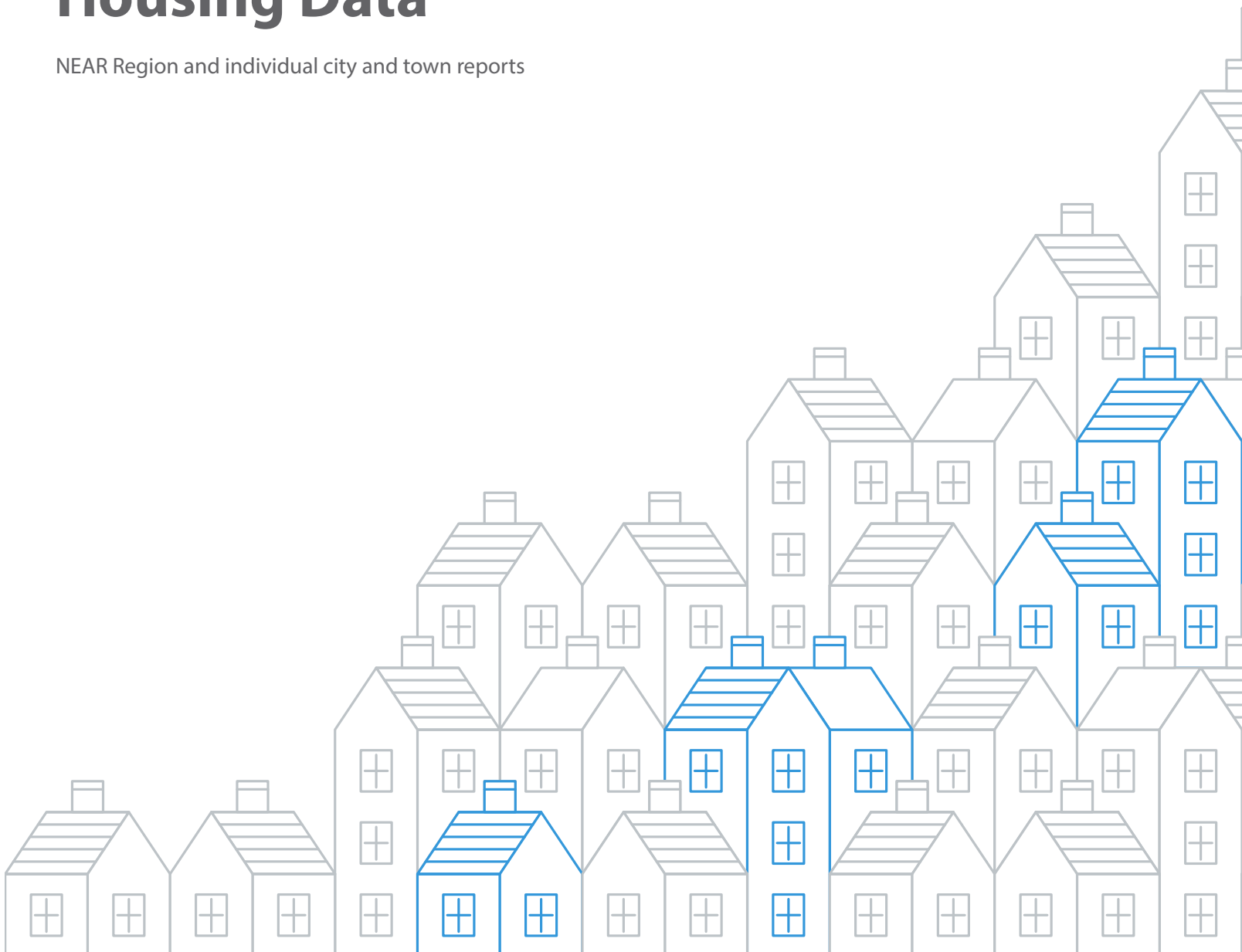


# March 2019 Housing Data

NEAR Region and individual city and town reports



# Local Market Update – March 2019

A RESEARCH TOOL PROVIDED BY THE MASSACHUSETTS ASSOCIATION OF REALTORS®



## Northeast Association of REALTORS®

**- 3.9%**

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

**+ 4.3%**

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

**+ 5.5%**

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

### Single-Family Properties

	March			Year to Date		
	2018	2019	+ / -	2018	2019	+ / -
Pending Sales	340	370	+ 8.8%	783	856	+ 9.3%
Closed Sales	225	223	- 0.9%	642	625	- 2.6%
Median Sales Price*	\$389,500	<b>\$425,900</b>	+ 9.3%	\$399,900	<b>\$420,000</b>	+ 5.0%
Inventory of Homes for Sale	451	479	+ 6.2%	--	--	--
Months Supply of Inventory	1.4	1.5	+ 7.5%	--	--	--
Cumulative Days on Market Until Sale	54	69	+ 26.4%	59	69	+ 16.4%
Percent of Original List Price Received*	98.1%	97.7%	- 0.4%	97.7%	96.8%	- 0.9%
New Listings	363	456	+ 25.6%	894	1,011	+ 13.1%

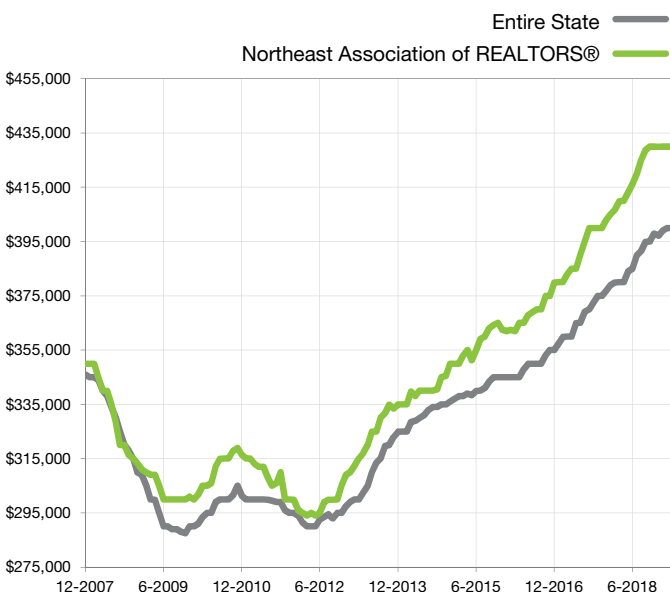
### Condominium Properties

	March			Year to Date		
	2018	2019	+ / -	2018	2019	+ / -
Pending Sales	153	164	+ 7.2%	376	390	+ 3.7%
Closed Sales	109	98	- 10.1%	287	274	- 4.5%
Median Sales Price*	\$238,000	<b>\$253,950</b>	+ 6.7%	\$237,000	<b>\$250,000</b>	+ 5.5%
Inventory of Homes for Sale	183	190	+ 3.8%	--	--	--
Months Supply of Inventory	1.4	1.4	- 0.4%	--	--	--
Cumulative Days on Market Until Sale	49	51	+ 4.5%	53	53	- 1.1%
Percent of Original List Price Received*	99.6%	98.5%	- 1.1%	99.2%	98.3%	- 1.0%
New Listings	178	175	- 1.7%	432	429	- 0.7%

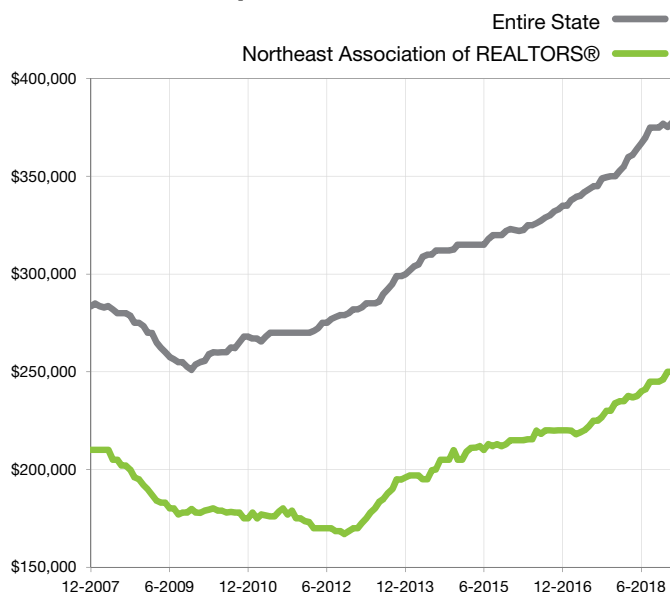
\* Does not account for seller concessions. | Activity for one month can sometimes look extreme due to small sample size.

## Median Sales Price BASED ON A ROLLING 12-MONTH AVERAGE

### Single-Family Properties



### Condominium Properties



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

# Local Market Update – March 2019

A RESEARCH TOOL PROVIDED BY THE MASSACHUSETTS ASSOCIATION OF REALTORS®

## Andover

### Single-Family Properties

Key Metrics	March			Year to Date		
	2018	2019	+ / -	2018	2019	+ / -
Pending Sales	23	41	+ 78.3%	53	84	+ 58.5%
Closed Sales	16	13	- 18.8%	56	45	- 19.6%
Median Sales Price*	\$663,000	<b>\$462,000</b>	- 30.3%	\$650,000	<b>\$565,000</b>	- 13.1%
Inventory of Homes for Sale	39	81	+ 107.7%	--	--	--
Months Supply of Inventory	1.3	2.9	+ 123.1%	--	--	--
Cumulative Days on Market Until Sale	68	79	+ 16.2%	65	72	+ 10.8%
Percent of Original List Price Received*	98.2%	<b>96.9%</b>	- 1.3%	97.6%	<b>96.1%</b>	- 1.5%
New Listings	34	60	+ 76.5%	68	133	+ 95.6%

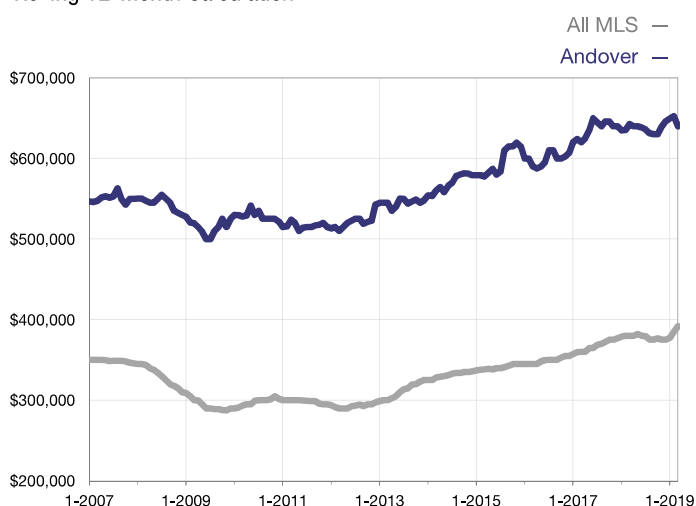
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### Condominium Properties

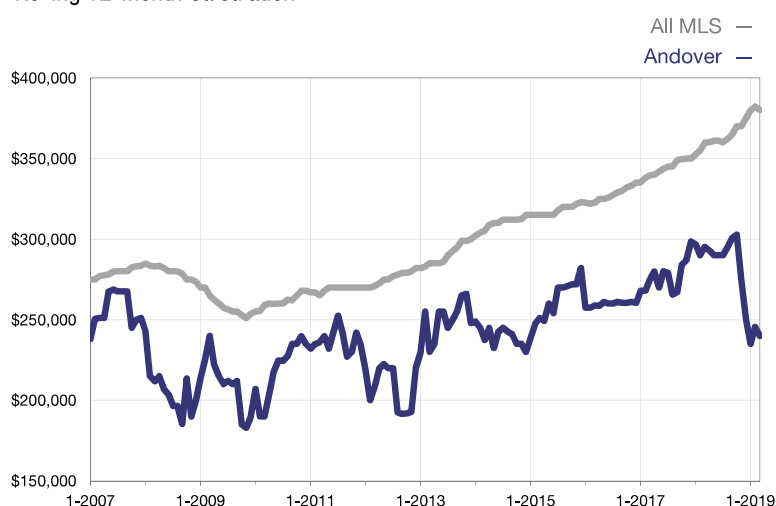
Key Metrics	March			Year to Date		
	2018	2019	+ / -	2018	2019	+ / -
Pending Sales	13	12	- 7.7%	39	23	- 41.0%
Closed Sales	15	6	- 60.0%	34	20	- 41.2%
Median Sales Price*	\$354,875	<b>\$387,500</b>	+ 9.2%	\$263,500	<b>\$362,250</b>	+ 37.5%
Inventory of Homes for Sale	27	32	+ 18.5%	--	--	--
Months Supply of Inventory	2.0	2.8	+ 40.0%	--	--	--
Cumulative Days on Market Until Sale	49	54	+ 10.2%	47	43	- 8.5%
Percent of Original List Price Received*	99.4%	<b>98.9%</b>	- 0.5%	101.2%	<b>97.0%</b>	- 4.2%
New Listings	12	17	+ 41.7%	53	35	- 34.0%

\* 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 – March 2019

A RESEARCH TOOL PROVIDED BY THE MASSACHUSETTS ASSOCIATION OF REALTORS®

## Billerica

### Single-Family Properties

Key Metrics	March			Year to Date		
	2018	2019	+ / -	2018	2019	+ / -
Pending Sales	36	30	- 16.7%	82	89	+ 8.5%
Closed Sales	22	23	+ 4.5%	69	74	+ 7.2%
Median Sales Price*	\$420,000	<b>\$499,900</b>	+ 19.0%	\$442,000	<b>\$447,450</b>	+ 1.2%
Inventory of Homes for Sale	22	44	+ 100.0%	--	--	--
Months Supply of Inventory	0.7	1.4	+ 100.0%	--	--	--
Cumulative Days on Market Until Sale	42	62	+ 47.6%	42	66	+ 57.1%
Percent of Original List Price Received*	99.1%	<b>98.4%</b>	- 0.7%	99.8%	<b>97.5%</b>	- 2.3%
New Listings	27	37	+ 37.0%	71	100	+ 40.8%

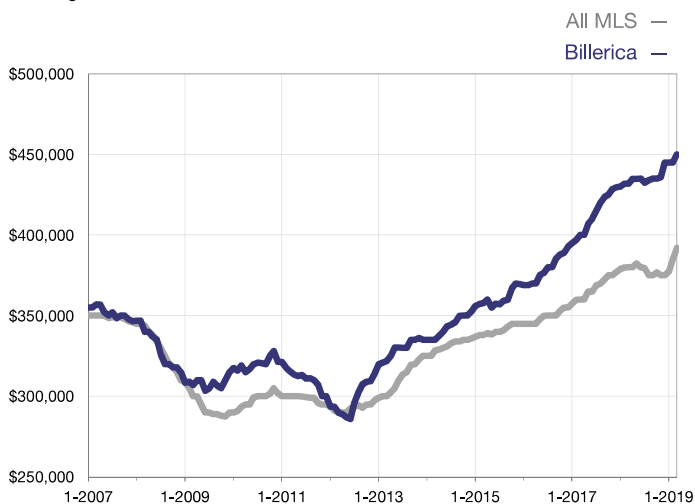
\* Does not account for seller concessions. | Activity for one month can sometimes look extreme due to small sample size.

### Condominium Properties

Key Metrics	March			Year to Date		
	2018	2019	+ / -	2018	2019	+ / -
Pending Sales	2	9	+ 350.0%	10	21	+ 110.0%
Closed Sales	5	7	+ 40.0%	17	14	- 17.6%
Median Sales Price*	\$300,000	<b>\$345,000</b>	+ 15.0%	\$305,500	<b>\$347,000</b>	+ 13.6%
Inventory of Homes for Sale	4	5	+ 25.0%	--	--	--
Months Supply of Inventory	0.8	0.7	- 12.5%	--	--	--
Cumulative Days on Market Until Sale	28	15	- 46.4%	27	21	- 22.2%
Percent of Original List Price Received*	99.1%	<b>101.8%</b>	+ 2.7%	100.8%	<b>101.0%</b>	+ 0.2%
New Listings	4	4	0.0%	11	19	+ 72.7%

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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 – March 2019

A RESEARCH TOOL PROVIDED BY THE MASSACHUSETTS ASSOCIATION OF REALTORS®

## Boxford

### Single-Family Properties

Key Metrics	March			Year to Date		
	2018	2019	+ / -	2018	2019	+ / -
Pending Sales	9	13	+ 44.4%	19	24	+ 26.3%
Closed Sales	8	7	- 12.5%	22	19	- 13.6%
Median Sales Price*	\$595,000	\$560,000	- 5.9%	\$620,000	\$571,500	- 7.8%
Inventory of Homes for Sale	36	18	- 50.0%	--	--	--
Months Supply of Inventory	3.2	1.9	- 40.6%	--	--	--
Cumulative Days on Market Until Sale	86	105	+ 22.1%	114	105	- 7.9%
Percent of Original List Price Received*	96.2%	91.3%	- 5.1%	94.9%	93.2%	- 1.8%
New Listings	12	15	+ 25.0%	31	29	- 6.5%

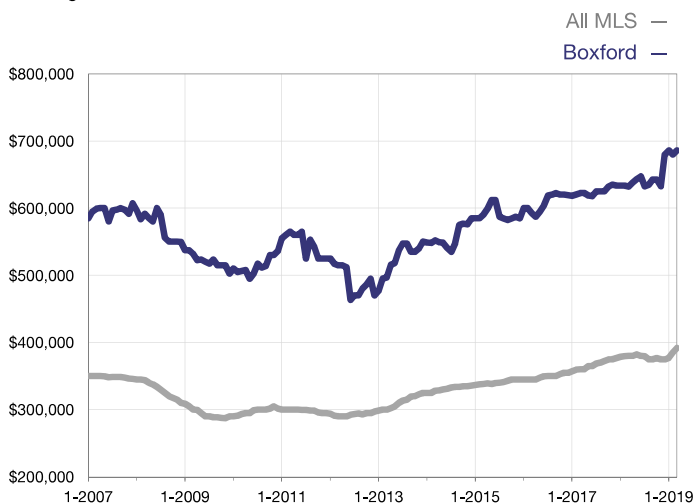
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### Condominium Properties

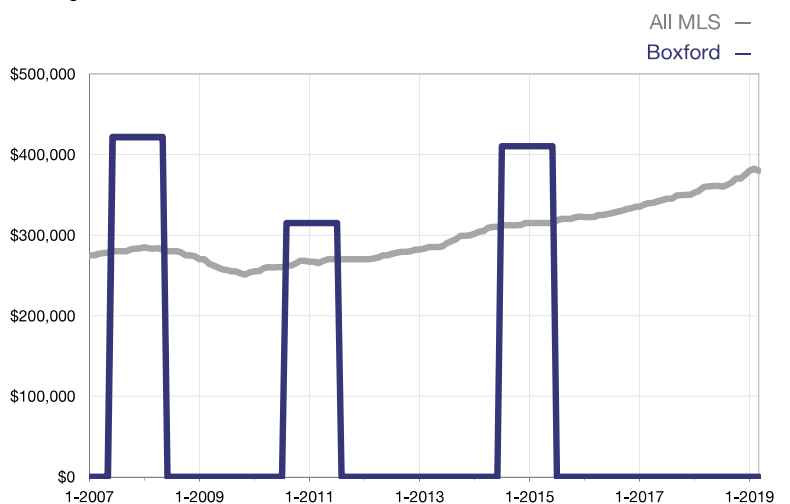
Key Metrics	March			Year to Date		
	2018	2019	+ / -	2018	2019	+ / -
Pending Sales	0	0	--	0	0	--
Closed Sales	0	0	--	0	0	--
Median Sales Price*	\$0	\$0	--	\$0	\$0	--
Inventory of Homes for Sale	1	1	0.0%	--	--	--
Months Supply of Inventory	0.0	0.0	--	--	--	--
Cumulative Days on Market Until Sale	0	0	--	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



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# Local Market Update – March 2019

A RESEARCH TOOL PROVIDED BY THE MASSACHUSETTS ASSOCIATION OF REALTORS®

## Carlisle

### Single-Family Properties

Key Metrics	March			Year to Date		
	2018	2019	+ / -	2018	2019	+ / -
Pending Sales	14	11	- 21.4%	20	21	+ 5.0%
Closed Sales	3	2	- 33.3%	10	11	+ 10.0%
Median Sales Price*	\$750,000	<b>\$872,500</b>	+ 16.3%	\$832,000	<b>\$850,000</b>	+ 2.2%
Inventory of Homes for Sale	22	14	- 36.4%	--	--	--
Months Supply of Inventory	3.8	2.2	- 42.1%	--	--	--
Cumulative Days on Market Until Sale	123	181	+ 47.2%	150	122	- 18.7%
Percent of Original List Price Received*	85.9%	<b>99.3%</b>	+ 15.6%	92.7%	<b>94.8%</b>	+ 2.3%
New Listings	13	10	- 23.1%	31	28	- 9.7%

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

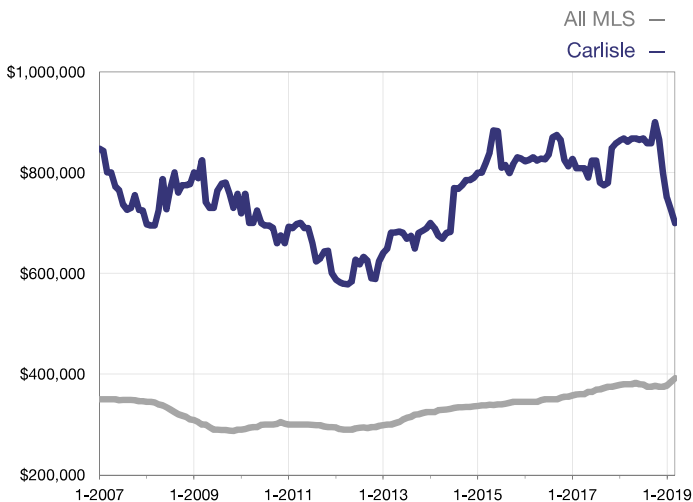
### Condominium Properties

Key Metrics	March			Year to Date		
	2018	2019	+ / -	2018	2019	+ / -
Pending Sales	1	0	- 100.0%	1	3	+ 200.0%
Closed Sales	0	2	--	0	4	--
Median Sales Price*	\$0	<b>\$657,454</b>	--	\$0	<b>\$951,904</b>	--
Inventory of Homes for Sale	2	3	+ 50.0%	--	--	--
Months Supply of Inventory	1.0	2.0	+ 100.0%	--	--	--
Cumulative Days on Market Until Sale	0	20	--	0	37	--
Percent of Original List Price Received*	0.0%	<b>101.2%</b>	--	0.0%	<b>103.0%</b>	--
New Listings	2	1	- 50.0%	2	4	+ 100.0%

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

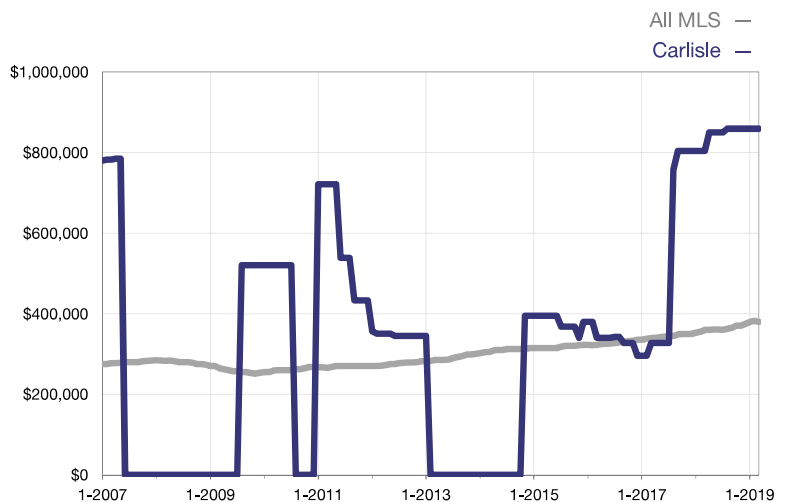
### Median Sales Price – Single-Family Properties

Rolling 12-Month Calculation



### Median Sales Price – Condominium Properties

Rolling 12-Month Calculation



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# Local Market Update – March 2019

A RESEARCH TOOL PROVIDED BY THE MASSACHUSETTS ASSOCIATION OF REALTORS®

## Chelmsford

### Single-Family Properties

Key Metrics	March			Year to Date		
	2018	2019	+ / -	2018	2019	+ / -
Pending Sales	25	24	- 4.0%	58	80	+ 37.9%
Closed Sales	14	22	+ 57.1%	42	70	+ 66.7%
Median Sales Price*	\$381,500	<b>\$456,750</b>	+ 19.7%	\$420,000	<b>\$438,450</b>	+ 4.4%
Inventory of Homes for Sale	33	30	- 9.1%	--	--	--
Months Supply of Inventory	1.2	1.0	- 16.7%	--	--	--
Cumulative Days on Market Until Sale	42	48	+ 14.3%	42	62	+ 47.6%
Percent of Original List Price Received*	100.4%	<b>98.9%</b>	- 1.5%	98.9%	<b>96.2%</b>	- 2.7%
New Listings	32	31	- 3.1%	66	74	+ 12.1%

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

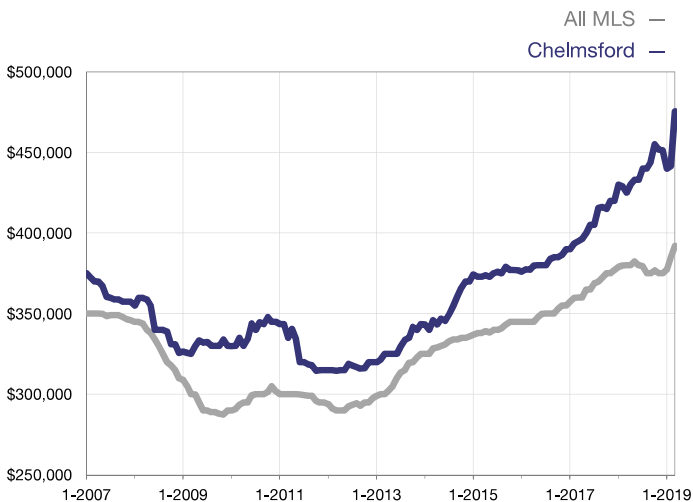
### Condominium Properties

Key Metrics	March			Year to Date		
	2018	2019	+ / -	2018	2019	+ / -
Pending Sales	14	23	+ 64.3%	31	50	+ 61.3%
Closed Sales	4	12	+ 200.0%	22	30	+ 36.4%
Median Sales Price*	\$271,000	<b>\$269,850</b>	- 0.4%	\$262,000	<b>\$273,850</b>	+ 4.5%
Inventory of Homes for Sale	19	15	- 21.1%	--	--	--
Months Supply of Inventory	1.4	0.9	- 35.7%	--	--	--
Cumulative Days on Market Until Sale	13	36	+ 176.9%	35	64	+ 82.9%
Percent of Original List Price Received*	105.2%	<b>97.1%</b>	- 7.7%	98.4%	<b>96.7%</b>	- 1.7%
New Listings	19	11	- 42.1%	43	49	+ 14.0%

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

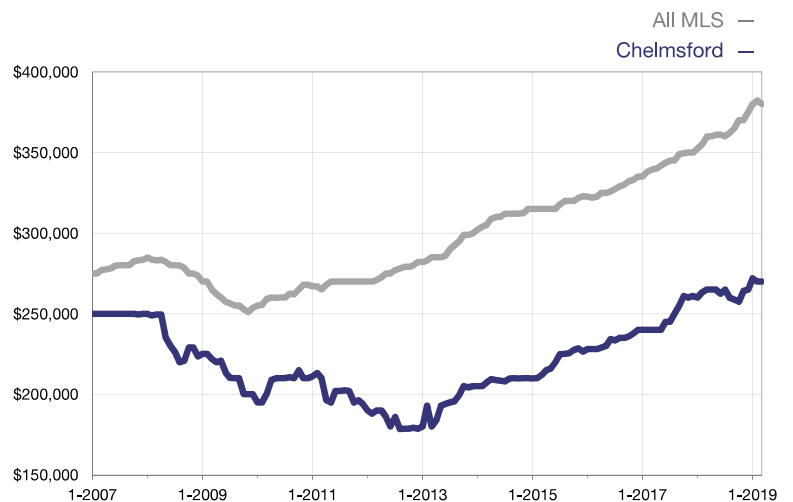
### Median Sales Price – Single-Family Properties

Rolling 12-Month Calculation



### Median Sales Price – Condominium Properties

Rolling 12-Month Calculation



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# Local Market Update – March 2019

A RESEARCH TOOL PROVIDED BY THE MASSACHUSETTS ASSOCIATION OF REALTORS®

## Dracut

### Single-Family Properties

Key Metrics	March			Year to Date		
	2018	2019	+ / -	2018	2019	+ / -
Pending Sales	20	33	+ 65.0%	58	73	+ 25.9%
Closed Sales	23	19	- 17.4%	56	48	- 14.3%
Median Sales Price*	\$355,000	<b>\$380,000</b>	+ 7.0%	\$352,450	<b>\$365,000</b>	+ 3.6%
Inventory of Homes for Sale	22	36	+ 63.6%	--	--	--
Months Supply of Inventory	0.8	1.3	+ 62.5%	--	--	--
Cumulative Days on Market Until Sale	39	51	+ 30.8%	52	51	- 1.9%
Percent of Original List Price Received*	97.8%	<b>99.2%</b>	+ 1.4%	97.9%	<b>97.9%</b>	0.0%
New Listings	19	42	+ 121.1%	59	91	+ 54.2%

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

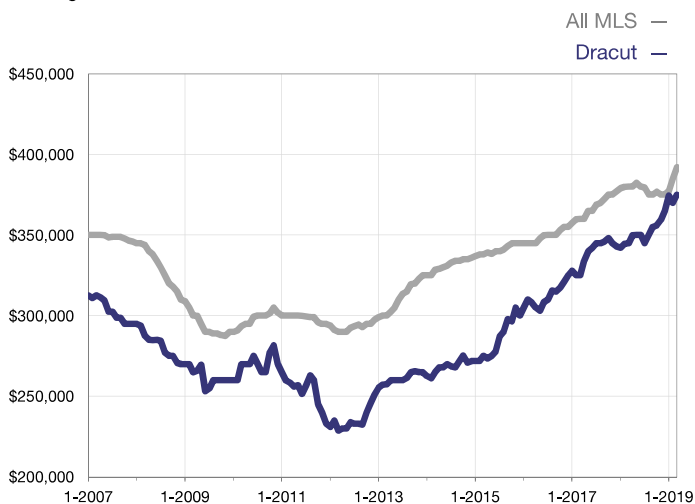
### Condominium Properties

Key Metrics	March			Year to Date		
	2018	2019	+ / -	2018	2019	+ / -
Pending Sales	16	14	- 12.5%	45	33	- 26.7%
Closed Sales	16	10	- 37.5%	35	24	- 31.4%
Median Sales Price*	\$230,000	<b>\$161,250</b>	- 29.9%	\$230,000	<b>\$199,750</b>	- 13.2%
Inventory of Homes for Sale	13	13	0.0%	--	--	--
Months Supply of Inventory	0.9	0.9	0.0%	--	--	--
Cumulative Days on Market Until Sale	43	36	- 16.3%	49	43	- 12.2%
Percent of Original List Price Received*	98.5%	<b>98.9%</b>	+ 0.4%	98.8%	<b>99.2%</b>	+ 0.4%
New Listings	18	18	0.0%	46	36	- 21.7%

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

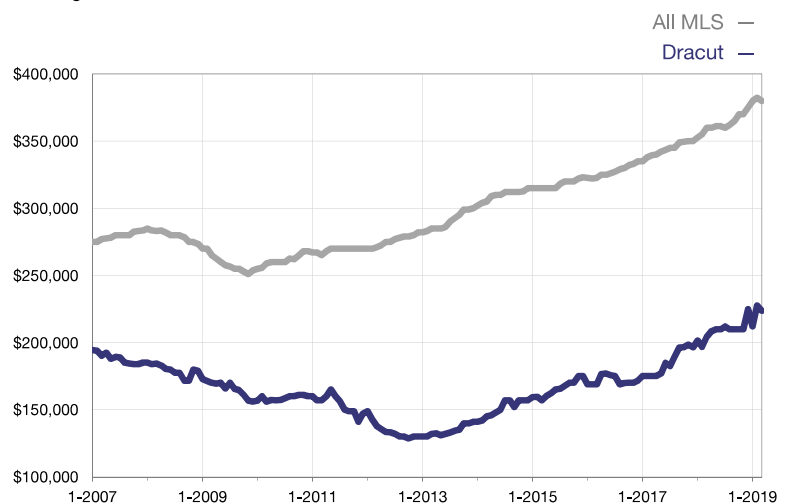
### Median Sales Price – Single-Family Properties

Rolling 12-Month Calculation



### Median Sales Price – Condominium Properties

Rolling 12-Month Calculation



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# Local Market Update – March 2019

A RESEARCH TOOL PROVIDED BY THE MASSACHUSETTS ASSOCIATION OF REALTORS®

## Dunstable

### Single-Family Properties

Key Metrics	March			Year to Date		
	2018	2019	+ / -	2018	2019	+ / -
Pending Sales	5	1	- 80.0%	16	7	- 56.3%
Closed Sales	2	1	- 50.0%	4	3	- 25.0%
Median Sales Price*	\$574,950	<b>\$670,000</b>	+ 16.5%	\$574,950	<b>\$649,900</b>	+ 13.0%
Inventory of Homes for Sale	14	8	- 42.9%	--	--	--
Months Supply of Inventory	3.5	1.7	- 51.4%	--	--	--
Cumulative Days on Market Until Sale	41	103	+ 151.2%	26	126	+ 384.6%
Percent of Original List Price Received*	100.0%	100.0%	0.0%	100.3%	95.1%	- 5.2%
New Listings	6	4	- 33.3%	17	9	- 47.1%

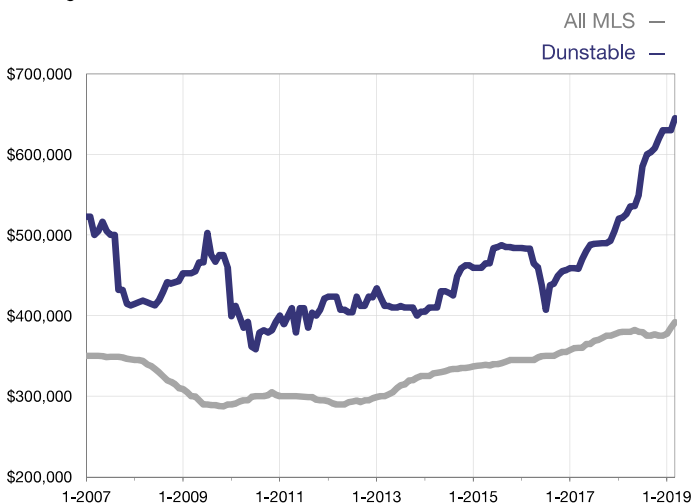
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### Condominium Properties

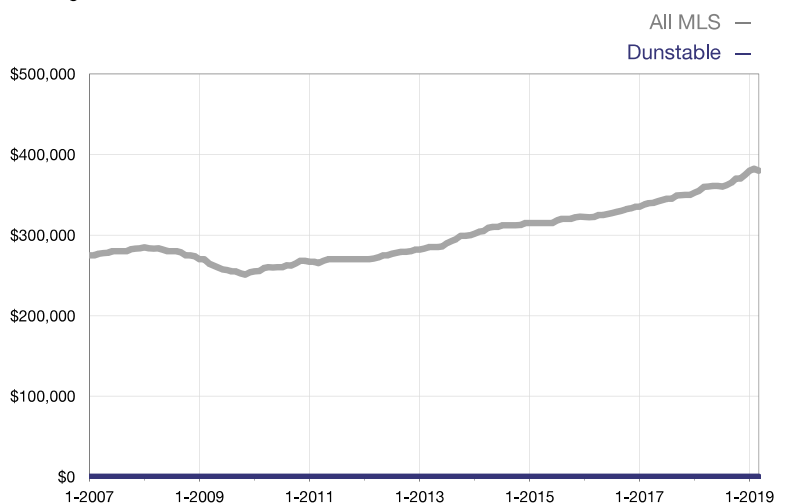
Key Metrics	March			Year to Date		
	2018	2019	+ / -	2018	2019	+ / -
Pending Sales	0	0	--	0	0	--
Closed Sales	0	0	--	0	0	--
Median Sales Price*	\$0	<b>\$0</b>	--	\$0	<b>\$0</b>	--
Inventory of Homes for Sale	0	0	--	--	--	--
Months Supply of Inventory	0.0	0.0	--	--	--	--
Cumulative Days on Market Until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

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

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



### Median Sales Price – Condominium Properties Rolling 12-Month Calculation



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# Local Market Update – March 2019

A RESEARCH TOOL PROVIDED BY THE MASSACHUSETTS ASSOCIATION OF REALTORS®

## Lawrence

### Single-Family Properties

Key Metrics	March			Year to Date		
	2018	2019	+ / -	2018	2019	+ / -
Pending Sales	18	33	+ 83.3%	50	66	+ 32.0%
Closed Sales	17	14	- 17.6%	47	36	- 23.4%
Median Sales Price*	\$247,000	<b>\$285,000</b>	+ 15.4%	\$260,000	<b>\$272,500</b>	+ 4.8%
Inventory of Homes for Sale	29	24	- 17.2%	--	--	--
Months Supply of Inventory	1.6	1.3	- 18.8%	--	--	--
Cumulative Days on Market Until Sale	42	46	+ 9.5%	53	49	- 7.5%
Percent of Original List Price Received*	96.2%	<b>102.3%</b>	+ 6.3%	97.3%	<b>100.8%</b>	+ 3.6%
New Listings	20	36	+ 80.0%	52	70	+ 34.6%

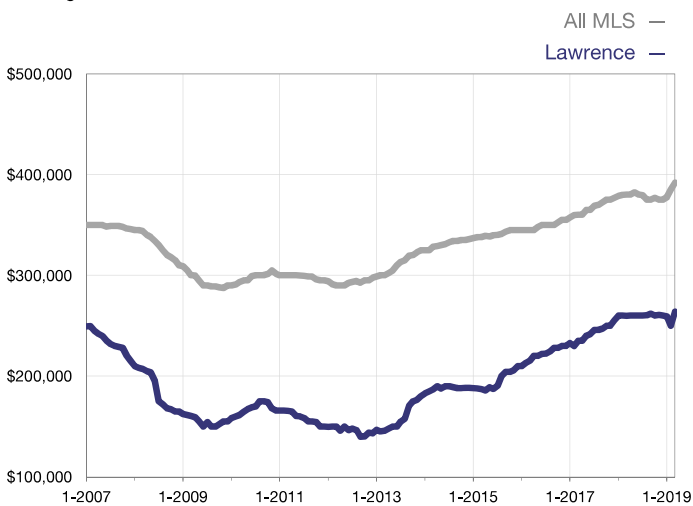
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### Condominium Properties

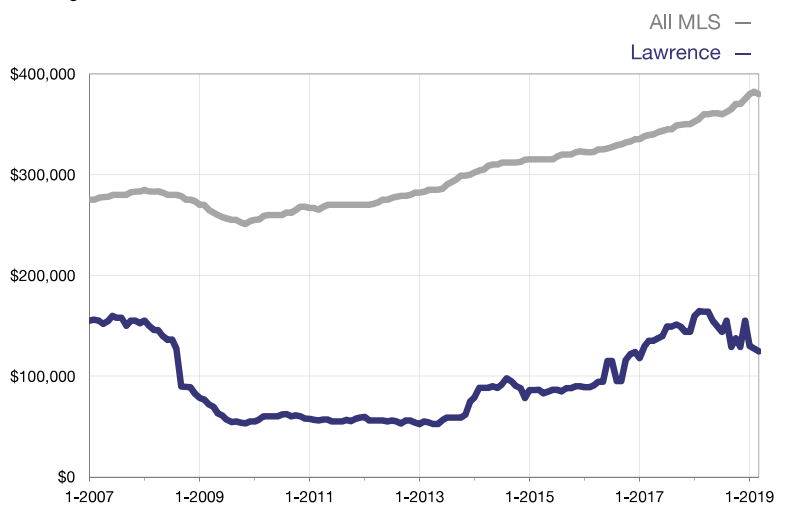
Key Metrics	March			Year to Date		
	2018	2019	+ / -	2018	2019	+ / -
Pending Sales	12	11	- 8.3%	18	18	0.0%
Closed Sales	2	2	0.0%	11	14	+ 27.3%
Median Sales Price*	\$130,000	<b>\$165,000</b>	+ 26.9%	\$180,000	<b>\$175,000</b>	- 2.8%
Inventory of Homes for Sale	11	4	- 63.6%	--	--	--
Months Supply of Inventory	1.7	0.6	- 64.7%	--	--	--
Cumulative Days on Market Until Sale	18	17	- 5.6%	75	36	- 52.0%
Percent of Original List Price Received*	96.4%	<b>94.5%</b>	- 2.0%	102.2%	<b>97.9%</b>	- 4.2%
New Listings	13	8	- 38.5%	27	21	- 22.2%

\* 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 – March 2019

A RESEARCH TOOL PROVIDED BY THE MASSACHUSETTS ASSOCIATION OF REALTORS®

## Littleton

### Single-Family Properties

Key Metrics	March			Year to Date		
	2018	2019	+ / -	2018	2019	+ / -
Pending Sales	14	16	+ 14.3%	27	32	+ 18.5%
Closed Sales	4	8	+ 100.0%	20	18	- 10.0%
Median Sales Price*	\$487,500	<b>\$552,500</b>	+ 13.3%	\$525,000	<b>\$532,500</b>	+ 1.4%
Inventory of Homes for Sale	22	16	- 27.3%	--	--	--
Months Supply of Inventory	2.0	1.6	- 20.0%	--	--	--
Cumulative Days on Market Until Sale	138	92	- 33.3%	84	89	+ 6.0%
Percent of Original List Price Received*	90.0%	<b>96.2%</b>	+ 6.9%	95.2%	<b>97.2%</b>	+ 2.1%
New Listings	10	13	+ 30.0%	29	35	+ 20.7%

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

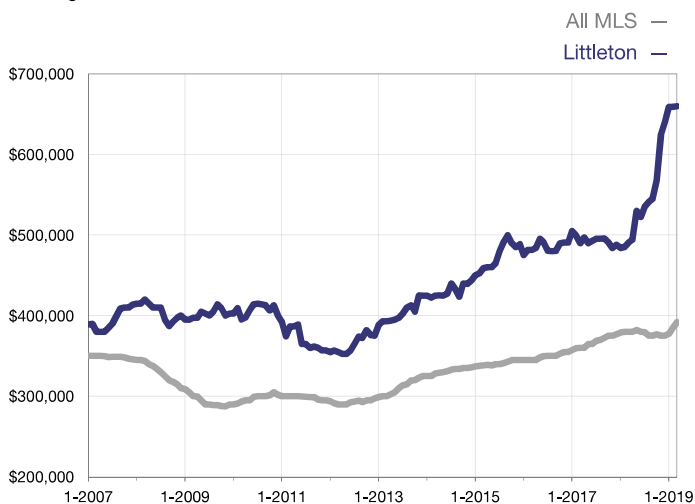
### Condominium Properties

Key Metrics	March			Year to Date		
	2018	2019	+ / -	2018	2019	+ / -
Pending Sales	0	1	--	1	2	+ 100.0%
Closed Sales	0	0	--	2	0	- 100.0%
Median Sales Price*	\$0	<b>\$0</b>	--	\$340,000	<b>\$0</b>	- 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	0	0	--	11	0	- 100.0%
Percent of Original List Price Received*	0.0%	<b>0.0%</b>	--	99.8%	<b>0.0%</b>	- 100.0%
New Listings	0	1	--	2	1	- 50.0%

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

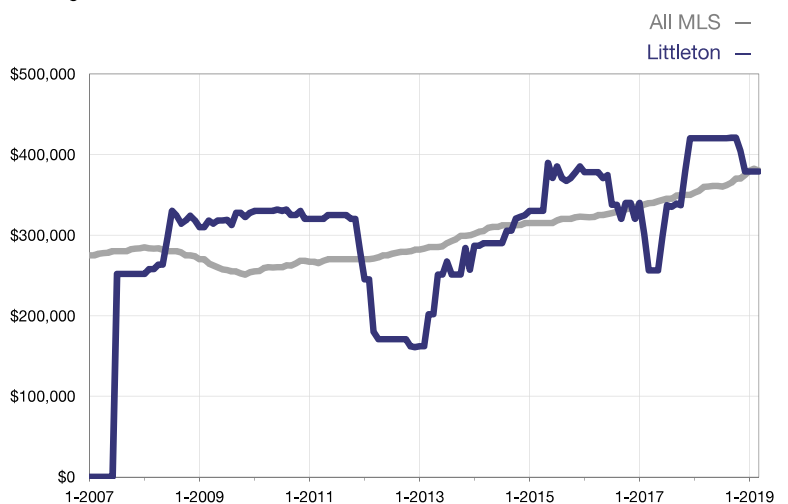
### Median Sales Price – Single-Family Properties

Rolling 12-Month Calculation



### Median Sales Price – Condominium Properties

Rolling 12-Month Calculation



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# Local Market Update – March 2019

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## Lowell

### Single-Family Properties

Key Metrics	March			Year to Date		
	2018	2019	+ / -	2018	2019	+ / -
Pending Sales	55	47	- 14.5%	127	109	- 14.2%
Closed Sales	41	34	- 17.1%	95	81	- 14.7%
Median Sales Price*	\$290,000	\$310,000	+ 6.9%	\$300,000	\$308,000	+ 2.7%
Inventory of Homes for Sale	46	56	+ 21.7%	--	--	--
Months Supply of Inventory	1.1	1.3	+ 18.2%	--	--	--
Cumulative Days on Market Until Sale	39	48	+ 23.1%	42	64	+ 52.4%
Percent of Original List Price Received*	99.4%	99.0%	- 0.4%	98.7%	96.8%	- 1.9%
New Listings	48	58	+ 20.8%	142	125	- 12.0%

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

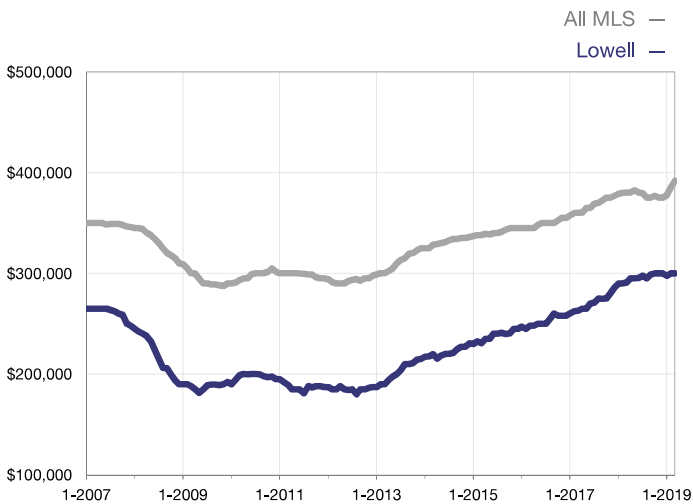
### Condominium Properties

Key Metrics	March			Year to Date		
	2018	2019	+ / -	2018	2019	+ / -
Pending Sales	37	31	- 16.2%	90	89	- 1.1%
Closed Sales	27	26	- 3.7%	69	66	- 4.3%
Median Sales Price*	\$230,000	\$215,250	- 6.4%	\$201,100	\$202,500	+ 0.7%
Inventory of Homes for Sale	46	44	- 4.3%	--	--	--
Months Supply of Inventory	1.6	1.5	- 6.3%	--	--	--
Cumulative Days on Market Until Sale	41	73	+ 78.0%	58	67	+ 15.5%
Percent of Original List Price Received*	99.9%	98.2%	- 1.7%	97.6%	98.0%	+ 0.4%
New Listings	44	36	- 18.2%	103	92	- 10.7%

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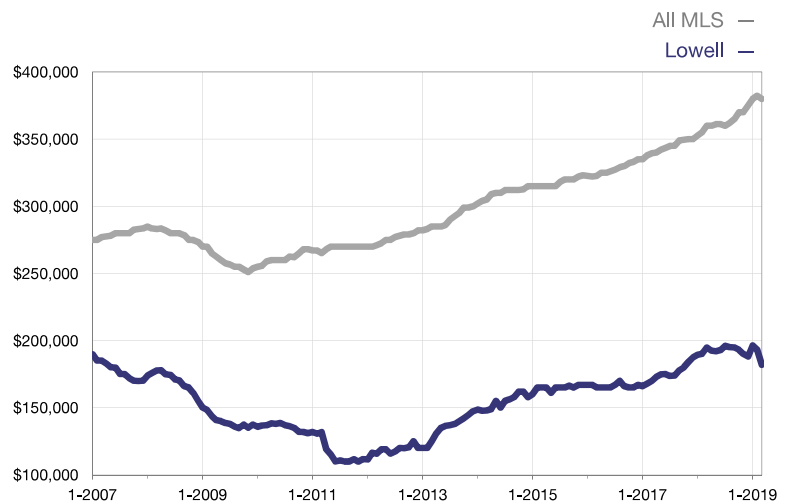
### Median Sales Price – Single-Family Properties

Rolling 12-Month Calculation



### Median Sales Price – Condominium Properties

Rolling 12-Month Calculation



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# Local Market Update – March 2019

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## Methuen

### Single-Family Properties

Key Metrics	March			Year to Date		
	2018	2019	+ / -	2018	2019	+ / -
Pending Sales	31	41	+ 32.3%	87	97	+ 11.5%
Closed Sales	26	29	+ 11.5%	78	75	- 3.8%
Median Sales Price*	\$341,200	<b>\$384,900</b>	+ 12.8%	\$352,500	<b>\$366,000</b>	+ 3.8%
Inventory of Homes for Sale	58	44	- 24.1%	--	--	--
Months Supply of Inventory	1.4	1.2	- 14.3%	--	--	--
Cumulative Days on Market Until Sale	64	72	+ 12.5%	59	67	+ 13.6%
Percent of Original List Price Received*	98.1%	<b>95.6%</b>	- 2.5%	97.3%	<b>96.8%</b>	- 0.5%
New Listings	35	46	+ 31.4%	101	107	+ 5.9%

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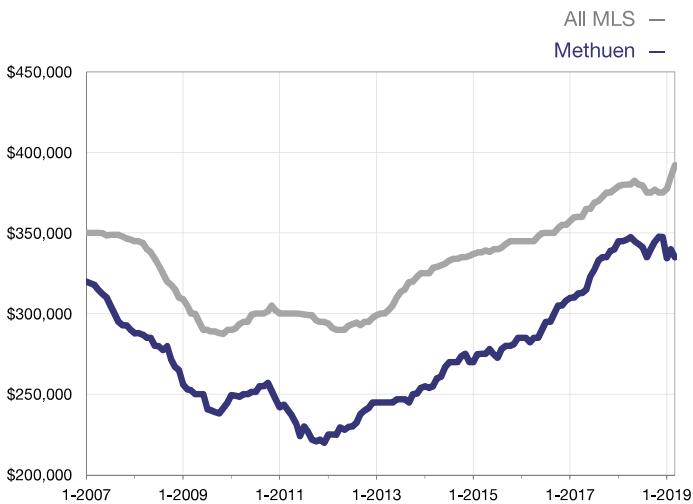
### Condominium Properties

Key Metrics	March			Year to Date		
	2018	2019	+ / -	2018	2019	+ / -
Pending Sales	11	14	+ 27.3%	43	40	- 7.0%
Closed Sales	20	9	- 55.0%	36	24	- 33.3%
Median Sales Price*	\$254,950	<b>\$242,000</b>	- 5.1%	\$248,950	<b>\$242,250</b>	- 2.7%
Inventory of Homes for Sale	24	27	+ 12.5%	--	--	--
Months Supply of Inventory	1.8	2.2	+ 22.2%	--	--	--
Cumulative Days on Market Until Sale	63	86	+ 36.5%	73	84	+ 15.1%
Percent of Original List Price Received*	100.4%	<b>99.4%</b>	- 1.0%	99.8%	<b>99.9%</b>	+ 0.1%
New Listings	14	20	+ 42.9%	42	51	+ 21.4%

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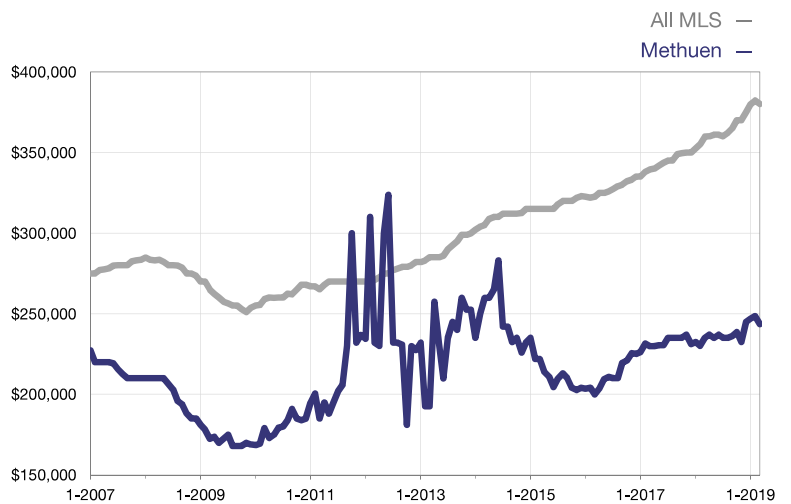
### Median Sales Price – Single-Family Properties

Rolling 12-Month Calculation



### Median Sales Price – Condominium Properties

Rolling 12-Month Calculation



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# Local Market Update – March 2019

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## North Andover

### Single-Family Properties

Key Metrics	March			Year to Date		
	2018	2019	+ / -	2018	2019	+ / -
Pending Sales	22	21	- 4.5%	51	44	- 13.7%
Closed Sales	12	12	0.0%	38	33	- 13.2%
Median Sales Price*	\$514,000	<b>\$647,500</b>	+ 26.0%	\$487,500	<b>\$609,900</b>	+ 25.1%
Inventory of Homes for Sale	41	43	+ 4.9%	--	--	--
Months Supply of Inventory	1.9	2.1	+ 10.5%	--	--	--
Cumulative Days on Market Until Sale	104	100	- 3.8%	100	98	- 2.0%
Percent of Original List Price Received*	95.3%	<b>95.2%</b>	- 0.1%	94.6%	<b>96.2%</b>	+ 1.7%
New Listings	34	30	- 11.8%	65	61	- 6.2%

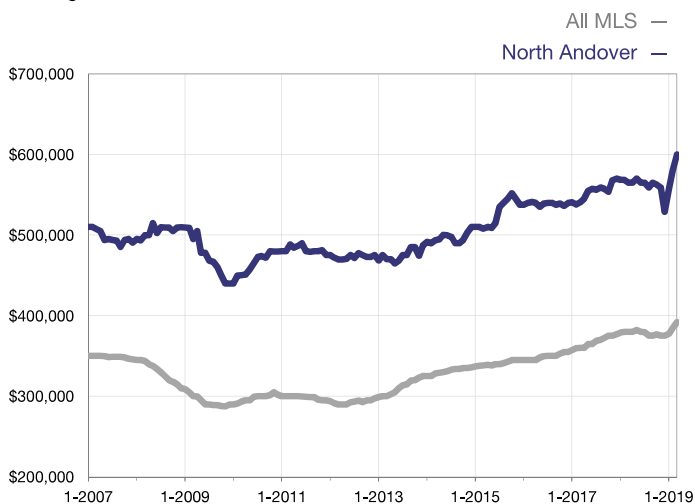
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### Condominium Properties

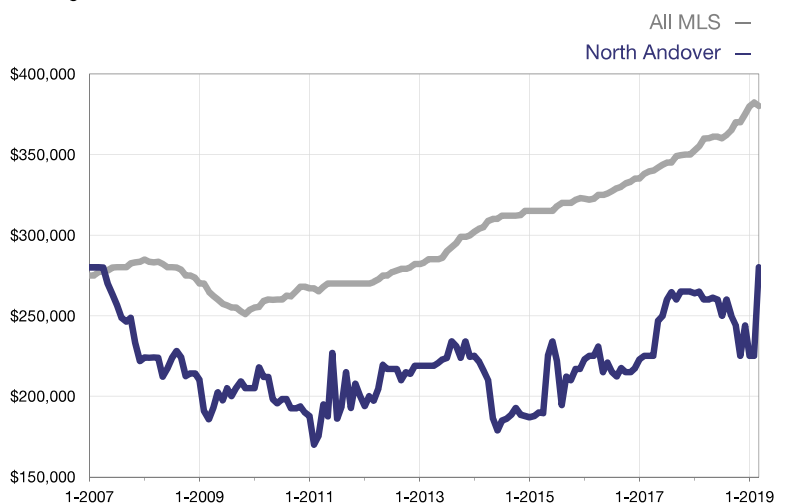
Key Metrics	March			Year to Date		
	2018	2019	+ / -	2018	2019	+ / -
Pending Sales	18	18	0.0%	39	51	+ 30.8%
Closed Sales	15	14	- 6.7%	37	36	- 2.7%
Median Sales Price*	\$205,000	<b>\$287,500</b>	+ 40.2%	\$225,000	<b>\$260,450</b>	+ 15.8%
Inventory of Homes for Sale	15	11	- 26.7%	--	--	--
Months Supply of Inventory	1.1	0.7	- 36.4%	--	--	--
Cumulative Days on Market Until Sale	58	50	- 13.8%	56	45	- 19.6%
Percent of Original List Price Received*	98.8%	<b>97.5%</b>	- 1.3%	99.1%	<b>97.0%</b>	- 2.1%
New Listings	19	21	+ 10.5%	41	48	+ 17.1%

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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 – March 2019

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## Tewksbury

### Single-Family Properties

Key Metrics	March			Year to Date		
	2018	2019	+ / –	2018	2019	+ / –
Pending Sales	32	23	- 28.1%	58	50	- 13.8%
Closed Sales	13	15	+ 15.4%	45	35	- 22.2%
Median Sales Price*	\$447,500	<b>\$489,000</b>	+ 9.3%	\$419,900	<b>\$440,000</b>	+ 4.8%
Inventory of Homes for Sale	19	24	+ 26.3%	--	--	--
Months Supply of Inventory	0.8	1.0	+ 25.0%	--	--	--
Cumulative Days on Market Until Sale	29	49	+ 69.0%	45	52	+ 15.6%
Percent of Original List Price Received*	99.6%	<b>99.0%</b>	- 0.6%	98.6%	<b>97.8%</b>	- 0.8%
New Listings	28	31	+ 10.7%	61	61	0.0%

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

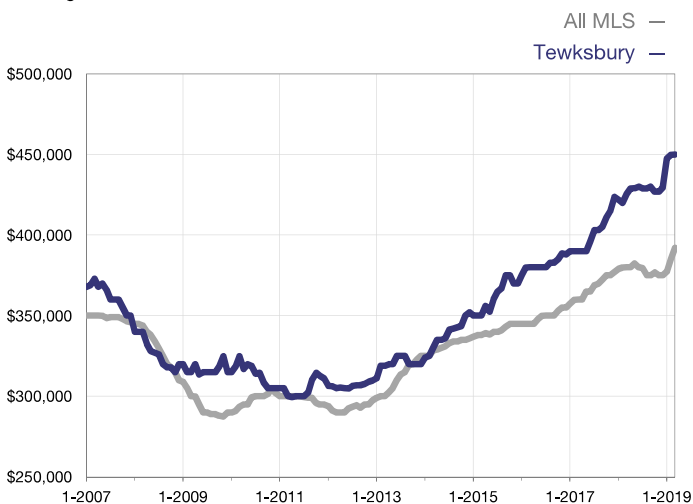
### Condominium Properties

Key Metrics	March			Year to Date		
	2018	2019	+ / –	2018	2019	+ / –
Pending Sales	13	19	+ 46.2%	22	34	+ 54.5%
Closed Sales	3	5	+ 66.7%	10	18	+ 80.0%
Median Sales Price*	\$499,900	<b>\$313,000</b>	- 37.4%	\$386,000	<b>\$344,500</b>	- 10.8%
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	45	34	- 24.4%	45	42	- 6.7%
Percent of Original List Price Received*	102.7%	<b>100.1%</b>	- 2.5%	100.1%	<b>98.2%</b>	- 1.9%
New Listings	19	13	- 31.6%	24	32	+ 33.3%

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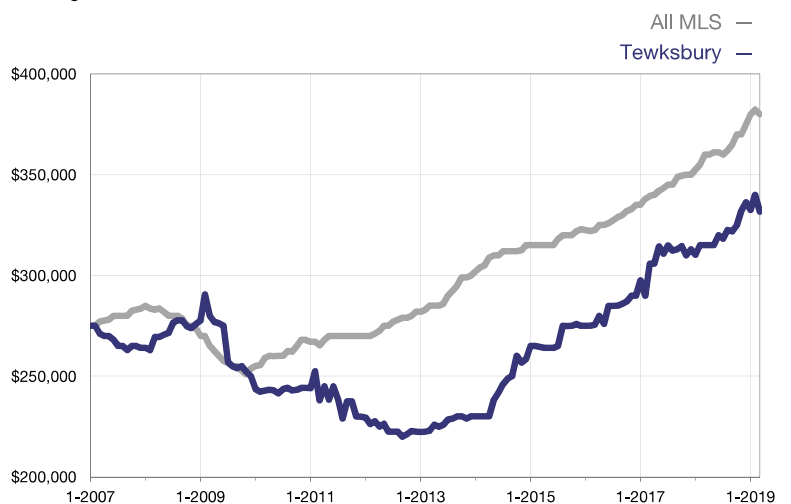
### Median Sales Price – Single-Family Properties

Rolling 12-Month Calculation



### Median Sales Price – Condominium Properties

Rolling 12-Month Calculation



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# Local Market Update – March 2019

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## Tyngsborough

### Single-Family Properties

Key Metrics	March			Year to Date		
	2018	2019	+ / -	2018	2019	+ / -
Pending Sales	9	11	+ 22.2%	16	25	+ 56.3%
Closed Sales	3	7	+ 133.3%	19	28	+ 47.4%
Median Sales Price*	\$430,000	<b>\$366,900</b>	- 14.7%	\$382,500	<b>\$374,750</b>	- 2.0%
Inventory of Homes for Sale	17	14	- 17.6%	--	--	--
Months Supply of Inventory	1.9	1.4	- 26.3%	--	--	--
Cumulative Days on Market Until Sale	22	75	+ 240.9%	45	65	+ 44.4%
Percent of Original List Price Received*	101.6%	<b>98.4%</b>	- 3.1%	96.9%	<b>96.7%</b>	- 0.2%
New Listings	11	14	+ 27.3%	23	29	+ 26.1%

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

### Condominium Properties

Key Metrics	March			Year to Date		
	2018	2019	+ / -	2018	2019	+ / -
Pending Sales	7	3	- 57.1%	22	10	- 54.5%
Closed Sales	0	3	--	6	19	+ 216.7%
Median Sales Price*	\$0	<b>\$242,000</b>	--	\$297,450	<b>\$308,530</b>	+ 3.7%
Inventory of Homes for Sale	7	8	+ 14.3%	--	--	--
Months Supply of Inventory	1.5	1.2	- 20.0%	--	--	--
Cumulative Days on Market Until Sale	0	40	--	38	41	+ 7.9%
Percent of Original List Price Received*	0.0%	<b>98.0%</b>	--	98.3%	<b>99.0%</b>	+ 0.7%
New Listings	6	4	- 33.3%	23	11	- 52.2%

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

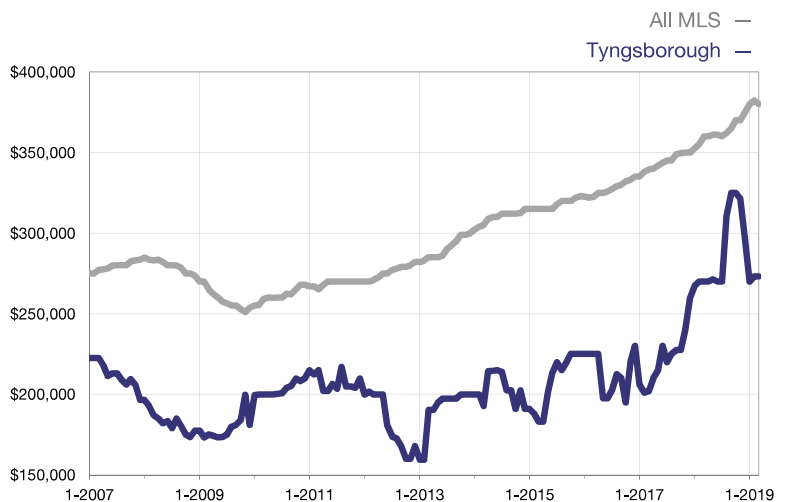
### Median Sales Price – Single-Family Properties

Rolling 12-Month Calculation



### Median Sales Price – Condominium Properties

Rolling 12-Month Calculation



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# Local Market Update – March 2019

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## Westford

### Single-Family Properties

Key Metrics	March			Year to Date		
	2018	2019	+ / -	2018	2019	+ / -
Pending Sales	27	25	- 7.4%	61	55	- 9.8%
Closed Sales	21	17	- 19.0%	41	49	+ 19.5%
Median Sales Price*	\$575,000	<b>\$665,000</b>	+ 15.7%	\$585,000	<b>\$595,000</b>	+ 1.7%
Inventory of Homes for Sale	31	27	- 12.9%	--	--	--
Months Supply of Inventory	1.5	1.2	- 20.0%	--	--	--
Cumulative Days on Market Until Sale	67	120	+ 79.1%	83	84	+ 1.2%
Percent of Original List Price Received*	99.1%	<b>95.2%</b>	- 3.9%	97.5%	<b>94.4%</b>	- 3.2%
New Listings	34	29	- 14.7%	78	59	- 24.4%

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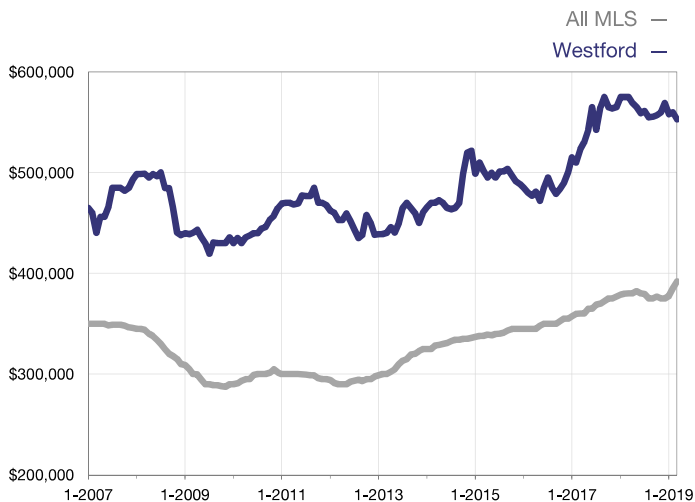
### Condominium Properties

Key Metrics	March			Year to Date		
	2018	2019	+ / -	2018	2019	+ / -
Pending Sales	9	9	0.0%	15	16	+ 6.7%
Closed Sales	2	2	0.0%	8	5	- 37.5%
Median Sales Price*	\$370,000	<b>\$392,000</b>	+ 5.9%	\$392,200	<b>\$349,000</b>	- 11.0%
Inventory of Homes for Sale	4	19	+ 375.0%	--	--	--
Months Supply of Inventory	1.0	4.4	+ 340.0%	--	--	--
Cumulative Days on Market Until Sale	142	20	- 85.9%	68	22	- 67.6%
Percent of Original List Price Received*	93.7%	<b>99.4%</b>	+ 6.1%	98.4%	<b>99.4%</b>	+ 1.0%
New Listings	8	21	+ 162.5%	15	30	+ 100.0%

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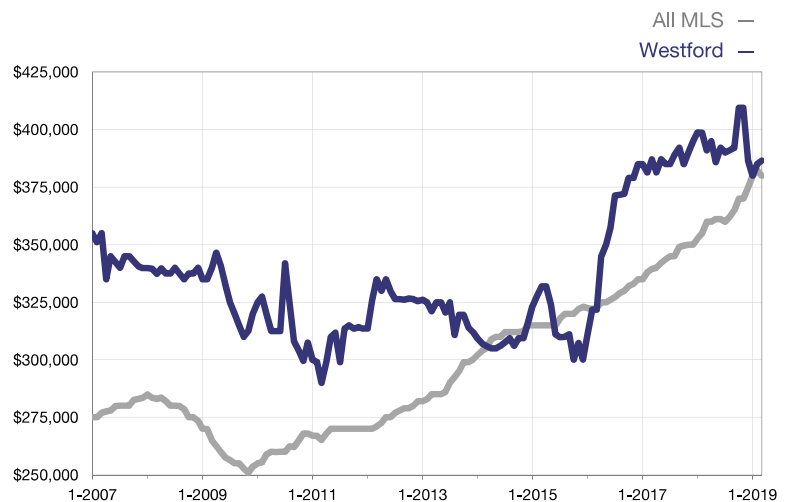
### Median Sales Price – Single-Family Properties

Rolling 12-Month Calculation



### Median Sales Price – Condominium Properties

Rolling 12-Month Calculation



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