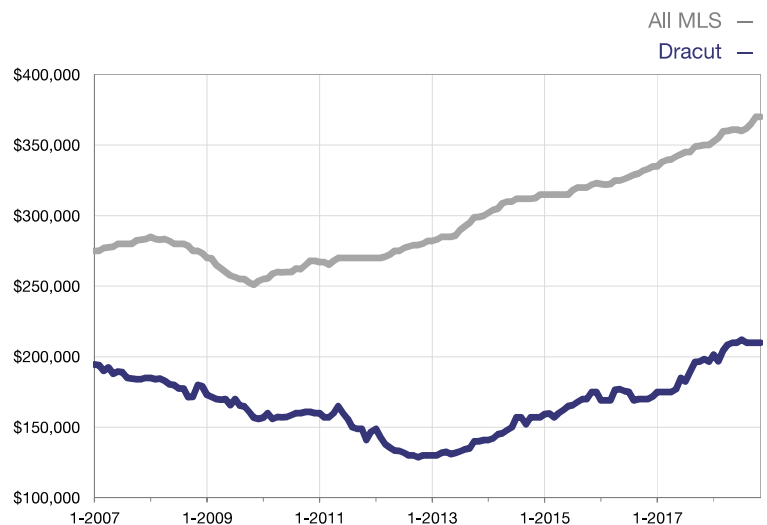
Median Sales Price – Single-Family Properties

Rolling 12-Month Calculation



Median Sales Price – Condominium Properties

Rolling 12-Month Calculation



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Local Market Update – November 2018

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Dunstable

Single-Family Properties

Key Metrics	November			Year to Date		
	2017	2018	+ / -	2017	2018	+ / -
Pending Sales	2	1	- 50.0%	47	49	+ 4.3%
Closed Sales	3	7	+ 133.3%	44	48	+ 9.1%
Median Sales Price*	\$605,376	\$569,900	- 5.9%	\$505,000	\$572,450	+ 13.4%
Inventory of Homes for Sale	16	12	- 25.0%	--	--	--
Months Supply of Inventory	4.2	2.5	- 40.5%	--	--	--
Cumulative Days on Market Until Sale	100	83	- 17.0%	92	59	- 35.9%
Percent of Original List Price Received*	98.1%	94.9%	- 3.3%	97.2%	98.8%	+ 1.6%
New Listings	11	0	- 100.0%	62	64	+ 3.2%

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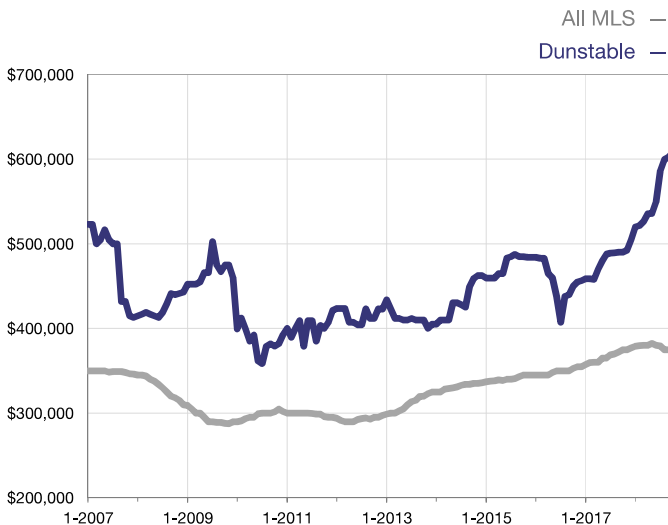
Condominium Properties

Key Metrics	November			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.

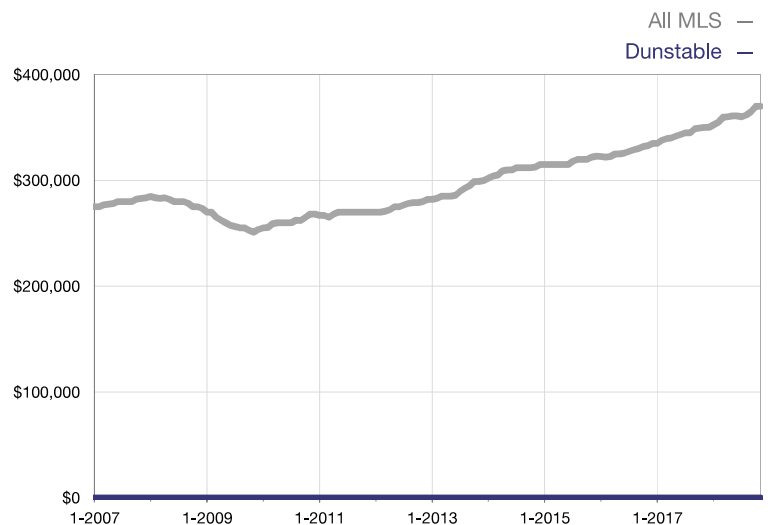
Median Sales Price – Single-Family Properties

Rolling 12-Month Calculation



Median Sales Price – Condominium Properties

Rolling 12-Month Calculation



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Local Market Update – November 2018

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Lawrence

Single-Family Properties

Key Metrics	November			Year to Date		
	2017	2018	+ / -	2017	2018	+ / -
Pending Sales	22	16	- 27.3%	209	221	+ 5.7%
Closed Sales	16	30	+ 87.5%	202	213	+ 5.4%
Median Sales Price*	\$259,500	\$288,700	+ 11.3%	\$252,250	\$280,000	+ 11.0%
Inventory of Homes for Sale	37	33	- 10.8%	--	--	--
Months Supply of Inventory	2.0	1.7	- 15.0%	--	--	--
Cumulative Days on Market Until Sale	50	40	- 20.0%	45	40	- 11.1%
Percent of Original List Price Received*	95.9%	99.6%	+ 3.9%	98.6%	100.9%	+ 2.3%
New Listings	19	18	- 5.3%	260	274	+ 5.4%

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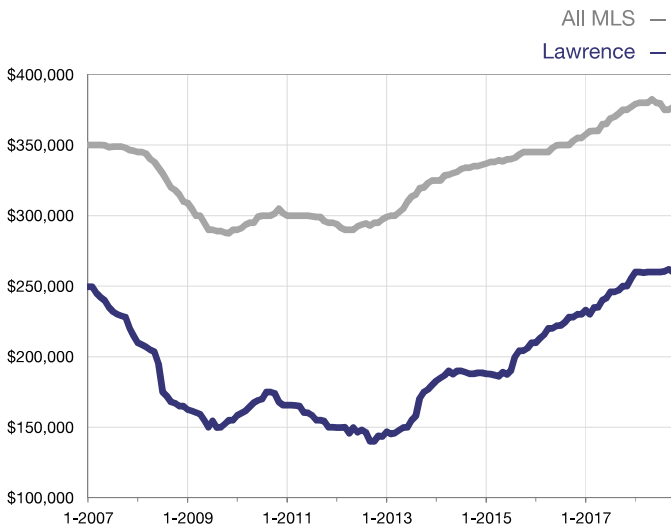
Condominium Properties

Key Metrics	November			Year to Date		
	2017	2018	+ / -	2017	2018	+ / -
Pending Sales	9	5	- 44.4%	77	72	- 6.5%
Closed Sales	9	4	- 55.6%	80	72	- 10.0%
Median Sales Price*	\$170,000	\$227,000	+ 33.5%	\$147,000	\$163,000	+ 10.9%
Inventory of Homes for Sale	23	8	- 65.2%	--	--	--
Months Supply of Inventory	3.1	1.2	- 61.3%	--	--	--
Cumulative Days on Market Until Sale	66	106	+ 60.6%	44	46	+ 4.5%
Percent of Original List Price Received*	104.6%	98.4%	- 5.9%	100.1%	99.7%	- 0.4%
New Listings	4	5	+ 25.0%	101	90	- 10.9%

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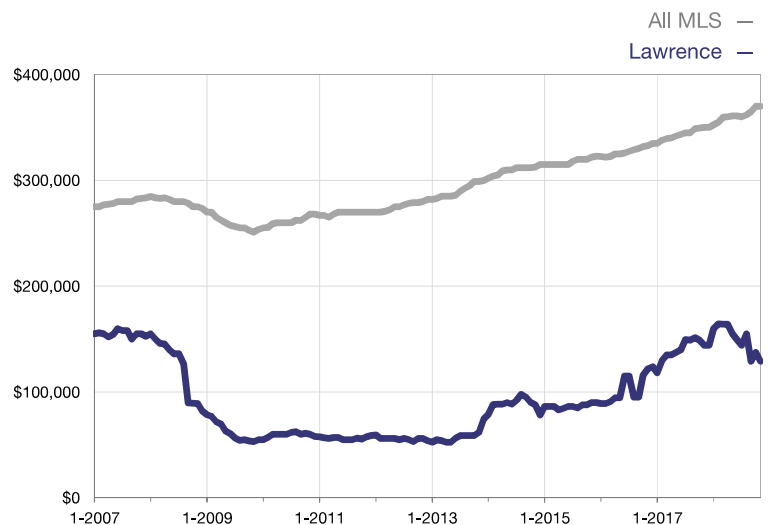
Median Sales Price – Single-Family Properties

Rolling 12-Month Calculation



Median Sales Price – Condominium Properties

Rolling 12-Month Calculation



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Local Market Update – November 2018

A RESEARCH TOOL PROVIDED BY THE MASSACHUSETTS ASSOCIATION OF REALTORS®

Littleton

Single-Family Properties

Key Metrics	November			Year to Date		
	2017	2018	+ / -	2017	2018	+ / -
Pending Sales	6	16	+ 166.7%	126	120	- 4.8%
Closed Sales	13	5	- 61.5%	123	111	- 9.8%
Median Sales Price*	\$448,000	\$605,000	+ 35.0%	\$485,000	\$557,213	+ 14.9%
Inventory of Homes for Sale	33	22	- 33.3%	--	--	--
Months Supply of Inventory	2.8	2.1	- 25.0%	--	--	--
Cumulative Days on Market Until Sale	71	24	- 66.2%	58	63	+ 8.6%
Percent of Original List Price Received*	97.9%	97.9%	0.0%	98.6%	98.4%	- 0.2%
New Listings	12	15	+ 25.0%	182	154	- 15.4%

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

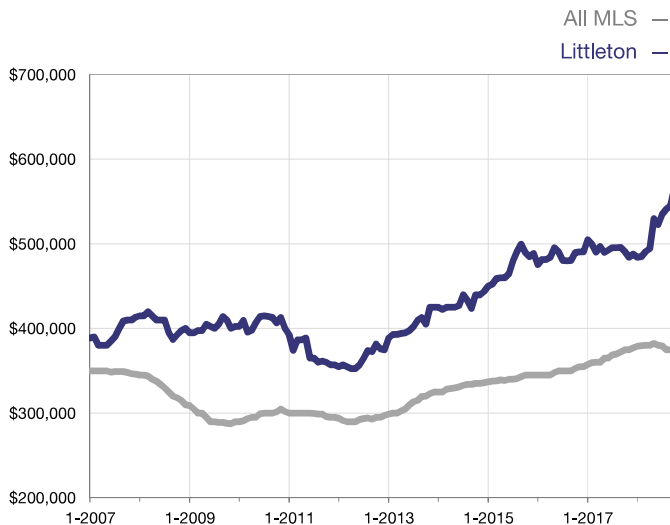
Condominium Properties

Key Metrics	November			Year to Date		
	2017	2018	+ / -	2017	2018	+ / -
Pending Sales	1	1	0.0%	5	7	+ 40.0%
Closed Sales	2	0	- 100.0%	6	6	0.0%
Median Sales Price*	\$420,725	\$0	- 100.0%	\$379,500	\$318,750	- 16.0%
Inventory of Homes for Sale	2	1	- 50.0%	--	--	--
Months Supply of Inventory	1.3	0.7	- 46.2%	--	--	--
Cumulative Days on Market Until Sale	55	0	- 100.0%	141	51	- 63.8%
Percent of Original List Price Received*	97.3%	0.0%	- 100.0%	96.6%	96.7%	+ 0.1%
New Listings	2	0	- 100.0%	7	8	+ 14.3%

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

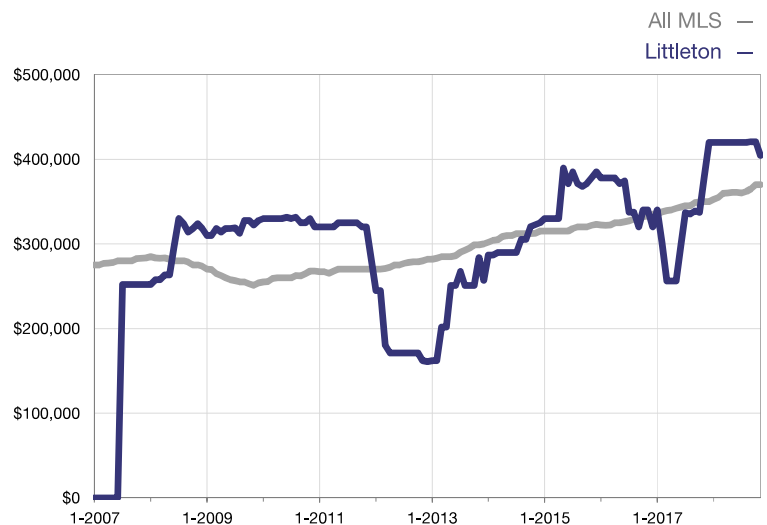
Median Sales Price – Single-Family Properties

Rolling 12-Month Calculation



Median Sales Price – Condominium Properties

Rolling 12-Month Calculation



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Local Market Update – November 2018

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Lowell

Single-Family Properties

Key Metrics	November			Year to Date		
	2017	2018	+ / -	2017	2018	+ / -
Pending Sales	42	50	+ 19.0%	503	530	+ 5.4%
Closed Sales	43	57	+ 32.6%	489	496	+ 1.4%
Median Sales Price*	\$300,000	\$295,500	- 1.5%	\$285,000	\$302,831	+ 6.3%
Inventory of Homes for Sale	70	71	+ 1.4%	--	--	--
Months Supply of Inventory	1.6	1.6	0.0%	--	--	--
Cumulative Days on Market Until Sale	37	42	+ 13.5%	46	36	- 21.7%
Percent of Original List Price Received*	96.9%	95.7%	- 1.2%	98.7%	98.9%	+ 0.2%
New Listings	34	48	+ 41.2%	573	646	+ 12.7%

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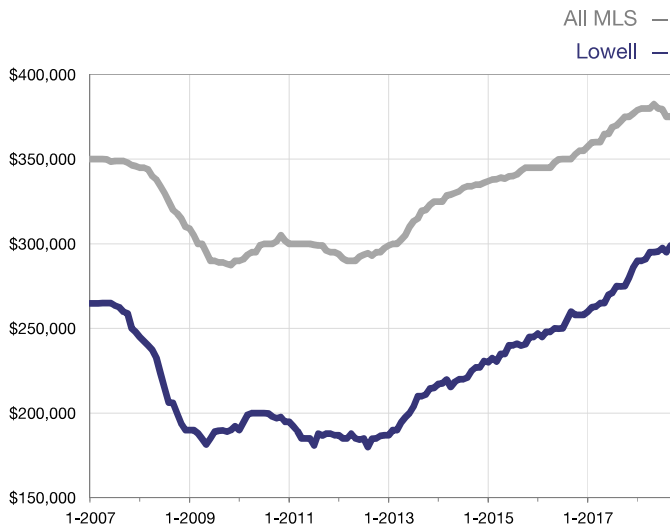
Condominium Properties

Key Metrics	November			Year to Date		
	2017	2018	+ / -	2017	2018	+ / -
Pending Sales	27	24	- 11.1%	320	335	+ 4.7%
Closed Sales	41	20	- 51.2%	326	328	+ 0.6%
Median Sales Price*	\$200,000	\$190,500	- 4.8%	\$187,250	\$196,625	+ 5.0%
Inventory of Homes for Sale	50	59	+ 18.0%	--	--	--
Months Supply of Inventory	1.7	2.0	+ 17.6%	--	--	--
Cumulative Days on Market Until Sale	37	42	+ 13.5%	37	37	0.0%
Percent of Original List Price Received*	100.6%	96.6%	- 4.0%	99.1%	98.8%	- 0.3%
New Listings	27	38	+ 40.7%	415	424	+ 2.2%

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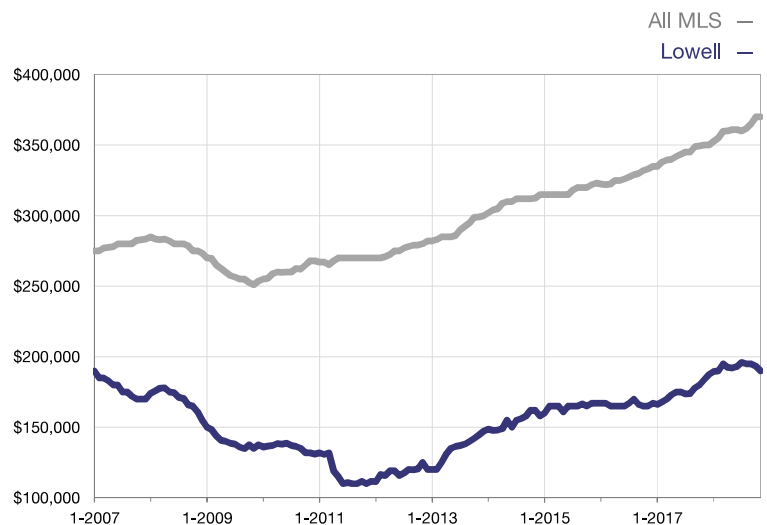
Median Sales Price – Single-Family Properties

Rolling 12-Month Calculation



Median Sales Price – Condominium Properties

Rolling 12-Month Calculation



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Local Market Update – November 2018

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Methuen

Single-Family Properties

Key Metrics	November			Year to Date		
	2017	2018	+ / -	2017	2018	+ / -
Pending Sales	29	41	+ 41.4%	451	440	- 2.4%
Closed Sales	46	40	- 13.0%	441	424	- 3.9%
Median Sales Price*	\$320,000	\$353,950	+ 10.6%	\$340,000	\$360,000	+ 5.9%
Inventory of Homes for Sale	77	65	- 15.6%	--	--	--
Months Supply of Inventory	2.0	1.7	- 15.0%	--	--	--
Cumulative Days on Market Until Sale	37	52	+ 40.5%	43	44	+ 2.3%
Percent of Original List Price Received*	97.9%	97.7%	- 0.2%	99.0%	98.9%	- 0.1%
New Listings	28	31	+ 10.7%	560	550	- 1.8%

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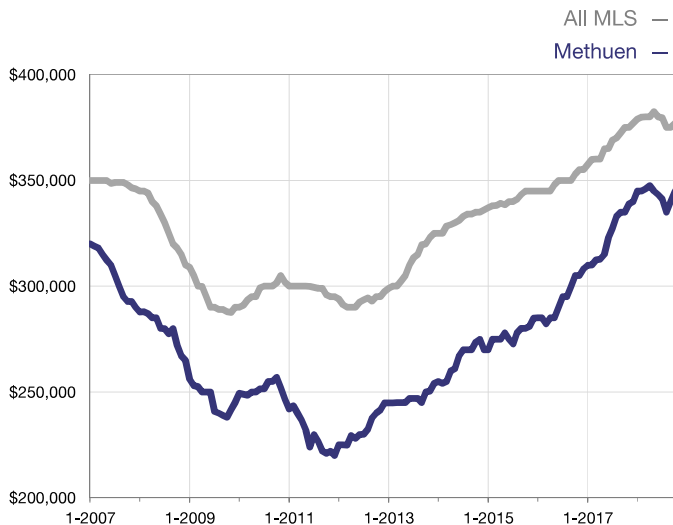
Condominium Properties

Key Metrics	November			Year to Date		
	2017	2018	+ / -	2017	2018	+ / -
Pending Sales	13	8	- 38.5%	157	146	- 7.0%
Closed Sales	16	11	- 31.3%	150	153	+ 2.0%
Median Sales Price*	\$264,950	\$262,000	- 1.1%	\$236,000	\$250,000	+ 5.9%
Inventory of Homes for Sale	36	27	- 25.0%	--	--	--
Months Supply of Inventory	2.6	1.9	- 26.9%	--	--	--
Cumulative Days on Market Until Sale	83	64	- 22.9%	57	64	+ 12.3%
Percent of Original List Price Received*	100.1%	100.3%	+ 0.2%	99.3%	100.0%	+ 0.7%
New Listings	18	8	- 55.6%	181	168	- 7.2%

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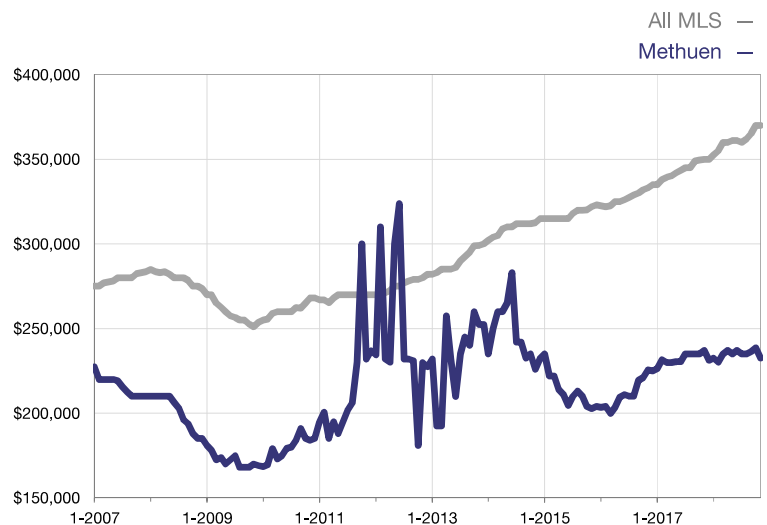
Median Sales Price – Single-Family Properties

Rolling 12-Month Calculation



Median Sales Price – Condominium Properties

Rolling 12-Month Calculation



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Local Market Update – November 2018

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North Andover

Single-Family Properties

Key Metrics	November			Year to Date		
	2017	2018	+ / -	2017	2018	+ / -
Pending Sales	17	25	+ 47.1%	236	239	+ 1.3%
Closed Sales	22	23	+ 4.5%	235	226	- 3.8%
Median Sales Price*	\$568,750	\$583,900	+ 2.7%	\$570,000	\$583,450	+ 2.4%
Inventory of Homes for Sale	51	52	+ 2.0%	--	--	--
Months Supply of Inventory	2.4	2.5	+ 4.2%	--	--	--
Cumulative Days on Market Until Sale	71	69	- 2.8%	55	55	0.0%
Percent of Original List Price Received*	99.0%	95.5%	- 3.5%	98.3%	98.1%	- 0.2%
New Listings	23	16	- 30.4%	305	320	+ 4.9%

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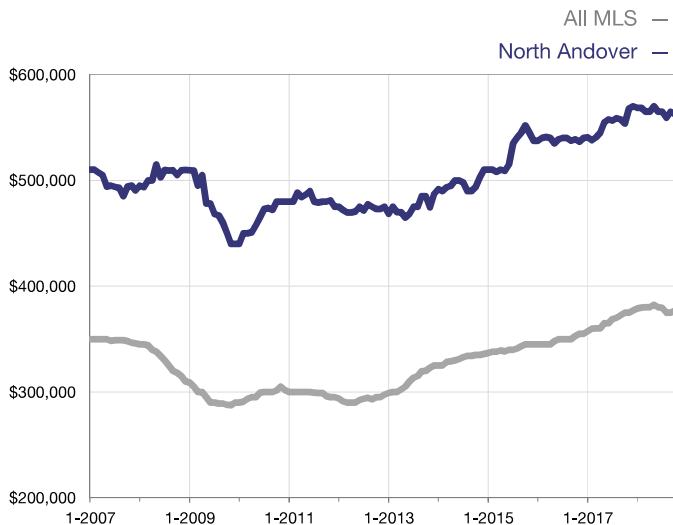
Condominium Properties

Key Metrics	November			Year to Date		
	2017	2018	+ / -	2017	2018	+ / -
Pending Sales	8	13	+ 62.5%	164	168	+ 2.4%
Closed Sales	13	8	- 38.5%	157	171	+ 8.9%
Median Sales Price*	\$291,000	\$269,900	- 7.3%	\$265,000	\$269,900	+ 1.8%
Inventory of Homes for Sale	21	20	- 4.8%	--	--	--
Months Supply of Inventory	1.5	1.3	- 13.3%	--	--	--
Cumulative Days on Market Until Sale	43	25	- 41.9%	43	35	- 18.6%
Percent of Original List Price Received*	99.8%	99.3%	- 0.5%	100.3%	99.4%	- 0.9%
New Listings	8	14	+ 75.0%	179	195	+ 8.9%

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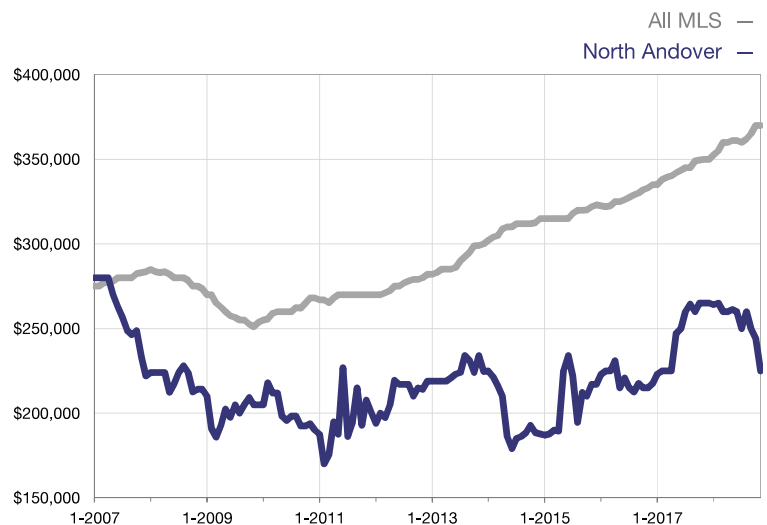
Median Sales Price – Single-Family Properties

Rolling 12-Month Calculation



Median Sales Price – Condominium Properties

Rolling 12-Month Calculation



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Local Market Update – November 2018

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Tewksbury

Single-Family Properties

Key Metrics	November			Year to Date		
	2017	2018	+ / -	2017	2018	+ / -
Pending Sales	19	20	+ 5.3%	267	272	+ 1.9%
Closed Sales	24	22	- 8.3%	258	273	+ 5.8%
Median Sales Price*	\$426,250	\$420,000	- 1.5%	\$423,750	\$439,000	+ 3.6%
Inventory of Homes for Sale	35	30	- 14.3%	--	--	--
Months Supply of Inventory	1.5	1.2	- 20.0%	--	--	--
Cumulative Days on Market Until Sale	26	30	+ 15.4%	35	36	+ 2.9%
Percent of Original List Price Received*	99.7%	98.7%	- 1.0%	100.7%	100.5%	- 0.2%
New Listings	24	16	- 33.3%	322	316	- 1.9%

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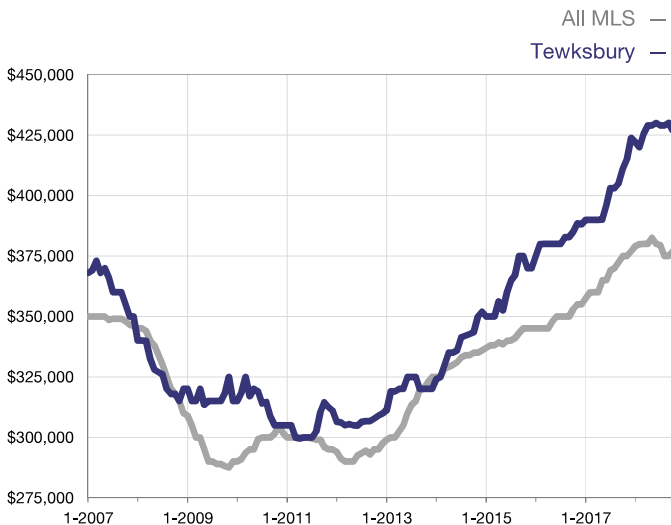
Condominium Properties

Key Metrics	November			Year to Date		
	2017	2018	+ / -	2017	2018	+ / -
Pending Sales	5	5	0.0%	119	123	+ 3.4%
Closed Sales	14	13	- 7.1%	132	117	- 11.4%
Median Sales Price*	\$307,000	\$324,000	+ 5.5%	\$310,000	\$330,000	+ 6.5%
Inventory of Homes for Sale	8	14	+ 75.0%	--	--	--
Months Supply of Inventory	0.7	1.4	+ 100.0%	--	--	--
Cumulative Days on Market Until Sale	27	33	+ 22.2%	23	30	+ 30.4%
Percent of Original List Price Received*	100.7%	99.5%	- 1.2%	101.6%	100.7%	- 0.9%
New Listings	4	8	+ 100.0%	138	143	+ 3.6%

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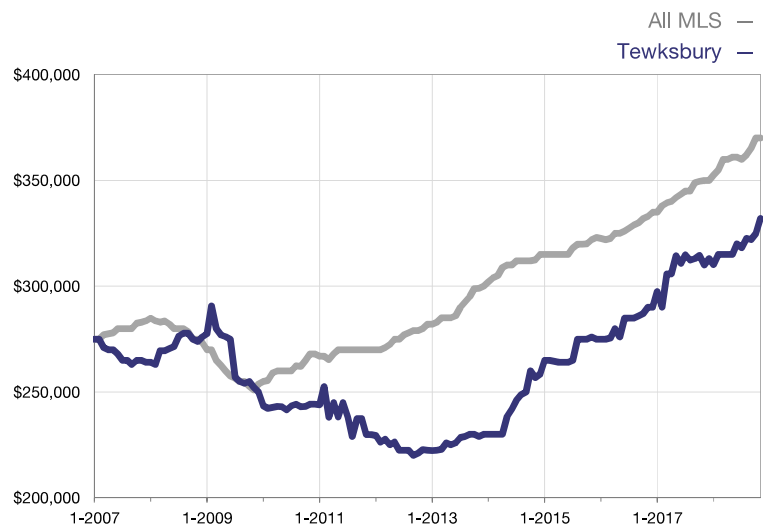
Median Sales Price – Single-Family Properties

Rolling 12-Month Calculation



Median Sales Price – Condominium Properties

Rolling 12-Month Calculation



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Local Market Update – November 2018

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Tyngsborough

Single-Family Properties

Key Metrics	November			Year to Date		
	2017	2018	+ / -	2017	2018	+ / -
Pending Sales	9	6	- 33.3%	103	104	+ 1.0%
Closed Sales	15	7	- 53.3%	97	101	+ 4.1%
Median Sales Price*	\$358,800	\$539,900	+ 50.5%	\$395,000	\$435,000	+ 10.1%
Inventory of Homes for Sale	17	24	+ 41.2%	--	--	--
Months Supply of Inventory	1.9	2.7	+ 42.1%	--	--	--
Cumulative Days on Market Until Sale	67	32	- 52.2%	66	33	- 50.0%
Percent of Original List Price Received*	94.3%	101.4%	+ 7.5%	97.2%	98.7%	+ 1.5%
New Listings	10	1	- 90.0%	114	138	+ 21.1%

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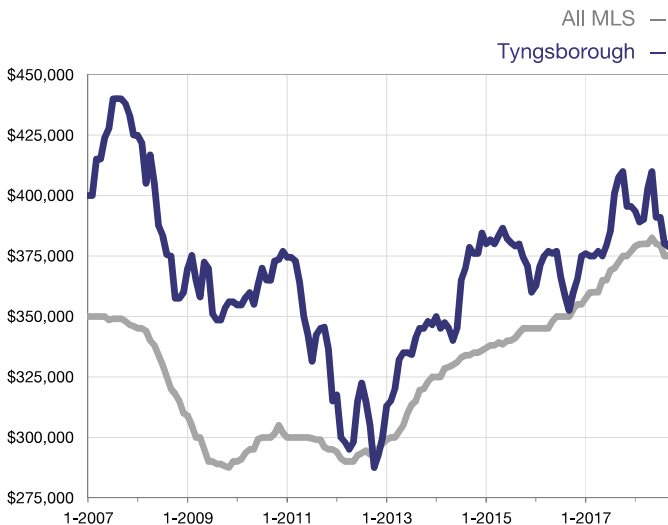
Condominium Properties

Key Metrics	November			Year to Date		
	2017	2018	+ / -	2017	2018	+ / -
Pending Sales	1	2	+ 100.0%	53	82	+ 54.7%
Closed Sales	5	1	- 80.0%	61	60	- 1.6%
Median Sales Price*	\$359,900	\$240,900	- 33.1%	\$257,000	\$293,662	+ 14.3%
Inventory of Homes for Sale	11	6	- 45.5%	--	--	--
Months Supply of Inventory	1.9	1.0	- 47.4%	--	--	--
Cumulative Days on Market Until Sale	63	32	- 49.2%	54	43	- 20.4%
Percent of Original List Price Received*	99.4%	96.4%	- 3.0%	99.4%	99.6%	+ 0.2%
New Listings	4	0	- 100.0%	60	88	+ 46.7%

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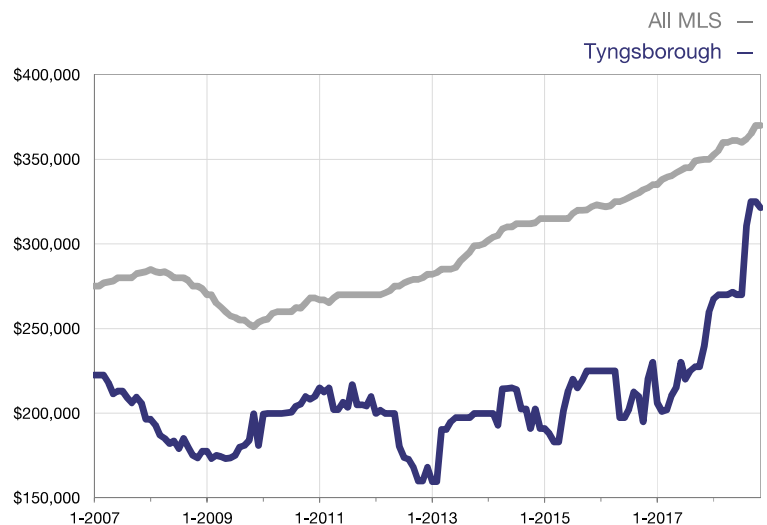
Median Sales Price – Single-Family Properties

Rolling 12-Month Calculation



Median Sales Price – Condominium Properties

Rolling 12-Month Calculation



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Local Market Update – November 2018

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Westford

Single-Family Properties

Key Metrics	November			Year to Date		
	2017	2018	+ / -	2017	2018	+ / -
Pending Sales	16	25	+ 56.3%	237	255	+ 7.6%
Closed Sales	11	17	+ 54.5%	224	242	+ 8.0%
Median Sales Price*	\$470,000	\$555,000	+ 18.1%	\$569,500	\$582,450	+ 2.3%
Inventory of Homes for Sale	41	38	- 7.3%	--	--	--
Months Supply of Inventory	2.1	1.7	- 19.0%	--	--	--
Cumulative Days on Market Until Sale	57	26	- 54.4%	66	44	- 33.3%
Percent of Original List Price Received*	96.4%	100.7%	+ 4.5%	97.0%	99.0%	+ 2.1%
New Listings	10	17	+ 70.0%	287	322	+ 12.2%

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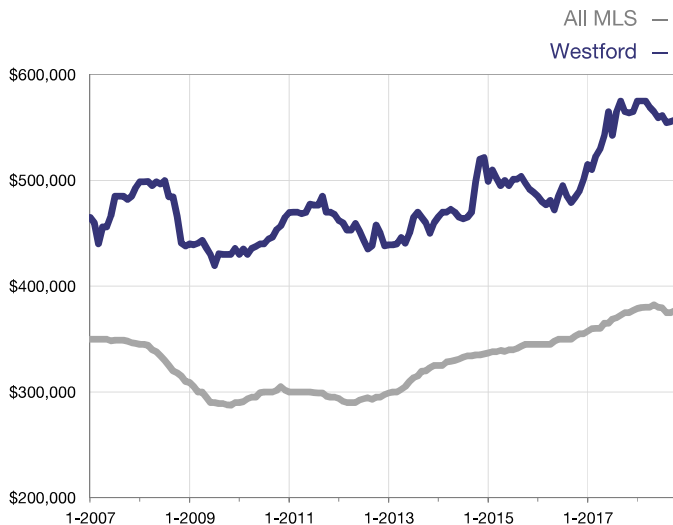
Condominium Properties

Key Metrics	November			Year to Date		
	2017	2018	+ / -	2017	2018	+ / -
Pending Sales	5	1	- 80.0%	47	52	+ 10.6%
Closed Sales	4	4	0.0%	43	53	+ 23.3%
Median Sales Price*	\$429,750	\$434,000	+ 1.0%	\$392,000	\$393,000	+ 0.3%
Inventory of Homes for Sale	12	18	+ 50.0%	--	--	--
Months Supply of Inventory	2.8	3.8	+ 35.7%	--	--	--
Cumulative Days on Market Until Sale	48	28	- 41.7%	62	41	- 33.9%
Percent of Original List Price Received*	97.8%	97.6%	- 0.2%	98.6%	98.8%	+ 0.2%
New Listings	5	7	+ 40.0%	65	77	+ 18.5%

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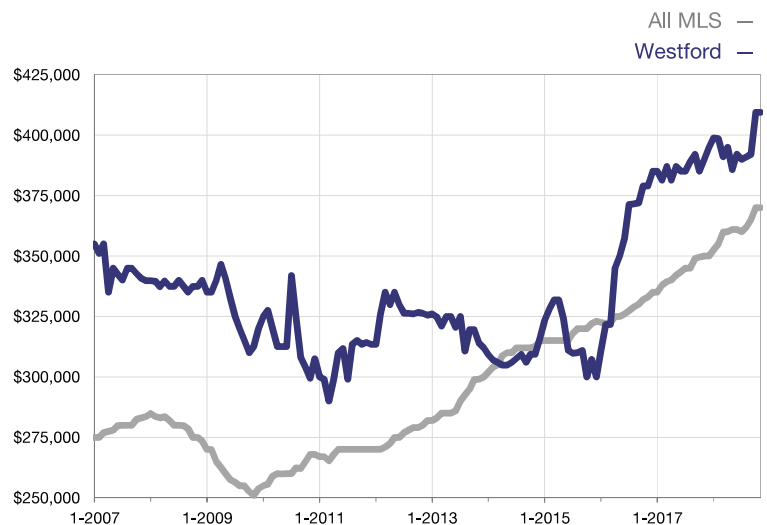
Median Sales Price – Single-Family Properties

Rolling 12-Month Calculation



Median Sales Price – Condominium Properties

Rolling 12-Month Calculation



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