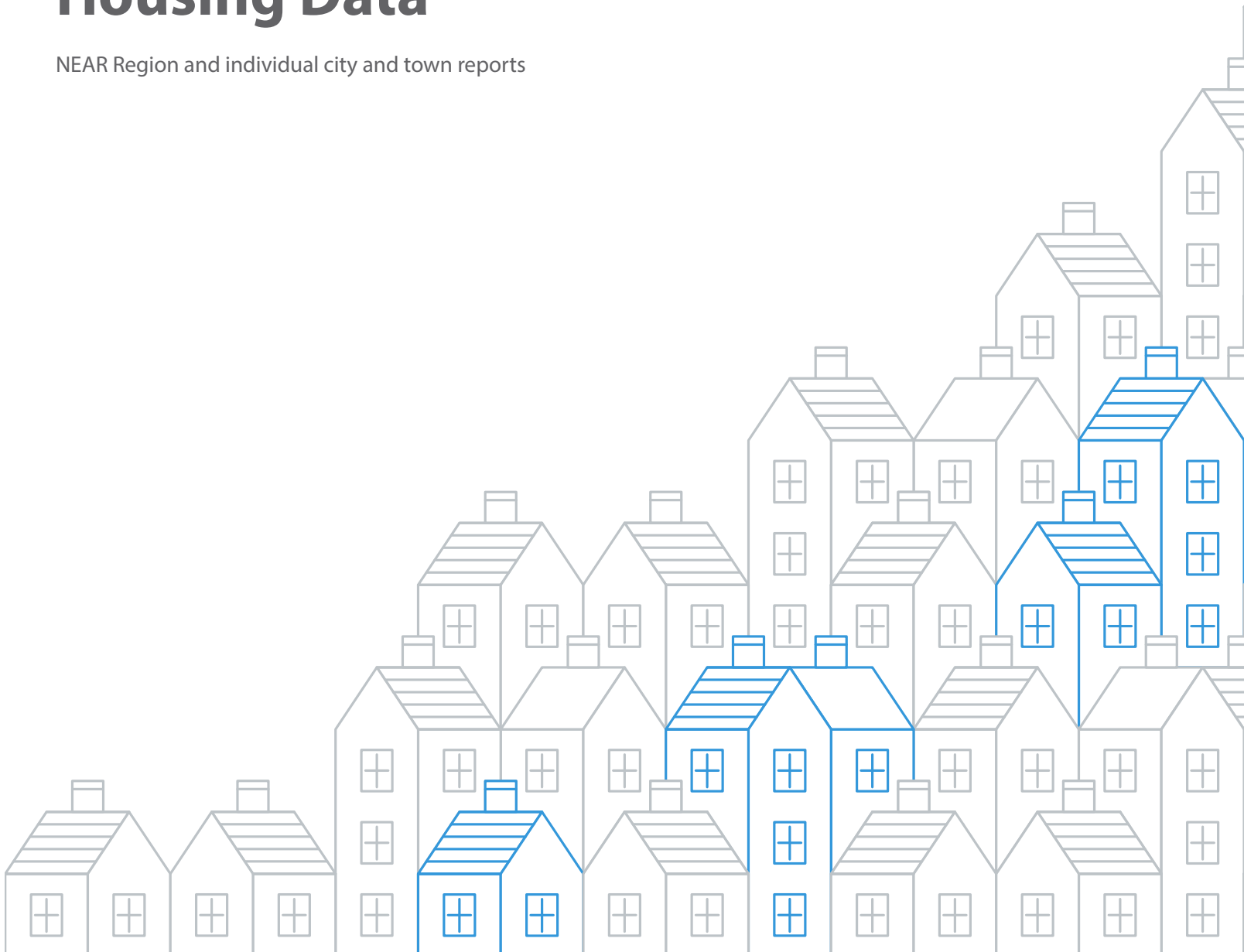


April 2019

Housing Data

NEAR Region and individual city and town reports



Local Market Update – April 2019

A RESEARCH TOOL PROVIDED BY THE MASSACHUSETTS ASSOCIATION OF REALTORS®



Northeast Association of REALTORS®

+ 6.2%

Year-Over-Year
Change in
Closed Sales
All Properties

+ 1.6%

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

- 5.3%

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

Single-Family Properties

	April			Year to Date		
	2018	2019	+ / -	2018	2019	+ / -
Pending Sales	375	432	+ 15.2%	1,158	1,264	+ 9.2%
Closed Sales	277	286	+ 3.2%	919	914	- 0.5%
Median Sales Price*	\$430,000	\$428,500	- 0.3%	\$407,000	\$425,000	+ 4.4%
Inventory of Homes for Sale	523	518	- 1.0%	--	--	--
Months Supply of Inventory	1.6	1.6	+ 1.2%	--	--	--
Cumulative Days on Market Until Sale	51	57	+ 11.0%	57	65	+ 14.6%
Percent of Original List Price Received*	100.1%	98.6%	- 1.5%	98.4%	97.3%	- 1.1%
New Listings	490	508	+ 3.7%	1,384	1,515	+ 9.5%

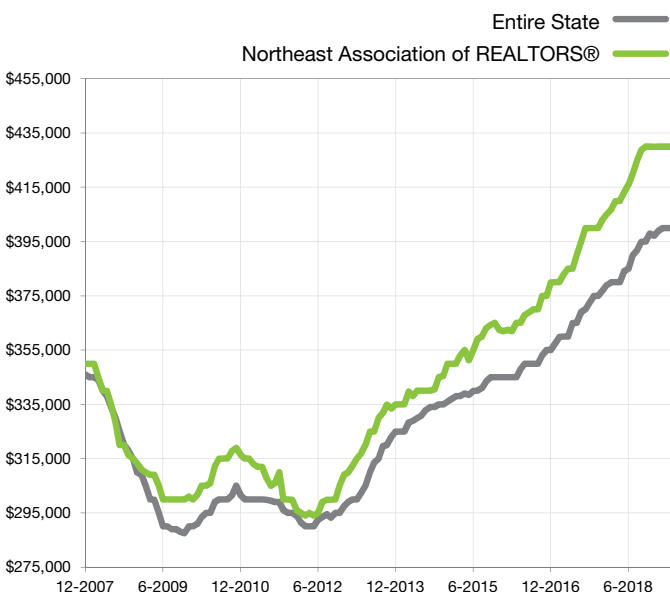
Condominium Properties

	April			Year to Date		
	2018	2019	+ / -	2018	2019	+ / -
Pending Sales	168	172	+ 2.4%	544	557	+ 2.4%
Closed Sales	125	141	+ 12.8%	412	416	+ 1.0%
Median Sales Price*	\$225,000	\$255,000	+ 13.3%	\$234,900	\$250,000	+ 6.4%
Inventory of Homes for Sale	225	190	- 15.6%	--	--	--
Months Supply of Inventory	1.7	1.4	- 18.8%	--	--	--
Cumulative Days on Market Until Sale	36	52	+ 44.5%	48	52	+ 9.0%
Percent of Original List Price Received*	101.0%	98.8%	- 2.2%	99.8%	98.4%	- 1.3%
New Listings	227	180	- 20.7%	659	611	- 7.3%

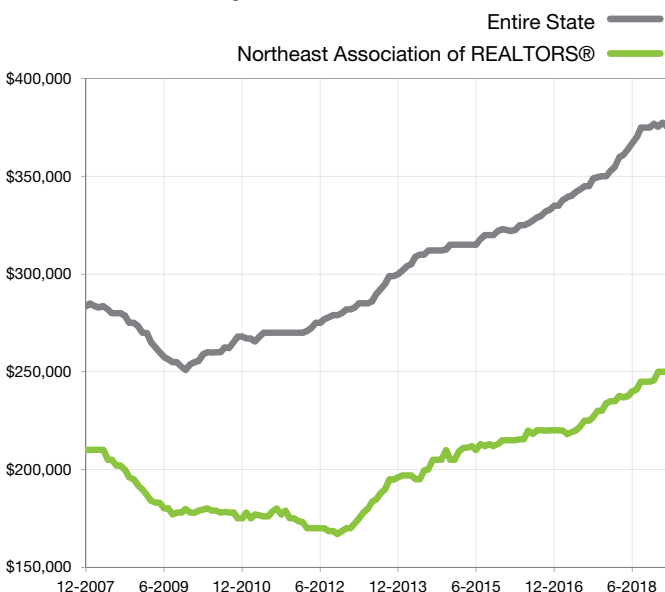
* Does not account for seller concessions. | Activity for one month can sometimes look extreme due to small sample size.

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 – April 2019

A RESEARCH TOOL PROVIDED BY THE MASSACHUSETTS ASSOCIATION OF REALTORS®

Andover

Single-Family Properties

Key Metrics	April			Year to Date		
	2018	2019	+ / -	2018	2019	+ / -
Pending Sales	39	51	+ 30.8%	92	134	+ 45.7%
Closed Sales	21	33	+ 57.1%	77	79	+ 2.6%
Median Sales Price*	\$640,000	\$650,000	+ 1.6%	\$642,500	\$605,000	- 5.8%
Inventory of Homes for Sale	54	94	+ 74.1%	--	--	--
Months Supply of Inventory	1.8	3.2	+ 77.8%	--	--	--
Cumulative Days on Market Until Sale	48	75	+ 56.3%	60	73	+ 21.7%
Percent of Original List Price Received*	99.0%	97.5%	- 1.5%	98.0%	96.6%	- 1.4%
New Listings	58	75	+ 29.3%	126	208	+ 65.1%

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

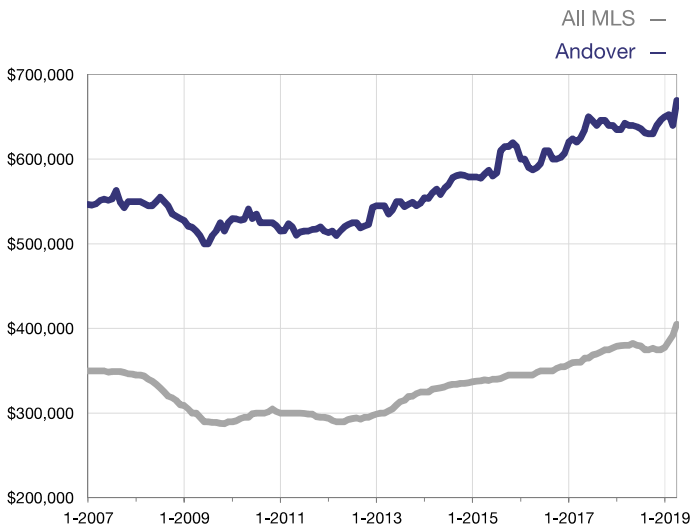
Condominium Properties

Key Metrics	April			Year to Date		
	2018	2019	+ / -	2018	2019	+ / -
Pending Sales	14	17	+ 21.4%	53	40	- 24.5%
Closed Sales	11	9	- 18.2%	45	29	- 35.6%
Median Sales Price*	\$265,000	\$230,000	- 13.2%	\$265,000	\$310,000	+ 17.0%
Inventory of Homes for Sale	32	30	- 6.3%	--	--	--
Months Supply of Inventory	2.3	2.7	+ 17.4%	--	--	--
Cumulative Days on Market Until Sale	46	73	+ 58.7%	47	53	+ 12.8%
Percent of Original List Price Received*	102.5%	99.5%	- 2.9%	101.5%	97.8%	- 3.6%
New Listings	21	20	- 4.8%	74	55	- 25.7%

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

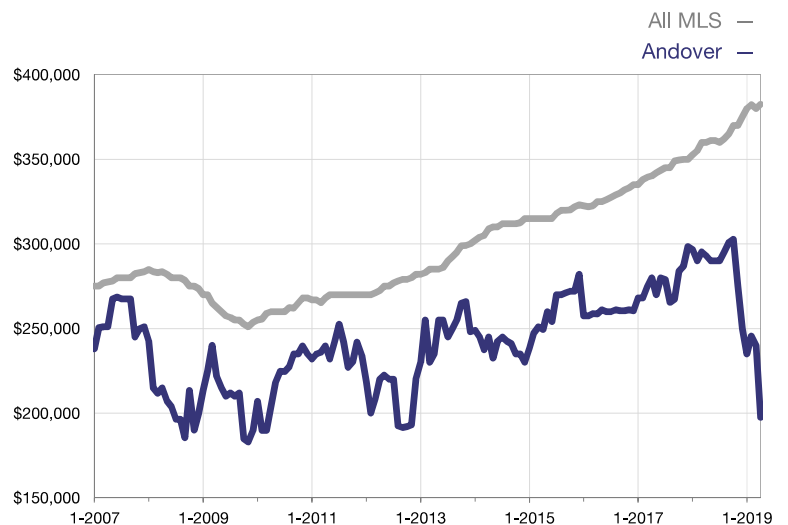
Median Sales Price – Single-Family Properties

Rolling 12-Month Calculation



Median Sales Price – Condominium Properties

Rolling 12-Month Calculation



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Local Market Update – April 2019

A RESEARCH TOOL PROVIDED BY THE MASSACHUSETTS ASSOCIATION OF REALTORS®

Billerica

Single-Family Properties

Key Metrics	April			Year to Date		
	2018	2019	+ / -	2018	2019	+ / -
Pending Sales	25	42	+ 68.0%	107	128	+ 19.6%
Closed Sales	20	31	+ 55.0%	89	105	+ 18.0%
Median Sales Price*	\$447,500	\$480,000	+ 7.3%	\$445,000	\$460,000	+ 3.4%
Inventory of Homes for Sale	31	52	+ 67.7%	--	--	--
Months Supply of Inventory	1.0	1.6	+ 60.0%	--	--	--
Cumulative Days on Market Until Sale	34	72	+ 111.8%	40	68	+ 70.0%
Percent of Original List Price Received*	102.2%	101.7%	- 0.5%	100.3%	98.8%	- 1.5%
New Listings	37	53	+ 43.2%	108	153	+ 41.7%

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

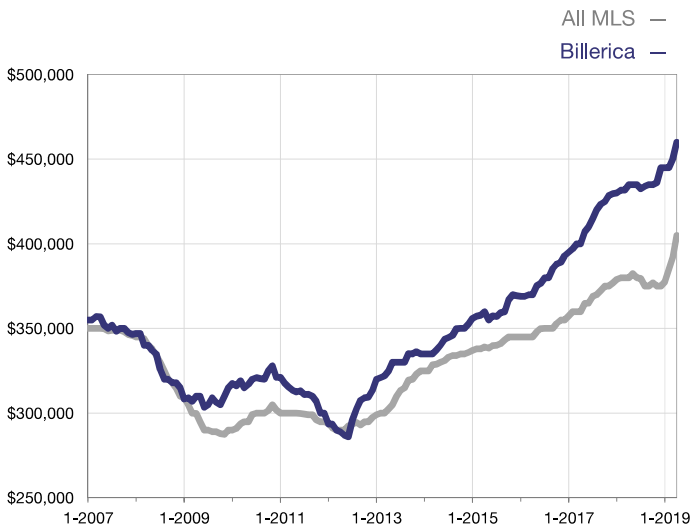
Condominium Properties

Key Metrics	April			Year to Date		
	2018	2019	+ / -	2018	2019	+ / -
Pending Sales	8	8	0.0%	18	29	+ 61.1%
Closed Sales	7	9	+ 28.6%	24	23	- 4.2%
Median Sales Price*	\$169,000	\$320,000	+ 89.3%	\$262,500	\$345,000	+ 31.4%
Inventory of Homes for Sale	8	3	- 62.5%	--	--	--
Months Supply of Inventory	1.4	0.4	- 71.4%	--	--	--
Cumulative Days on Market Until Sale	16	55	+ 243.8%	24	34	+ 41.7%
Percent of Original List Price Received*	112.9%	98.2%	- 13.0%	104.4%	99.8%	- 4.4%
New Listings	12	6	- 50.0%	23	25	+ 8.7%

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Median Sales Price – Single-Family Properties

Rolling 12-Month Calculation



Median Sales Price – Condominium Properties

Rolling 12-Month Calculation



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Local Market Update – April 2019

A RESEARCH TOOL PROVIDED BY THE MASSACHUSETTS ASSOCIATION OF REALTORS®

Boxford

Single-Family Properties

Key Metrics	April			Year to Date		
	2018	2019	+ / -	2018	2019	+ / -
Pending Sales	14	8	- 42.9%	33	32	- 3.0%
Closed Sales	7	3	- 57.1%	29	22	- 24.1%
Median Sales Price*	\$680,000	\$608,500	- 10.5%	\$670,000	\$583,750	- 12.9%
Inventory of Homes for Sale	37	30	- 18.9%	--	--	--
Months Supply of Inventory	3.3	3.3	0.0%	--	--	--
Cumulative Days on Market Until Sale	225	206	- 8.4%	141	119	- 15.6%
Percent of Original List Price Received*	95.9%	92.6%	- 3.4%	95.1%	93.1%	- 2.1%
New Listings	19	18	- 5.3%	50	48	- 4.0%

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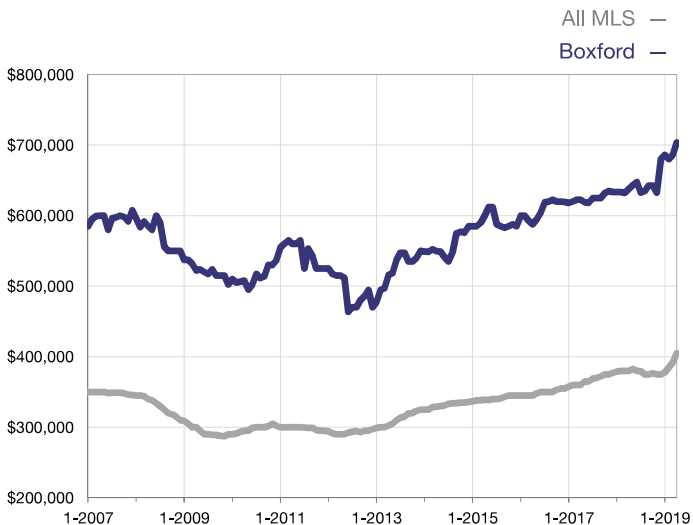
Condominium Properties

Key Metrics	April			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.

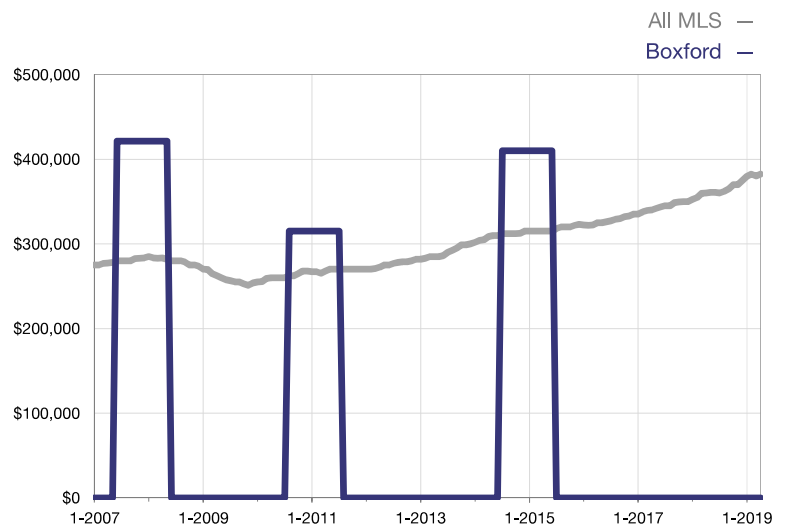
Median Sales Price – Single-Family Properties

Rolling 12-Month Calculation



Median Sales Price – Condominium Properties

Rolling 12-Month Calculation



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Local Market Update – April 2019

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Carlisle

Single-Family Properties

Key Metrics	April			Year to Date		
	2018	2019	+ / -	2018	2019	+ / -
Pending Sales	11	10	- 9.1%	31	31	0.0%
Closed Sales	8	12	+ 50.0%	18	23	+ 27.8%
Median Sales Price*	\$791,500	\$841,000	+ 6.3%	\$832,000	\$850,000	+ 2.2%
Inventory of Homes for Sale	22	20	- 9.1%	--	--	--
Months Supply of Inventory	3.6	2.9	- 19.4%	--	--	--
Cumulative Days on Market Until Sale	98	44	- 55.1%	127	81	- 36.2%
Percent of Original List Price Received*	94.7%	99.8%	+ 5.4%	93.6%	97.4%	+ 4.1%
New Listings	11	18	+ 63.6%	42	45	+ 7.1%

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

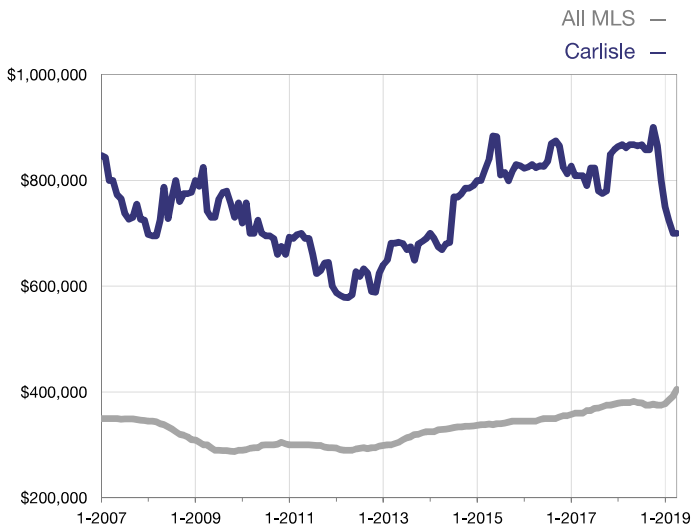
Condominium Properties

Key Metrics	April			Year to Date		
	2018	2019	+ / -	2018	2019	+ / -
Pending Sales	0	0	--	1	3	+ 200.0%
Closed Sales	1	1	0.0%	1	5	+ 400.0%
Median Sales Price*	\$859,000	\$899,900	+ 4.8%	\$859,000	\$929,900	+ 8.3%
Inventory of Homes for Sale	4	3	- 25.0%	--	--	--
Months Supply of Inventory	2.7	2.0	- 25.9%	--	--	--
Cumulative Days on Market Until Sale	493	1	- 99.8%	493	30	- 93.9%
Percent of Original List Price Received*	92.5%	100.0%	+ 8.1%	92.5%	102.4%	+ 10.7%
New Listings	2	1	- 50.0%	4	5	+ 25.0%

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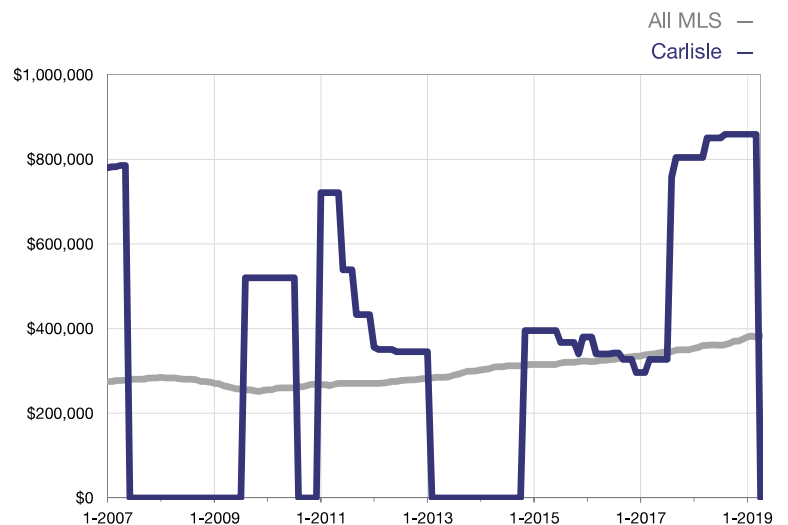
Median Sales Price – Single-Family Properties

Rolling 12-Month Calculation



Median Sales Price – Condominium Properties

Rolling 12-Month Calculation



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Local Market Update – April 2019

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Chelmsford

Single-Family Properties

Key Metrics	April			Year to Date		
	2018	2019	+ / -	2018	2019	+ / -
Pending Sales	29	37	+ 27.6%	87	116	+ 33.3%
Closed Sales	26	27	+ 3.8%	68	97	+ 42.6%
Median Sales Price*	\$467,500	\$427,000	- 8.7%	\$444,000	\$437,000	- 1.6%
Inventory of Homes for Sale	39	32	- 17.9%	--	--	--
Months Supply of Inventory	1.3	1.1	- 15.4%	--	--	--
Cumulative Days on Market Until Sale	54	70	+ 29.6%	47	64	+ 36.2%
Percent of Original List Price Received*	101.2%	97.8%	- 3.4%	99.8%	96.6%	- 3.2%
New Listings	38	42	+ 10.5%	104	115	+ 10.6%

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

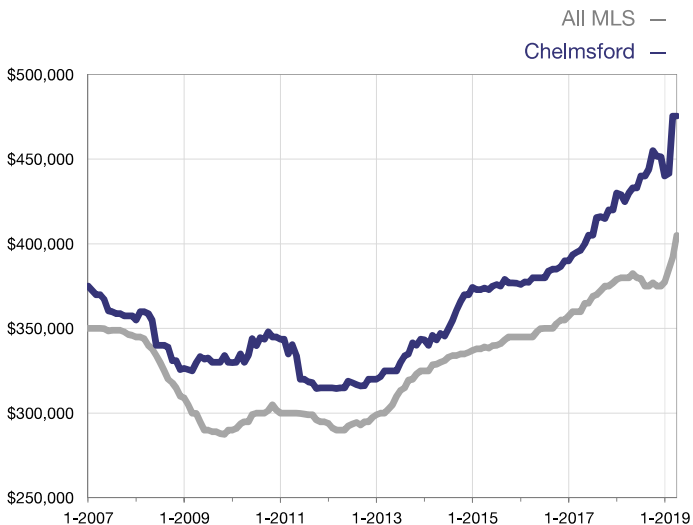
Condominium Properties

Key Metrics	April			Year to Date		
	2018	2019	+ / -	2018	2019	+ / -
Pending Sales	18	19	+ 5.6%	49	68	+ 38.8%
Closed Sales	12	15	+ 25.0%	34	45	+ 32.4%
Median Sales Price*	\$262,500	\$260,000	- 1.0%	\$262,000	\$270,000	+ 3.1%
Inventory of Homes for Sale	20	17	- 15.0%	--	--	--
Months Supply of Inventory	1.4	1.1	- 21.4%	--	--	--
Cumulative Days on Market Until Sale	36	43	+ 19.4%	35	57	+ 62.9%
Percent of Original List Price Received*	103.4%	97.6%	- 5.6%	100.1%	97.0%	- 3.1%
New Listings	22	20	- 9.1%	65	70	+ 7.7%

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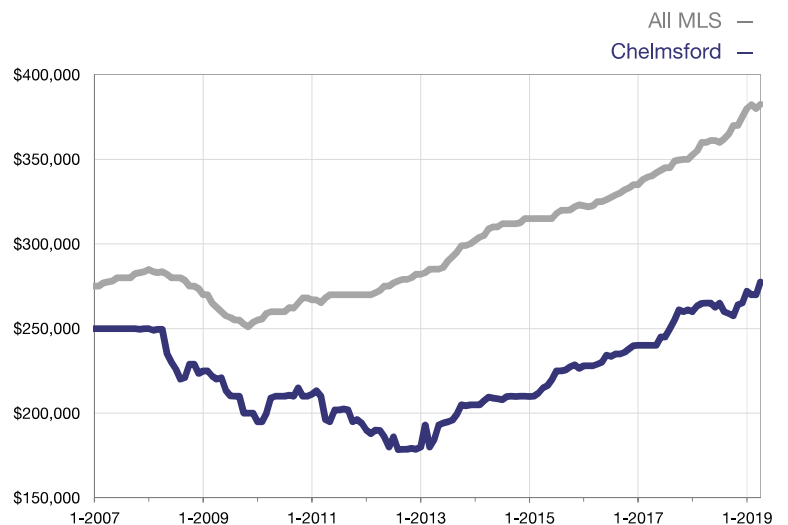
Median Sales Price – Single-Family Properties

Rolling 12-Month Calculation



Median Sales Price – Condominium Properties

Rolling 12-Month Calculation



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Local Market Update – April 2019

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Dracut

Single-Family Properties

Key Metrics	April			Year to Date		
	2018	2019	+ / -	2018	2019	+ / -
Pending Sales	26	36	+ 38.5%	84	107	+ 27.4%
Closed Sales	21	22	+ 4.8%	77	70	- 9.1%
Median Sales Price*	\$365,000	\$426,500	+ 16.8%	\$357,900	\$366,250	+ 2.3%
Inventory of Homes for Sale	23	27	+ 17.4%	--	--	--
Months Supply of Inventory	0.9	1.0	+ 11.1%	--	--	--
Cumulative Days on Market Until Sale	40	38	- 5.0%	48	47	- 2.1%
Percent of Original List Price Received*	99.6%	97.6%	- 2.0%	98.3%	97.8%	- 0.5%
New Listings	29	29	0.0%	88	119	+ 35.2%

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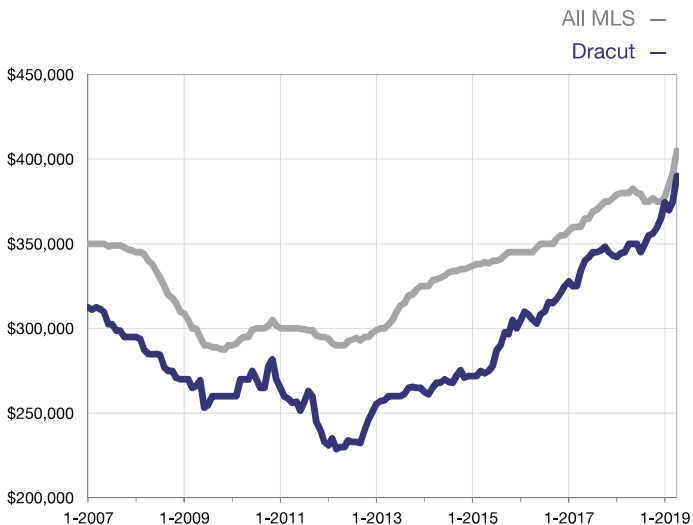
Condominium Properties

Key Metrics	April			Year to Date		
	2018	2019	+ / -	2018	2019	+ / -
Pending Sales	14	18	+ 28.6%	59	50	- 15.3%
Closed Sales	16	15	- 6.3%	51	39	- 23.5%
Median Sales Price*	\$232,950	\$240,000	+ 3.0%	\$230,000	\$206,000	- 10.4%
Inventory of Homes for Sale	23	8	- 65.2%	--	--	--
Months Supply of Inventory	1.5	0.5	- 66.7%	--	--	--
Cumulative Days on Market Until Sale	19	48	+ 152.6%	39	45	+ 15.4%
Percent of Original List Price Received*	101.0%	100.6%	- 0.4%	99.5%	99.7%	+ 0.2%
New Listings	25	15	- 40.0%	71	51	- 28.2%

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

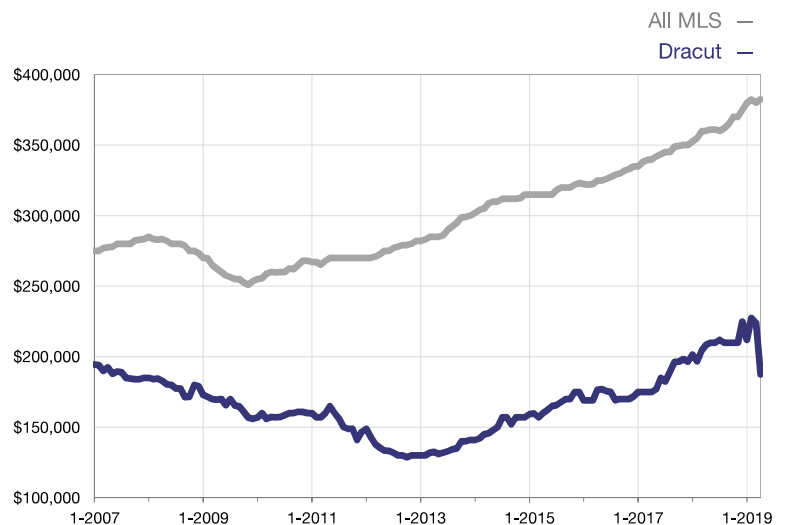
Median Sales Price – Single-Family Properties

Rolling 12-Month Calculation



Median Sales Price – Condominium Properties

Rolling 12-Month Calculation



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Local Market Update – April 2019

A RESEARCH TOOL PROVIDED BY THE MASSACHUSETTS ASSOCIATION OF REALTORS®

Dunstable

Single-Family Properties

Key Metrics	April			Year to Date		
	2018	2019	+ / -	2018	2019	+ / -
Pending Sales	7	8	+ 14.3%	23	15	- 34.8%
Closed Sales	3	4	+ 33.3%	7	7	0.0%
Median Sales Price*	\$629,900	\$534,250	- 15.2%	\$599,900	\$568,500	- 5.2%
Inventory of Homes for Sale	12	12	0.0%	--	--	--
Months Supply of Inventory	2.9	2.5	- 13.8%	--	--	--
Cumulative Days on Market Until Sale	59	70	+ 18.6%	40	94	+ 135.0%
Percent of Original List Price Received*	99.9%	95.6%	- 4.3%	100.1%	95.4%	- 4.7%
New Listings	7	12	+ 71.4%	24	21	- 12.5%

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

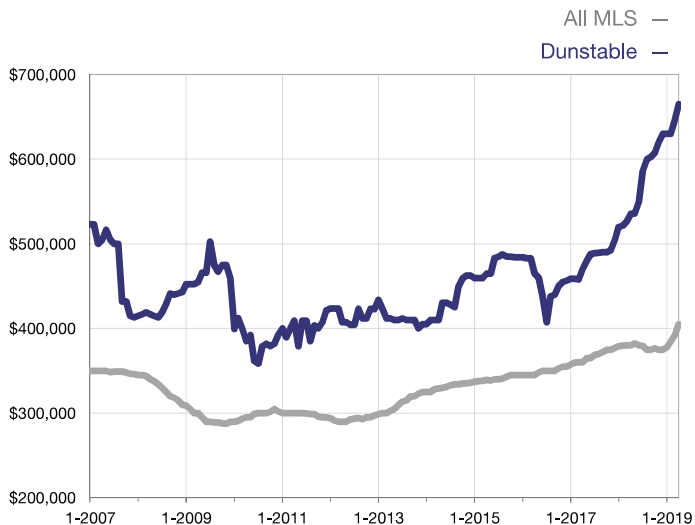
Condominium Properties

Key Metrics	April			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.

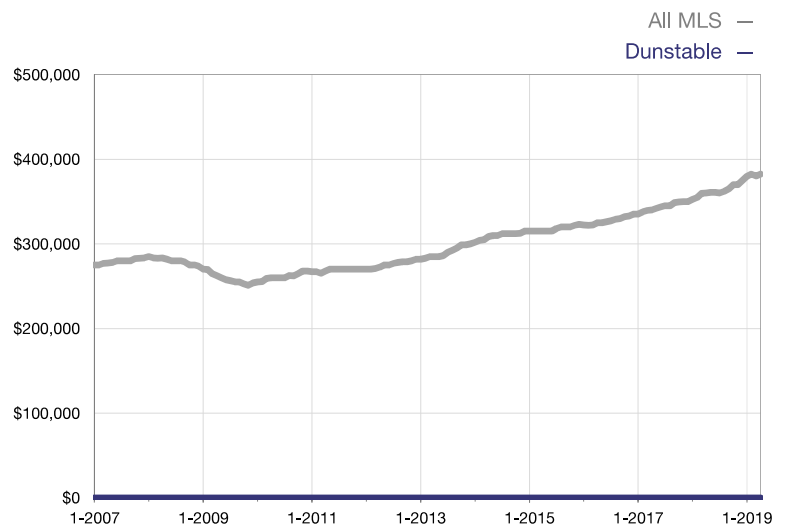
Median Sales Price – Single-Family Properties

Rolling 12-Month Calculation



Median Sales Price – Condominium Properties

Rolling 12-Month Calculation



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Local Market Update – April 2019

A RESEARCH TOOL PROVIDED BY THE MASSACHUSETTS ASSOCIATION OF REALTORS®

Lawrence

Single-Family Properties

Key Metrics	April			Year to Date		
	2018	2019	+ / -	2018	2019	+ / -
Pending Sales	24	26	+ 8.3%	74	90	+ 21.6%
Closed Sales	13	23	+ 76.9%	60	59	- 1.7%
Median Sales Price*	\$275,000	\$280,000	+ 1.8%	\$260,450	\$277,900	+ 6.7%
Inventory of Homes for Sale	32	20	- 37.5%	--	--	--
Months Supply of Inventory	1.7	1.0	- 41.2%	--	--	--
Cumulative Days on Market Until Sale	68	50	- 26.5%	57	49	- 14.0%
Percent of Original List Price Received*	105.9%	98.8%	- 6.7%	99.2%	100.0%	+ 0.8%
New Listings	30	24	- 20.0%	82	94	+ 14.6%

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

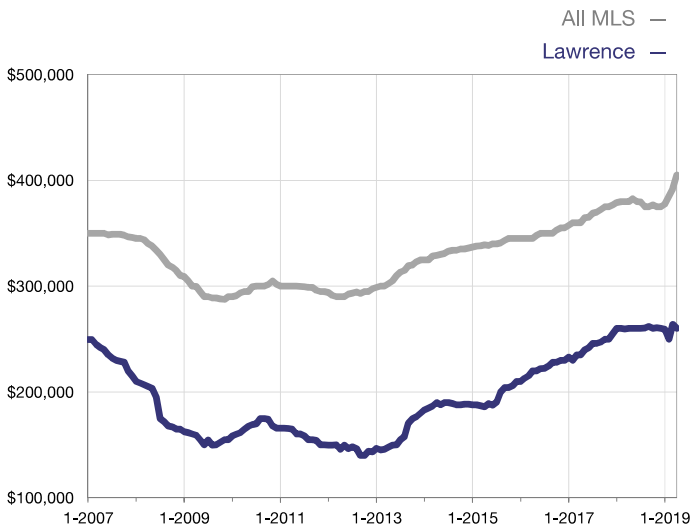
Condominium Properties

Key Metrics	April			Year to Date		
	2018	2019	+ / -	2018	2019	+ / -
Pending Sales	11	7	- 36.4%	29	25	- 13.8%
Closed Sales	6	8	+ 33.3%	17	22	+ 29.4%
Median Sales Price*	\$121,250	\$201,000	+ 65.8%	\$160,000	\$186,000	+ 16.3%
Inventory of Homes for Sale	11	3	- 72.7%	--	--	--
Months Supply of Inventory	1.7	0.5	- 70.6%	--	--	--
Cumulative Days on Market Until Sale	48	31	- 35.4%	65	34	- 47.7%
Percent of Original List Price Received*	100.7%	99.4%	- 1.3%	101.7%	98.4%	- 3.2%
New Listings	11	6	- 45.5%	38	27	- 28.9%

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

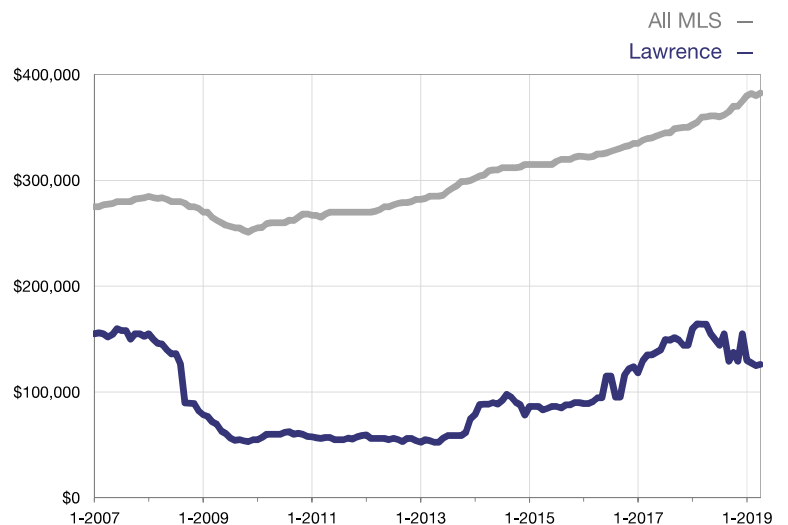
Median Sales Price – Single-Family Properties

Rolling 12-Month Calculation



Median Sales Price – Condominium Properties

Rolling 12-Month Calculation



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Local Market Update – April 2019

A RESEARCH TOOL PROVIDED BY THE MASSACHUSETTS ASSOCIATION OF REALTORS®

Littleton

Single-Family Properties

Key Metrics	April			Year to Date		
	2018	2019	+ / -	2018	2019	+ / -
Pending Sales	12	18	+ 50.0%	39	49	+ 25.6%
Closed Sales	9	14	+ 55.6%	29	32	+ 10.3%
Median Sales Price*	\$659,000	\$445,500	- 32.4%	\$600,000	\$515,000	- 14.2%
Inventory of Homes for Sale	29	13	- 55.2%	--	--	--
Months Supply of Inventory	2.6	1.2	- 53.8%	--	--	--
Cumulative Days on Market Until Sale	77	84	+ 9.1%	81	87	+ 7.4%
Percent of Original List Price Received*	99.0%	96.3%	- 2.7%	96.4%	96.8%	+ 0.4%
New Listings	20	16	- 20.0%	49	51	+ 4.1%

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

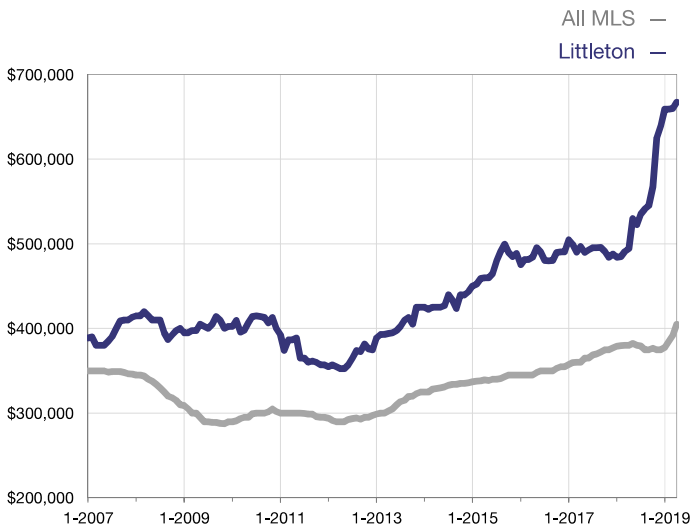
Condominium Properties

Key Metrics	April			Year to Date		
	2018	2019	+ / -	2018	2019	+ / -
Pending Sales	1	1	0.0%	2	3	+ 50.0%
Closed Sales	0	1	--	2	1	- 50.0%
Median Sales Price*	\$0	\$260,000	--	\$340,000	\$260,000	- 23.5%
Inventory of Homes for Sale	2	1	- 50.0%	--	--	--
Months Supply of Inventory	1.3	0.7	- 46.2%	--	--	--
Cumulative Days on Market Until Sale	0	71	--	11	71	+ 545.5%
Percent of Original List Price Received*	0.0%	93.2%	--	99.8%	93.2%	- 6.6%
New Listings	1	2	+ 100.0%	3	3	0.0%

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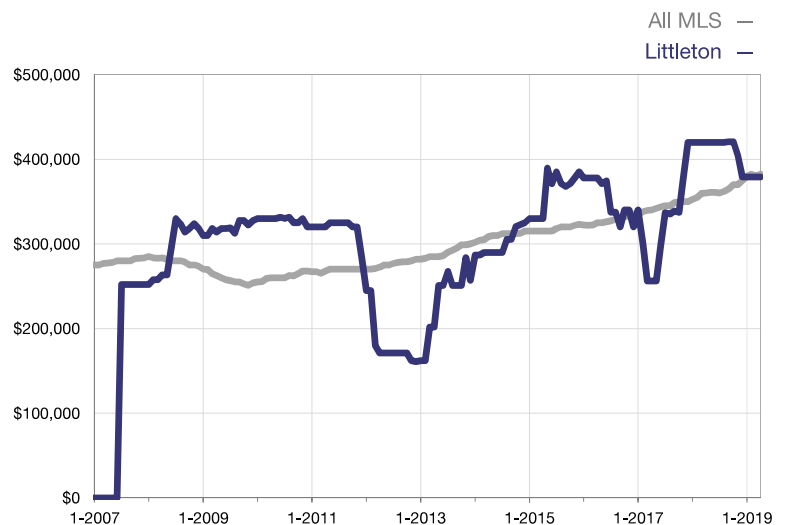
Median Sales Price – Single-Family Properties

Rolling 12-Month Calculation



Median Sales Price – Condominium Properties

Rolling 12-Month Calculation



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Local Market Update – April 2019

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Lowell

Single-Family Properties

Key Metrics	April			Year to Date		
	2018	2019	+ / -	2018	2019	+ / -
Pending Sales	58	50	- 13.8%	185	156	- 15.7%
Closed Sales	49	33	- 32.7%	144	114	- 20.8%
Median Sales Price*	\$302,500	\$300,000	- 0.8%	\$300,500	\$306,500	+ 2.0%
Inventory of Homes for Sale	61	51	- 16.4%	--	--	--
Months Supply of Inventory	1.4	1.2	- 14.3%	--	--	--
Cumulative Days on Market Until Sale	43	43	0.0%	43	58	+ 34.9%
Percent of Original List Price Received*	98.5%	98.0%	- 0.5%	98.6%	97.2%	- 1.4%
New Listings	76	54	- 28.9%	218	178	- 18.3%

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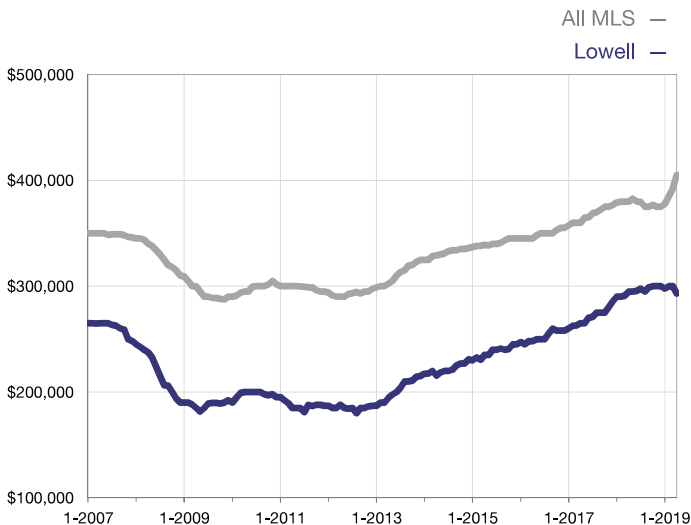
Condominium Properties

Key Metrics	April			Year to Date		
	2018	2019	+ / -	2018	2019	+ / -
Pending Sales	40	41	+ 2.5%	130	128	- 1.5%
Closed Sales	29	26	- 10.3%	98	93	- 5.1%
Median Sales Price*	\$178,000	\$166,500	- 6.5%	\$192,250	\$199,900	+ 4.0%
Inventory of Homes for Sale	56	43	- 23.2%	--	--	--
Months Supply of Inventory	1.9	1.5	- 21.1%	--	--	--
Cumulative Days on Market Until Sale	20	51	+ 155.0%	47	62	+ 31.9%
Percent of Original List Price Received*	98.7%	97.7%	- 1.0%	97.9%	98.0%	+ 0.1%
New Listings	52	39	- 25.0%	155	131	- 15.5%

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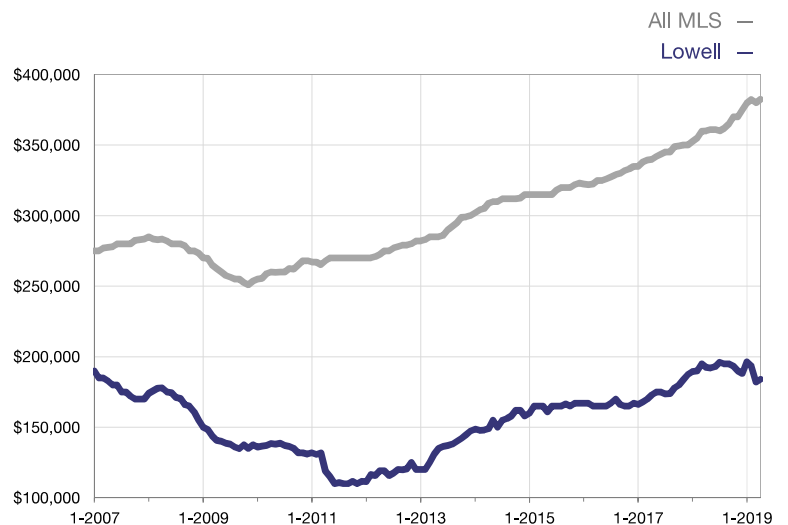
Median Sales Price – Single-Family Properties

Rolling 12-Month Calculation



Median Sales Price – Condominium Properties

Rolling 12-Month Calculation



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Local Market Update – April 2019

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Methuen

Single-Family Properties

Key Metrics	April			Year to Date		
	2018	2019	+ / -	2018	2019	+ / -
Pending Sales	37	46	+ 24.3%	124	138	+ 11.3%
Closed Sales	33	35	+ 6.1%	111	111	0.0%
Median Sales Price*	\$368,000	\$349,000	- 5.2%	\$355,000	\$365,000	+ 2.8%
Inventory of Homes for Sale	67	51	- 23.9%	--	--	--
Months Supply of Inventory	1.6	1.3	- 18.8%	--	--	--
Cumulative Days on Market Until Sale	47	36	- 23.4%	55	57	+ 3.6%
Percent of Original List Price Received*	101.0%	98.9%	- 2.1%	98.4%	97.5%	- 0.9%
New Listings	55	53	- 3.6%	156	160	+ 2.6%

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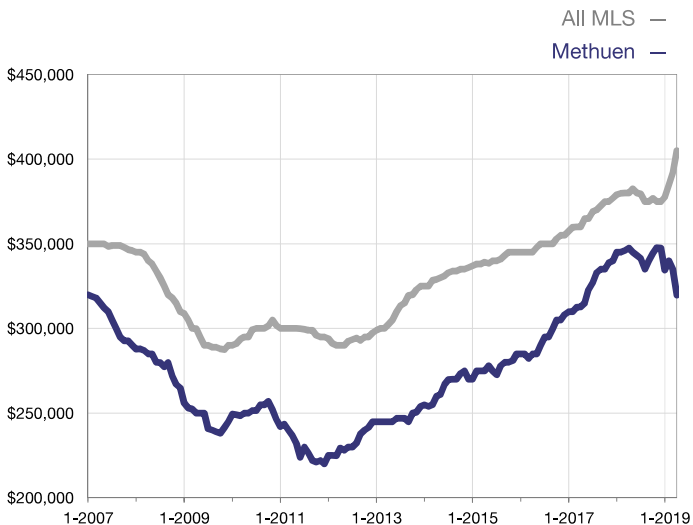
Condominium Properties

Key Metrics	April			Year to Date		
	2018	2019	+ / -	2018	2019	+ / -
Pending Sales	14	21	+ 50.0%	57	61	+ 7.0%
Closed Sales	15	20	+ 33.3%	51	44	- 13.7%
Median Sales Price*	\$240,000	\$224,500	- 6.5%	\$243,000	\$238,000	- 2.1%
Inventory of Homes for Sale	25	24	- 4.0%	--	--	--
Months Supply of Inventory	1.8	1.9	+ 5.6%	--	--	--
Cumulative Days on Market Until Sale	71	58	- 18.3%	72	72	0.0%
Percent of Original List Price Received*	99.5%	99.4%	- 0.1%	99.7%	99.7%	0.0%
New Listings	15	18	+ 20.0%	57	69	+ 21.1%

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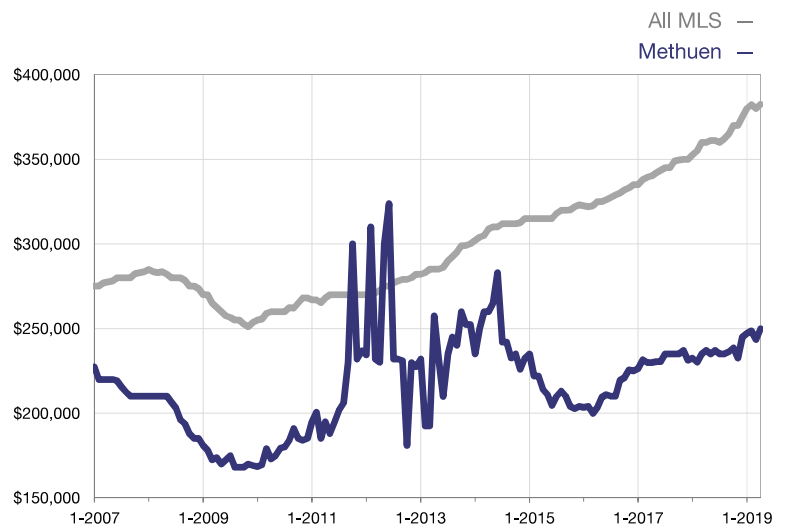
Median Sales Price – Single-Family Properties

Rolling 12-Month Calculation



Median Sales Price – Condominium Properties

Rolling 12-Month Calculation



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Local Market Update – April 2019

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North Andover

Single-Family Properties

Key Metrics	April			Year to Date		
	2018	2019	+ / -	2018	2019	+ / -
Pending Sales	29	29	0.0%	80	71	- 11.3%
Closed Sales	21	11	- 47.6%	59	44	- 25.4%
Median Sales Price*	\$610,000	\$590,000	- 3.3%	\$520,000	\$599,950	+ 15.4%
Inventory of Homes for Sale	36	42	+ 16.7%	--	--	--
Months Supply of Inventory	1.6	2.2	+ 37.5%	--	--	--
Cumulative Days on Market Until Sale	37	48	+ 29.7%	78	86	+ 10.3%
Percent of Original List Price Received*	101.6%	97.6%	- 3.9%	97.1%	96.6%	- 0.5%
New Listings	31	33	+ 6.5%	96	93	- 3.1%

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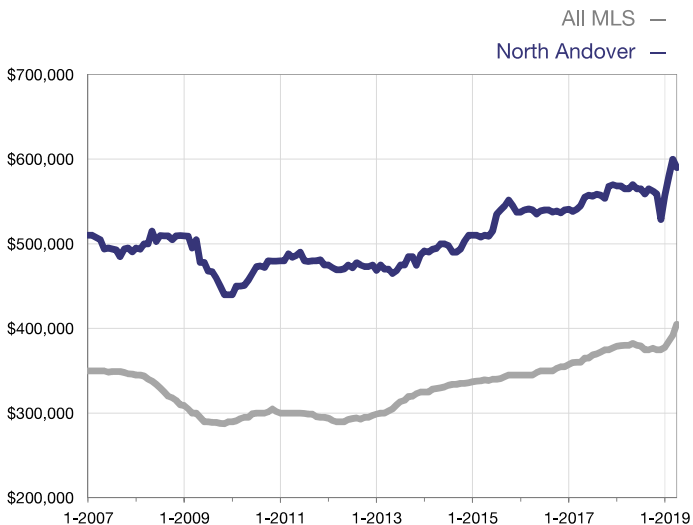
Condominium Properties

Key Metrics	April			Year to Date		
	2018	2019	+ / -	2018	2019	+ / -
Pending Sales	19	15	- 21.1%	58	66	+ 13.8%
Closed Sales	14	16	+ 14.3%	51	52	+ 2.0%
Median Sales Price*	\$222,450	\$305,500	+ 37.3%	\$225,000	\$275,000	+ 22.2%
Inventory of Homes for Sale	16	11	- 31.3%	--	--	--
Months Supply of Inventory	1.1	0.7	- 36.4%	--	--	--
Cumulative Days on Market Until Sale	25	35	+ 40.0%	47	42	- 10.6%
Percent of Original List Price Received*	100.3%	99.7%	- 0.6%	99.4%	97.8%	- 1.6%
New Listings	24	14	- 41.7%	65	63	- 3.1%

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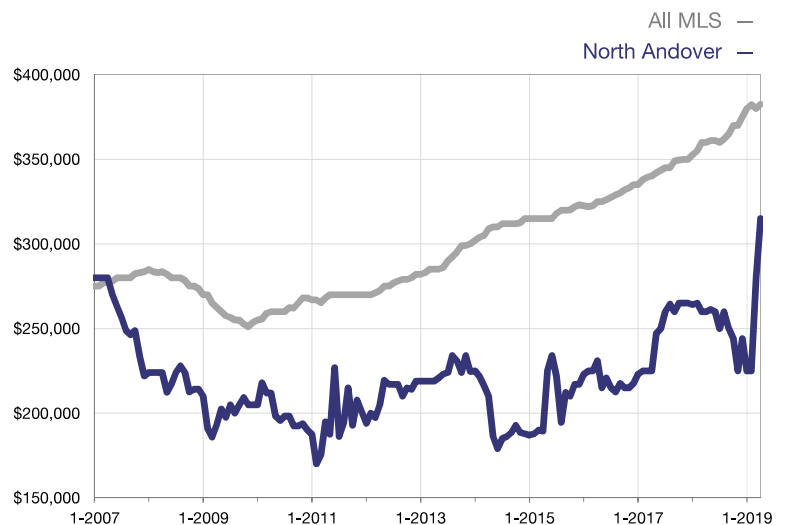
Median Sales Price – Single-Family Properties

Rolling 12-Month Calculation



Median Sales Price – Condominium Properties

Rolling 12-Month Calculation



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Local Market Update – April 2019

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Tewksbury

Single-Family Properties

Key Metrics	April			Year to Date		
	2018	2019	+ / -	2018	2019	+ / -
Pending Sales	26	28	+ 7.7%	84	76	- 9.5%
Closed Sales	19	15	- 21.1%	64	51	- 20.3%
Median Sales Price*	\$450,000	\$495,400	+ 10.1%	\$424,450	\$467,000	+ 10.0%
Inventory of Homes for Sale	24	31	+ 29.2%	--	--	--
Months Supply of Inventory	1.0	1.3	+ 30.0%	--	--	--
Cumulative Days on Market Until Sale	28	37	+ 32.1%	40	49	+ 22.5%
Percent of Original List Price Received*	100.8%	100.9%	+ 0.1%	99.3%	98.7%	- 0.6%
New Listings	31	36	+ 16.1%	92	97	+ 5.4%

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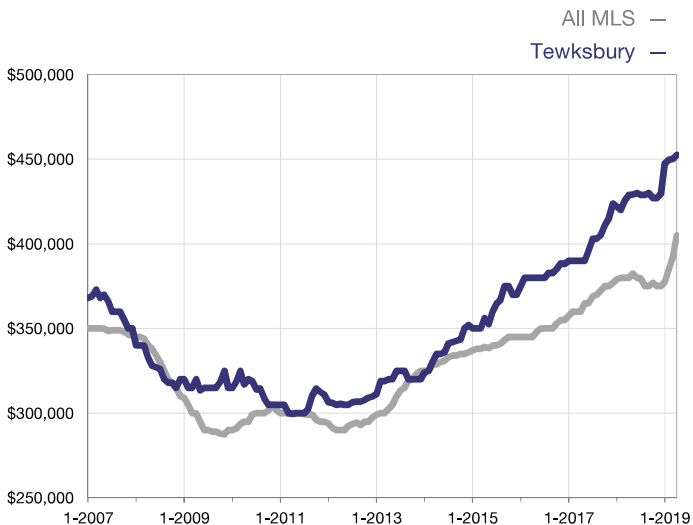
Condominium Properties

Key Metrics	April			Year to Date		
	2018	2019	+ / -	2018	2019	+ / -
Pending Sales	21	9	- 57.1%	43	42	- 2.3%
Closed Sales	7	15	+ 114.3%	17	33	+ 94.1%
Median Sales Price*	\$315,000	\$370,000	+ 17.5%	\$340,000	\$359,900	+ 5.9%
Inventory of Homes for Sale	8	15	+ 87.5%	--	--	--
Months Supply of Inventory	0.8	1.3	+ 62.5%	--	--	--
Cumulative Days on Market Until Sale	22	60	+ 172.7%	36	50	+ 38.9%
Percent of Original List Price Received*	101.6%	99.2%	- 2.4%	100.7%	98.6%	- 2.1%
New Listings	22	17	- 22.7%	46	49	+ 6.5%

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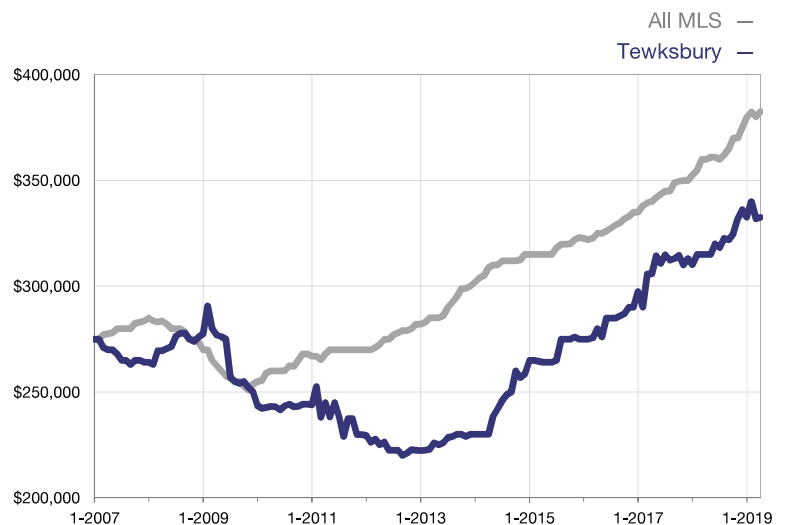
Median Sales Price – Single-Family Properties

Rolling 12-Month Calculation



Median Sales Price – Condominium Properties

Rolling 12-Month Calculation



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Local Market Update – April 2019

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Tyngsborough

Single-Family Properties

Key Metrics	April			Year to Date		
	2018	2019	+ / -	2018	2019	+ / -
Pending Sales	12	18	+ 50.0%	28	41	+ 46.4%
Closed Sales	5	8	+ 60.0%	24	36	+ 50.0%
Median Sales Price*	\$489,900	\$380,000	- 22.4%	\$404,950	\$380,000	- 6.2%
Inventory of Homes for Sale	19	10	- 47.4%	--	--	--
Months Supply of Inventory	2.2	1.0	- 54.5%	--	--	--
Cumulative Days on Market Until Sale	47	68	+ 44.7%	45	66	+ 46.7%
Percent of Original List Price Received*	94.0%	98.9%	+ 5.2%	96.3%	97.2%	+ 0.9%
New Listings	15	11	- 26.7%	38	40	+ 5.3%

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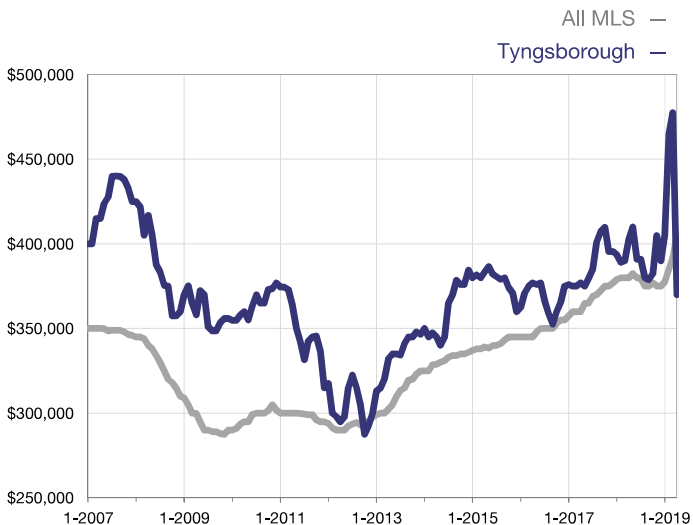
Condominium Properties

Key Metrics	April			Year to Date		
	2018	2019	+ / -	2018	2019	+ / -
Pending Sales	4	7	+ 75.0%	26	17	- 34.6%
Closed Sales	1	3	+ 200.0%	7	22	+ 214.3%
Median Sales Price*	\$224,900	\$233,000	+ 3.6%	\$269,900	\$308,240	+ 14.2%
Inventory of Homes for Sale	10	8	- 20.0%	--	--	--
Months Supply of Inventory	2.1	1.2	- 42.9%	--	--	--
Cumulative Days on Market Until Sale	19	103	+ 442.1%	35	49	+ 40.0%
Percent of Original List Price Received*	100.0%	96.2%	- 3.8%	98.5%	98.6%	+ 0.1%
New Listings	8	8	0.0%	31	19	- 38.7%

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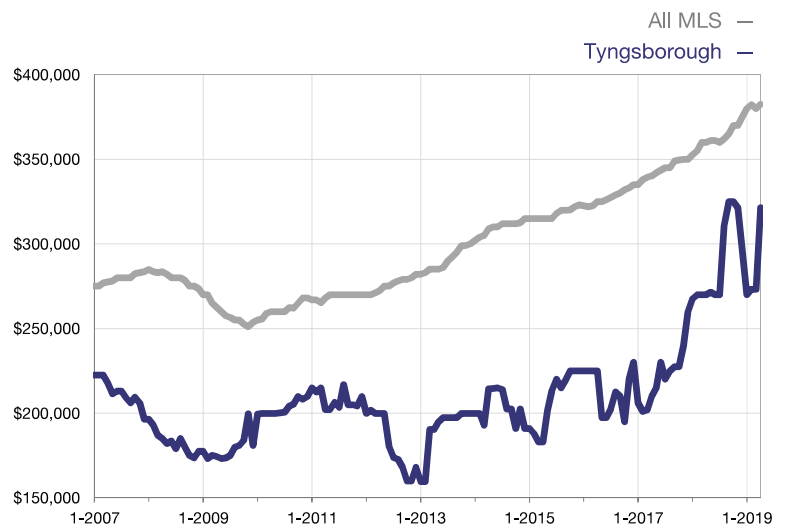
Median Sales Price – Single-Family Properties

Rolling 12-Month Calculation



Median Sales Price – Condominium Properties

Rolling 12-Month Calculation



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Local Market Update – April 2019

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Westford

Single-Family Properties

Key Metrics	April			Year to Date		
	2018	2019	+ / -	2018	2019	+ / -
Pending Sales	26	25	- 3.8%	87	80	- 8.0%
Closed Sales	22	15	- 31.8%	63	64	+ 1.6%
Median Sales Price*	\$545,000	\$593,000	+ 8.8%	\$569,000	\$594,000	+ 4.4%
Inventory of Homes for Sale	37	33	- 10.8%	--	--	--
Months Supply of Inventory	1.7	1.6	- 5.9%	--	--	--
Cumulative Days on Market Until Sale	40	46	+ 15.0%	68	75	+ 10.3%
Percent of Original List Price Received*	100.2%	98.8%	- 1.4%	98.4%	95.5%	- 2.9%
New Listings	33	34	+ 3.0%	111	93	- 16.2%

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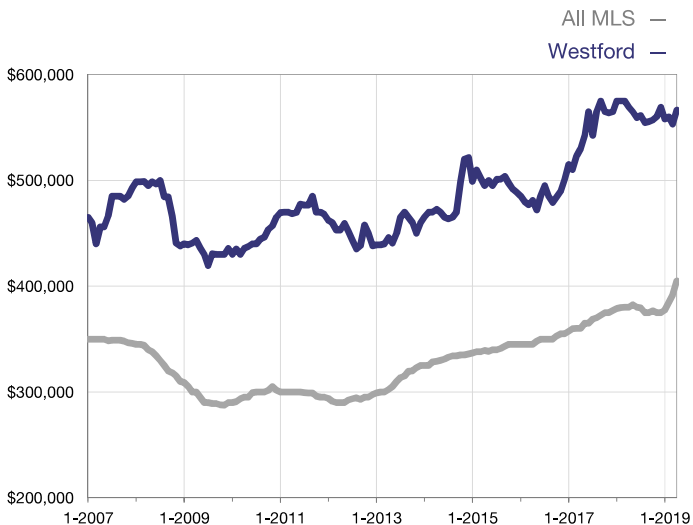
Condominium Properties

Key Metrics	April			Year to Date		
	2018	2019	+ / -	2018	2019	+ / -
Pending Sales	4	9	+ 125.0%	19	25	+ 31.6%
Closed Sales	6	3	- 50.0%	14	8	- 42.9%
Median Sales Price*	\$444,500	\$409,000	- 8.0%	\$409,700	\$372,450	- 9.1%
Inventory of Homes for Sale	9	23	+ 155.6%	--	--	--
Months Supply of Inventory	2.0	5.6	+ 180.0%	--	--	--
Cumulative Days on Market Until Sale	31	75	+ 141.9%	52	42	- 19.2%
Percent of Original List Price Received*	98.2%	96.9%	- 1.3%	98.3%	98.4%	+ 0.1%
New Listings	12	14	+ 16.7%	27	44	+ 63.0%

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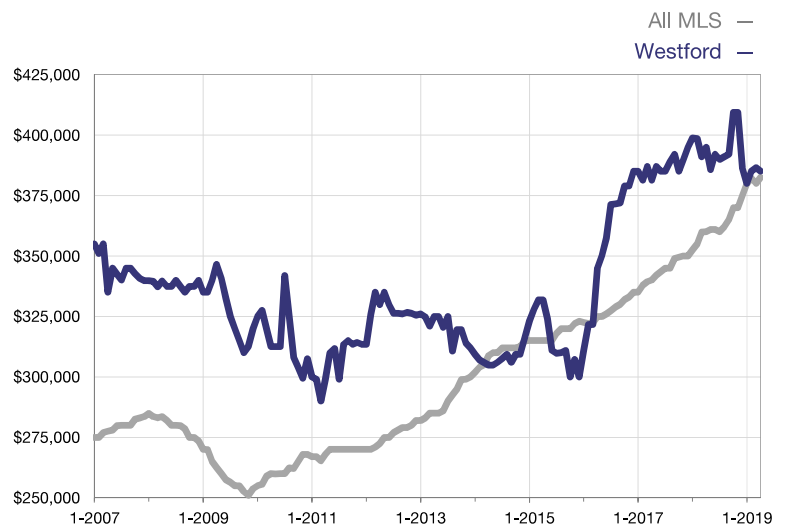
Median Sales Price – Single-Family Properties

Rolling 12-Month Calculation



Median Sales Price – Condominium Properties

Rolling 12-Month Calculation



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