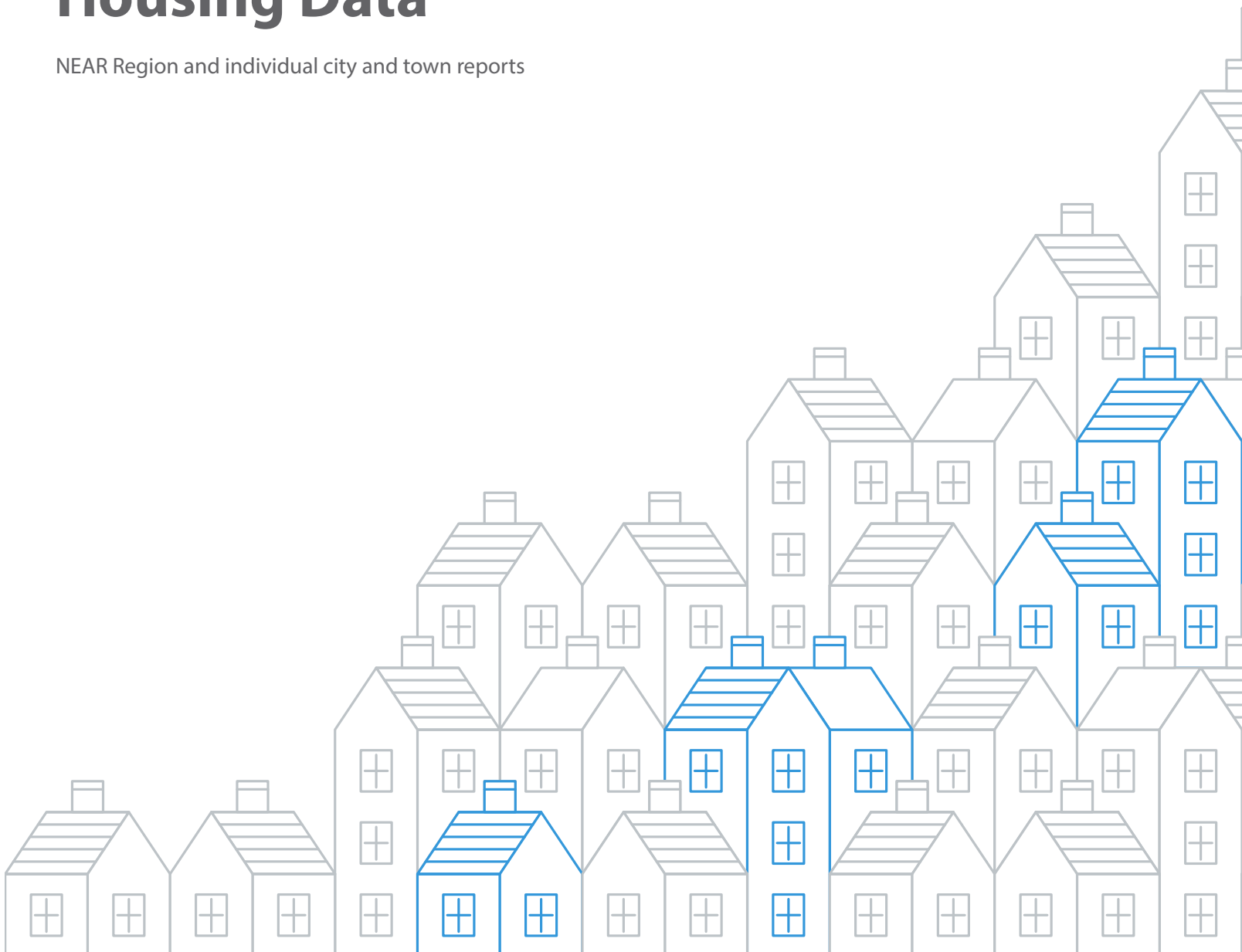




January 2019 Housing Data

NEAR Region and individual city and town reports



Northeast Association of REALTORS®
6 Liberty Way, Suite 204
Westford, MA 01886
O: 978-577-6138/F: 978-577-6156
www.NortheastRealtors.com



Local Market Update – January 2019

A RESEARCH TOOL PROVIDED BY THE MASSACHUSETTS ASSOCIATION OF REALTORS®



Northeast Association of REALTORS®

- 8.1%

Year-Over-Year
Change in
Closed Sales
All Properties

- 0.7%

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

- 7.1%

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

Single-Family Properties

	January			Year to Date		
	2018	2019	+ / -	2018	2019	+ / -
Pending Sales	199	252	+ 26.6%	199	252	+ 26.6%
Closed Sales	231	208	- 10.0%	231	208	- 10.0%
Median Sales Price*	\$419,000	\$435,000	+ 3.8%	\$419,000	\$435,000	+ 3.8%
Inventory of Homes for Sale	465	430	- 7.5%	--	--	--
Months Supply of Inventory	1.4	1.3	- 6.2%	--	--	--
Cumulative Days on Market Until Sale	62	72	+ 15.4%	62	72	+ 15.4%
Percent of Original List Price Received*	97.7%	96.0%	- 1.8%	97.7%	96.0%	- 1.8%
New Listings	222	267	+ 20.3%	222	267	+ 20.3%

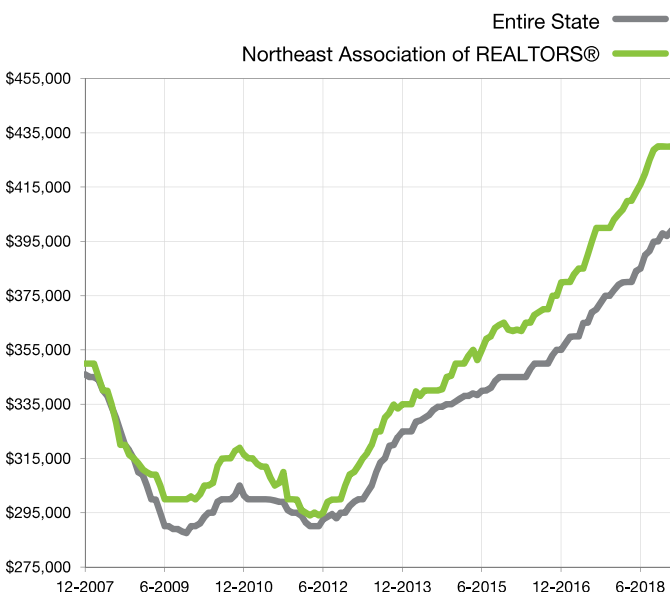
Condominium Properties

	January			Year to Date		
	2018	2019	+ / -	2018	2019	+ / -
Pending Sales	112	115	+ 2.7%	112	115	+ 2.7%
Closed Sales	90	87	- 3.3%	90	87	- 3.3%
Median Sales Price*	\$242,450	\$269,900	+ 11.3%	\$242,450	\$269,900	+ 11.3%
Inventory of Homes for Sale	186	175	- 5.9%	--	--	--
Months Supply of Inventory	1.4	1.3	- 10.5%	--	--	--
Cumulative Days on Market Until Sale	62	51	- 17.0%	62	51	- 17.0%
Percent of Original List Price Received*	97.8%	98.0%	+ 0.2%	97.8%	98.0%	+ 0.2%
New Listings	134	120	- 10.4%	134	120	- 10.4%

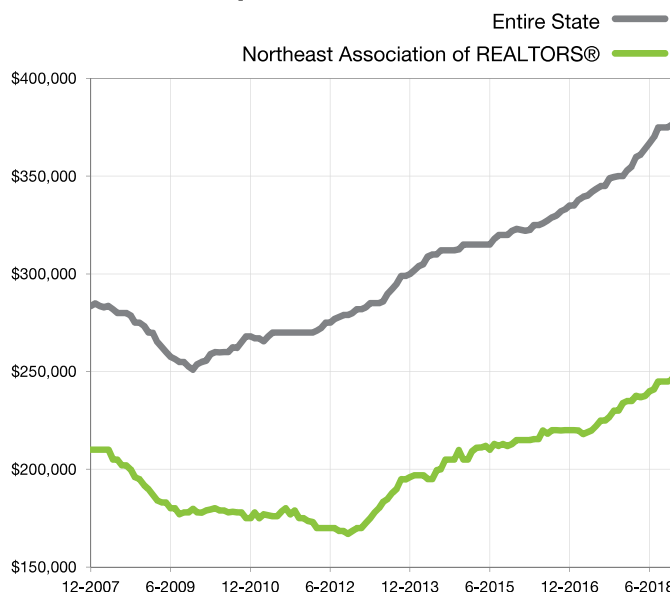
* Does not account for seller concessions. | Activity for one month can sometimes look extreme due to small sample size.

Median Sales Price BASED ON A ROLLING 12-MONTH AVERAGE

Single-Family Properties



Condominium Properties



A rolling 12-month calculation represents the current month and the 11 months prior in a single data point. If no activity occurred during a month, the line extends to the next available data point.

Local Market Update – January 2019

A RESEARCH TOOL PROVIDED BY THE MASSACHUSETTS ASSOCIATION OF REALTORS®

Andover

Single-Family Properties

Key Metrics	January			Year to Date		
	2018	2019	+ / -	2018	2019	+ / -
Pending Sales	13	11	- 15.4%	13	11	- 15.4%
Closed Sales	27	25	- 7.4%	27	25	- 7.4%
Median Sales Price*	\$609,900	\$595,000	- 2.4%	\$609,900	\$595,000	- 2.4%
Inventory of Homes for Sale	41	62	+ 51.2%	--	--	--
Months Supply of Inventory	1.3	2.2	+ 69.2%	--	--	--
Cumulative Days on Market Until Sale	60	72	+ 20.0%	60	72	+ 20.0%
Percent of Original List Price Received*	97.3%	95.8%	- 1.5%	97.3%	95.8%	- 1.5%
New Listings	11	27	+ 145.5%	11	27	+ 145.5%

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

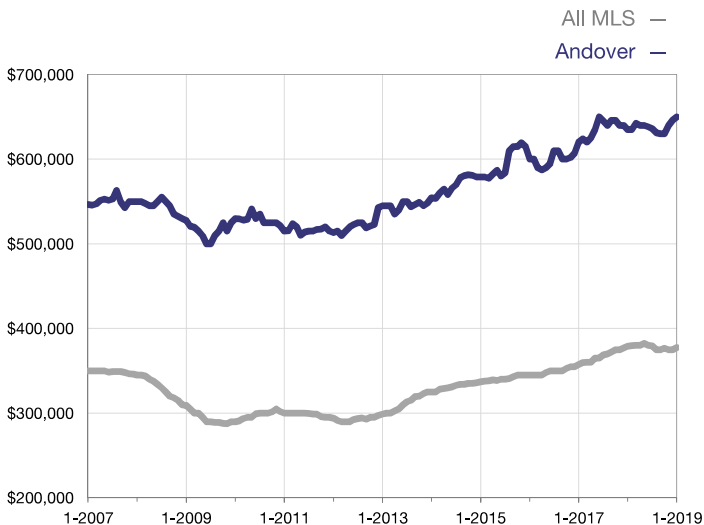
Condominium Properties

Key Metrics	January			Year to Date		
	2018	2019	+ / -	2018	2019	+ / -
Pending Sales	13	7	- 46.2%	13	7	- 46.2%
Closed Sales	7	8	+ 14.3%	7	8	+ 14.3%
Median Sales Price*	\$349,240	\$330,200	- 5.5%	\$349,240	\$330,200	- 5.5%
Inventory of Homes for Sale	25	29	+ 16.0%	--	--	--
Months Supply of Inventory	2.0	2.3	+ 15.0%	--	--	--
Cumulative Days on Market Until Sale	42	45	+ 7.1%	42	45	+ 7.1%
Percent of Original List Price Received*	102.0%	96.5%	- 5.4%	102.0%	96.5%	- 5.4%
New Listings	22	11	- 50.0%	22	11	- 50.0%

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

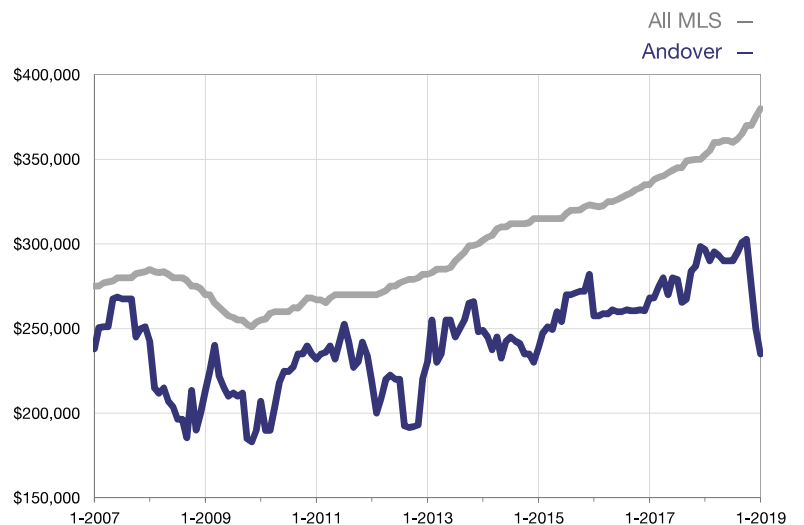
Median Sales Price – Single-Family Properties

Rolling 12-Month Calculation



Median Sales Price – Condominium Properties

Rolling 12-Month Calculation



MASSACHUSETTS ASSOCIATION OF REALTORS®



All data from the Berkshire County MLS, Cape Cod & Islands Association of REALTORS®, Inc. and MLS Property Information Network, Inc. | Provided by MAR. | Powered by ShowingTime 10K.

Local Market Update – January 2019

A RESEARCH TOOL PROVIDED BY THE MASSACHUSETTS ASSOCIATION OF REALTORS®

Billerica

Single-Family Properties

Key Metrics	January			Year to Date		
	2018	2019	+ / -	2018	2019	+ / -
Pending Sales	22	34	+ 54.5%	22	34	+ 54.5%
Closed Sales	26	18	- 30.8%	26	18	- 30.8%
Median Sales Price*	\$448,000	\$438,750	- 2.1%	\$448,000	\$438,750	- 2.1%
Inventory of Homes for Sale	41	43	+ 4.9%	--	--	--
Months Supply of Inventory	1.3	1.4	+ 7.7%	--	--	--
Cumulative Days on Market Until Sale	37	64	+ 73.0%	37	64	+ 73.0%
Percent of Original List Price Received*	101.6%	98.4%	- 3.1%	101.6%	98.4%	- 3.1%
New Listings	21	35	+ 66.7%	21	35	+ 66.7%

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

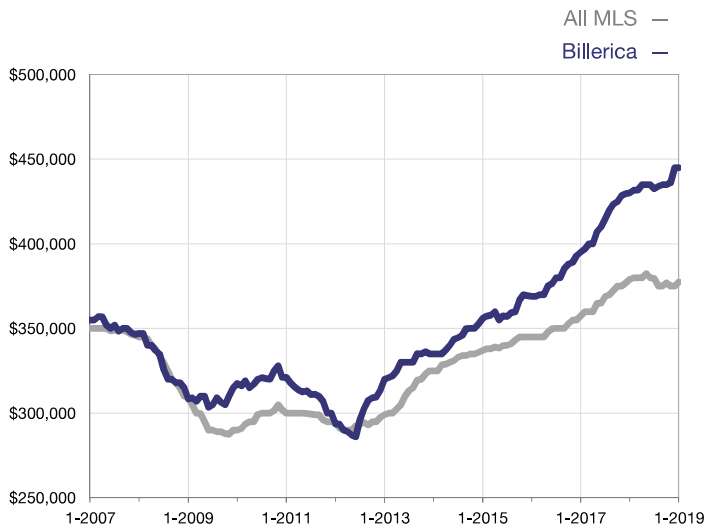
Condominium Properties

Key Metrics	January			Year to Date		
	2018	2019	+ / -	2018	2019	+ / -
Pending Sales	4	10	+ 150.0%	4	10	+ 150.0%
Closed Sales	7	1	- 85.7%	7	1	- 85.7%
Median Sales Price*	\$379,900	\$455,000	+ 19.8%	\$379,900	\$455,000	+ 19.8%
Inventory of Homes for Sale	5	4	- 20.0%	--	--	--
Months Supply of Inventory	1.0	0.6	- 40.0%	--	--	--
Cumulative Days on Market Until Sale	29	20	- 31.0%	29	20	- 31.0%
Percent of Original List Price Received*	100.7%	98.9%	- 1.8%	100.7%	98.9%	- 1.8%
New Listings	5	7	+ 40.0%	5	7	+ 40.0%

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

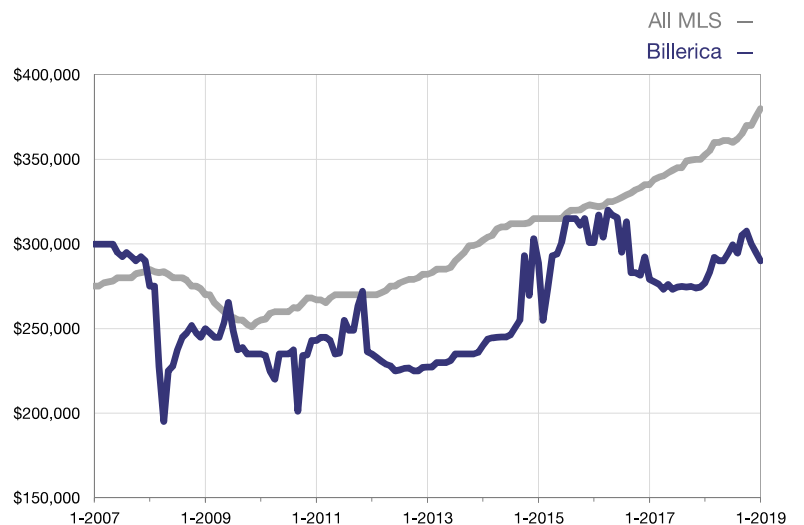
Median Sales Price – Single-Family Properties

Rolling 12-Month Calculation



Median Sales Price – Condominium Properties

Rolling 12-Month Calculation



MASSACHUSETTS ASSOCIATION OF REALTORS®



Local Market Update – January 2019

A RESEARCH TOOL PROVIDED BY THE MASSACHUSETTS ASSOCIATION OF REALTORS®

Boxford

Single-Family Properties

Key Metrics	January			Year to Date		
	2018	2019	+ / -	2018	2019	+ / -
Pending Sales	5	8	+ 60.0%	5	8	+ 60.0%
Closed Sales	8	5	- 37.5%	8	5	- 37.5%
Median Sales Price*	\$620,000	\$523,000	- 15.6%	\$620,000	\$523,000	- 15.6%
Inventory of Homes for Sale	29	13	- 55.2%	--	--	--
Months Supply of Inventory	2.8	1.4	- 50.0%	--	--	--
Cumulative Days on Market Until Sale	141	173	+ 22.7%	141	173	+ 22.7%
Percent of Original List Price Received*	91.5%	87.3%	- 4.6%	91.5%	87.3%	- 4.6%
New Listings	8	7	- 12.5%	8	7	- 12.5%

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

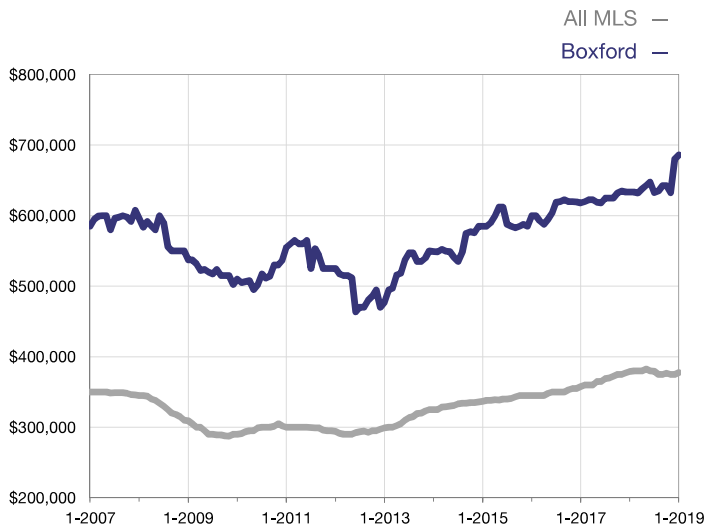
Condominium Properties

Key Metrics	January			Year to Date		
	2018	2019	+ / -	2018	2019	+ / -
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	--	0	0	--

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

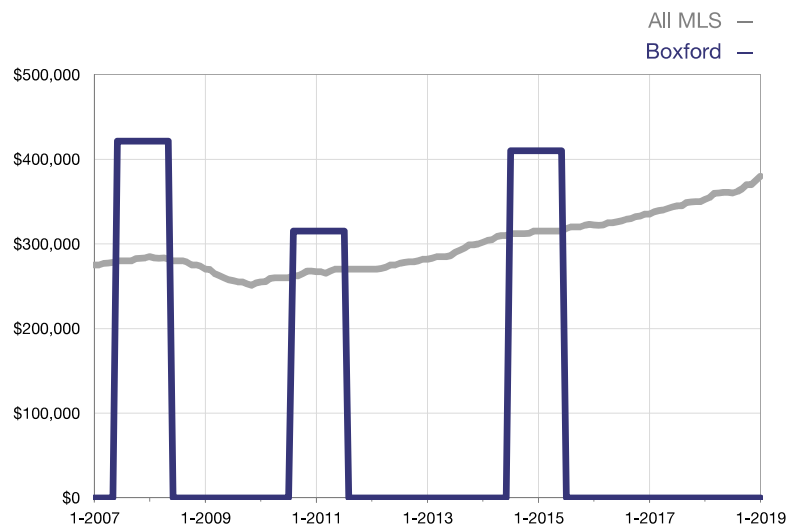
Median Sales Price – Single-Family Properties

Rolling 12-Month Calculation



Median Sales Price – Condominium Properties

Rolling 12-Month Calculation



MASSACHUSETTS ASSOCIATION OF REALTORS®



All data from the Berkshire County MLS, Cape Cod & Islands Association of REALTORS®, Inc. and MLS Property Information Network, Inc. | Provided by MAR. | Powered by ShowingTime 10K.

Local Market Update – January 2019

A RESEARCH TOOL PROVIDED BY THE MASSACHUSETTS ASSOCIATION OF REALTORS®

Carlisle

Single-Family Properties

Key Metrics	January			Year to Date		
	2018	2019	+ / -	2018	2019	+ / -
Pending Sales	2	5	+ 150.0%	2	5	+ 150.0%
Closed Sales	4	4	0.0%	4	4	0.0%
Median Sales Price*	\$1,014,500	\$732,000	- 27.8%	\$1,014,500	\$732,000	- 27.8%
Inventory of Homes for Sale	17	16	- 5.9%	--	--	--
Months Supply of Inventory	2.8	2.5	- 10.7%	--	--	--
Cumulative Days on Market Until Sale	207	130	- 37.2%	207	130	- 37.2%
Percent of Original List Price Received*	95.2%	92.7%	- 2.6%	95.2%	92.7%	- 2.6%
New Listings	6	9	+ 50.0%	6	9	+ 50.0%

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

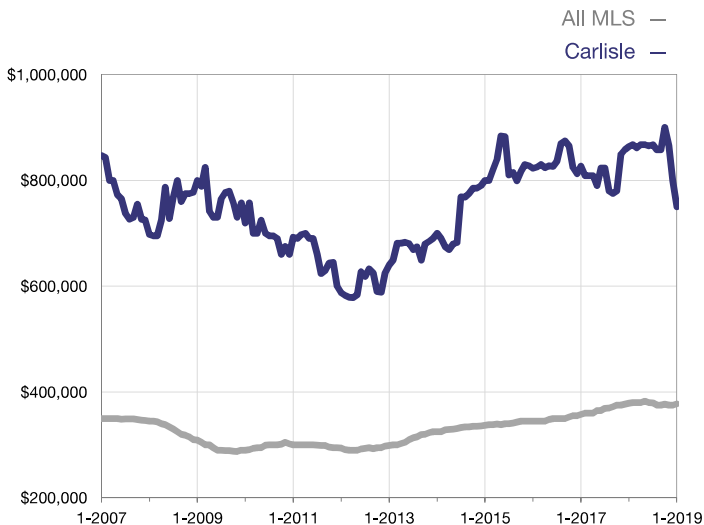
Condominium Properties

Key Metrics	January			Year to Date		
	2018	2019	+ / -	2018	2019	+ / -
Pending Sales	0	0	--	0	0	--
Closed Sales	0	2	--	0	2	--
Median Sales Price*	\$0	\$959,147	--	\$0	\$959,147	--
Inventory of Homes for Sale	1	4	+ 300.0%	--	--	--
Months Supply of Inventory	0.5	3.0	+ 500.0%	--	--	--
Cumulative Days on Market Until Sale	0	55	--	0	55	--
Percent of Original List Price Received*	0.0%	104.8%	--	0.0%	104.8%	--
New Listings	0	1	--	0	1	--

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

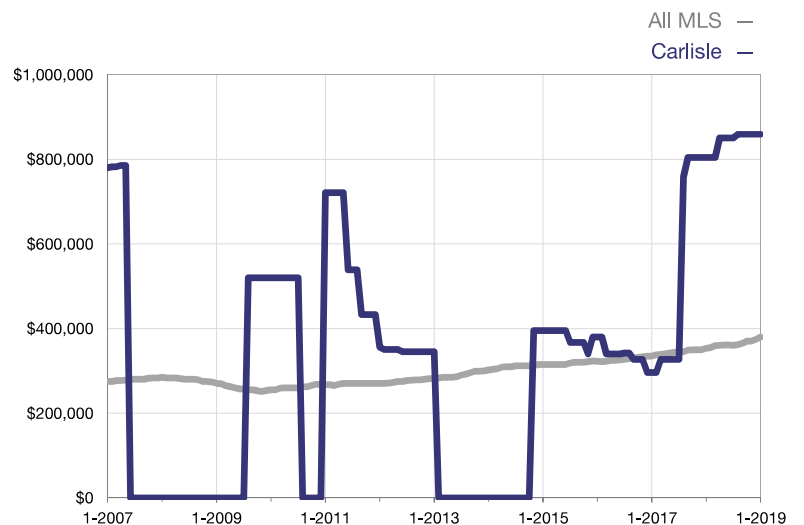
Median Sales Price – Single-Family Properties

Rolling 12-Month Calculation



Median Sales Price – Condominium Properties

Rolling 12-Month Calculation



MASSACHUSETTS ASSOCIATION OF REALTORS®



All data from the Berkshire County MLS, Cape Cod & Islands Association of REALTORS®, Inc. and MLS Property Information Network, Inc. | Provided by MAR. | Powered by ShowingTime 10K.

Local Market Update – January 2019

A RESEARCH TOOL PROVIDED BY THE MASSACHUSETTS ASSOCIATION OF REALTORS®

Chelmsford

Single-Family Properties

Key Metrics	January			Year to Date		
	2018	2019	+ / -	2018	2019	+ / -
Pending Sales	12	25	+ 108.3%	12	25	+ 108.3%
Closed Sales	18	26	+ 44.4%	18	26	+ 44.4%
Median Sales Price*	\$495,750	\$444,950	- 10.2%	\$495,750	\$444,950	- 10.2%
Inventory of Homes for Sale	30	36	+ 20.0%	--	--	--
Months Supply of Inventory	1.0	1.3	+ 30.0%	--	--	--
Cumulative Days on Market Until Sale	37	63	+ 70.3%	37	63	+ 70.3%
Percent of Original List Price Received*	98.9%	94.5%	- 4.4%	98.9%	94.5%	- 4.4%
New Listings	14	22	+ 57.1%	14	22	+ 57.1%

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

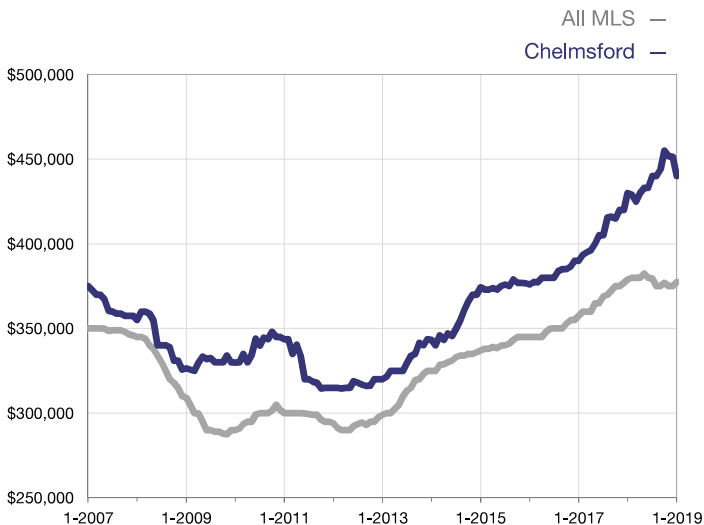
Condominium Properties

Key Metrics	January			Year to Date		
	2018	2019	+ / -	2018	2019	+ / -
Pending Sales	10	14	+ 40.0%	10	14	+ 40.0%
Closed Sales	9	12	+ 33.3%	9	12	+ 33.3%
Median Sales Price*	\$251,000	\$280,500	+ 11.8%	\$251,000	\$280,500	+ 11.8%
Inventory of Homes for Sale	13	13	0.0%	--	--	--
Months Supply of Inventory	0.9	0.8	- 11.1%	--	--	--
Cumulative Days on Market Until Sale	37	90	+ 143.2%	37	90	+ 143.2%
Percent of Original List Price Received*	95.0%	96.4%	+ 1.5%	95.0%	96.4%	+ 1.5%
New Listings	14	12	- 14.3%	14	12	- 14.3%

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

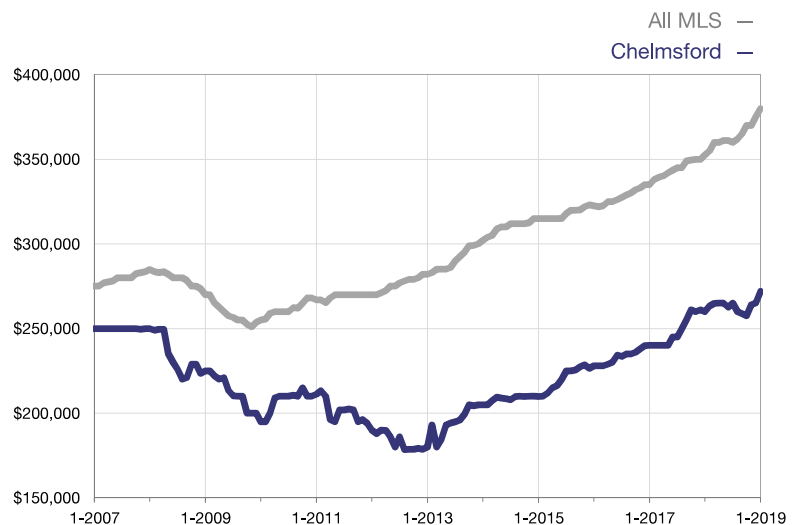
Median Sales Price – Single-Family Properties

Rolling 12-Month Calculation



Median Sales Price – Condominium Properties

Rolling 12-Month Calculation



MASSACHUSETTS ASSOCIATION OF REALTORS®



All data from the Berkshire County MLS, Cape Cod & Islands Association of REALTORS®, Inc. and MLS Property Information Network, Inc. | Provided by MAR. | Powered by ShowingTime 10K.

Local Market Update – January 2019

A RESEARCH TOOL PROVIDED BY THE MASSACHUSETTS ASSOCIATION OF REALTORS®

Dracut

Single-Family Properties

Key Metrics	January			Year to Date		
	2018	2019	+ / -	2018	2019	+ / -
Pending Sales	18	21	+ 16.7%	18	21	+ 16.7%
Closed Sales	20	14	- 30.0%	20	14	- 30.0%
Median Sales Price*	\$333,000	\$361,000	+ 8.4%	\$333,000	\$361,000	+ 8.4%
Inventory of Homes for Sale	33	24	- 27.3%	--	--	--
Months Supply of Inventory	1.2	0.9	- 25.0%	--	--	--
Cumulative Days on Market Until Sale	49	65	+ 32.7%	49	65	+ 32.7%
Percent of Original List Price Received*	97.7%	98.3%	+ 0.6%	97.7%	98.3%	+ 0.6%
New Listings	23	22	- 4.3%	23	22	- 4.3%

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

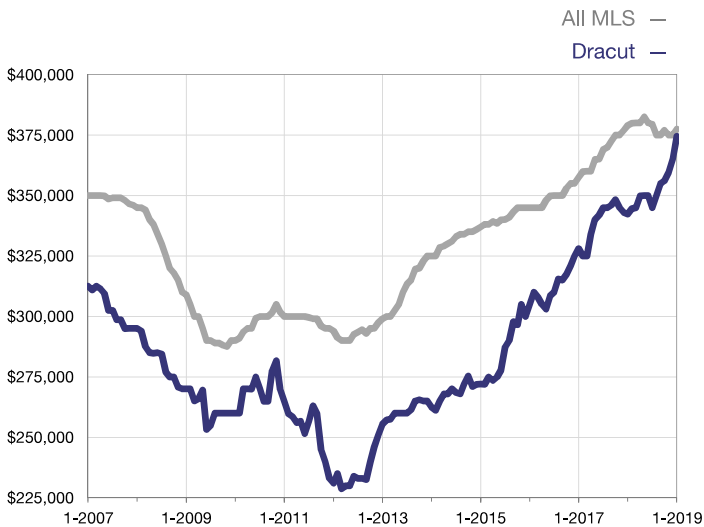
Condominium Properties

Key Metrics	January			Year to Date		
	2018	2019	+ / -	2018	2019	+ / -
Pending Sales	13	11	- 15.4%	13	11	- 15.4%
Closed Sales	12	3	- 75.0%	12	3	- 75.0%
Median Sales Price*	\$255,000	\$200,000	- 21.6%	\$255,000	\$200,000	- 21.6%
Inventory of Homes for Sale	18	7	- 61.1%	--	--	--
Months Supply of Inventory	1.2	0.5	- 58.3%	--	--	--
Cumulative Days on Market Until Sale	53	28	- 47.2%	53	28	- 47.2%
Percent of Original List Price Received*	100.5%	100.0%	- 0.5%	100.5%	100.0%	- 0.5%
New Listings	13	7	- 46.2%	13	7	- 46.2%

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

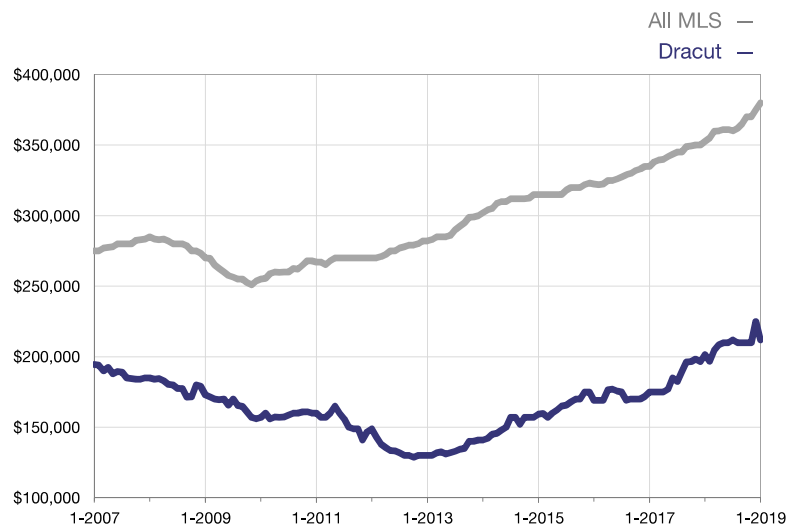
Median Sales Price – Single-Family Properties

Rolling 12-Month Calculation



Median Sales Price – Condominium Properties

Rolling 12-Month Calculation



MASSACHUSETTS ASSOCIATION OF REALTORS®



All data from the Berkshire County MLS, Cape Cod & Islands Association of REALTORS®, Inc. and MLS Property Information Network, Inc. | Provided by MAR. | Powered by ShowingTime 10K.

Local Market Update – January 2019

A RESEARCH TOOL PROVIDED BY THE MASSACHUSETTS ASSOCIATION OF REALTORS®

Dunstable

Single-Family Properties

Key Metrics	January			Year to Date		
	2018	2019	+ / -	2018	2019	+ / -
Pending Sales	2	5	+ 150.0%	2	5	+ 150.0%
Closed Sales	2	0	- 100.0%	2	0	- 100.0%
Median Sales Price*	\$554,798	\$0	- 100.0%	\$554,798	\$0	- 100.0%
Inventory of Homes for Sale	19	8	- 57.9%	--	--	--
Months Supply of Inventory	4.9	1.6	- 67.3%	--	--	--
Cumulative Days on Market Until Sale	11	0	- 100.0%	11	0	- 100.0%
Percent of Original List Price Received*	100.6%	0.0%	- 100.0%	100.6%	0.0%	- 100.0%
New Listings	5	4	- 20.0%	5	4	- 20.0%

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

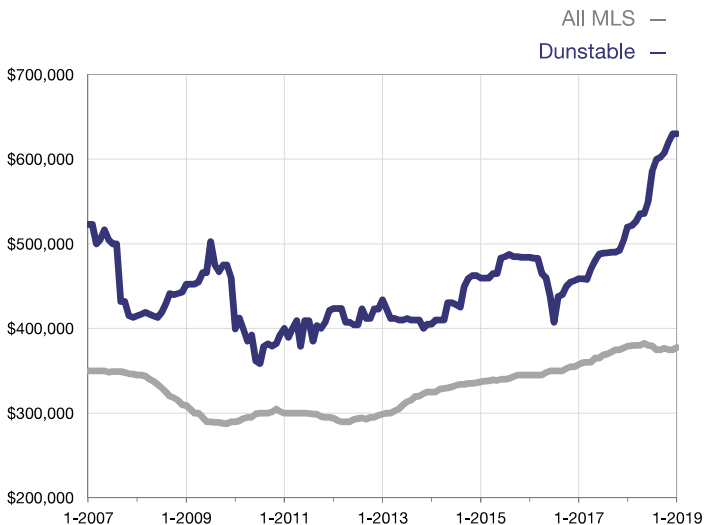
Condominium Properties

Key Metrics	January			Year to Date		
	2018	2019	+ / -	2018	2019	+ / -
Pending Sales	0	0	--	0	0	--
Closed Sales	0	0	--	0	0	--
Median Sales Price*	\$0	\$0	--	\$0	\$0	--
Inventory of Homes for Sale	0	0	--	--	--	--
Months Supply of Inventory	0.0	0.0	--	--	--	--
Cumulative Days on Market Until Sale	0	0	--	0	0	--
Percent of Original List Price Received*	0.0%	0.0%	--	0.0%	0.0%	--
New Listings	0	0	--	0	0	--

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

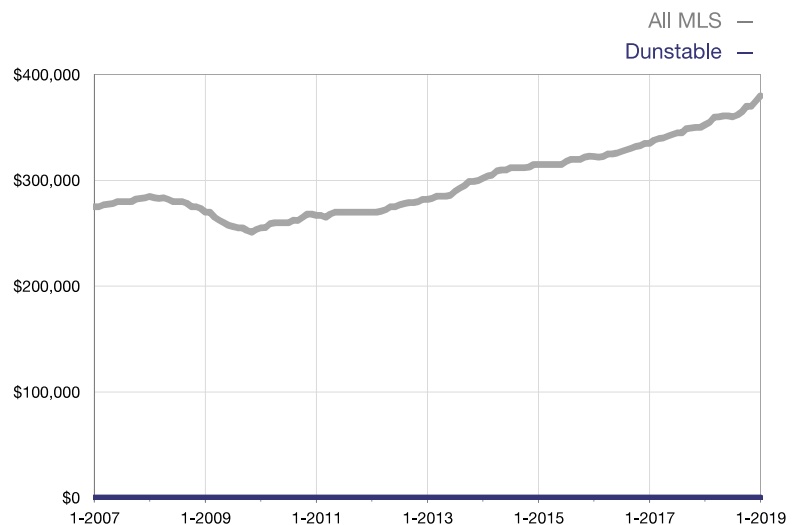
Median Sales Price – Single-Family Properties

Rolling 12-Month Calculation



Median Sales Price – Condominium Properties

Rolling 12-Month Calculation



MASSACHUSETTS ASSOCIATION OF REALTORS®



Local Market Update – January 2019

A RESEARCH TOOL PROVIDED BY THE MASSACHUSETTS ASSOCIATION OF REALTORS®

Lawrence

Single-Family Properties

Key Metrics	January			Year to Date		
	2018	2019	+ / -	2018	2019	+ / -
Pending Sales	19	25	+ 31.6%	19	25	+ 31.6%
Closed Sales	12	7	- 41.7%	12	7	- 41.7%
Median Sales Price*	\$265,000	\$287,000	+ 8.3%	\$265,000	\$287,000	+ 8.3%
Inventory of Homes for Sale	24	27	+ 12.5%	--	--	--
Months Supply of Inventory	1.3	1.4	+ 7.7%	--	--	--
Cumulative Days on Market Until Sale	43	58	+ 34.9%	43	58	+ 34.9%
Percent of Original List Price Received*	100.5%	97.9%	- 2.6%	100.5%	97.9%	- 2.6%
New Listings	12	21	+ 75.0%	12	21	+ 75.0%

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

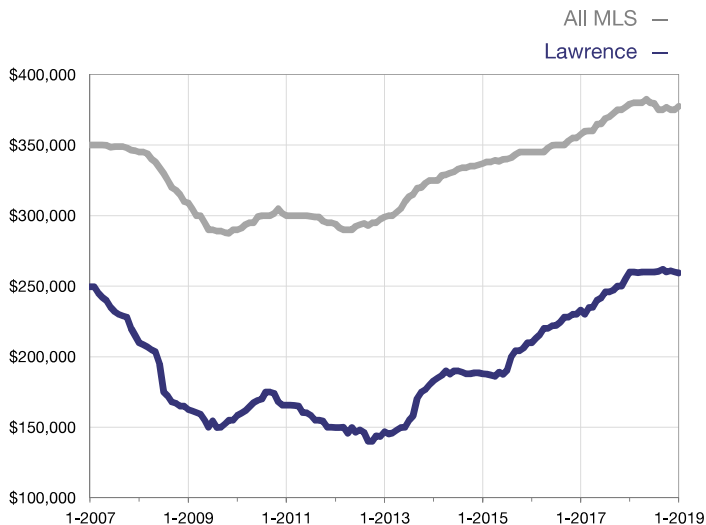
Condominium Properties

Key Metrics	January			Year to Date		
	2018	2019	+ / -	2018	2019	+ / -
Pending Sales	2	3	+ 50.0%	2	3	+ 50.0%
Closed Sales	3	1	- 66.7%	3	1	- 66.7%
Median Sales Price*	\$260,000	\$197,000	- 24.2%	\$260,000	\$197,000	- 24.2%
Inventory of Homes for Sale	21	9	- 57.1%	--	--	--
Months Supply of Inventory	3.1	1.5	- 51.6%	--	--	--
Cumulative Days on Market Until Sale	155	33	- 78.7%	155	33	- 78.7%
Percent of Original List Price Received*	94.8%	98.5%	+ 3.9%	94.8%	98.5%	+ 3.9%
New Listings	11	6	- 45.5%	11	6	- 45.5%

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

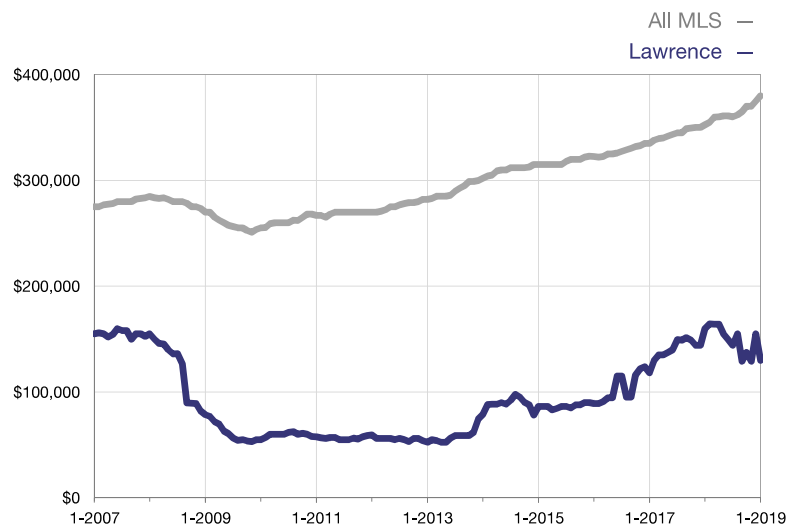
Median Sales Price – Single-Family Properties

Rolling 12-Month Calculation



Median Sales Price – Condominium Properties

Rolling 12-Month Calculation



MASSACHUSETTS ASSOCIATION OF REALTORS®



All data from the Berkshire County MLS, Cape Cod & Islands Association of REALTORS®, Inc. and MLS Property Information Network, Inc. | Provided by MAR. | Powered by ShowingTime 10K.

Local Market Update – January 2019

A RESEARCH TOOL PROVIDED BY THE MASSACHUSETTS ASSOCIATION OF REALTORS®

Littleton

Single-Family Properties

Key Metrics	January			Year to Date		
	2018	2019	+ / -	2018	2019	+ / -
Pending Sales	8	7	- 12.5%	8	7	- 12.5%
Closed Sales	8	6	- 25.0%	8	6	- 25.0%
Median Sales Price*	\$455,050	\$513,500	+ 12.8%	\$455,050	\$513,500	+ 12.8%
Inventory of Homes for Sale	26	20	- 23.1%	--	--	--
Months Supply of Inventory	2.3	2.0	- 13.0%	--	--	--
Cumulative Days on Market Until Sale	78	77	- 1.3%	78	77	- 1.3%
Percent of Original List Price Received*	94.4%	98.0%	+ 3.8%	94.4%	98.0%	+ 3.8%
New Listings	7	7	0.0%	7	7	0.0%

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

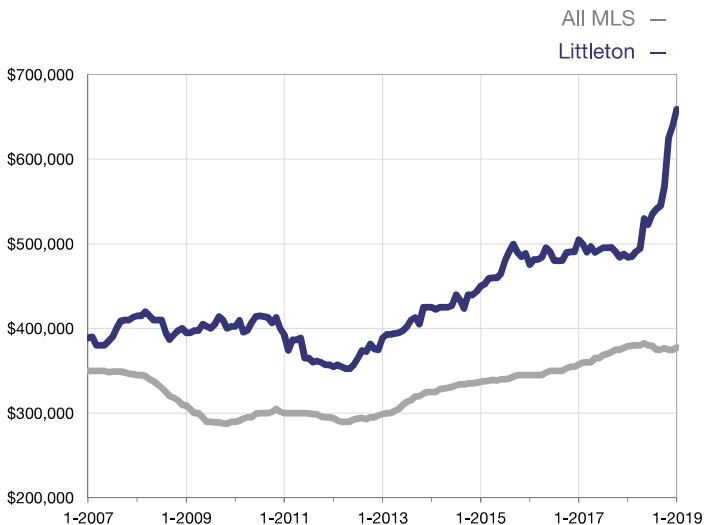
Condominium Properties

Key Metrics	January			Year to Date		
	2018	2019	+ / -	2018	2019	+ / -
Pending Sales	1	1	0.0%	1	1	0.0%
Closed Sales	0	0	--	0	0	--
Median Sales Price*	\$0	\$0	--	\$0	\$0	--
Inventory of Homes for Sale	2	0	- 100.0%	--	--	--
Months Supply of Inventory	1.4	0.0	- 100.0%	--	--	--
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	2	0	- 100.0%	2	0	- 100.0%

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

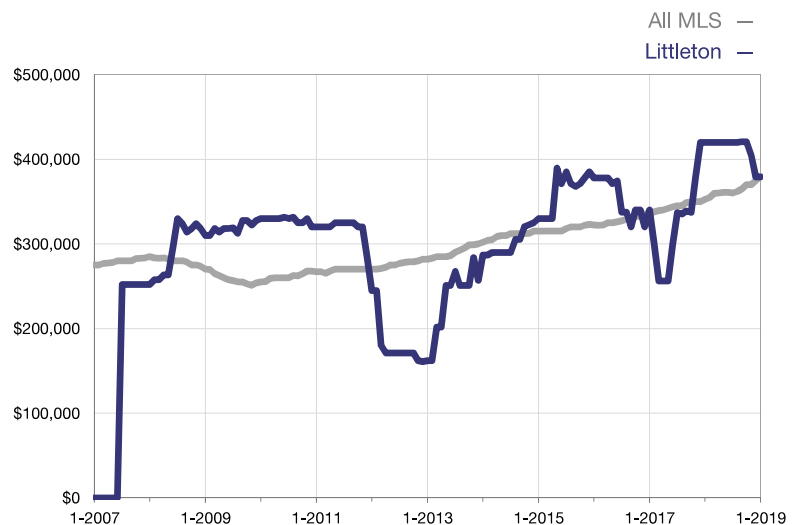
Median Sales Price – Single-Family Properties

Rolling 12-Month Calculation



Median Sales Price – Condominium Properties

Rolling 12-Month Calculation



MASSACHUSETTS ASSOCIATION OF REALTORS®



All data from the Berkshire County MLS, Cape Cod & Islands Association of REALTORS®, Inc. and MLS Property Information Network, Inc. | Provided by MAR. | Powered by ShowingTime 10K.

Local Market Update – January 2019

A RESEARCH TOOL PROVIDED BY THE MASSACHUSETTS ASSOCIATION OF REALTORS®

Lowell

Single-Family Properties

Key Metrics	January			Year to Date		
	2018	2019	+ / -	2018	2019	+ / -
Pending Sales	30	31	+ 3.3%	30	31	+ 3.3%
Closed Sales	27	21	- 22.2%	27	21	- 22.2%
Median Sales Price*	\$320,000	\$308,000	- 3.8%	\$320,000	\$308,000	- 3.8%
Inventory of Homes for Sale	59	51	- 13.6%	--	--	--
Months Supply of Inventory	1.3	1.1	- 15.4%	--	--	--
Cumulative Days on Market Until Sale	49	83	+ 69.4%	49	83	+ 69.4%
Percent of Original List Price Received*	98.7%	94.9%	- 3.9%	98.7%	94.9%	- 3.9%
New Listings	41	34	- 17.1%	41	34	- 17.1%

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

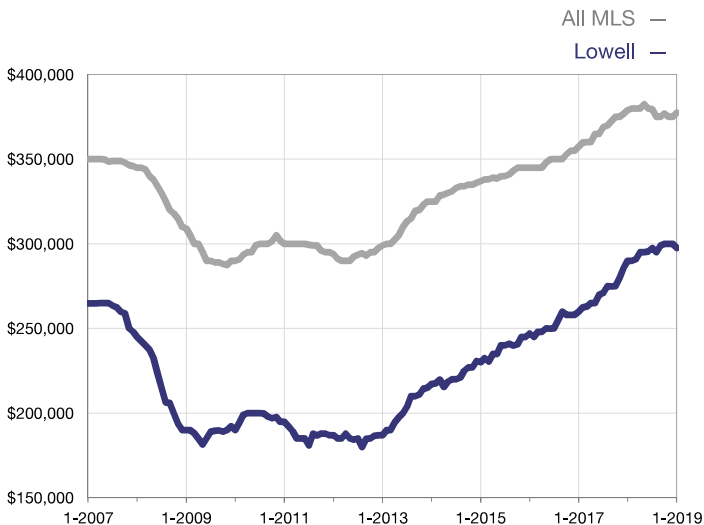
Condominium Properties

Key Metrics	January			Year to Date		
	2018	2019	+ / -	2018	2019	+ / -
Pending Sales	24	30	+ 25.0%	24	30	+ 25.0%
Closed Sales	22	20	- 9.1%	22	20	- 9.1%
Median Sales Price*	\$170,600	\$187,500	+ 9.9%	\$170,600	\$187,500	+ 9.9%
Inventory of Homes for Sale	41	46	+ 12.2%	--	--	--
Months Supply of Inventory	1.4	1.6	+ 14.3%	--	--	--
Cumulative Days on Market Until Sale	83	50	- 39.8%	83	50	- 39.8%
Percent of Original List Price Received*	94.6%	97.8%	+ 3.4%	94.6%	97.8%	+ 3.4%
New Listings	26	33	+ 26.9%	26	33	+ 26.9%

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

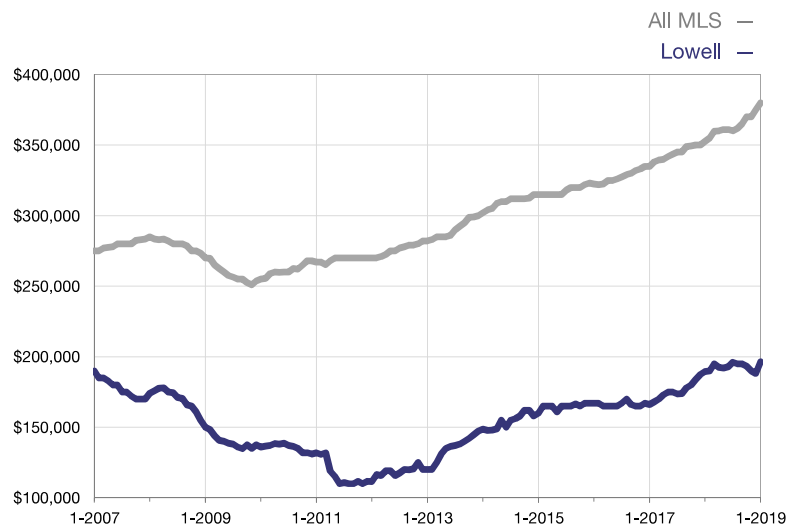
Median Sales Price – Single-Family Properties

Rolling 12-Month Calculation



Median Sales Price – Condominium Properties

Rolling 12-Month Calculation



MASSACHUSETTS ASSOCIATION OF REALTORS®



Local Market Update – January 2019

A RESEARCH TOOL PROVIDED BY THE MASSACHUSETTS ASSOCIATION OF REALTORS®

Methuen

Single-Family Properties

Key Metrics	January			Year to Date		
	2018	2019	+ / -	2018	2019	+ / -
Pending Sales	23	23	0.0%	23	23	0.0%
Closed Sales	27	29	+ 7.4%	27	29	+ 7.4%
Median Sales Price*	\$382,900	\$369,000	- 3.6%	\$382,900	\$369,000	- 3.6%
Inventory of Homes for Sale	59	46	- 22.0%	--	--	--
Months Supply of Inventory	1.5	1.2	- 20.0%	--	--	--
Cumulative Days on Market Until Sale	68	60	- 11.8%	68	60	- 11.8%
Percent of Original List Price Received*	96.2%	97.2%	+ 1.0%	96.2%	97.2%	+ 1.0%
New Listings	28	29	+ 3.6%	28	29	+ 3.6%

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

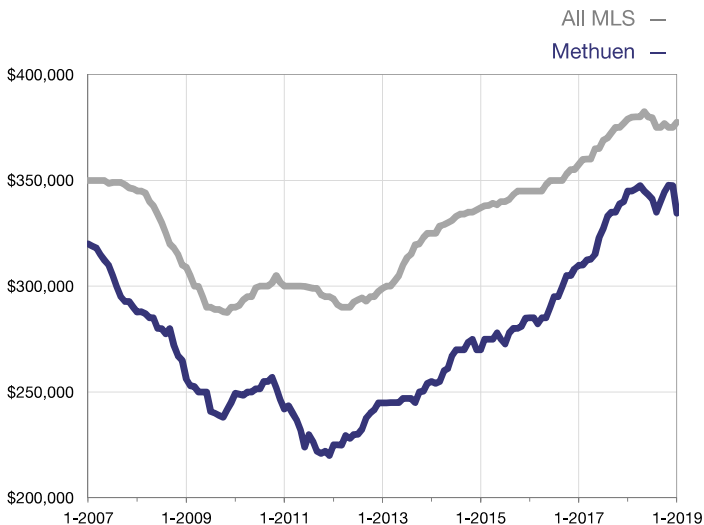
Condominium Properties

Key Metrics	January			Year to Date		
	2018	2019	+ / -	2018	2019	+ / -
Pending Sales	19	11	- 42.1%	19	11	- 42.1%
Closed Sales	13	8	- 38.5%	13	8	- 38.5%
Median Sales Price*	\$237,500	\$232,000	- 2.3%	\$237,500	\$232,000	- 2.3%
Inventory of Homes for Sale	23	20	- 13.0%	--	--	--
Months Supply of Inventory	1.7	1.6	- 5.9%	--	--	--
Cumulative Days on Market Until Sale	78	49	- 37.2%	78	49	- 37.2%
Percent of Original List Price Received*	99.2%	100.9%	+ 1.7%	99.2%	100.9%	+ 1.7%
New Listings	15	14	- 6.7%	15	14	- 6.7%

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

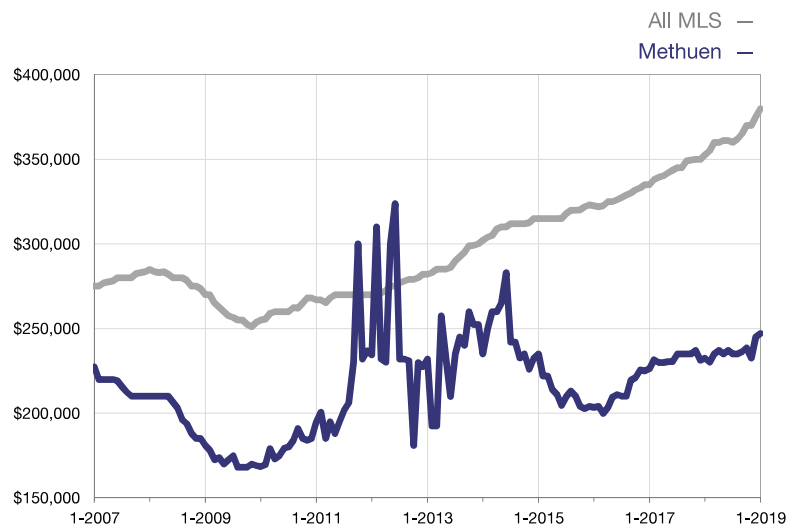
Median Sales Price – Single-Family Properties

Rolling 12-Month Calculation



Median Sales Price – Condominium Properties

Rolling 12-Month Calculation



MASSACHUSETTS ASSOCIATION OF REALTORS®



Local Market Update – January 2019

A RESEARCH TOOL PROVIDED BY THE MASSACHUSETTS ASSOCIATION OF REALTORS®

North Andover

Single-Family Properties

Key Metrics	January			Year to Date		
	2018	2019	+ / -	2018	2019	+ / -
Pending Sales	10	14	+ 40.0%	10	14	+ 40.0%
Closed Sales	16	11	- 31.3%	16	11	- 31.3%
Median Sales Price*	\$517,500	\$660,000	+ 27.5%	\$517,500	\$660,000	+ 27.5%
Inventory of Homes for Sale	32	25	- 21.9%	--	--	--
Months Supply of Inventory	1.5	1.2	- 20.0%	--	--	--
Cumulative Days on Market Until Sale	79	114	+ 44.3%	79	114	+ 44.3%
Percent of Original List Price Received*	94.9%	95.9%	+ 1.1%	94.9%	95.9%	+ 1.1%
New Listings	11	8	- 27.3%	11	8	- 27.3%

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

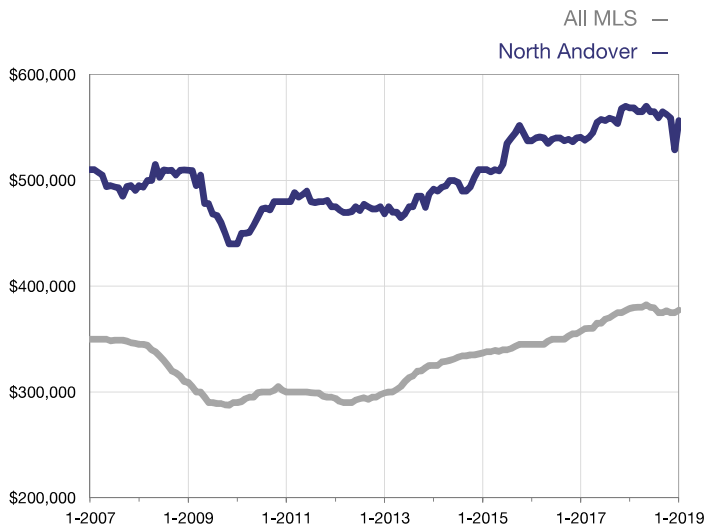
Condominium Properties

Key Metrics	January			Year to Date		
	2018	2019	+ / -	2018	2019	+ / -
Pending Sales	9	13	+ 44.4%	9	13	+ 44.4%
Closed Sales	8	9	+ 12.5%	8	9	+ 12.5%
Median Sales Price*	\$287,500	\$240,000	- 16.5%	\$287,500	\$240,000	- 16.5%
Inventory of Homes for Sale	14	17	+ 21.4%	--	--	--
Months Supply of Inventory	1.0	1.1	+ 10.0%	--	--	--
Cumulative Days on Market Until Sale	39	33	- 15.4%	39	33	- 15.4%
Percent of Original List Price Received*	98.3%	96.1%	- 2.2%	98.3%	96.1%	- 2.2%
New Listings	8	14	+ 75.0%	8	14	+ 75.0%

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

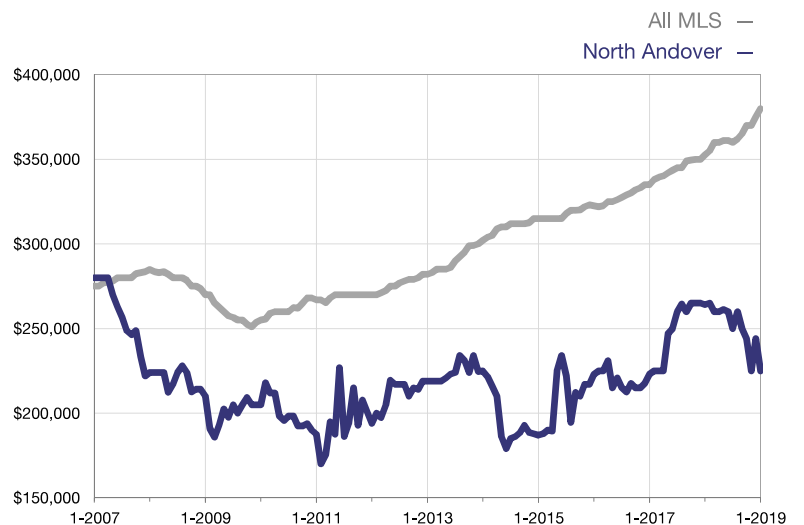
Median Sales Price – Single-Family Properties

Rolling 12-Month Calculation



Median Sales Price – Condominium Properties

Rolling 12-Month Calculation



MASSACHUSETTS ASSOCIATION OF REALTORS®



Local Market Update – January 2019

A RESEARCH TOOL PROVIDED BY THE MASSACHUSETTS ASSOCIATION OF REALTORS®

Tewksbury

Single-Family Properties

Key Metrics	January			Year to Date		
	2018	2019	+ / -	2018	2019	+ / -
Pending Sales	12	15	+ 25.0%	12	15	+ 25.0%
Closed Sales	17	11	- 35.3%	17	11	- 35.3%
Median Sales Price*	\$352,500	\$440,000	+ 24.8%	\$352,500	\$440,000	+ 24.8%
Inventory of Homes for Sale	20	19	- 5.0%	--	--	--
Months Supply of Inventory	0.8	0.8	0.0%	--	--	--
Cumulative Days on Market Until Sale	54	61	+ 13.0%	54	61	+ 13.0%
Percent of Original List Price Received*	99.1%	97.5%	- 1.6%	99.1%	97.5%	- 1.6%
New Listings	12	17	+ 41.7%	12	17	+ 41.7%

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

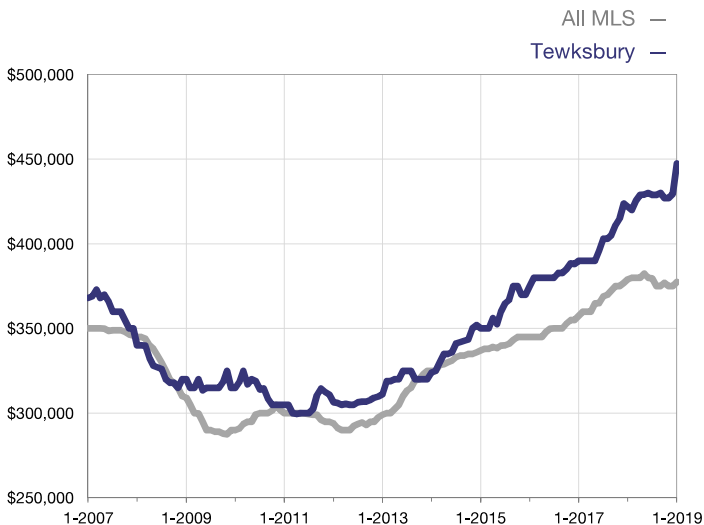
Condominium Properties

Key Metrics	January			Year to Date		
	2018	2019	+ / -	2018	2019	+ / -
Pending Sales	5	9	+ 80.0%	5	9	+ 80.0%
Closed Sales	3	9	+ 200.0%	3	9	+ 200.0%
Median Sales Price*	\$432,000	\$354,000	- 18.1%	\$432,000	\$354,000	- 18.1%
Inventory of Homes for Sale	8	8	0.0%	--	--	--
Months Supply of Inventory	0.7	0.7	0.0%	--	--	--
Cumulative Days on Market Until Sale	60	56	- 6.7%	60	56	- 6.7%
Percent of Original List Price Received*	96.5%	96.6%	+ 0.1%	96.5%	96.6%	+ 0.1%
New Listings	5	7	+ 40.0%	5	7	+ 40.0%

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

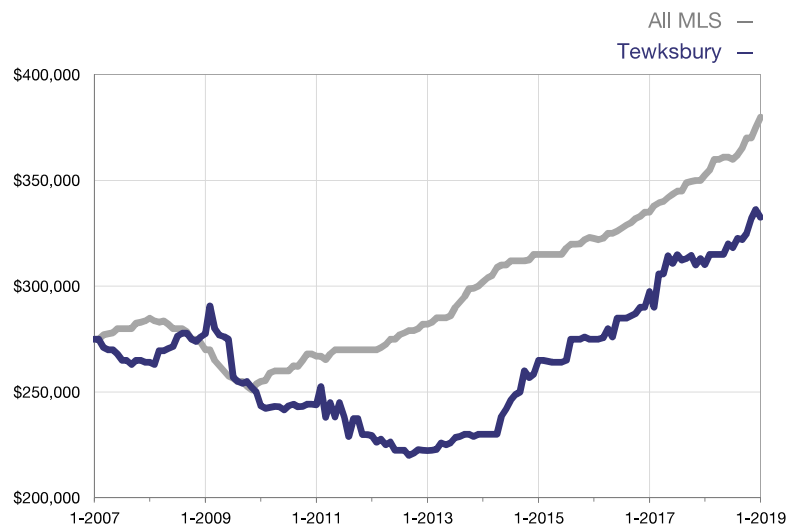
Median Sales Price – Single-Family Properties

Rolling 12-Month Calculation



Median Sales Price – Condominium Properties

Rolling 12-Month Calculation



MASSACHUSETTS ASSOCIATION OF REALTORS®



All data from the Berkshire County MLS, Cape Cod & Islands Association of REALTORS®, Inc. and MLS Property Information Network, Inc. | Provided by MAR. | Powered by ShowingTime 10K.

Local Market Update – January 2019

A RESEARCH TOOL PROVIDED BY THE MASSACHUSETTS ASSOCIATION OF REALTORS®

Tyngsborough

Single-Family Properties

Key Metrics	January			Year to Date		
	2018	2019	+ / -	2018	2019	+ / -
Pending Sales	6	6	0.0%	6	6	0.0%
Closed Sales	7	10	+ 42.9%	7	10	+ 42.9%
Median Sales Price*	\$365,000	\$385,950	+ 5.7%	\$365,000	\$385,950	+ 5.7%
Inventory of Homes for Sale	8	16	+ 100.0%	--	--	--
Months Supply of Inventory	0.9	1.7	+ 88.9%	--	--	--
Cumulative Days on Market Until Sale	48	67	+ 39.6%	48	67	+ 39.6%
Percent of Original List Price Received*	95.4%	99.5%	+ 4.3%	95.4%	99.5%	+ 4.3%
New Listings	4	9	+ 125.0%	4	9	+ 125.0%

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

Condominium Properties

Key Metrics	January			Year to Date		
	2018	2019	+ / -	2018	2019	+ / -
Pending Sales	10	3	- 70.0%	10	3	- 70.0%
Closed Sales	1	13	+ 1,200.0%	1	13	+ 1,200.0%
Median Sales Price*	\$330,000	\$309,529	- 6.2%	\$330,000	\$309,529	- 6.2%
Inventory of Homes for Sale	7	8	+ 14.3%	--	--	--
Months Supply of Inventory	1.4	1.1	- 21.4%	--	--	--
Cumulative Days on Market Until Sale	39	43	+ 10.3%	39	43	+ 10.3%
Percent of Original List Price Received*	94.6%	99.7%	+ 5.4%	94.6%	99.7%	+ 5.4%
New Listings	10	5	- 50.0%	10	5	- 50.0%

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

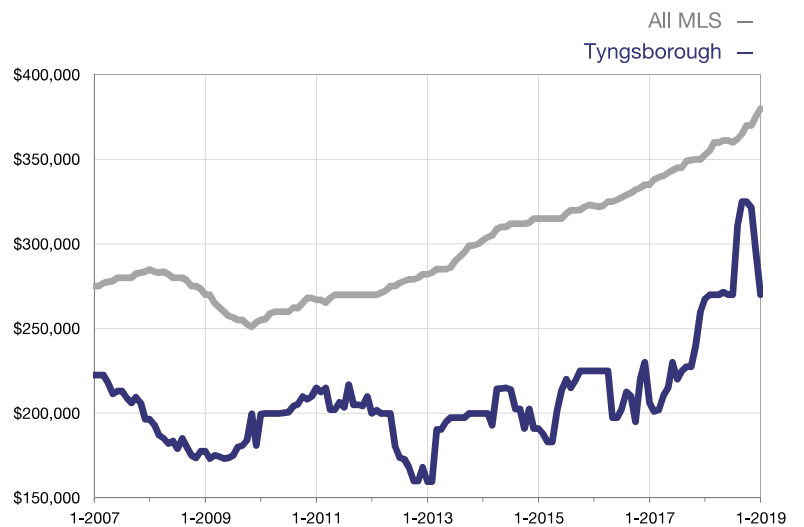
Median Sales Price – Single-Family Properties

Rolling 12-Month Calculation



Median Sales Price – Condominium Properties

Rolling 12-Month Calculation



MASSACHUSETTS ASSOCIATION OF REALTORS®



All data from the Berkshire County MLS, Cape Cod & Islands Association of REALTORS®, Inc. and MLS Property Information Network, Inc. | Provided by MAR. | Powered by ShowingTime 10K.

Local Market Update – January 2019

A RESEARCH TOOL PROVIDED BY THE MASSACHUSETTS ASSOCIATION OF REALTORS®

Westford

Single-Family Properties

Key Metrics	January			Year to Date		
	2018	2019	+ / -	2018	2019	+ / -
Pending Sales	17	22	+ 29.4%	17	22	+ 29.4%
Closed Sales	12	21	+ 75.0%	12	21	+ 75.0%
Median Sales Price*	\$600,000	\$485,000	- 19.2%	\$600,000	\$485,000	- 19.2%
Inventory of Homes for Sale	27	24	- 11.1%	--	--	--
Months Supply of Inventory	1.3	1.1	- 15.4%	--	--	--
Cumulative Days on Market Until Sale	113	53	- 53.1%	113	53	- 53.1%
Percent of Original List Price Received*	96.3%	93.0%	- 3.4%	96.3%	93.0%	- 3.4%
New Listings	19	16	- 15.8%	19	16	- 15.8%

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

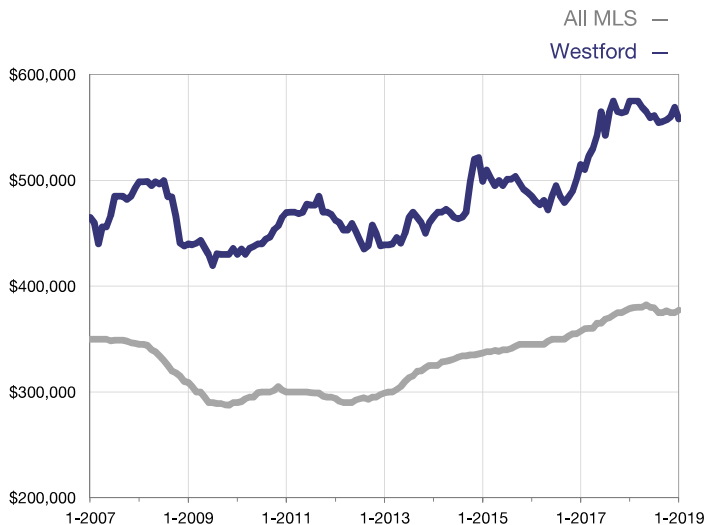
Condominium Properties

Key Metrics	January			Year to Date		
	2018	2019	+ / -	2018	2019	+ / -
Pending Sales	2	3	+ 50.0%	2	3	+ 50.0%
Closed Sales	5	1	- 80.0%	5	1	- 80.0%
Median Sales Price*	\$410,000	\$261,000	- 36.3%	\$410,000	\$261,000	- 36.3%
Inventory of Homes for Sale	7	9	+ 28.6%	--	--	--
Months Supply of Inventory	1.5	2.1	+ 40.0%	--	--	--
Cumulative Days on Market Until Sale	49	22	- 55.1%	49	22	- 55.1%
Percent of Original List Price Received*	99.5%	96.7%	- 2.8%	99.5%	96.7%	- 2.8%
New Listings	3	3	0.0%	3	3	0.0%

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

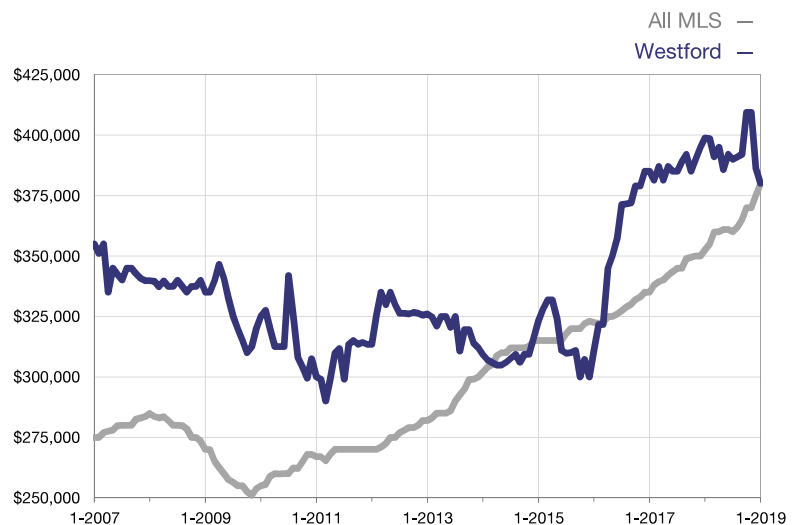
Median Sales Price – Single-Family Properties

Rolling 12-Month Calculation



Median Sales Price – Condominium Properties

Rolling 12-Month Calculation



MASSACHUSETTS ASSOCIATION OF REALTORS®



All data from the Berkshire County MLS, Cape Cod & Islands Association of REALTORS®, Inc. and MLS Property Information Network, Inc. | Provided by MAR. | Powered by ShowingTime 10K.