



NORTHEAST ASSOCIATION OF
REALTORS®

February 2019 Housing Data

NEAR Region and individual city and town reports



Northeast Association of REALTORS®
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Local Market Update – February 2019

A RESEARCH TOOL PROVIDED BY THE MASSACHUSETTS ASSOCIATION OF REALTORS®



Northeast Association of REALTORS®

+ 0.4%

Year-Over-Year
Change in
Closed Sales
All Properties

+ 4.9%

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

- 5.6%

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

Single-Family Properties

	February			Year to Date		
	2018	2019	+ / -	2018	2019	+ / -
Pending Sales	244	254	+ 4.1%	443	500	+ 12.9%
Closed Sales	186	190	+ 2.2%	417	399	- 4.3%
Median Sales Price*	\$381,250	\$400,000	+ 4.9%	\$400,000	\$416,000	+ 4.0%
Inventory of Homes for Sale	475	430	- 9.5%	--	--	--
Months Supply of Inventory	1.4	1.3	- 8.0%	--	--	--
Cumulative Days on Market Until Sale	62	67	+ 7.6%	62	69	+ 11.5%
Percent of Original List Price Received*	97.1%	96.5%	- 0.7%	97.4%	96.2%	- 1.3%
New Listings	309	291	- 5.8%	531	557	+ 4.9%

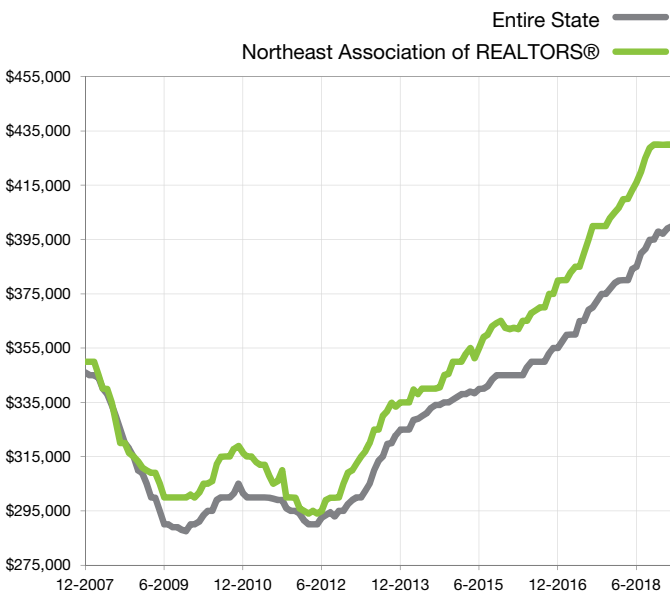
Condominium Properties

	February			Year to Date		
	2018	2019	+ / -	2018	2019	+ / -
Pending Sales	111	123	+ 10.8%	223	232	+ 4.0%
Closed Sales	88	85	- 3.4%	178	173	- 2.8%
Median Sales Price*	\$222,450	\$229,900	+ 3.3%	\$235,500	\$245,000	+ 4.0%
Inventory of Homes for Sale	181	189	+ 4.4%	--	--	--
Months Supply of Inventory	1.4	1.4	- 0.1%	--	--	--
Cumulative Days on Market Until Sale	51	55	+ 9.7%	56	53	- 4.9%
Percent of Original List Price Received*	100.1%	98.2%	- 2.0%	99.0%	98.1%	- 0.9%
New Listings	120	132	+ 10.0%	254	253	- 0.4%

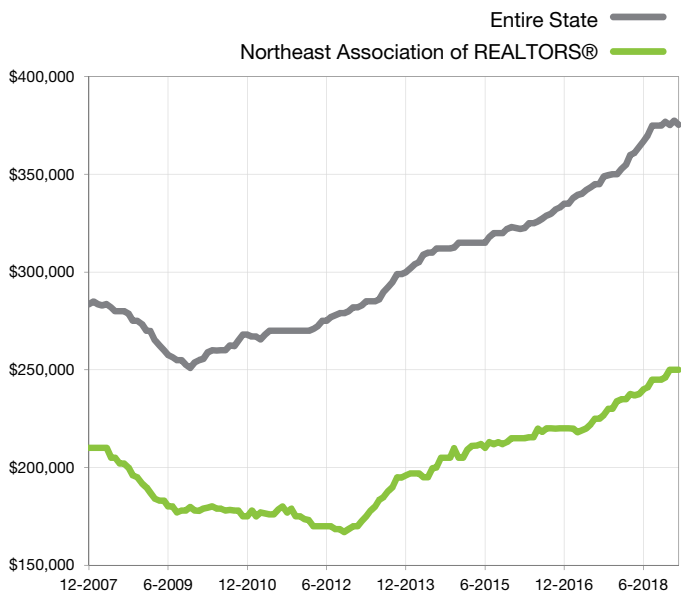
* Does not account for seller concessions. | Activity for one month can sometimes look extreme due to small sample size.

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 – February 2019

A RESEARCH TOOL PROVIDED BY THE MASSACHUSETTS ASSOCIATION OF REALTORS®

Andover

Single-Family Properties

Key Metrics	February			Year to Date		
	2018	2019	+ / -	2018	2019	+ / -
Pending Sales	17	32	+ 88.2%	30	43	+ 43.3%
Closed Sales	13	7	- 46.2%	40	32	- 20.0%
Median Sales Price*	\$642,500	\$543,500	- 15.4%	\$621,575	\$592,000	- 4.8%
Inventory of Homes for Sale	40	72	+ 80.0%	--	--	--
Months Supply of Inventory	1.3	2.5	+ 92.3%	--	--	--
Cumulative Days on Market Until Sale	72	64	- 11.1%	64	70	+ 9.4%
Percent of Original List Price Received*	97.2%	95.6%	- 1.6%	97.3%	95.7%	- 1.6%
New Listings	23	46	+ 100.0%	34	73	+ 114.7%

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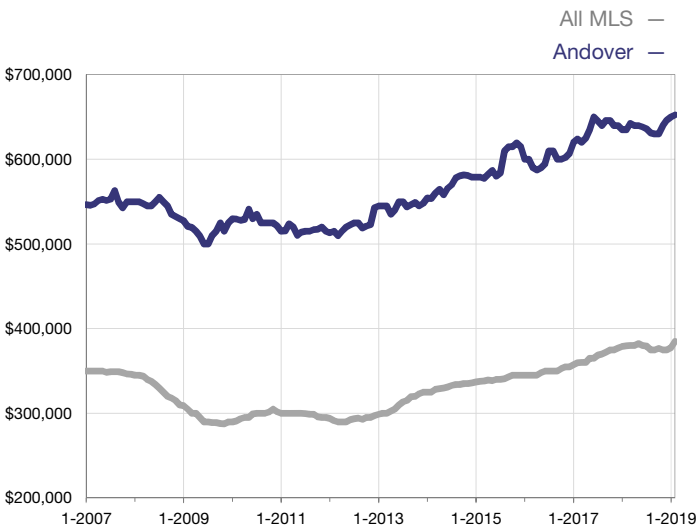
Condominium Properties

Key Metrics	February			Year to Date		
	2018	2019	+ / -	2018	2019	+ / -
Pending Sales	13	4	- 69.2%	26	11	- 57.7%
Closed Sales	12	6	- 50.0%	19	14	- 26.3%
Median Sales Price*	\$210,500	\$332,250	+ 57.8%	\$250,000	\$332,250	+ 32.9%
Inventory of Homes for Sale	29	30	+ 3.4%	--	--	--
Months Supply of Inventory	2.3	2.5	+ 8.7%	--	--	--
Cumulative Days on Market Until Sale	48	32	- 33.3%	45	39	- 13.3%
Percent of Original List Price Received*	103.1%	95.8%	- 7.1%	102.7%	96.2%	- 6.3%
New Listings	19	7	- 63.2%	41	18	- 56.1%

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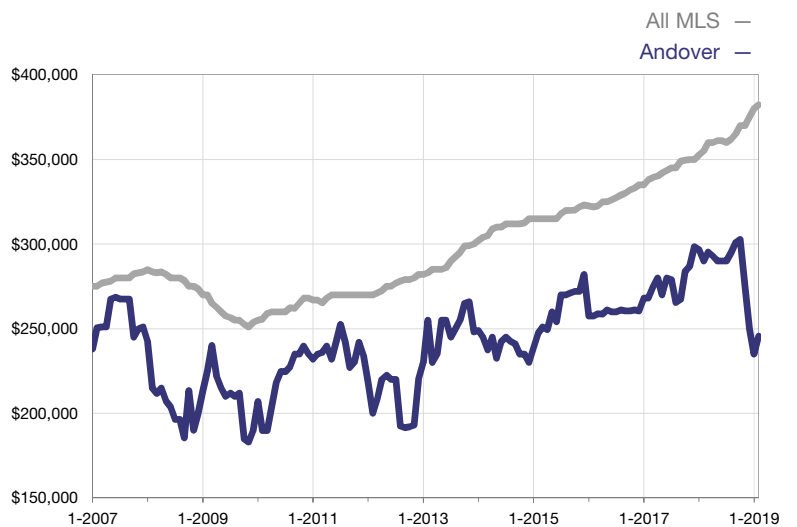
Median Sales Price – Single-Family Properties

Rolling 12-Month Calculation



Median Sales Price – Condominium Properties

Rolling 12-Month Calculation



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Local Market Update – February 2019

A RESEARCH TOOL PROVIDED BY THE MASSACHUSETTS ASSOCIATION OF REALTORS®

Billerica

Single-Family Properties

Key Metrics	February			Year to Date		
	2018	2019	+ / -	2018	2019	+ / -
Pending Sales	24	30	+ 25.0%	46	62	+ 34.8%
Closed Sales	21	31	+ 47.6%	47	49	+ 4.3%
Median Sales Price*	\$445,000	\$415,000	- 6.7%	\$446,000	\$419,900	- 5.9%
Inventory of Homes for Sale	35	36	+ 2.9%	--	--	--
Months Supply of Inventory	1.1	1.1	0.0%	--	--	--
Cumulative Days on Market Until Sale	47	67	+ 42.6%	42	66	+ 57.1%
Percent of Original List Price Received*	98.3%	96.3%	- 2.0%	100.2%	97.1%	- 3.1%
New Listings	23	28	+ 21.7%	44	63	+ 43.2%

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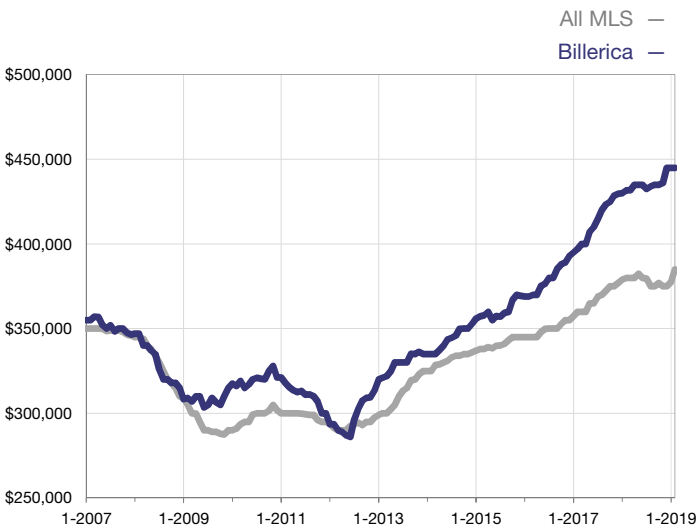
Condominium Properties

Key Metrics	February			Year to Date		
	2018	2019	+ / -	2018	2019	+ / -
Pending Sales	4	2	- 50.0%	8	12	+ 50.0%
Closed Sales	5	6	+ 20.0%	12	7	- 41.7%
Median Sales Price*	\$305,500	\$386,250	+ 26.4%	\$306,750	\$452,500	+ 47.5%
Inventory of Homes for Sale	3	10	+ 233.3%	--	--	--
Months Supply of Inventory	0.6	1.4	+ 133.3%	--	--	--
Cumulative Days on Market Until Sale	25	28	+ 12.0%	27	27	0.0%
Percent of Original List Price Received*	102.7%	100.1%	- 2.5%	101.6%	99.9%	- 1.7%
New Listings	2	8	+ 300.0%	7	15	+ 114.3%

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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 – February 2019

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Boxford

Single-Family Properties

Key Metrics	February			Year to Date		
	2018	2019	+ / -	2018	2019	+ / -
Pending Sales	5	3	- 40.0%	10	11	+ 10.0%
Closed Sales	6	6	0.0%	14	12	- 14.3%
Median Sales Price*	\$759,500	\$615,500	- 19.0%	\$662,000	\$583,750	- 11.8%
Inventory of Homes for Sale	35	16	- 54.3%	--	--	--
Months Supply of Inventory	3.2	1.7	- 46.9%	--	--	--
Cumulative Days on Market Until Sale	118	58	- 50.8%	131	105	- 19.8%
Percent of Original List Price Received*	97.7%	100.1%	+ 2.5%	94.2%	94.3%	+ 0.1%
New Listings	11	7	- 36.4%	19	14	- 26.3%

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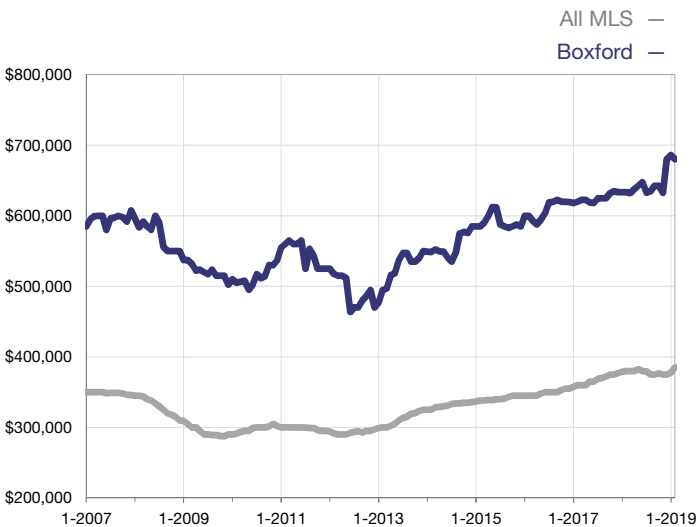
Condominium Properties

Key Metrics	February			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	--

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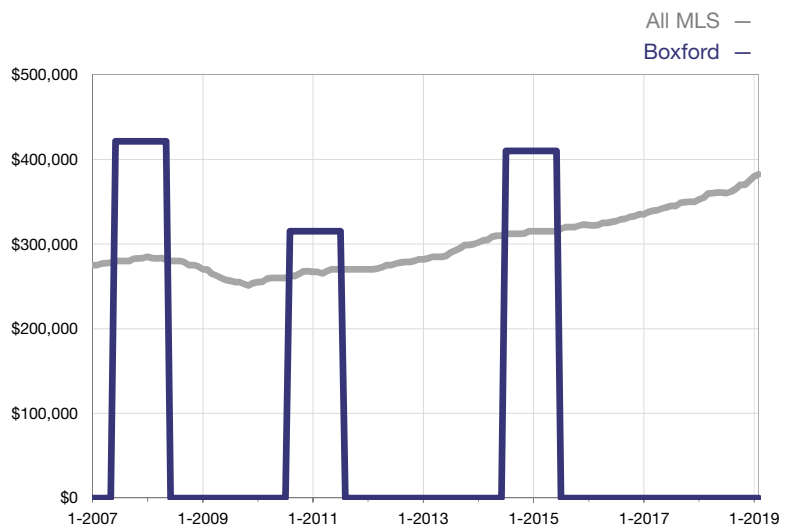
Median Sales Price – Single-Family Properties

Rolling 12-Month Calculation



Median Sales Price – Condominium Properties

Rolling 12-Month Calculation



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Local Market Update – February 2019

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Carlisle

Single-Family Properties

Key Metrics	February			Year to Date		
	2018	2019	+ / -	2018	2019	+ / -
Pending Sales	4	7	+ 75.0%	6	11	+ 83.3%
Closed Sales	3	5	+ 66.7%	7	9	+ 28.6%
Median Sales Price*	\$865,000	\$1,025,000	+ 18.5%	\$865,000	\$850,000	- 1.7%
Inventory of Homes for Sale	23	19	- 17.4%	--	--	--
Months Supply of Inventory	3.7	2.9	- 21.6%	--	--	--
Cumulative Days on Market Until Sale	100	91	- 9.0%	161	108	- 32.9%
Percent of Original List Price Received*	96.3%	94.7%	- 1.7%	95.7%	93.8%	- 2.0%
New Listings	12	11	- 8.3%	18	19	+ 5.6%

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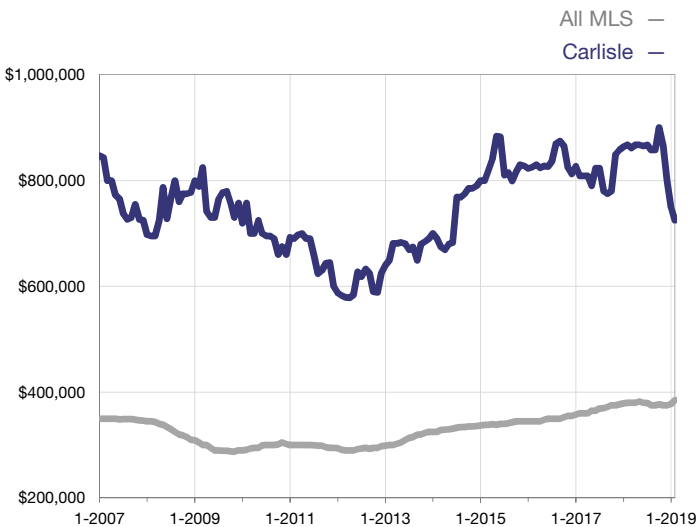
Condominium Properties

Key Metrics	February			Year to Date		
	2018	2019	+ / -	2018	2019	+ / -
Pending Sales	0	2	--	0	2	--
Closed Sales	0	0	--	0	2	--
Median Sales Price*	\$0	\$0	--	\$0	\$959,147	--
Inventory of Homes for Sale	1	3	+ 200.0%	--	--	--
Months Supply of Inventory	0.5	2.3	+ 360.0%	--	--	--
Cumulative Days on Market Until Sale	0	0	--	0	55	--
Percent of Original List Price Received*	0.0%	0.0%	--	0.0%	104.8%	--
New Listings	0	0	--	0	2	--

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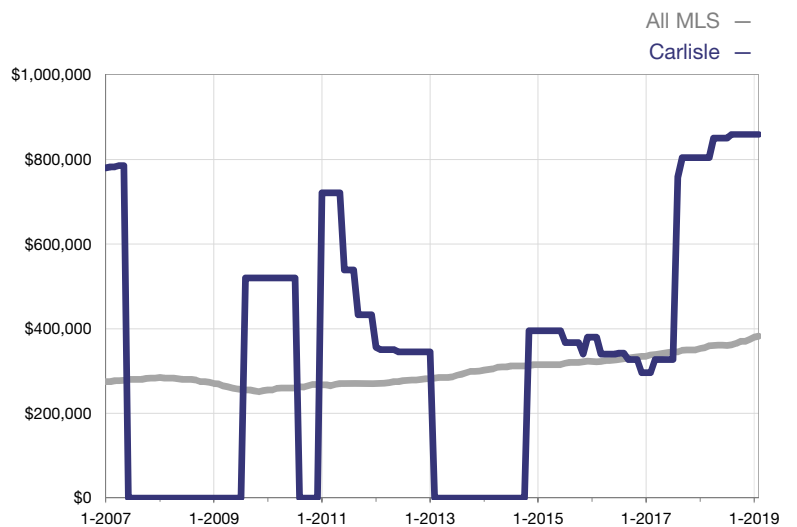
Median Sales Price – Single-Family Properties

Rolling 12-Month Calculation



Median Sales Price – Condominium Properties

Rolling 12-Month Calculation



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Local Market Update – February 2019

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Chelmsford

Single-Family Properties

Key Metrics	February			Year to Date		
	2018	2019	+ / -	2018	2019	+ / -
Pending Sales	21	31	+ 47.6%	33	56	+ 69.7%
Closed Sales	10	22	+ 120.0%	28	48	+ 71.4%
Median Sales Price*	\$399,950	\$411,000	+ 2.8%	\$462,450	\$420,000	- 9.2%
Inventory of Homes for Sale	26	25	- 3.8%	--	--	--
Months Supply of Inventory	0.9	0.9	0.0%	--	--	--
Cumulative Days on Market Until Sale	52	76	+ 46.2%	43	69	+ 60.5%
Percent of Original List Price Received*	96.6%	95.5%	- 1.1%	98.1%	95.0%	- 3.2%
New Listings	20	21	+ 5.0%	34	43	+ 26.5%

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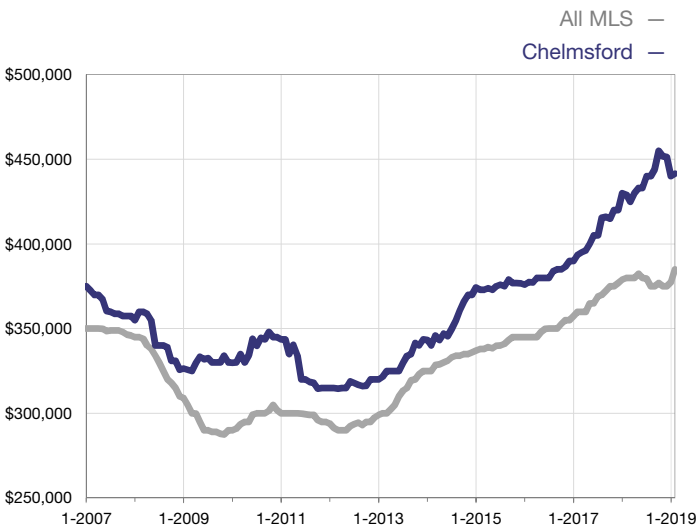
Condominium Properties

Key Metrics	February			Year to Date		
	2018	2019	+ / -	2018	2019	+ / -
Pending Sales	7	15	+ 114.3%	17	28	+ 64.7%
Closed Sales	9	5	- 44.4%	18	17	- 5.6%
Median Sales Price*	\$272,000	\$216,000	- 20.6%	\$262,000	\$272,000	+ 3.8%
Inventory of Homes for Sale	15	26	+ 73.3%	--	--	--
Months Supply of Inventory	1.0	1.7	+ 70.0%	--	--	--
Cumulative Days on Market Until Sale	42	82	+ 95.2%	40	87	+ 117.5%
Percent of Original List Price Received*	98.7%	95.4%	- 3.3%	96.9%	96.1%	- 0.8%
New Listings	10	27	+ 170.0%	24	39	+ 62.5%

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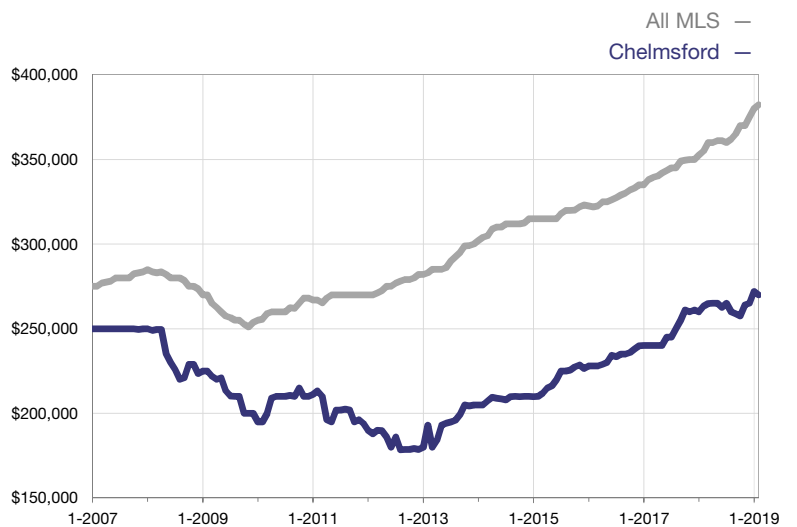
Median Sales Price – Single-Family Properties

Rolling 12-Month Calculation



Median Sales Price – Condominium Properties

Rolling 12-Month Calculation



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Local Market Update – February 2019

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Dracut

Single-Family Properties

Key Metrics	February			Year to Date		
	2018	2019	+ / -	2018	2019	+ / -
Pending Sales	20	19	- 5.0%	38	40	+ 5.3%
Closed Sales	13	15	+ 15.4%	33	29	- 12.1%
Median Sales Price*	\$502,200	\$345,000	- 31.3%	\$345,000	\$357,000	+ 3.5%
Inventory of Homes for Sale	27	29	+ 7.4%	--	--	--
Months Supply of Inventory	1.0	1.1	+ 10.0%	--	--	--
Cumulative Days on Market Until Sale	79	39	- 50.6%	61	51	- 16.4%
Percent of Original List Price Received*	98.3%	95.8%	- 2.5%	97.9%	97.0%	- 0.9%
New Listings	17	27	+ 58.8%	40	49	+ 22.5%

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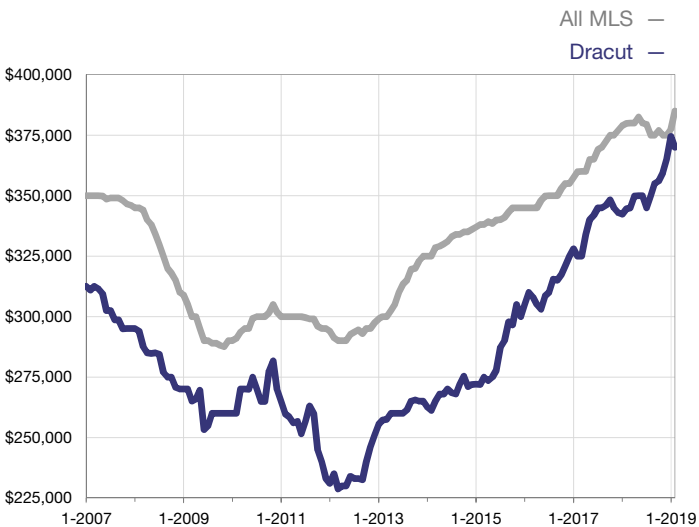
Condominium Properties

Key Metrics	February			Year to Date		
	2018	2019	+ / -	2018	2019	+ / -
Pending Sales	16	10	- 37.5%	29	20	- 31.0%
Closed Sales	7	11	+ 57.1%	19	14	- 26.3%
Median Sales Price*	\$145,000	\$202,000	+ 39.3%	\$218,000	\$201,000	- 7.8%
Inventory of Homes for Sale	14	8	- 42.9%	--	--	--
Months Supply of Inventory	0.9	0.5	- 44.4%	--	--	--
Cumulative Days on Market Until Sale	55	53	- 3.6%	54	47	- 13.0%
Percent of Original List Price Received*	96.6%	99.3%	+ 2.8%	99.1%	99.5%	+ 0.4%
New Listings	15	11	- 26.7%	28	18	- 35.7%

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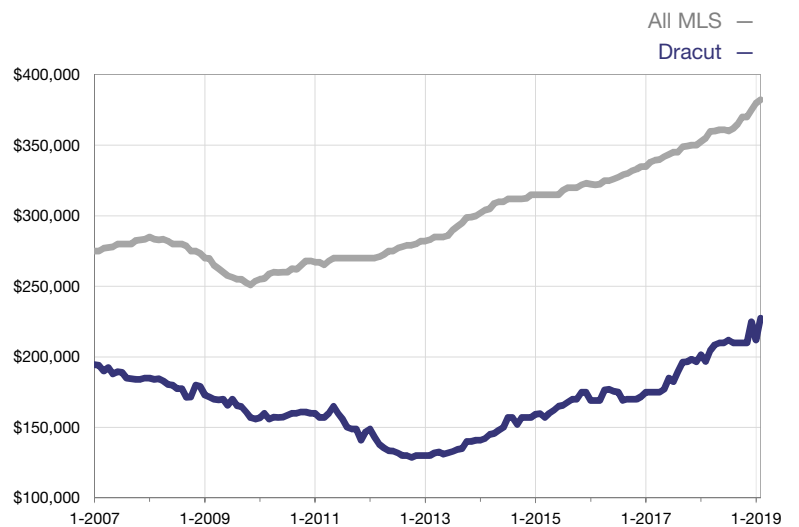
Median Sales Price – Single-Family Properties

Rolling 12-Month Calculation



Median Sales Price – Condominium Properties

Rolling 12-Month Calculation



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Local Market Update – February 2019

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Dunstable

Single-Family Properties

Key Metrics	February			Year to Date		
	2018	2019	+ / -	2018	2019	+ / -
Pending Sales	9	1	- 88.9%	11	6	- 45.5%
Closed Sales	0	2	--	2	2	0.0%
Median Sales Price*	\$0	\$532,450	--	\$554,798	\$532,450	- 4.0%
Inventory of Homes for Sale	14	7	- 50.0%	--	--	--
Months Supply of Inventory	3.5	1.5	- 57.1%	--	--	--
Cumulative Days on Market Until Sale	0	137	--	11	137	+ 1,145.5%
Percent of Original List Price Received*	0.0%	92.7%	--	100.6%	92.7%	- 7.9%
New Listings	6	1	- 83.3%	11	5	- 54.5%

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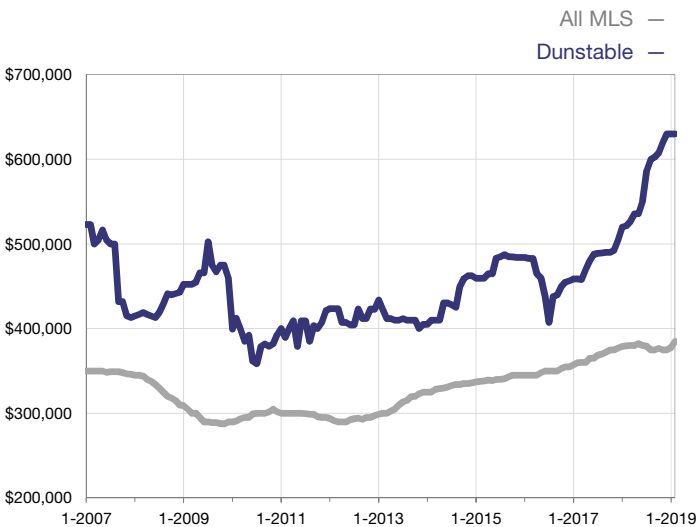
Condominium Properties

Key Metrics	February			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	--

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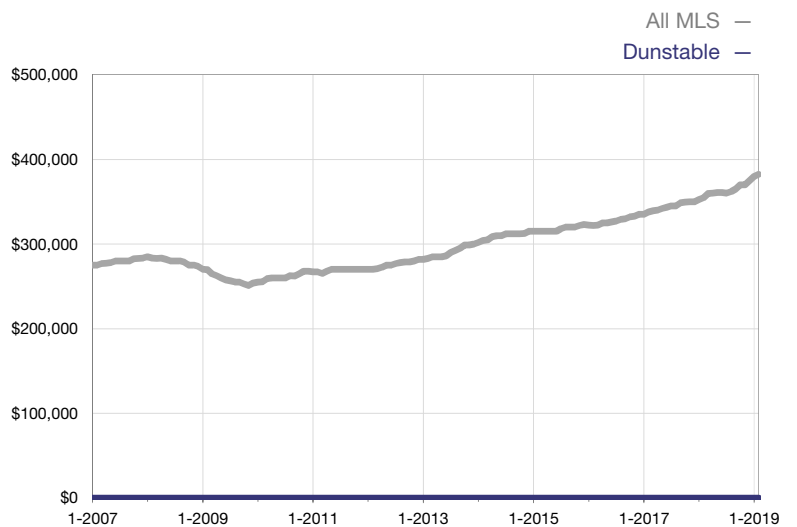
Median Sales Price – Single-Family Properties

Rolling 12-Month Calculation



Median Sales Price – Condominium Properties

Rolling 12-Month Calculation



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Local Market Update – February 2019

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Lawrence

Single-Family Properties

Key Metrics	February			Year to Date		
	2018	2019	+ / -	2018	2019	+ / -
Pending Sales	13	11	- 15.4%	32	35	+ 9.4%
Closed Sales	18	15	- 16.7%	30	22	- 26.7%
Median Sales Price*	\$265,450	\$240,000	- 9.6%	\$265,000	\$270,000	+ 1.9%
Inventory of Homes for Sale	30	23	- 23.3%	--	--	--
Months Supply of Inventory	1.6	1.2	- 25.0%	--	--	--
Cumulative Days on Market Until Sale	71	47	- 33.8%	60	50	- 16.7%
Percent of Original List Price Received*	96.2%	100.7%	+ 4.7%	97.9%	99.8%	+ 1.9%
New Listings	20	13	- 35.0%	32	34	+ 6.3%

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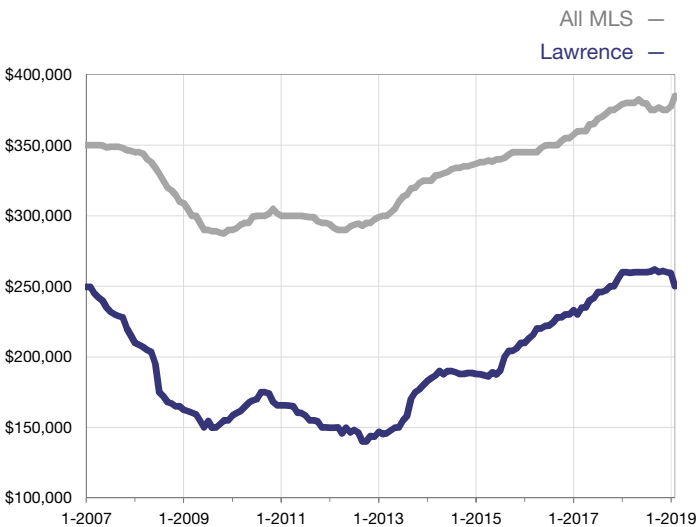
Condominium Properties

Key Metrics	February			Year to Date		
	2018	2019	+ / -	2018	2019	+ / -
Pending Sales	4	5	+ 25.0%	6	7	+ 16.7%
Closed Sales	6	10	+ 66.7%	9	12	+ 33.3%
Median Sales Price*	\$170,000	\$175,000	+ 2.9%	\$190,000	\$175,000	- 7.9%
Inventory of Homes for Sale	18	12	- 33.3%	--	--	--
Months Supply of Inventory	2.7	1.8	- 33.3%	--	--	--
Cumulative Days on Market Until Sale	54	36	- 33.3%	87	39	- 55.2%
Percent of Original List Price Received*	107.9%	98.3%	- 8.9%	103.5%	98.4%	- 4.9%
New Listings	3	7	+ 133.3%	14	13	- 7.1%

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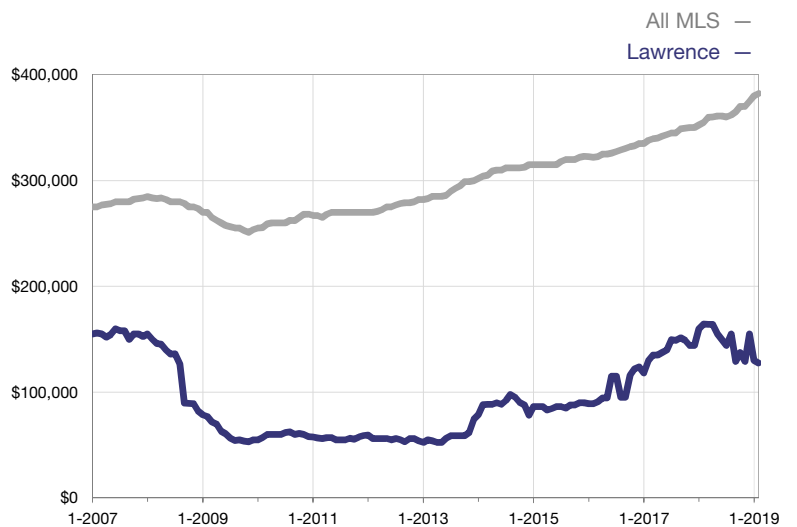
Median Sales Price – Single-Family Properties

Rolling 12-Month Calculation



Median Sales Price – Condominium Properties

Rolling 12-Month Calculation



MASSACHUSETTS ASSOCIATION OF REALTORS®



Local Market Update – February 2019

A RESEARCH TOOL PROVIDED BY THE MASSACHUSETTS ASSOCIATION OF REALTORS®

Littleton

Single-Family Properties

Key Metrics	February			Year to Date		
	2018	2019	+ / -	2018	2019	+ / -
Pending Sales	5	10	+ 100.0%	13	17	+ 30.8%
Closed Sales	8	4	- 50.0%	16	10	- 37.5%
Median Sales Price*	\$629,500	\$602,450	- 4.3%	\$557,500	\$520,000	- 6.7%
Inventory of Homes for Sale	29	21	- 27.6%	--	--	--
Months Supply of Inventory	2.5	2.1	- 16.0%	--	--	--
Cumulative Days on Market Until Sale	62	102	+ 64.5%	70	87	+ 24.3%
Percent of Original List Price Received*	98.6%	98.0%	- 0.6%	96.5%	98.0%	+ 1.6%
New Listings	12	15	+ 25.0%	19	22	+ 15.8%

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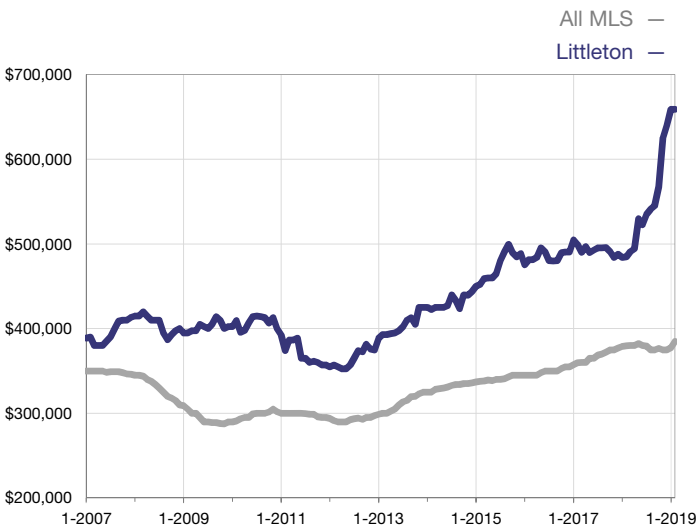
Condominium Properties

Key Metrics	February			Year to Date		
	2018	2019	+ / -	2018	2019	+ / -
Pending Sales	0	0	--	1	1	0.0%
Closed Sales	2	0	- 100.0%	2	0	- 100.0%
Median Sales Price*	\$340,000	\$0	- 100.0%	\$340,000	\$0	- 100.0%
Inventory of Homes for Sale	2	0	- 100.0%	--	--	--
Months Supply of Inventory	1.3	0.0	- 100.0%	--	--	--
Cumulative Days on Market Until Sale	11	0	- 100.0%	11	0	- 100.0%
Percent of Original List Price Received*	99.8%	0.0%	- 100.0%	99.8%	0.0%	- 100.0%
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.

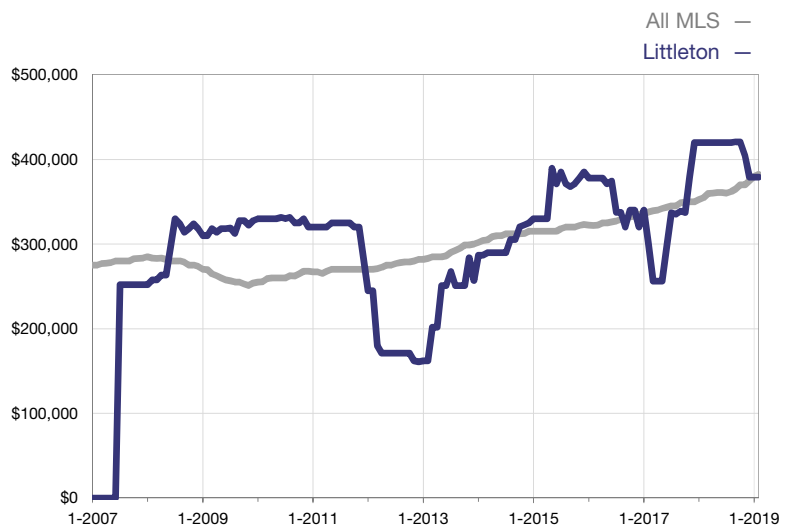
Median Sales Price – Single-Family Properties

Rolling 12-Month Calculation



Median Sales Price – Condominium Properties

Rolling 12-Month Calculation



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Local Market Update – February 2019

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Lowell

Single-Family Properties

Key Metrics	February			Year to Date		
	2018	2019	+ / -	2018	2019	+ / -
Pending Sales	42	36	- 14.3%	72	67	- 6.9%
Closed Sales	27	26	- 3.7%	54	47	- 13.0%
Median Sales Price*	\$281,500	\$308,500	+ 9.6%	\$302,720	\$308,000	+ 1.7%
Inventory of Homes for Sale	61	44	- 27.9%	--	--	--
Months Supply of Inventory	1.4	1.0	- 28.6%	--	--	--
Cumulative Days on Market Until Sale	42	70	+ 66.7%	45	76	+ 68.9%
Percent of Original List Price Received*	97.7%	95.4%	- 2.4%	98.2%	95.2%	- 3.1%
New Listings	53	33	- 37.7%	94	67	- 28.7%

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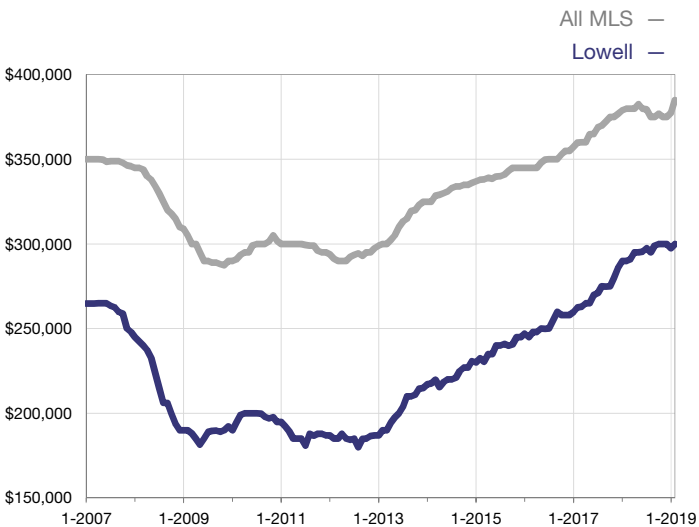
Condominium Properties

Key Metrics	February			Year to Date		
	2018	2019	+ / -	2018	2019	+ / -
Pending Sales	29	31	+ 6.9%	53	61	+ 15.1%
Closed Sales	20	19	- 5.0%	42	39	- 7.1%
Median Sales Price*	\$206,450	\$225,000	+ 9.0%	\$181,000	\$199,000	+ 9.9%
Inventory of Homes for Sale	44	39	- 11.4%	--	--	--
Months Supply of Inventory	1.6	1.3	- 18.8%	--	--	--
Cumulative Days on Market Until Sale	53	70	+ 32.1%	69	60	- 13.0%
Percent of Original List Price Received*	97.7%	98.4%	+ 0.7%	96.1%	98.1%	+ 2.1%
New Listings	33	23	- 30.3%	59	56	- 5.1%

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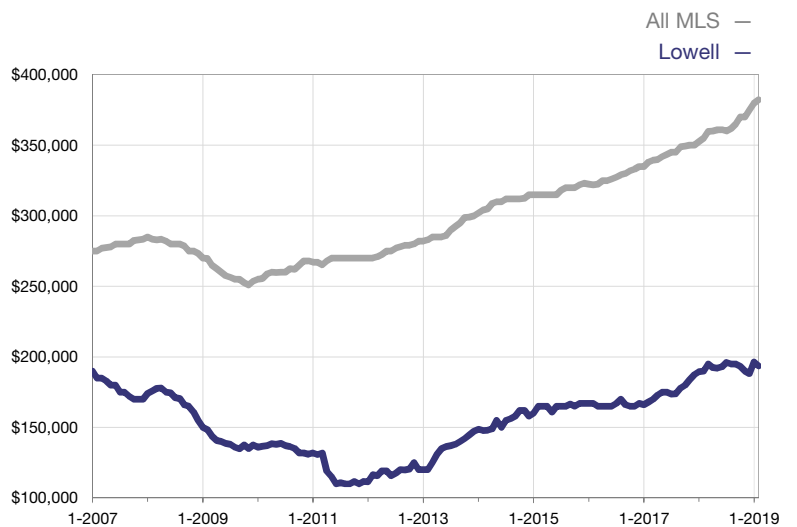
Median Sales Price – Single-Family Properties

Rolling 12-Month Calculation



Median Sales Price – Condominium Properties

Rolling 12-Month Calculation



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Local Market Update – February 2019

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Methuen

Single-Family Properties

Key Metrics	February			Year to Date		
	2018	2019	+ / -	2018	2019	+ / -
Pending Sales	33	36	+ 9.1%	56	57	+ 1.8%
Closed Sales	25	17	- 32.0%	52	46	- 11.5%
Median Sales Price*	\$324,500	\$365,000	+ 12.5%	\$359,250	\$365,500	+ 1.7%
Inventory of Homes for Sale	54	42	- 22.2%	--	--	--
Months Supply of Inventory	1.3	1.1	- 15.4%	--	--	--
Cumulative Days on Market Until Sale	43	71	+ 65.1%	56	64	+ 14.3%
Percent of Original List Price Received*	97.6%	98.0%	+ 0.4%	96.9%	97.5%	+ 0.6%
New Listings	38	33	- 13.2%	66	62	- 6.1%

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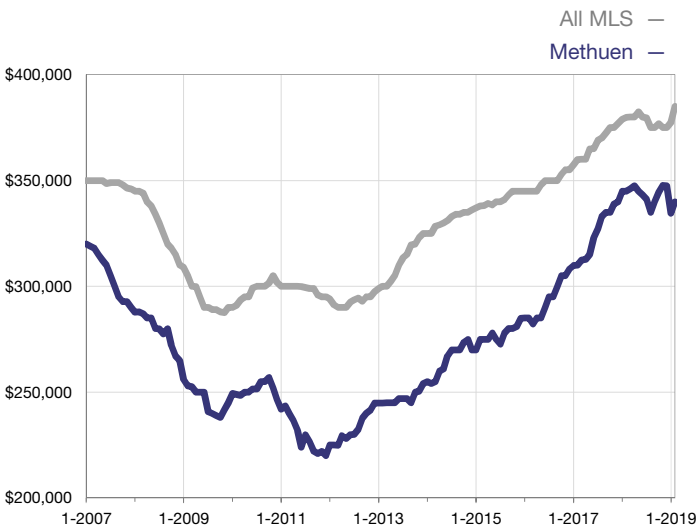
Condominium Properties

Key Metrics	February			Year to Date		
	2018	2019	+ / -	2018	2019	+ / -
Pending Sales	13	17	+ 30.8%	32	27	- 15.6%
Closed Sales	3	7	+ 133.3%	16	15	- 6.3%
Median Sales Price*	\$219,900	\$425,500	+ 93.5%	\$236,250	\$244,000	+ 3.3%
Inventory of Homes for Sale	22	20	- 9.1%	--	--	--
Months Supply of Inventory	1.7	1.5	- 11.8%	--	--	--
Cumulative Days on Market Until Sale	117	123	+ 5.1%	85	83	- 2.4%
Percent of Original List Price Received*	99.0%	99.5%	+ 0.5%	99.2%	100.3%	+ 1.1%
New Listings	13	16	+ 23.1%	28	30	+ 7.1%

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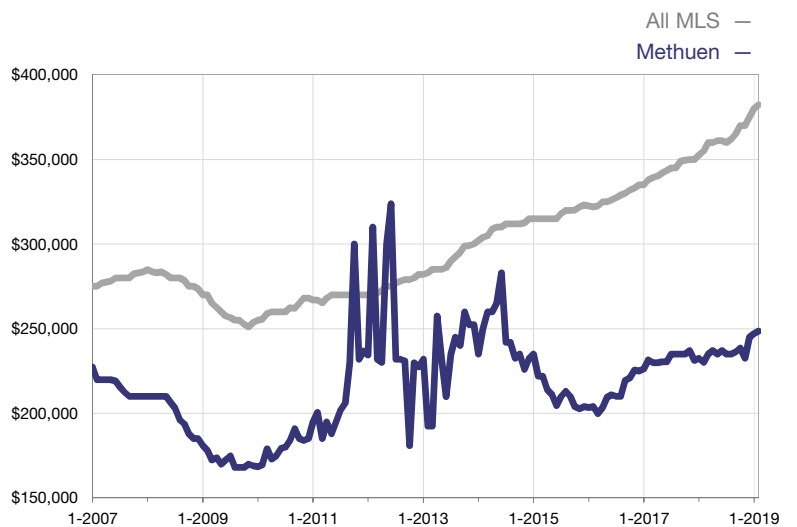
Median Sales Price – Single-Family Properties

Rolling 12-Month Calculation



Median Sales Price – Condominium Properties

Rolling 12-Month Calculation



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Local Market Update – February 2019

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North Andover

Single-Family Properties

Key Metrics	February			Year to Date		
	2018	2019	+ / -	2018	2019	+ / -
Pending Sales	19	10	- 47.4%	29	24	- 17.2%
Closed Sales	10	10	0.0%	26	21	- 19.2%
Median Sales Price*	\$480,000	\$515,000	+ 7.3%	\$487,500	\$545,000	+ 11.8%
Inventory of Homes for Sale	32	38	+ 18.8%	--	--	--
Months Supply of Inventory	1.5	1.9	+ 26.7%	--	--	--
Cumulative Days on Market Until Sale	130	79	- 39.2%	99	98	- 1.0%
Percent of Original List Price Received*	93.4%	97.9%	+ 4.8%	94.3%	96.8%	+ 2.7%
New Listings	20	23	+ 15.0%	31	31	0.0%

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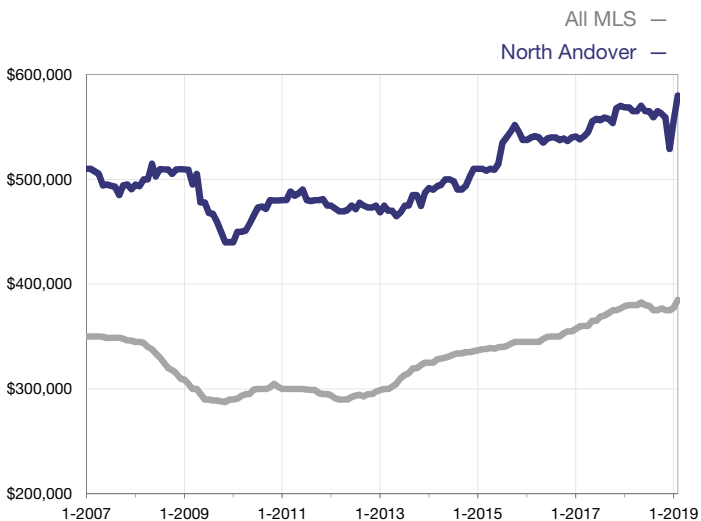
Condominium Properties

Key Metrics	February			Year to Date		
	2018	2019	+ / -	2018	2019	+ / -
Pending Sales	12	21	+ 75.0%	21	33	+ 57.1%
Closed Sales	14	12	- 14.3%	22	21	- 4.5%
Median Sales Price*	\$242,500	\$234,950	- 3.1%	\$255,000	\$240,000	- 5.9%
Inventory of Homes for Sale	15	9	- 40.0%	--	--	--
Months Supply of Inventory	1.1	0.6	- 45.5%	--	--	--
Cumulative Days on Market Until Sale	64	49	- 23.4%	55	42	- 23.6%
Percent of Original List Price Received*	99.8%	97.0%	- 2.8%	99.2%	96.6%	- 2.6%
New Listings	14	13	- 7.1%	22	27	+ 22.7%

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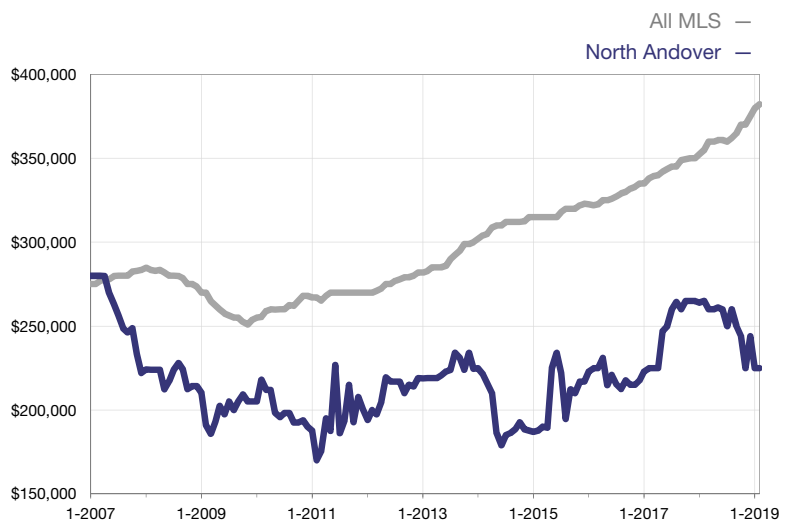
Median Sales Price – Single-Family Properties

Rolling 12-Month Calculation



Median Sales Price – Condominium Properties

Rolling 12-Month Calculation



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Local Market Update – February 2019

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Tewksbury

Single-Family Properties

Key Metrics	February			Year to Date		
	2018	2019	+ / -	2018	2019	+ / -
Pending Sales	14	12	- 14.3%	26	27	+ 3.8%
Closed Sales	15	8	- 46.7%	32	19	- 40.6%
Median Sales Price*	\$420,000	\$355,000	- 15.5%	\$372,450	\$408,000	+ 9.5%
Inventory of Homes for Sale	26	18	- 30.8%	--	--	--
Months Supply of Inventory	1.1	0.8	- 27.3%	--	--	--
Cumulative Days on Market Until Sale	50	50	0.0%	52	56	+ 7.7%
Percent of Original List Price Received*	97.2%	95.9%	- 1.3%	98.2%	96.8%	- 1.4%
New Listings	21	13	- 38.1%	33	30	- 9.1%

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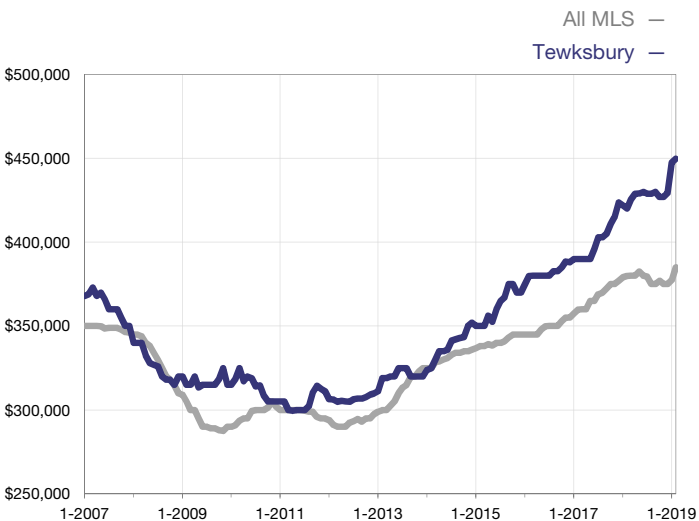
Condominium Properties

Key Metrics	February			Year to Date		
	2018	2019	+ / -	2018	2019	+ / -
Pending Sales	4	6	+ 50.0%	9	15	+ 66.7%
Closed Sales	4	4	0.0%	7	13	+ 85.7%
Median Sales Price*	\$332,000	\$347,850	+ 4.8%	\$332,000	\$354,000	+ 6.6%
Inventory of Homes for Sale	4	14	+ 250.0%	--	--	--
Months Supply of Inventory	0.4	1.3	+ 225.0%	--	--	--
Cumulative Days on Market Until Sale	34	19	- 44.1%	45	45	0.0%
Percent of Original List Price Received*	101.0%	99.3%	- 1.7%	99.1%	97.4%	- 1.7%
New Listings	0	12	--	5	19	+ 280.0%

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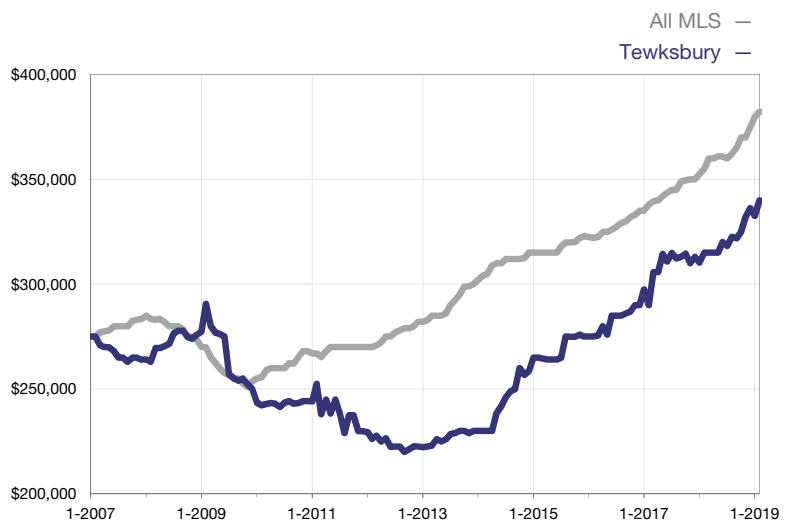
Median Sales Price – Single-Family Properties

Rolling 12-Month Calculation



Median Sales Price – Condominium Properties

Rolling 12-Month Calculation



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Local Market Update – February 2019

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Tyngsborough

Single-Family Properties

Key Metrics	February			Year to Date		
	2018	2019	+ / -	2018	2019	+ / -
Pending Sales	1	8	+ 700.0%	7	14	+ 100.0%
Closed Sales	9	11	+ 22.2%	16	21	+ 31.3%
Median Sales Price*	\$339,000	\$390,000	+ 15.0%	\$356,250	\$389,900	+ 9.4%
Inventory of Homes for Sale	15	11	- 26.7%	--	--	--
Months Supply of Inventory	1.6	1.1	- 31.3%	--	--	--
Cumulative Days on Market Until Sale	49	57	+ 16.3%	49	62	+ 26.5%
Percent of Original List Price Received*	96.5%	93.4%	- 3.2%	96.0%	96.1%	+ 0.1%
New Listings	8	6	- 25.0%	12	15	+ 25.0%

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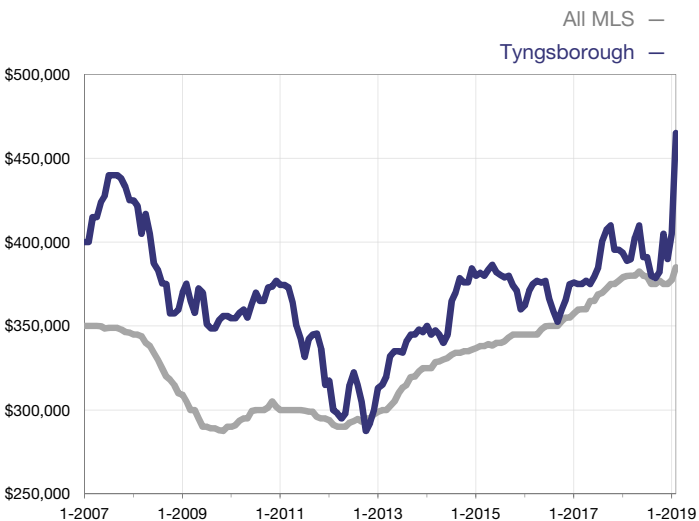
Condominium Properties

Key Metrics	February			Year to Date		
	2018	2019	+ / -	2018	2019	+ / -
Pending Sales	5	5	0.0%	15	7	- 53.3%
Closed Sales	5	3	- 40.0%	6	16	+ 166.7%
Median Sales Price*	\$269,900	\$169,000	- 37.4%	\$297,450	\$309,225	+ 4.0%
Inventory of Homes for Sale	8	7	- 12.5%	--	--	--
Months Supply of Inventory	1.6	1.0	- 37.5%	--	--	--
Cumulative Days on Market Until Sale	37	33	- 10.8%	38	41	+ 7.9%
Percent of Original List Price Received*	99.1%	97.3%	- 1.8%	98.3%	99.2%	+ 0.9%
New Listings	7	2	- 71.4%	17	7	- 58.8%

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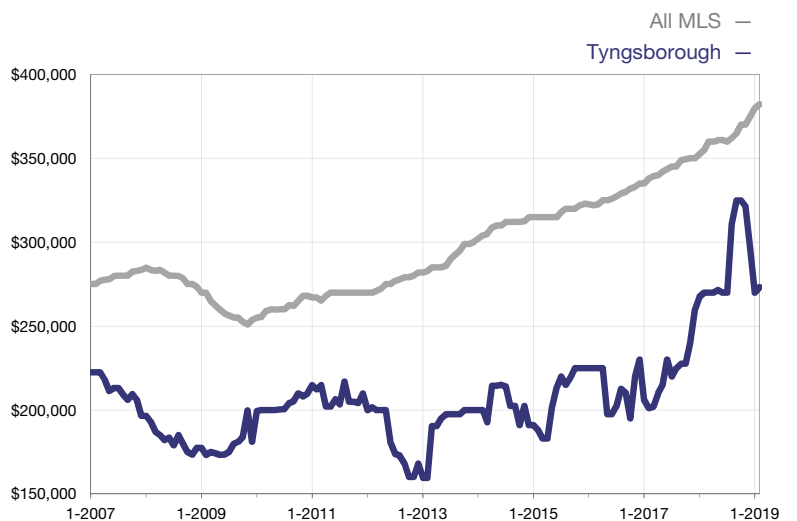
Median Sales Price – Single-Family Properties

Rolling 12-Month Calculation



Median Sales Price – Condominium Properties

Rolling 12-Month Calculation



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Local Market Update – February 2019

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Westford

Single-Family Properties

Key Metrics	February			Year to Date		
	2018	2019	+ / -	2018	2019	+ / -
Pending Sales	17	8	- 52.9%	34	30	- 11.8%
Closed Sales	8	11	+ 37.5%	20	32	+ 60.0%
Median Sales Price*	\$546,950	\$525,000	- 4.0%	\$587,500	\$518,500	- 11.7%
Inventory of Homes for Sale	28	29	+ 3.6%	--	--	--
Months Supply of Inventory	1.4	1.3	- 7.1%	--	--	--
Cumulative Days on Market Until Sale	80	88	+ 10.0%	100	65	- 35.0%
Percent of Original List Price Received*	94.9%	96.0%	+ 1.2%	95.7%	94.0%	- 1.8%
New Listings	25	14	- 44.0%	44	30	- 31.8%

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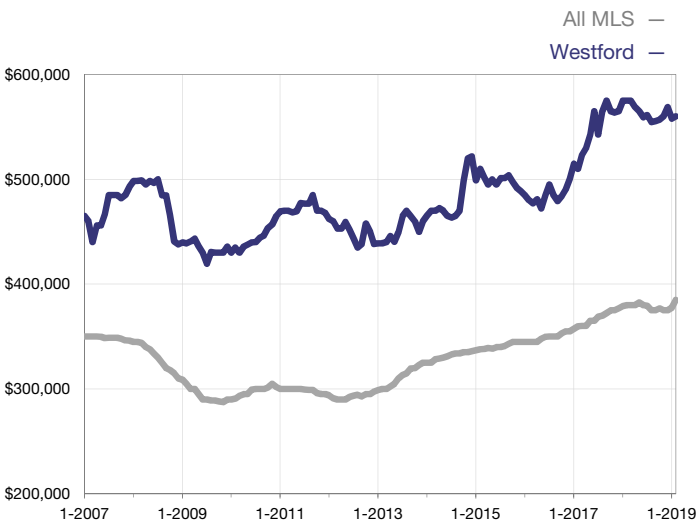
Condominium Properties

Key Metrics	February			Year to Date		
	2018	2019	+ / -	2018	2019	+ / -
Pending Sales	4	5	+ 25.0%	6	8	+ 33.3%
Closed Sales	1	2	+ 100.0%	6	3	- 50.0%
Median Sales Price*	\$347,500	\$322,950	- 7.1%	\$409,700	\$261,000	- 36.3%
Inventory of Homes for Sale	5	10	+ 100.0%	--	--	--
Months Supply of Inventory	1.2	2.3	+ 91.7%	--	--	--
Cumulative Days on Market Until Sale	19	24	+ 26.3%	44	23	- 47.7%
Percent of Original List Price Received*	102.5%	100.6%	- 1.9%	100.0%	99.3%	- 0.7%
New Listings	4	6	+ 50.0%	7	9	+ 28.6%

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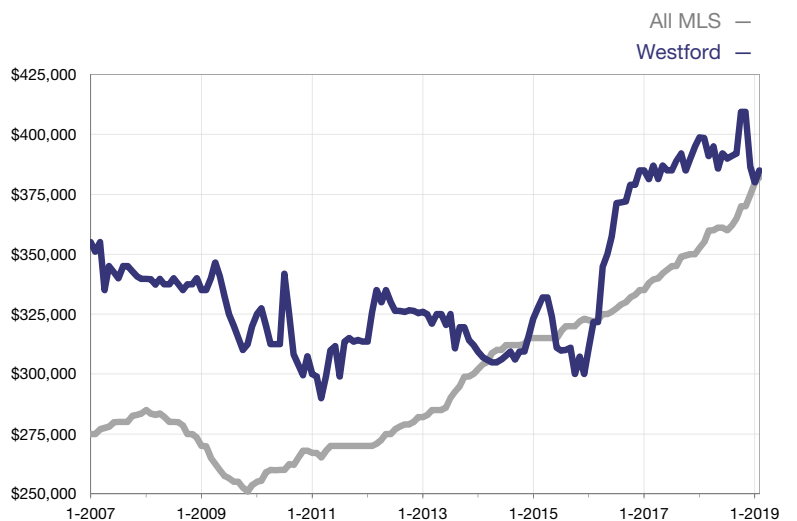
Median Sales Price – Single-Family Properties

Rolling 12-Month Calculation



Median Sales Price – Condominium Properties

Rolling 12-Month Calculation



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