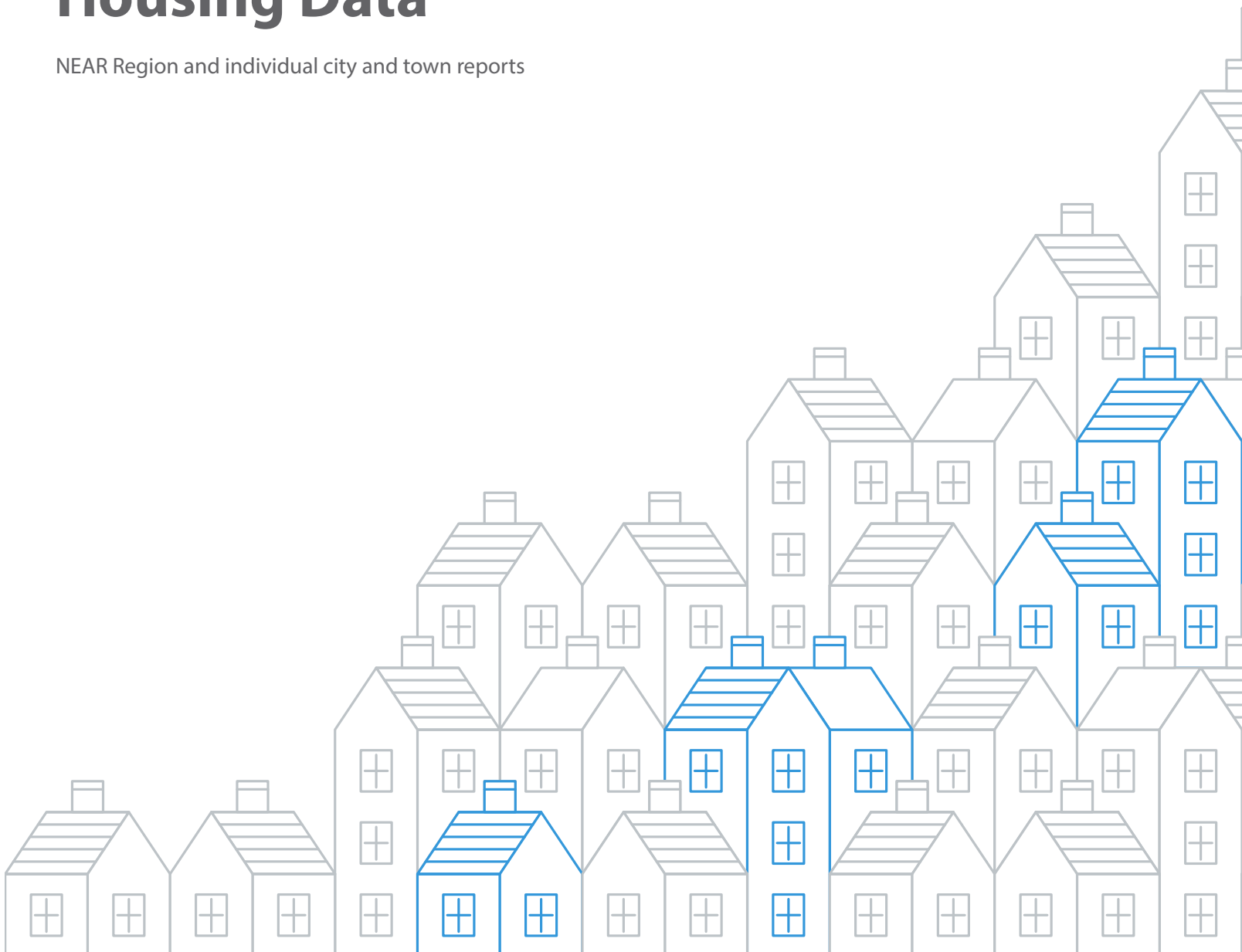


# December 2018

## Housing Data

NEAR Region and individual city and town reports



# Local Market Update – December 2018

A RESEARCH TOOL PROVIDED BY THE MASSACHUSETTS ASSOCIATION OF REALTORS®



## Northeast Association of REALTORS®

**- 7.7%**

Year-Over-Year  
Change in  
**Closed Sales**  
All Properties

**- 9.4%**

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

**- 4.1%**

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

### Single-Family Properties

	December			Year to Date		
	2017	2018	+ / -	2017	2018	+ / -
Pending Sales	191	<b>192</b>	+ 0.5%	3,927	<b>3,857</b>	- 1.8%
Closed Sales	309	<b>292</b>	- 5.5%	3,924	<b>3,893</b>	- 0.8%
Median Sales Price*	\$415,000	<b>\$379,750</b>	- 8.5%	\$403,000	<b>\$429,900</b>	+ 6.7%
Inventory of Homes for Sale	492	<b>469</b>	- 4.7%	--	--	--
Months Supply of Inventory	1.5	<b>1.4</b>	- 3.9%	--	--	--
Cumulative Days on Market Until Sale	51	<b>59</b>	+ 16.1%	50	<b>46</b>	- 8.6%
Percent of Original List Price Received*	97.5%	<b>96.3%</b>	- 1.2%	98.7%	<b>98.9%</b>	+ 0.2%
New Listings	165	<b>118</b>	- 28.5%	4,715	<b>4,831</b>	+ 2.5%

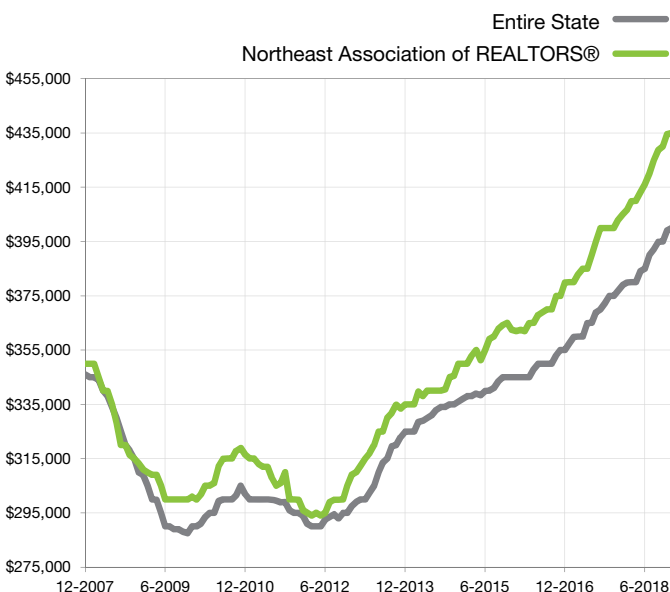
### Condominium Properties

	December			Year to Date		
	2017	2018	+ / -	2017	2018	+ / -
Pending Sales	77	<b>86</b>	+ 11.7%	1,568	<b>1,655</b>	+ 5.5%
Closed Sales	119	<b>103</b>	- 13.4%	1,585	<b>1,642</b>	+ 3.6%
Median Sales Price*	\$227,000	<b>\$254,000</b>	+ 11.9%	\$234,205	<b>\$250,000</b>	+ 6.7%
Inventory of Homes for Sale	184	<b>179</b>	- 2.7%	--	--	--
Months Supply of Inventory	1.4	<b>1.3</b>	- 6.1%	--	--	--
Cumulative Days on Market Until Sale	46	<b>41</b>	- 12.1%	41	<b>41</b>	- 0.9%
Percent of Original List Price Received*	99.2%	<b>97.4%</b>	- 1.8%	99.7%	<b>99.6%</b>	- 0.2%
New Listings	56	<b>74</b>	+ 32.1%	1,837	<b>1,951</b>	+ 6.2%

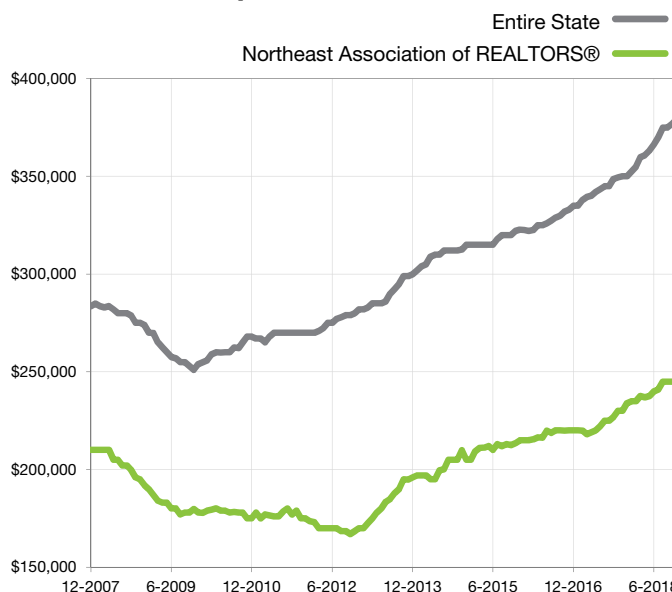
\* Does not account for seller concessions. | Activity for one month can sometimes look extreme due to small sample size.

## 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 – December 2018

A RESEARCH TOOL PROVIDED BY THE MASSACHUSETTS ASSOCIATION OF REALTORS®

## Andover

### Single-Family Properties

Key Metrics	December			Year to Date		
	2017	2018	+ / -	2017	2018	+ / -
Pending Sales	16	16	0.0%	379	336	- 11.3%
Closed Sales	20	20	0.0%	375	347	- 7.5%
Median Sales Price*	\$585,000	<b>\$604,300</b>	+ 3.3%	\$639,900	<b>\$660,999</b>	+ 3.3%
Inventory of Homes for Sale	46	54	+ 17.4%	--	--	--
Months Supply of Inventory	1.5	1.9	+ 26.7%	--	--	--
Cumulative Days on Market Until Sale	55	86	+ 56.4%	54	51	- 5.6%
Percent of Original List Price Received*	95.0%	92.9%	- 2.2%	98.3%	97.9%	- 0.4%
New Listings	7	8	+ 14.3%	462	480	+ 3.9%

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

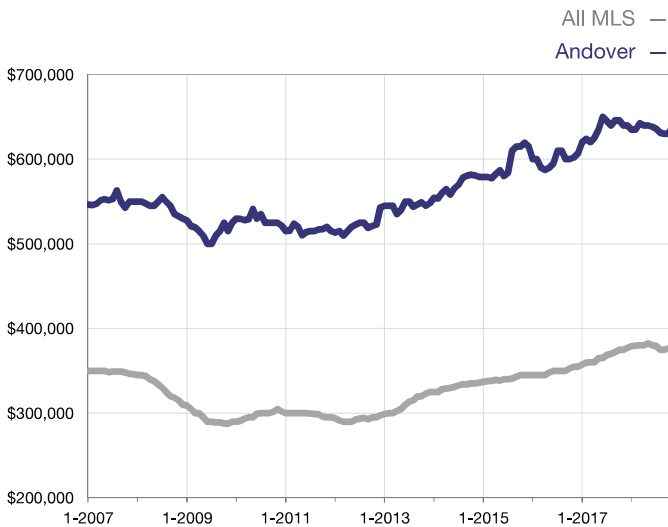
### Condominium Properties

Key Metrics	December			Year to Date		
	2017	2018	+ / -	2017	2018	+ / -
Pending Sales	7	9	+ 28.6%	150	155	+ 3.3%
Closed Sales	18	10	- 44.4%	152	151	- 0.7%
Median Sales Price*	\$407,840	<b>\$277,500</b>	- 32.0%	\$298,500	<b>\$310,000</b>	+ 3.9%
Inventory of Homes for Sale	18	24	+ 33.3%	--	--	--
Months Supply of Inventory	1.4	1.9	+ 35.7%	--	--	--
Cumulative Days on Market Until Sale	57	39	- 31.6%	55	56	+ 1.8%
Percent of Original List Price Received*	101.0%	96.3%	- 4.7%	99.3%	99.9%	+ 0.6%
New Listings	3	7	+ 133.3%	174	192	+ 10.3%

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

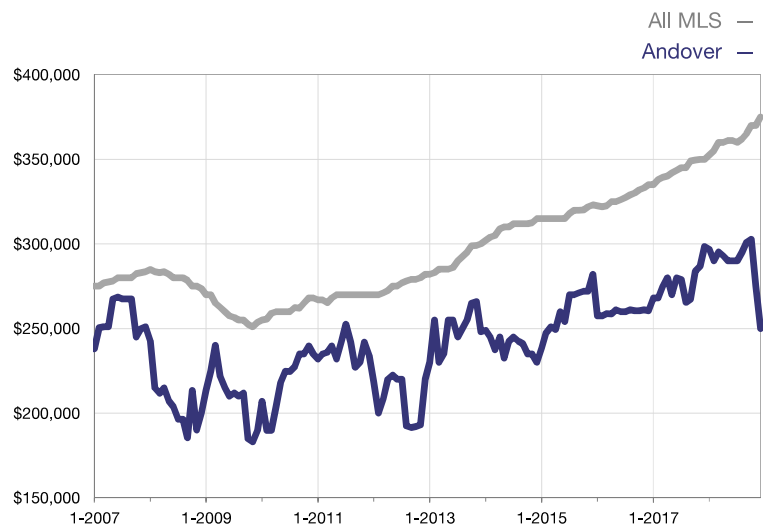
### Median Sales Price – Single-Family Properties

Rolling 12-Month Calculation



### Median Sales Price – Condominium Properties

Rolling 12-Month Calculation



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# Local Market Update – December 2018

A RESEARCH TOOL PROVIDED BY THE MASSACHUSETTS ASSOCIATION OF REALTORS®

## Billerica

### Single-Family Properties

Key Metrics	December			Year to Date		
	2017	2018	+ / -	2017	2018	+ / -
Pending Sales	22	21	- 4.5%	381	378	- 0.8%
Closed Sales	39	27	- 30.8%	376	377	+ 0.3%
Median Sales Price*	\$415,000	<b>\$435,000</b>	+ 4.8%	\$429,608	<b>\$450,000</b>	+ 4.7%
Inventory of Homes for Sale	45	54	+ 20.0%	--	--	--
Months Supply of Inventory	1.4	1.7	+ 21.4%	--	--	--
Cumulative Days on Market Until Sale	38	56	+ 47.4%	36	40	+ 11.1%
Percent of Original List Price Received*	99.4%	96.0%	- 3.4%	100.2%	100.4%	+ 0.2%
New Listings	17	11	- 35.3%	448	468	+ 4.5%

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

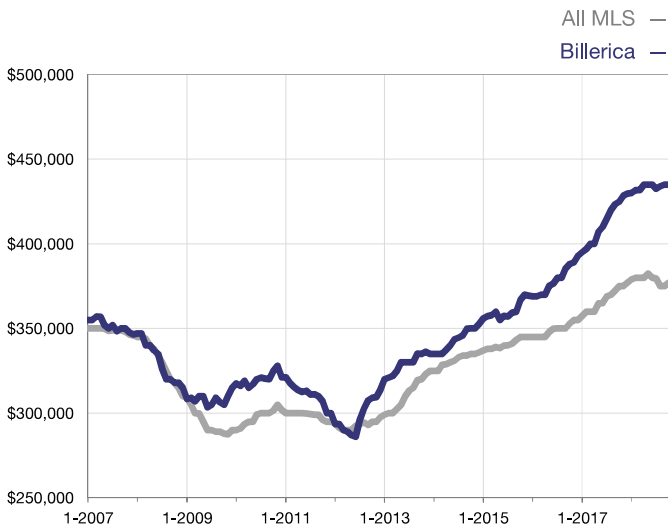
### Condominium Properties

Key Metrics	December			Year to Date		
	2017	2018	+ / -	2017	2018	+ / -
Pending Sales	6	2	- 66.7%	65	82	+ 26.2%
Closed Sales	1	7	+ 600.0%	56	91	+ 62.5%
Median Sales Price*	\$435,000	<b>\$217,500</b>	- 50.0%	\$274,500	<b>\$309,900</b>	+ 12.9%
Inventory of Homes for Sale	5	5	0.0%	--	--	--
Months Supply of Inventory	1.1	0.7	- 36.4%	--	--	--
Cumulative Days on Market Until Sale	5	22	+ 340.0%	25	22	- 12.0%
Percent of Original List Price Received*	103.6%	99.9%	- 3.6%	100.6%	101.3%	+ 0.7%
New Listings	2	4	+ 100.0%	78	93	+ 19.2%

\* 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 – December 2018

A RESEARCH TOOL PROVIDED BY THE MASSACHUSETTS ASSOCIATION OF REALTORS®

## Boxford

### Single-Family Properties

Key Metrics	December			Year to Date		
	2017	2018	+ / -	2017	2018	+ / -
Pending Sales	8	8	0.0%	130	111	- 14.6%
Closed Sales	13	6	- 53.8%	128	116	- 9.4%
Median Sales Price*	\$557,500	<b>\$901,250</b>	+ 61.7%	\$633,500	<b>\$687,500</b>	+ 8.5%
Inventory of Homes for Sale	30	18	- 40.0%	--	--	--
Months Supply of Inventory	2.8	1.9	- 32.1%	--	--	--
Cumulative Days on Market Until Sale	45	136	+ 202.2%	79	107	+ 35.4%
Percent of Original List Price Received*	98.1%	94.7%	- 3.5%	96.6%	95.9%	- 0.7%
New Listings	5	3	- 40.0%	186	139	- 25.3%

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

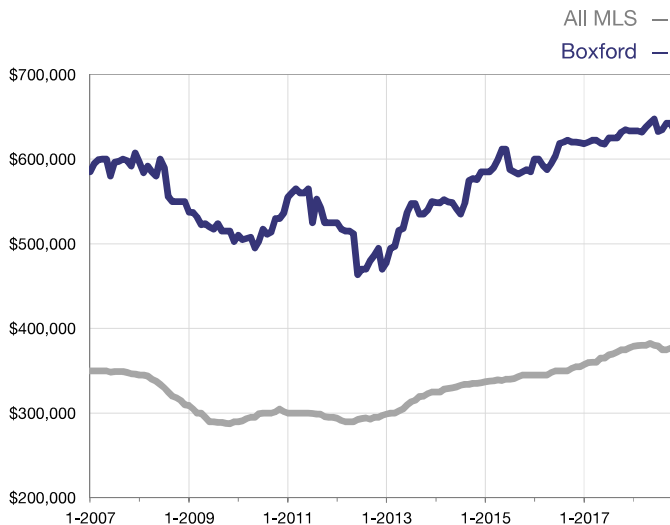
### Condominium Properties

Key Metrics	December			Year to Date		
	2017	2018	+ / -	2017	2018	+ / -
Pending Sales	0	0	--	0	0	--
Closed Sales	0	0	--	0	0	--
Median Sales Price*	\$0	<b>\$0</b>	--	\$0	<b>\$0</b>	--
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.

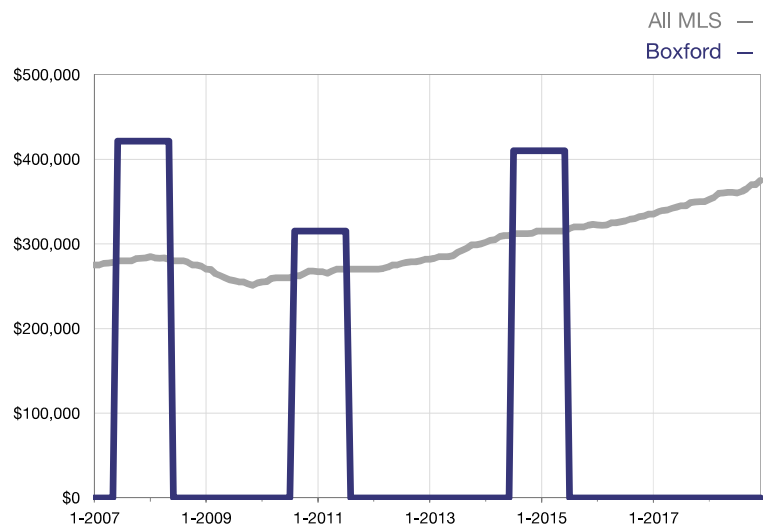
### Median Sales Price – Single-Family Properties

Rolling 12-Month Calculation



### Median Sales Price – Condominium Properties

Rolling 12-Month Calculation



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# Local Market Update – December 2018

A RESEARCH TOOL PROVIDED BY THE MASSACHUSETTS ASSOCIATION OF REALTORS®

## Carlisle

### Single-Family Properties

Key Metrics	December			Year to Date		
	2017	2018	+ / -	2017	2018	+ / -
Pending Sales	4	6	+ 50.0%	75	76	+ 1.3%
Closed Sales	2	5	+ 150.0%	75	77	+ 2.7%
Median Sales Price*	\$1,163,750	<b>\$875,000</b>	- 24.8%	\$858,000	<b>\$875,000</b>	+ 2.0%
Inventory of Homes for Sale	15	14	- 6.7%	--	--	--
Months Supply of Inventory	2.4	2.2	- 8.3%	--	--	--
Cumulative Days on Market Until Sale	265	186	- 29.8%	76	85	+ 11.8%
Percent of Original List Price Received*	91.2%	90.8%	- 0.4%	95.7%	96.3%	+ 0.6%
New Listings	3	3	0.0%	94	123	+ 30.9%

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

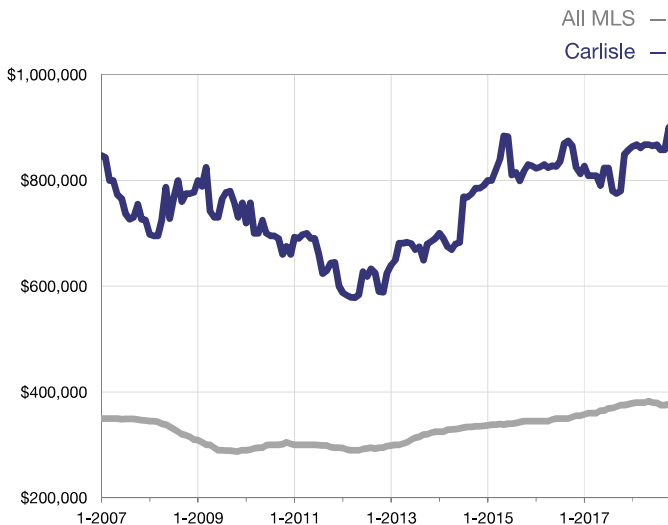
### Condominium Properties

Key Metrics	December			Year to Date		
	2017	2018	+ / -	2017	2018	+ / -
Pending Sales	0	0	--	2	10	+ 400.0%
Closed Sales	0	0	--	2	2	0.0%
Median Sales Price*	\$0	<b>\$0</b>	--	\$804,000	<b>\$702,500</b>	- 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	0	--	161	255	+ 58.4%
Percent of Original List Price Received*	0.0%	0.0%	--	95.8%	97.8%	+ 2.1%
New Listings	0	0	--	1	12	+ 1,100.0%

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

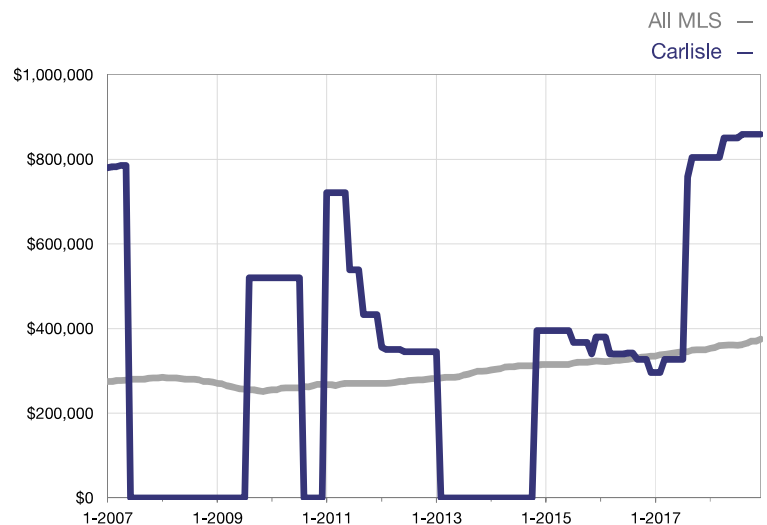
### Median Sales Price – Single-Family Properties

Rolling 12-Month Calculation



### Median Sales Price – Condominium Properties

Rolling 12-Month Calculation



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# Local Market Update – December 2018

A RESEARCH TOOL PROVIDED BY THE MASSACHUSETTS ASSOCIATION OF REALTORS®

## Chelmsford

### Single-Family Properties

Key Metrics	December			Year to Date		
	2017	2018	+ / -	2017	2018	+ / -
Pending Sales	13	22	+ 69.2%	340	329	- 3.2%
Closed Sales	25	20	- 20.0%	352	319	- 9.4%
Median Sales Price*	\$469,000	<b>\$405,500</b>	- 13.5%	\$420,000	<b>\$447,000</b>	+ 6.4%
Inventory of Homes for Sale	29	41	+ 41.4%	--	--	--
Months Supply of Inventory	1.0	1.5	+ 50.0%	--	--	--
Cumulative Days on Market Until Sale	30	51	+ 70.0%	48	38	- 20.8%
Percent of Original List Price Received*	100.0%	94.7%	- 5.3%	99.7%	99.2%	- 0.5%
New Listings	16	12	- 25.0%	387	418	+ 8.0%

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

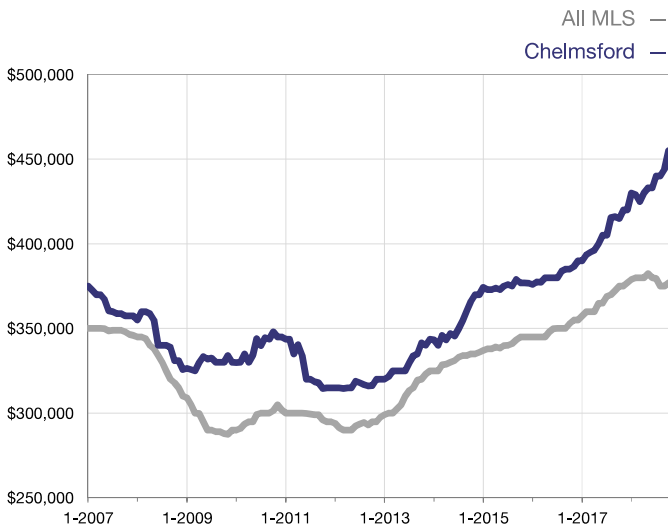
### Condominium Properties

Key Metrics	December			Year to Date		
	2017	2018	+ / -	2017	2018	+ / -
Pending Sales	8	14	+ 75.0%	178	188	+ 5.6%
Closed Sales	17	14	- 17.6%	175	182	+ 4.0%
Median Sales Price*	\$264,000	<b>\$269,000</b>	+ 1.9%	\$262,000	<b>\$284,000</b>	+ 8.4%
Inventory of Homes for Sale	12	14	+ 16.7%	--	--	--
Months Supply of Inventory	0.8	0.9	+ 12.5%	--	--	--
Cumulative Days on Market Until Sale	32	49	+ 53.1%	27	37	+ 37.0%
Percent of Original List Price Received*	99.6%	96.3%	- 3.3%	99.2%	99.6%	+ 0.4%
New Listings	5	13	+ 160.0%	194	225	+ 16.0%

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

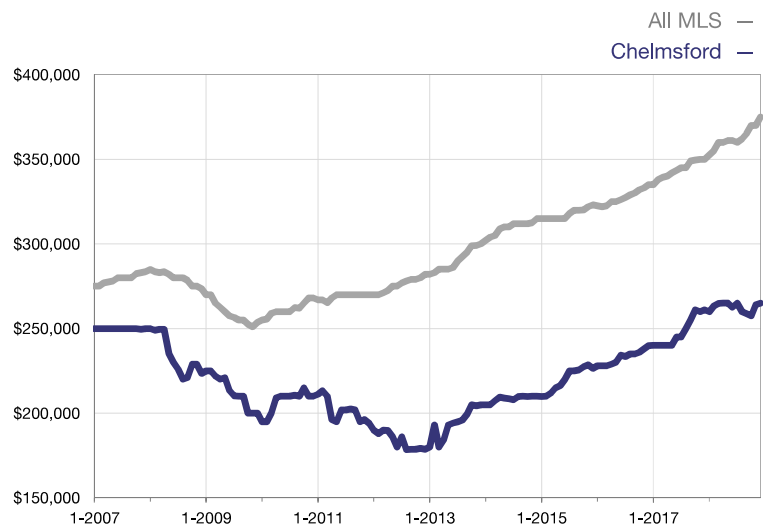
### Median Sales Price – Single-Family Properties

Rolling 12-Month Calculation



### Median Sales Price – Condominium Properties

Rolling 12-Month Calculation



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# Local Market Update – December 2018

A RESEARCH TOOL PROVIDED BY THE MASSACHUSETTS ASSOCIATION OF REALTORS®

## Dracut

### Single-Family Properties

Key Metrics	December			Year to Date		
	2017	2018	+ / -	2017	2018	+ / -
Pending Sales	17	11	- 35.3%	332	306	- 7.8%
Closed Sales	22	21	- 4.5%	317	328	+ 3.5%
Median Sales Price*	\$323,500	<b>\$360,000</b>	+ 11.3%	\$343,000	<b>\$360,000</b>	+ 5.0%
Inventory of Homes for Sale	33	27	- 18.2%	--	--	--
Months Supply of Inventory	1.2	1.0	- 16.7%	--	--	--
Cumulative Days on Market Until Sale	36	48	+ 33.3%	48	41	- 14.6%
Percent of Original List Price Received*	96.4%	<b>95.8%</b>	- 0.6%	99.0%	<b>99.0%</b>	0.0%
New Listings	16	15	- 6.3%	371	352	- 5.1%

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

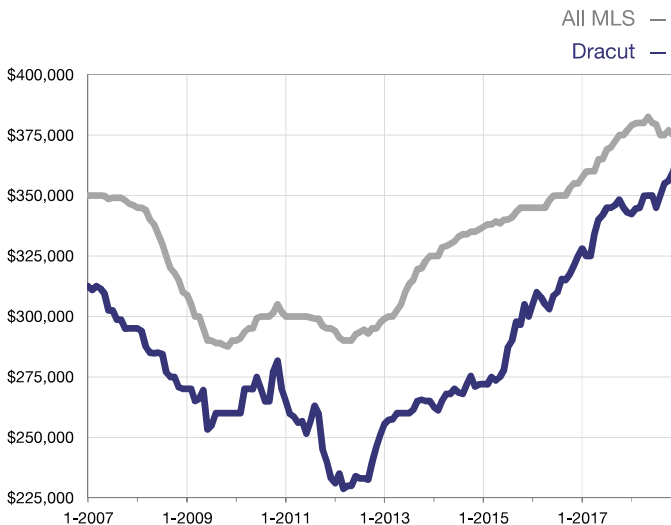
### Condominium Properties

Key Metrics	December			Year to Date		
	2017	2018	+ / -	2017	2018	+ / -
Pending Sales	8	4	- 50.0%	183	183	0.0%
Closed Sales	12	10	- 16.7%	174	193	+ 10.9%
Median Sales Price*	\$180,000	<b>\$217,750</b>	+ 21.0%	\$196,450	<b>\$215,500</b>	+ 9.7%
Inventory of Homes for Sale	20	12	- 40.0%	--	--	--
Months Supply of Inventory	1.4	0.7	- 50.0%	--	--	--
Cumulative Days on Market Until Sale	42	37	- 11.9%	38	37	- 2.6%
Percent of Original List Price Received*	99.2%	<b>99.7%</b>	+ 0.5%	100.9%	<b>99.9%</b>	- 1.0%
New Listings	7	5	- 28.6%	205	193	- 5.9%

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

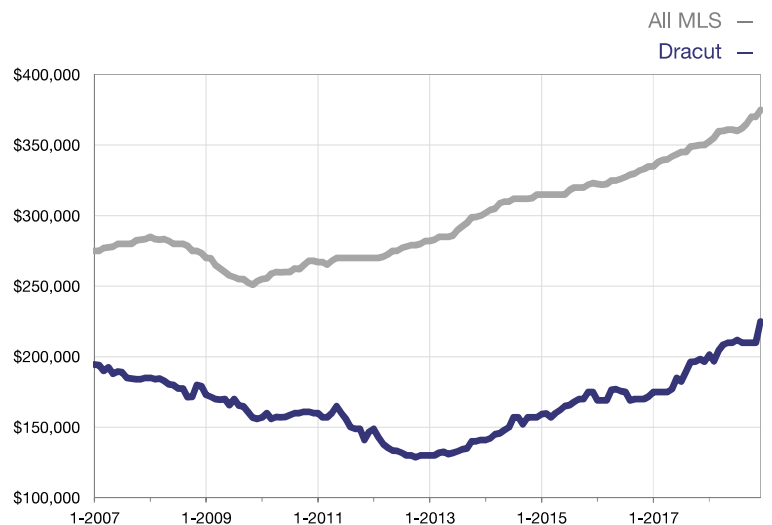
### Median Sales Price – Single-Family Properties

Rolling 12-Month Calculation



### Median Sales Price – Condominium Properties

Rolling 12-Month Calculation



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# Local Market Update – December 2018

A RESEARCH TOOL PROVIDED BY THE MASSACHUSETTS ASSOCIATION OF REALTORS®

## Dunstable

### Single-Family Properties

Key Metrics	December			Year to Date		
	2017	2018	+ / -	2017	2018	+ / -
Pending Sales	1	1	0.0%	48	50	+ 4.2%
Closed Sales	4	4	0.0%	48	52	+ 8.3%
Median Sales Price*	\$539,950	<b>\$503,930</b>	- 6.7%	\$505,000	<b>\$572,450</b>	+ 13.4%
Inventory of Homes for Sale	16	9	- 43.8%	--	--	--
Months Supply of Inventory	4.0	1.9	- 52.5%	--	--	--
Cumulative Days on Market Until Sale	50	60	+ 20.0%	89	59	- 33.7%
Percent of Original List Price Received*	95.4%	<b>94.7%</b>	- 0.7%	97.1%	<b>98.5%</b>	+ 1.4%
New Listings	4	0	- 100.0%	66	64	- 3.0%

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

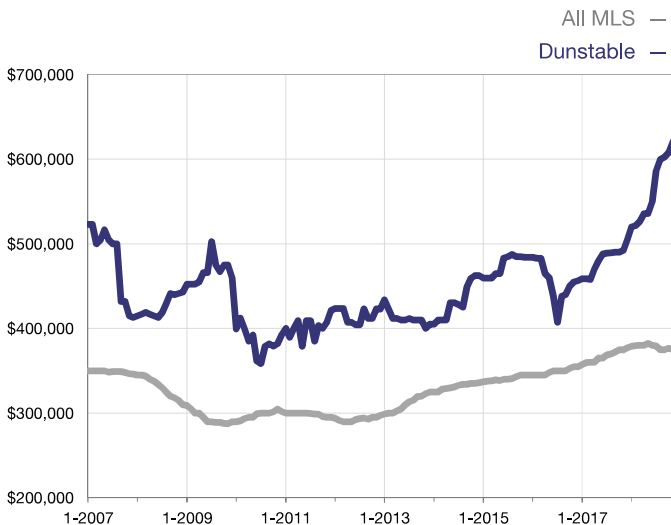
### Condominium Properties

Key Metrics	December			Year to Date		
	2017	2018	+ / -	2017	2018	+ / -
Pending Sales	0	0	--	0	0	--
Closed Sales	0	0	--	0	0	--
Median Sales Price*	\$0	<b>\$0</b>	--	\$0	<b>\$0</b>	--
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%	<b>0.0%</b>	--	0.0%	<b>0.0%</b>	--
New Listings	0	0	--	0	0	--

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

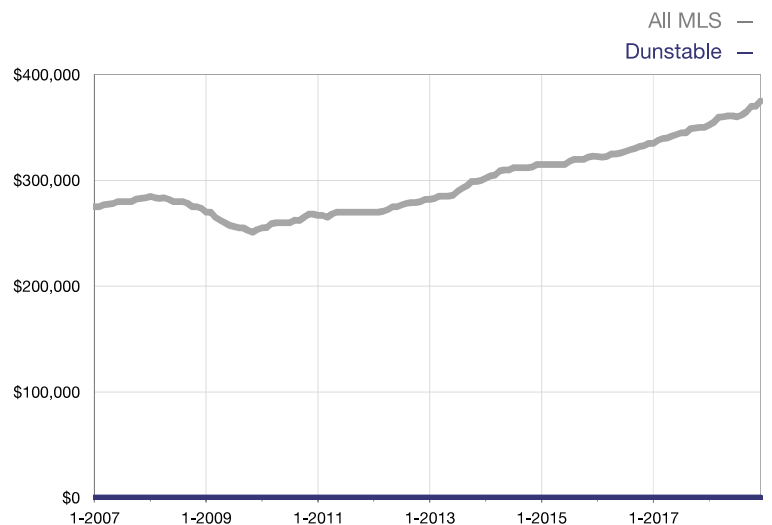
### Median Sales Price – Single-Family Properties

Rolling 12-Month Calculation



### Median Sales Price – Condominium Properties

Rolling 12-Month Calculation



MASSACHUSETTS ASSOCIATION OF REALTORS®



# Local Market Update – December 2018

A RESEARCH TOOL PROVIDED BY THE MASSACHUSETTS ASSOCIATION OF REALTORS®

## Lawrence

### Single-Family Properties

Key Metrics	December			Year to Date		
	2017	2018	+ / -	2017	2018	+ / -
Pending Sales	8	10	+ 25.0%	217	229	+ 5.5%
Closed Sales	18	22	+ 22.2%	220	235	+ 6.8%
Median Sales Price*	\$270,450	<b>\$274,000</b>	+ 1.3%	\$255,450	<b>\$280,000</b>	+ 9.6%
Inventory of Homes for Sale	37	28	- 24.3%	--	--	--
Months Supply of Inventory	2.0	1.4	- 30.0%	--	--	--
Cumulative Days on Market Until Sale	42	41	- 2.4%	45	40	- 11.1%
Percent of Original List Price Received*	97.4%	<b>99.2%</b>	+ 1.8%	98.5%	<b>100.7%</b>	+ 2.2%
New Listings	15	11	- 26.7%	275	284	+ 3.3%

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

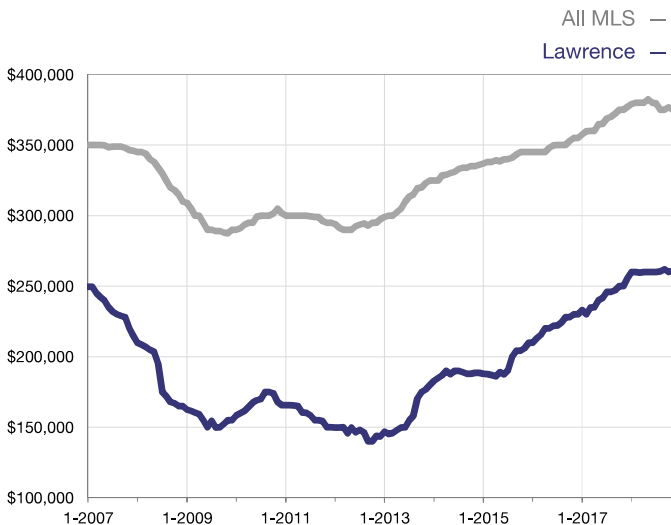
### Condominium Properties

Key Metrics	December			Year to Date		
	2017	2018	+ / -	2017	2018	+ / -
Pending Sales	4	3	- 25.0%	81	75	- 7.4%
Closed Sales	6	3	- 50.0%	86	75	- 12.8%
Median Sales Price*	\$120,700	<b>\$155,000</b>	+ 28.4%	\$144,000	<b>\$157,000</b>	+ 9.0%
Inventory of Homes for Sale	15	6	- 60.0%	--	--	--
Months Supply of Inventory	2.1	1.0	- 52.4%	--	--	--
Cumulative Days on Market Until Sale	47	39	- 17.0%	44	45	+ 2.3%
Percent of Original List Price Received*	98.9%	<b>98.9%</b>	0.0%	100.0%	<b>99.7%</b>	- 0.3%
New Listings	4	4	0.0%	105	93	- 11.4%

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

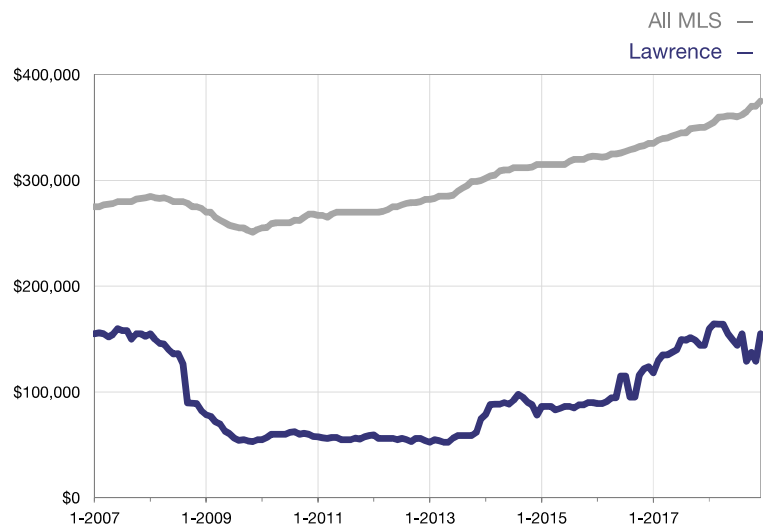
### Median Sales Price – Single-Family Properties

Rolling 12-Month Calculation



### Median Sales Price – Condominium Properties

Rolling 12-Month Calculation



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# Local Market Update – December 2018

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## Littleton

### Single-Family Properties

Key Metrics	December			Year to Date		
	2017	2018	+ / -	2017	2018	+ / -
Pending Sales	7	4	- 42.9%	133	122	- 8.3%
Closed Sales	14	14	0.0%	137	125	- 8.8%
Median Sales Price*	\$595,000	<b>\$621,500</b>	+ 4.5%	\$488,000	<b>\$568,000</b>	+ 16.4%
Inventory of Homes for Sale	29	21	- 27.6%	--	--	--
Months Supply of Inventory	2.5	2.0	- 20.0%	--	--	--
Cumulative Days on Market Until Sale	58	72	+ 24.1%	58	64	+ 10.3%
Percent of Original List Price Received*	102.2%	<b>96.2%</b>	- 5.9%	98.9%	<b>98.2%</b>	- 0.7%
New Listings	9	6	- 33.3%	191	160	- 16.2%

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

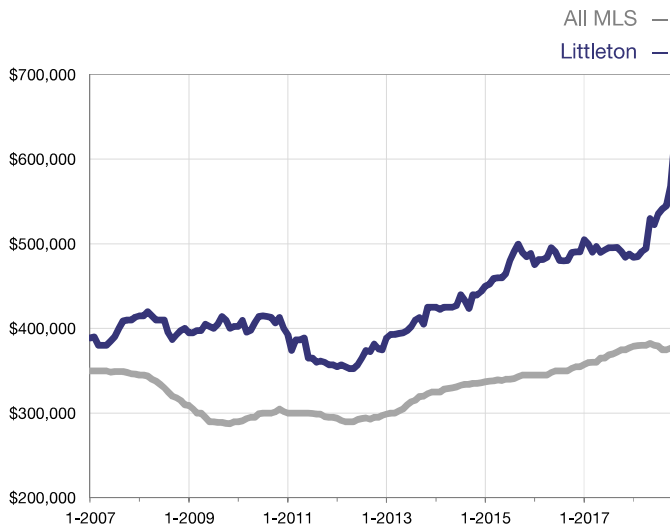
### Condominium Properties

Key Metrics	December			Year to Date		
	2017	2018	+ / -	2017	2018	+ / -
Pending Sales	1	0	- 100.0%	6	7	+ 16.7%
Closed Sales	1	2	+ 100.0%	7	8	+ 14.3%
Median Sales Price*	\$457,000	<b>\$386,000</b>	- 15.5%	\$420,000	<b>\$373,250</b>	- 11.1%
Inventory of Homes for Sale	1	1	0.0%	--	--	--
Months Supply of Inventory	0.7	0.6	- 14.3%	--	--	--
Cumulative Days on Market Until Sale	57	120	+ 110.5%	129	68	- 47.3%
Percent of Original List Price Received*	97.3%	<b>95.9%</b>	- 1.4%	96.7%	<b>96.5%</b>	- 0.2%
New Listings	0	0	--	7	8	+ 14.3%

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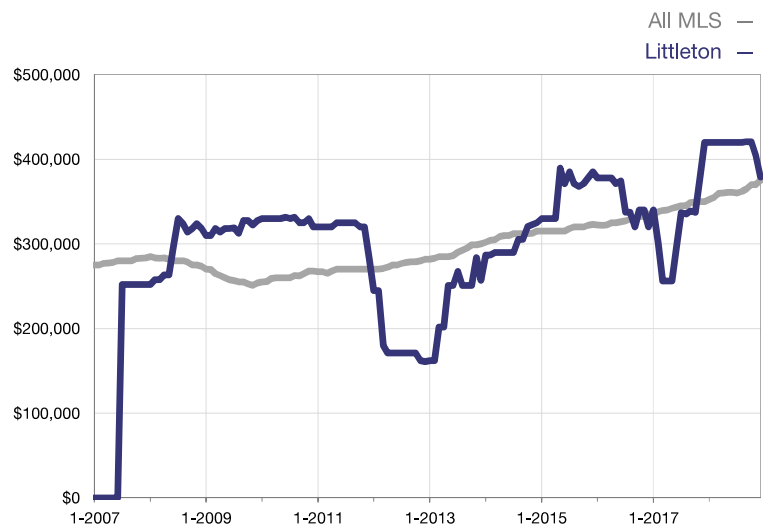
### Median Sales Price – Single-Family Properties

Rolling 12-Month Calculation



### Median Sales Price – Condominium Properties

Rolling 12-Month Calculation



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# Local Market Update – December 2018

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## Lowell

### Single-Family Properties

Key Metrics	December			Year to Date		
	2017	2018	+ / -	2017	2018	+ / -
Pending Sales	21	25	+ 19.0%	524	551	+ 5.2%
Closed Sales	38	51	+ 34.2%	527	548	+ 4.0%
Median Sales Price*	\$299,500	\$270,000	- 9.8%	\$286,000	\$300,000	+ 4.9%
Inventory of Homes for Sale	56	52	- 7.1%	--	--	--
Months Supply of Inventory	1.3	1.1	- 15.4%	--	--	--
Cumulative Days on Market Until Sale	71	38	- 46.5%	48	36	- 25.0%
Percent of Original List Price Received*	95.4%	99.5%	+ 4.3%	98.4%	98.9%	+ 0.5%
New Listings	19	13	- 31.6%	592	660	+ 11.5%

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

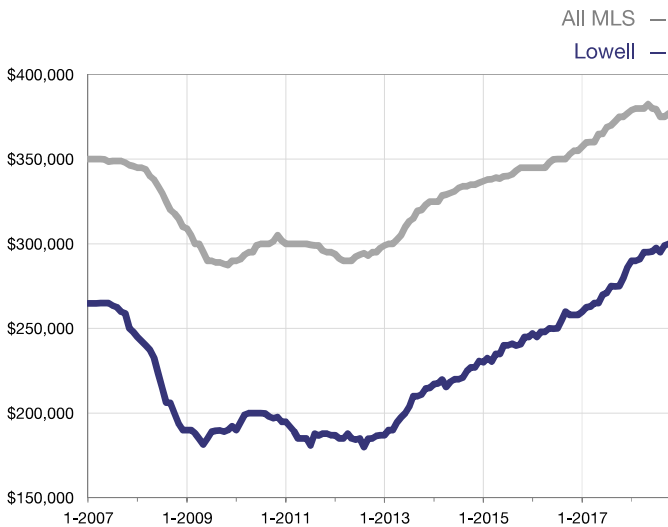
### Condominium Properties

Key Metrics	December			Year to Date		
	2017	2018	+ / -	2017	2018	+ / -
Pending Sales	17	21	+ 23.5%	337	354	+ 5.0%
Closed Sales	25	24	- 4.0%	351	352	+ 0.3%
Median Sales Price*	\$194,000	\$201,500	+ 3.9%	\$187,500	\$197,700	+ 5.4%
Inventory of Homes for Sale	43	50	+ 16.3%	--	--	--
Months Supply of Inventory	1.5	1.7	+ 13.3%	--	--	--
Cumulative Days on Market Until Sale	53	37	- 30.2%	38	37	- 2.6%
Percent of Original List Price Received*	99.2%	97.5%	- 1.7%	99.1%	98.7%	- 0.4%
New Listings	18	19	+ 5.6%	433	442	+ 2.1%

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

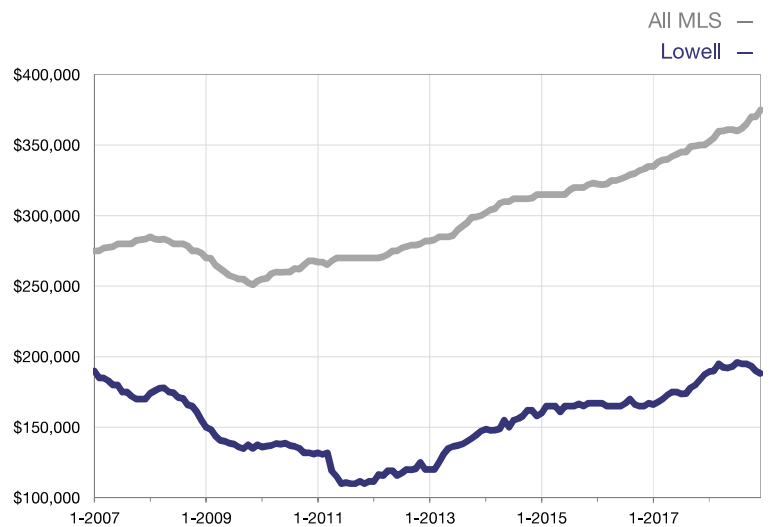
### Median Sales Price – Single-Family Properties

Rolling 12-Month Calculation



### Median Sales Price – Condominium Properties

Rolling 12-Month Calculation



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# Local Market Update – December 2018

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## Methuen

### Single-Family Properties

Key Metrics	December			Year to Date		
	2017	2018	+ / -	2017	2018	+ / -
Pending Sales	26	25	- 3.8%	477	462	- 3.1%
Closed Sales	39	35	- 10.3%	480	460	- 4.2%
Median Sales Price*	\$348,000	\$355,000	+ 2.0%	\$340,000	\$359,950	+ 5.9%
Inventory of Homes for Sale	58	48	- 17.2%	--	--	--
Months Supply of Inventory	1.5	1.3	- 13.3%	--	--	--
Cumulative Days on Market Until Sale	51	54	+ 5.9%	44	45	+ 2.3%
Percent of Original List Price Received*	97.3%	95.8%	- 1.5%	98.8%	98.7%	- 0.1%
New Listings	17	14	- 17.6%	577	565	- 2.1%

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

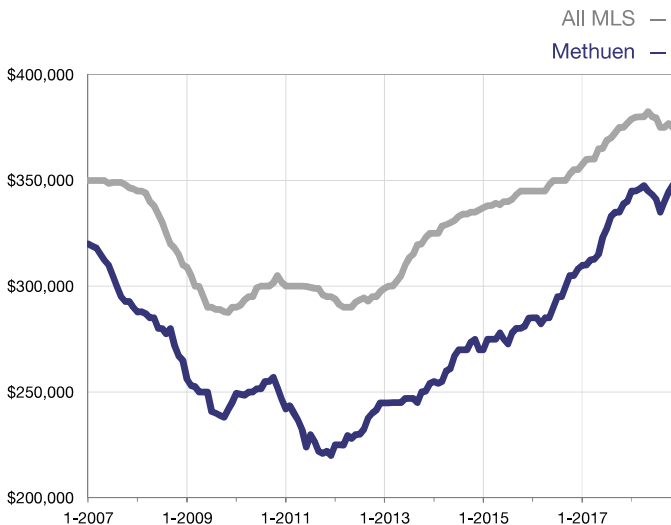
### Condominium Properties

Key Metrics	December			Year to Date		
	2017	2018	+ / -	2017	2018	+ / -
Pending Sales	7	9	+ 28.6%	164	155	- 5.5%
Closed Sales	16	5	- 68.8%	166	158	- 4.8%
Median Sales Price*	\$191,000	\$263,000	+ 37.7%	\$231,250	\$250,000	+ 8.1%
Inventory of Homes for Sale	28	15	- 46.4%	--	--	--
Months Supply of Inventory	2.0	1.1	- 45.0%	--	--	--
Cumulative Days on Market Until Sale	32	53	+ 65.6%	54	64	+ 18.5%
Percent of Original List Price Received*	97.5%	97.8%	+ 0.3%	99.1%	100.0%	+ 0.9%
New Listings	1	4	+ 300.0%	182	171	- 6.0%

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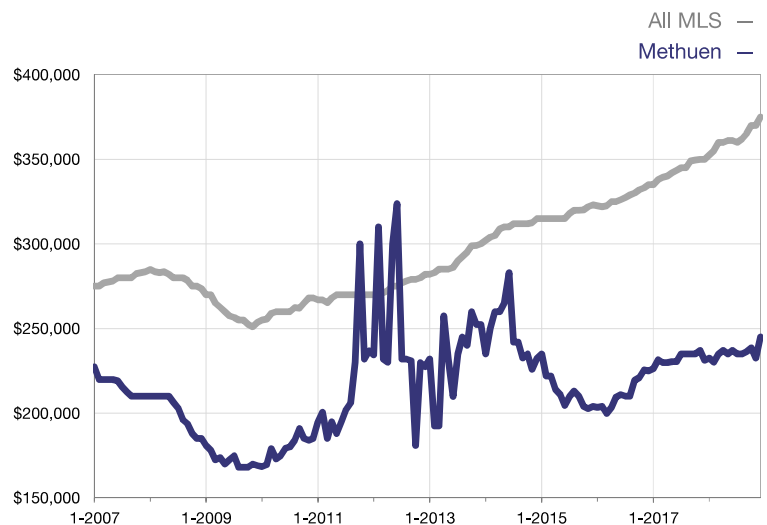
### Median Sales Price – Single-Family Properties

Rolling 12-Month Calculation



### Median Sales Price – Condominium Properties

Rolling 12-Month Calculation



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# Local Market Update – December 2018

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## North Andover

### Single-Family Properties

Key Metrics	December			Year to Date		
	2017	2018	+ / -	2017	2018	+ / -
Pending Sales	16	7	- 56.3%	252	244	- 3.2%
Closed Sales	22	23	+ 4.5%	257	249	- 3.1%
Median Sales Price*	\$621,250	<b>\$640,000</b>	+ 3.0%	\$570,000	<b>\$589,900</b>	+ 3.5%
Inventory of Homes for Sale	36	37	+ 2.8%	--	--	--
Months Supply of Inventory	1.7	1.8	+ 5.9%	--	--	--
Cumulative Days on Market Until Sale	62	78	+ 25.8%	55	57	+ 3.6%
Percent of Original List Price Received*	98.4%	<b>95.4%</b>	- 3.0%	98.3%	<b>97.9%</b>	- 0.4%
New Listings	13	5	- 61.5%	317	325	+ 2.5%

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

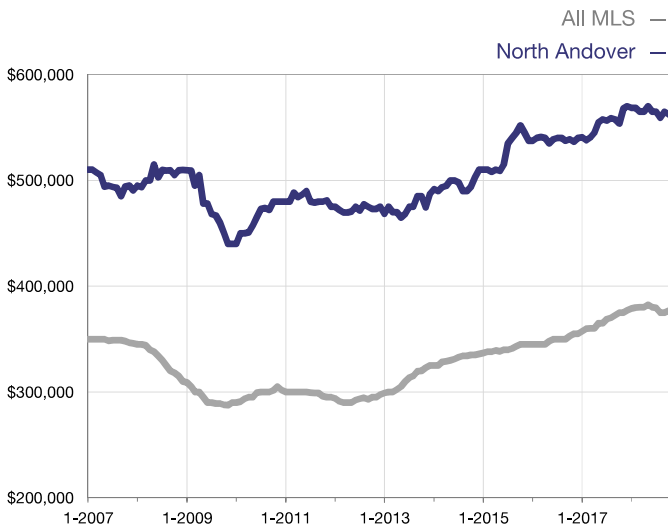
### Condominium Properties

Key Metrics	December			Year to Date		
	2017	2018	+ / -	2017	2018	+ / -
Pending Sales	8	7	- 12.5%	172	175	+ 1.7%
Closed Sales	7	12	+ 71.4%	164	183	+ 11.6%
Median Sales Price*	\$216,000	<b>\$225,000</b>	+ 4.2%	\$265,000	<b>\$269,900</b>	+ 1.8%
Inventory of Homes for Sale	18	18	0.0%	--	--	--
Months Supply of Inventory	1.3	1.2	- 7.7%	--	--	--
Cumulative Days on Market Until Sale	30	49	+ 63.3%	43	36	- 16.3%
Percent of Original List Price Received*	99.3%	<b>97.0%</b>	- 2.3%	100.2%	<b>99.3%</b>	- 0.9%
New Listings	9	10	+ 11.1%	188	205	+ 9.0%

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

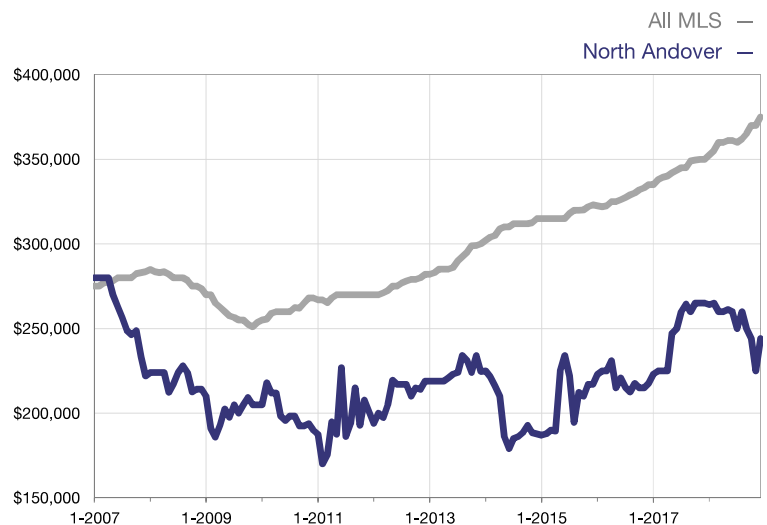
### Median Sales Price – Single-Family Properties

Rolling 12-Month Calculation



### Median Sales Price – Condominium Properties

Rolling 12-Month Calculation



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# Local Market Update – December 2018

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## Tewksbury

### Single-Family Properties

Key Metrics	December			Year to Date		
	2017	2018	+ / -	2017	2018	+ / -
Pending Sales	18	15	- 16.7%	285	286	+ 0.4%
Closed Sales	26	22	- 15.4%	284	295	+ 3.9%
Median Sales Price*	\$422,000	<b>\$439,950</b>	+ 4.3%	\$423,750	<b>\$439,000</b>	+ 3.6%
Inventory of Homes for Sale	23	18	- 21.7%	--	--	--
Months Supply of Inventory	1.0	0.7	- 30.0%	--	--	--
Cumulative Days on Market Until Sale	46	38	- 17.4%	36	36	0.0%
Percent of Original List Price Received*	97.5%	97.4%	- 0.1%	100.4%	100.2%	- 0.2%
New Listings	14	8	- 42.9%	338	325	- 3.8%

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

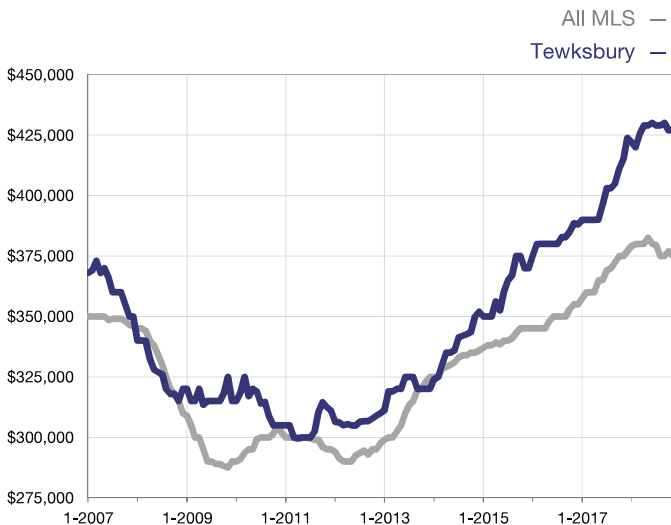
### Condominium Properties

Key Metrics	December			Year to Date		
	2017	2018	+ / -	2017	2018	+ / -
Pending Sales	4	10	+ 150.0%	123	131	+ 6.5%
Closed Sales	7	8	+ 14.3%	139	126	- 9.4%
Median Sales Price*	\$320,000	<b>\$326,250</b>	+ 2.0%	\$313,000	<b>\$330,000</b>	+ 5.4%
Inventory of Homes for Sale	7	10	+ 42.9%	--	--	--
Months Supply of Inventory	0.6	1.0	+ 66.7%	--	--	--
Cumulative Days on Market Until Sale	50	32	- 36.0%	24	30	+ 25.0%
Percent of Original List Price Received*	99.0%	95.7%	- 3.3%	101.5%	100.4%	- 1.1%
New Listings	3	5	+ 66.7%	139	148	+ 6.5%

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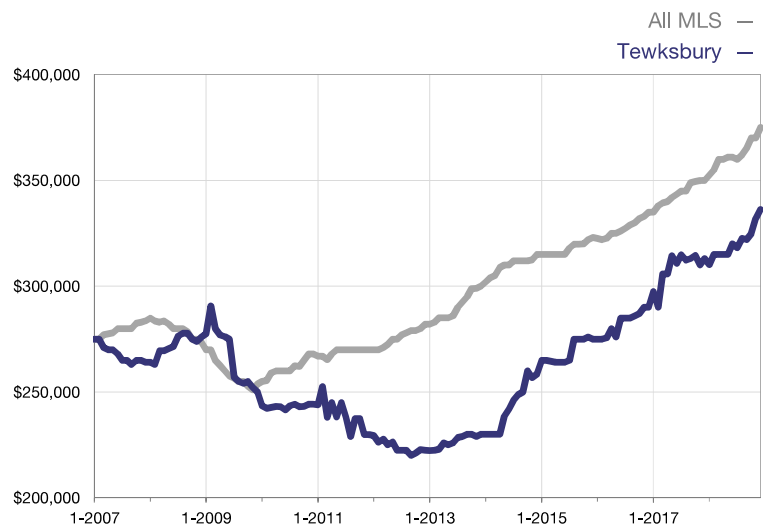
### Median Sales Price – Single-Family Properties

Rolling 12-Month Calculation



### Median Sales Price – Condominium Properties

Rolling 12-Month Calculation



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# Local Market Update – December 2018

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## Tyngsborough

### Single-Family Properties

Key Metrics	December			Year to Date		
	2017	2018	+ / -	2017	2018	+ / -
Pending Sales	6	11	+ 83.3%	109	115	+ 5.5%
Closed Sales	5	10	+ 100.0%	102	111	+ 8.8%
Median Sales Price*	\$430,000	<b>\$342,250</b>	- 20.4%	\$395,500	<b>\$430,000</b>	+ 8.7%
Inventory of Homes for Sale	12	17	+ 41.7%	--	--	--
Months Supply of Inventory	1.4	1.8	+ 28.6%	--	--	--
Cumulative Days on Market Until Sale	57	65	+ 14.0%	66	36	- 45.5%
Percent of Original List Price Received*	92.1%	<b>94.1%</b>	+ 2.2%	96.9%	<b>98.3%</b>	+ 1.4%
New Listings	4	6	+ 50.0%	118	144	+ 22.0%

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

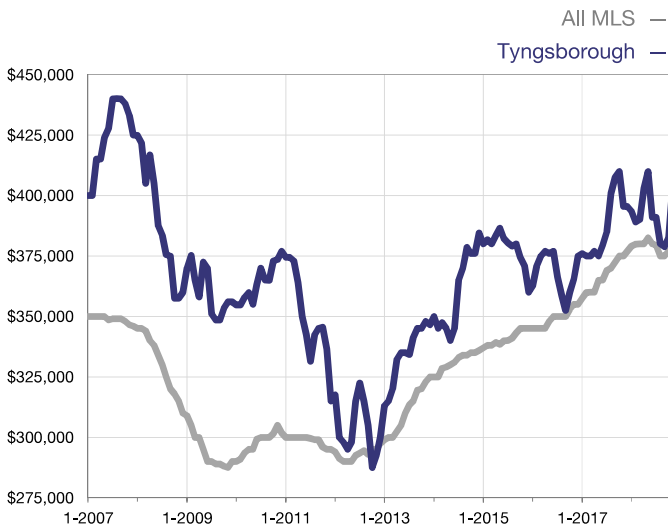
### Condominium Properties

Key Metrics	December			Year to Date		
	2017	2018	+ / -	2017	2018	+ / -
Pending Sales	4	4	0.0%	57	85	+ 49.1%
Closed Sales	5	6	+ 20.0%	66	66	0.0%
Median Sales Price*	\$336,250	<b>\$311,079</b>	- 7.5%	\$260,000	<b>\$296,587</b>	+ 14.1%
Inventory of Homes for Sale	8	6	- 25.0%	--	--	--
Months Supply of Inventory	1.5	1.0	- 33.3%	--	--	--
Cumulative Days on Market Until Sale	74	27	- 63.5%	55	41	- 25.5%
Percent of Original List Price Received*	99.2%	<b>98.8%</b>	- 0.4%	99.4%	<b>99.5%</b>	+ 0.1%
New Listings	2	3	+ 50.0%	62	91	+ 46.8%

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

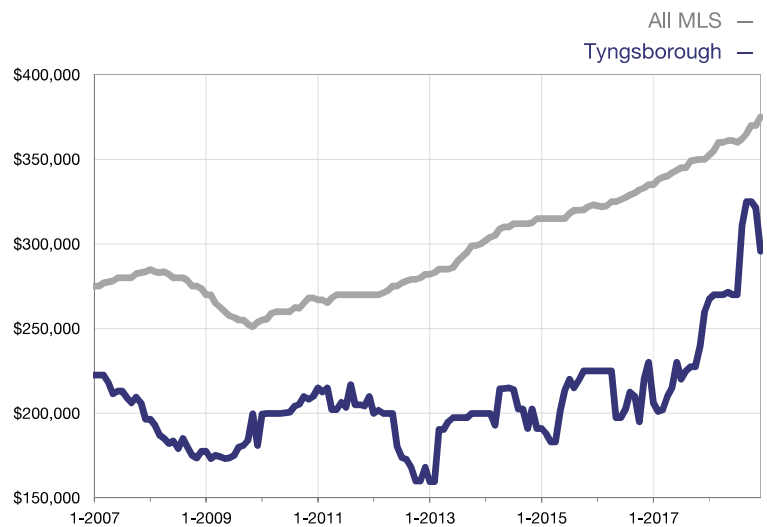
### Median Sales Price – Single-Family Properties

Rolling 12-Month Calculation



### Median Sales Price – Condominium Properties

Rolling 12-Month Calculation



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# Local Market Update – December 2018

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## Westford

### Single-Family Properties

Key Metrics	December			Year to Date		
	2017	2018	+ / -	2017	2018	+ / -
Pending Sales	8	10	+ 25.0%	245	262	+ 6.9%
Closed Sales	22	12	- 45.5%	246	254	+ 3.3%
Median Sales Price*	\$510,000	<b>\$627,500</b>	+ 23.0%	\$565,000	<b>\$585,000</b>	+ 3.5%
Inventory of Homes for Sale	27	31	+ 14.8%	--	--	--
Months Supply of Inventory	1.3	1.5	+ 15.4%	--	--	--
Cumulative Days on Market Until Sale	56	79	+ 41.1%	65	45	- 30.8%
Percent of Original List Price Received*	96.1%	93.8%	- 2.4%	97.0%	98.7%	+ 1.8%
New Listings	6	3	- 50.0%	293	324	+ 10.6%

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

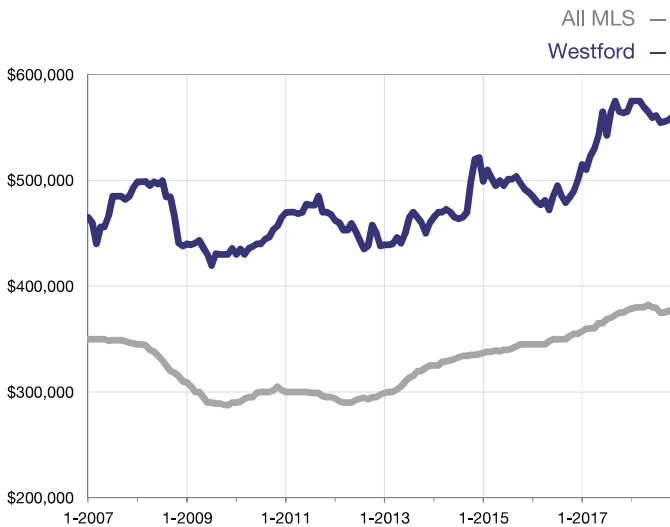
### Condominium Properties

Key Metrics	December			Year to Date		
	2017	2018	+ / -	2017	2018	+ / -
Pending Sales	3	3	0.0%	50	55	+ 10.0%
Closed Sales	4	2	- 50.0%	47	55	+ 17.0%
Median Sales Price*	\$463,000	<b>\$430,000</b>	- 7.1%	\$395,000	<b>\$400,000</b>	+ 1.3%
Inventory of Homes for Sale	7	14	+ 100.0%	--	--	--
Months Supply of Inventory	1.6	3.1	+ 93.8%	--	--	--
Cumulative Days on Market Until Sale	76	33	- 56.6%	64	40	- 37.5%
Percent of Original List Price Received*	96.4%	94.6%	- 1.9%	98.4%	98.7%	+ 0.3%
New Listings	2	0	- 100.0%	67	78	+ 16.4%

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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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