



May 2019 Housing Data

NEAR Region and individual city and town reports



Northeast Association of REALTORS®
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Westford, MA 01886
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www.NortheastRealtors.com



Local Market Update – May 2019

A RESEARCH TOOL PROVIDED BY THE MASSACHUSETTS ASSOCIATION OF REALTORS®



Northeast Association of REALTORS®

+ 4.4%

Year-Over-Year
Change in
Closed Sales
All Properties

+ 1.6%

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

- 3.8%

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

Single-Family Properties

	May			Year to Date		
	2018	2019	+ / -	2018	2019	+ / -
Pending Sales	434	469	+ 8.1%	1,592	1,712	+ 7.5%
Closed Sales	330	360	+ 9.1%	1,249	1,278	+ 2.3%
Median Sales Price*	\$445,250	\$453,750	+ 1.9%	\$418,250	\$435,000	+ 4.0%
Inventory of Homes for Sale	663	665	+ 0.3%	--	--	--
Months Supply of Inventory	2.0	2.0	+ 1.5%	--	--	--
Cumulative Days on Market Until Sale	41	42	+ 1.8%	53	59	+ 11.1%
Percent of Original List Price Received*	100.2%	99.4%	- 0.8%	98.9%	97.9%	- 1.0%
New Listings	625	646	+ 3.4%	2,009	2,160	+ 7.5%

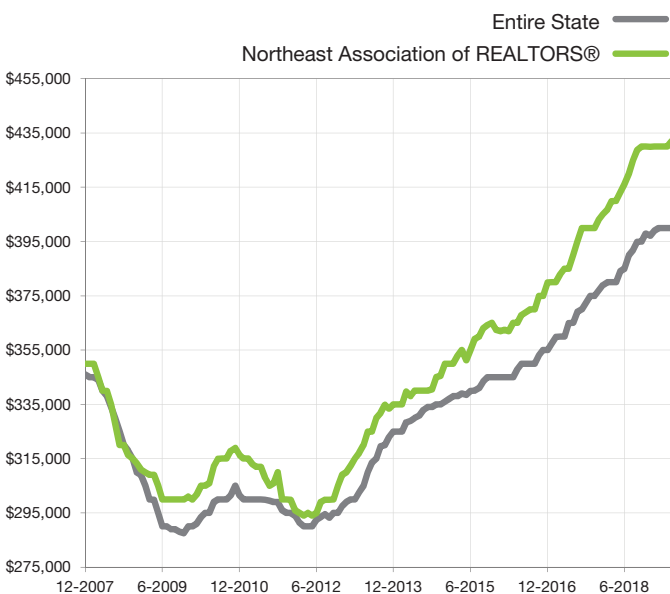
Condominium Properties

	May			Year to Date		
	2018	2019	+ / -	2018	2019	+ / -
Pending Sales	177	175	- 1.1%	721	722	+ 0.1%
Closed Sales	152	143	- 5.9%	564	562	- 0.4%
Median Sales Price*	\$251,250	\$275,000	+ 9.5%	\$237,000	\$255,000	+ 7.6%
Inventory of Homes for Sale	253	216	- 14.6%	--	--	--
Months Supply of Inventory	1.9	1.6	- 17.1%	--	--	--
Cumulative Days on Market Until Sale	44	38	- 14.2%	47	49	+ 4.4%
Percent of Original List Price Received*	100.4%	99.9%	- 0.5%	99.9%	98.8%	- 1.1%
New Listings	223	209	- 6.3%	882	820	- 7.0%

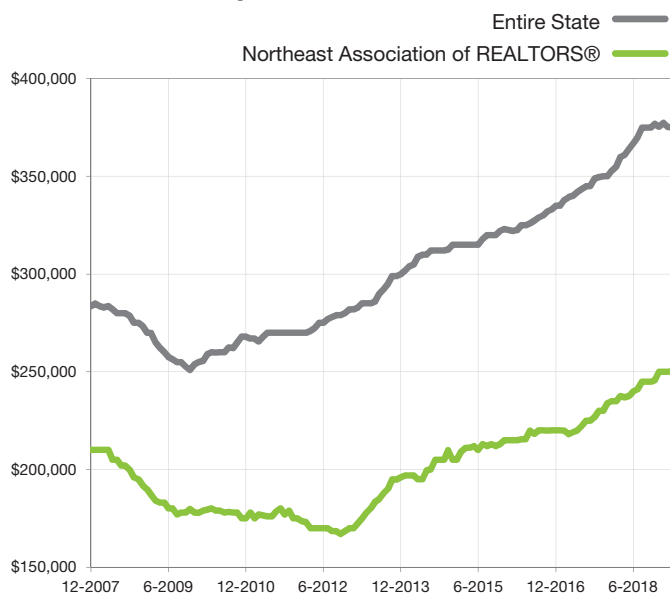
* Does not account for seller concessions. | Activity for one month can sometimes look extreme due to small sample size.

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 – May 2019

A RESEARCH TOOL PROVIDED BY THE MASSACHUSETTS ASSOCIATION OF REALTORS®

Andover

Single-Family Properties

Key Metrics	May			Year to Date		
	2018	2019	+ / -	2018	2019	+ / -
Pending Sales	57	48	- 15.8%	149	181	+ 21.5%
Closed Sales	29	46	+ 58.6%	106	125	+ 17.9%
Median Sales Price*	\$707,000	\$680,000	- 3.8%	\$655,000	\$640,000	- 2.3%
Inventory of Homes for Sale	78	116	+ 48.7%	--	--	--
Months Supply of Inventory	2.6	3.8	+ 46.2%	--	--	--
Cumulative Days on Market Until Sale	53	47	- 11.3%	58	63	+ 8.6%
Percent of Original List Price Received*	98.9%	98.1%	- 0.8%	98.2%	97.2%	- 1.0%
New Listings	90	77	- 14.4%	216	284	+ 31.5%

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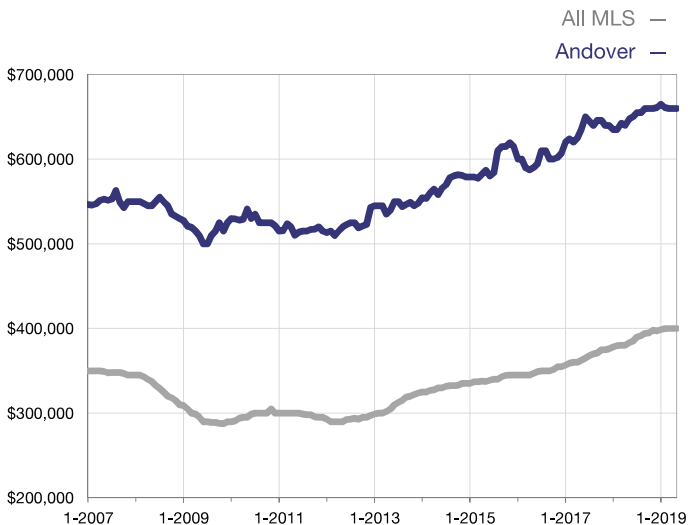
Condominium Properties

Key Metrics	May			Year to Date		
	2018	2019	+ / -	2018	2019	+ / -
Pending Sales	20	13	- 35.0%	73	53	- 27.4%
Closed Sales	14	16	+ 14.3%	59	45	- 23.7%
Median Sales Price*	\$274,950	\$301,000	+ 9.5%	\$265,000	\$310,000	+ 17.0%
Inventory of Homes for Sale	26	39	+ 50.0%	--	--	--
Months Supply of Inventory	1.9	3.4	+ 78.9%	--	--	--
Cumulative Days on Market Until Sale	70	35	- 50.0%	52	46	- 11.5%
Percent of Original List Price Received*	98.7%	99.2%	+ 0.5%	100.9%	98.3%	- 2.6%
New Listings	15	22	+ 46.7%	89	77	- 13.5%

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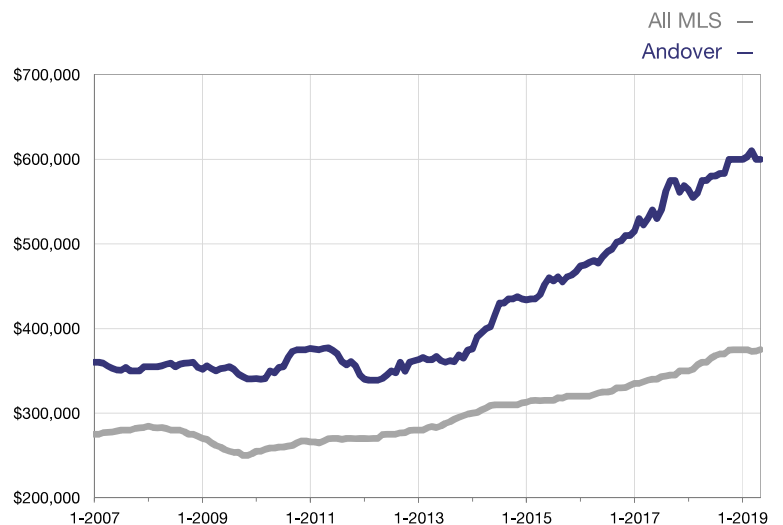
Median Sales Price – Single-Family Properties

Rolling 12-Month Calculation



Median Sales Price – Condominium Properties

Rolling 12-Month Calculation



MASSACHUSETTS ASSOCIATION OF REALTORS®



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Local Market Update – May 2019

A RESEARCH TOOL PROVIDED BY THE MASSACHUSETTS ASSOCIATION OF REALTORS®

Billerica

Single-Family Properties

Key Metrics	May			Year to Date		
	2018	2019	+ / -	2018	2019	+ / -
Pending Sales	43	65	+ 51.2%	150	191	+ 27.3%
Closed Sales	33	33	0.0%	122	140	+ 14.8%
Median Sales Price*	\$460,000	\$520,000	+ 13.0%	\$445,000	\$475,000	+ 6.7%
Inventory of Homes for Sale	43	53	+ 23.3%	--	--	--
Months Supply of Inventory	1.3	1.6	+ 23.1%	--	--	--
Cumulative Days on Market Until Sale	47	52	+ 10.6%	42	64	+ 52.4%
Percent of Original List Price Received*	100.5%	100.3%	- 0.2%	100.4%	99.1%	- 1.3%
New Listings	58	67	+ 15.5%	166	220	+ 32.5%

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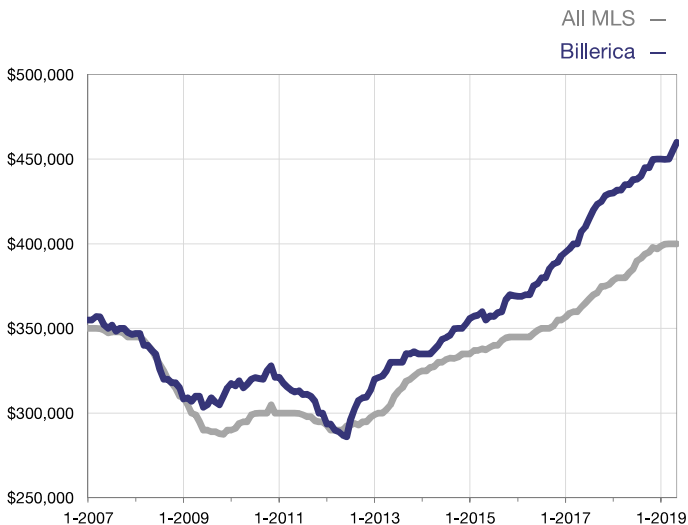
Condominium Properties

Key Metrics	May			Year to Date		
	2018	2019	+ / -	2018	2019	+ / -
Pending Sales	10	4	- 60.0%	28	33	+ 17.9%
Closed Sales	8	7	- 12.5%	32	31	- 3.1%
Median Sales Price*	\$358,250	\$324,000	- 9.6%	\$295,000	\$324,000	+ 9.8%
Inventory of Homes for Sale	7	4	- 42.9%	--	--	--
Months Supply of Inventory	1.3	0.5	- 61.5%	--	--	--
Cumulative Days on Market Until Sale	17	15	- 11.8%	22	30	+ 36.4%
Percent of Original List Price Received*	101.9%	100.0%	- 1.9%	103.7%	99.9%	- 3.7%
New Listings	10	5	- 50.0%	33	30	- 9.1%

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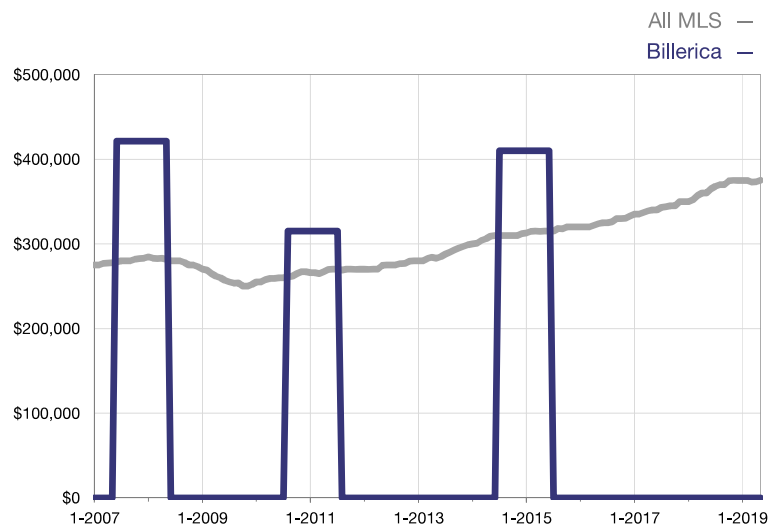
Median Sales Price – Single-Family Properties

Rolling 12-Month Calculation



Median Sales Price – Condominium Properties

Rolling 12-Month Calculation



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Local Market Update – May 2019

A RESEARCH TOOL PROVIDED BY THE MASSACHUSETTS ASSOCIATION OF REALTORS®

Boxford

Single-Family Properties

Key Metrics	May			Year to Date		
	2018	2019	+ / -	2018	2019	+ / -
Pending Sales	11	22	+ 100.0%	44	53	+ 20.5%
Closed Sales	10	11	+ 10.0%	39	33	- 15.4%
Median Sales Price*	\$781,750	\$799,000	+ 2.2%	\$686,000	\$635,000	- 7.4%
Inventory of Homes for Sale	43	31	- 27.9%	--	--	--
Months Supply of Inventory	3.9	3.4	- 12.8%	--	--	--
Cumulative Days on Market Until Sale	78	52	- 33.3%	125	97	- 22.4%
Percent of Original List Price Received*	94.8%	97.1%	+ 2.4%	95.0%	94.4%	- 0.6%
New Listings	18	26	+ 44.4%	68	74	+ 8.8%

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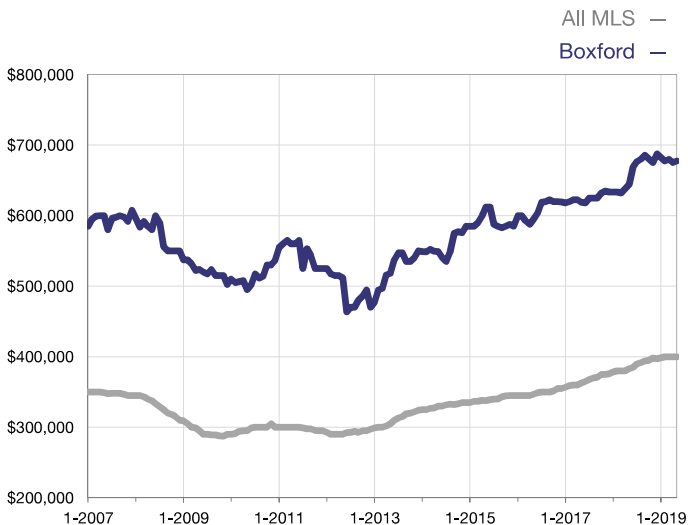
Condominium Properties

Key Metrics	May			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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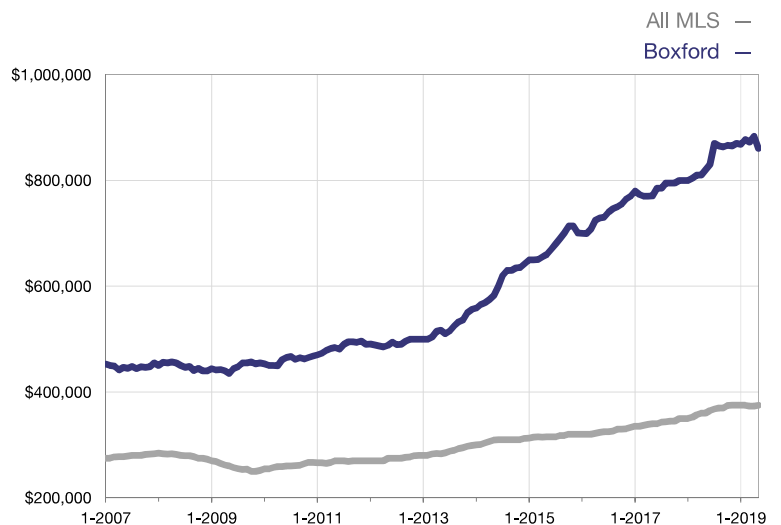
Median Sales Price – Single-Family Properties

Rolling 12-Month Calculation



Median Sales Price – Condominium Properties

Rolling 12-Month Calculation



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Local Market Update – May 2019

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Carlisle

Single-Family Properties

Key Metrics	May			Year to Date		
	2018	2019	+ / -	2018	2019	+ / -
Pending Sales	4	12	+ 200.0%	35	44	+ 25.7%
Closed Sales	8	7	- 12.5%	26	30	+ 15.4%
Median Sales Price*	\$985,000	\$922,456	- 6.3%	\$867,500	\$890,500	+ 2.7%
Inventory of Homes for Sale	36	29	- 19.4%	--	--	--
Months Supply of Inventory	5.6	4.3	- 23.2%	--	--	--
Cumulative Days on Market Until Sale	76	93	+ 22.4%	111	84	- 24.3%
Percent of Original List Price Received*	95.7%	101.8%	+ 6.4%	94.3%	98.4%	+ 4.3%
New Listings	21	21	0.0%	63	67	+ 6.3%

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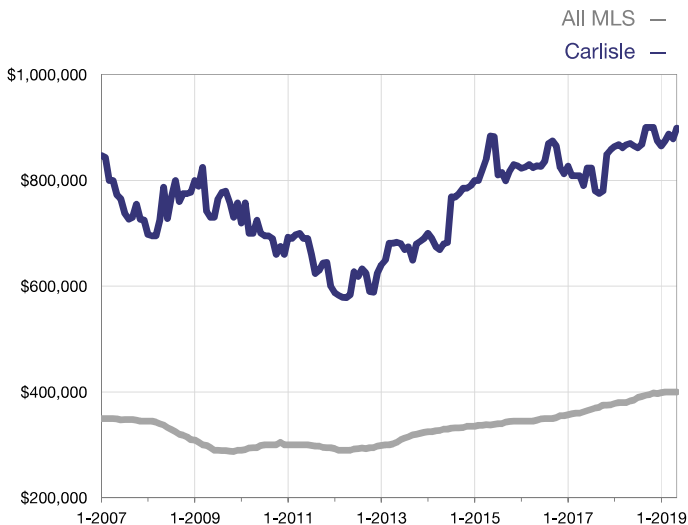
Condominium Properties

Key Metrics	May			Year to Date		
	2018	2019	+ / -	2018	2019	+ / -
Pending Sales	1	0	- 100.0%	2	2	0.0%
Closed Sales	0	1	--	1	6	+ 500.0%
Median Sales Price*	\$0	\$1,015,374	--	\$859,000	\$951,904	+ 10.8%
Inventory of Homes for Sale	3	3	0.0%	--	--	--
Months Supply of Inventory	2.0	2.1	+ 5.0%	--	--	--
Cumulative Days on Market Until Sale	0	10	--	493	27	- 94.5%
Percent of Original List Price Received*	0.0%	112.8%	--	92.5%	104.1%	+ 12.5%
New Listings	0	0	--	4	4	0.0%

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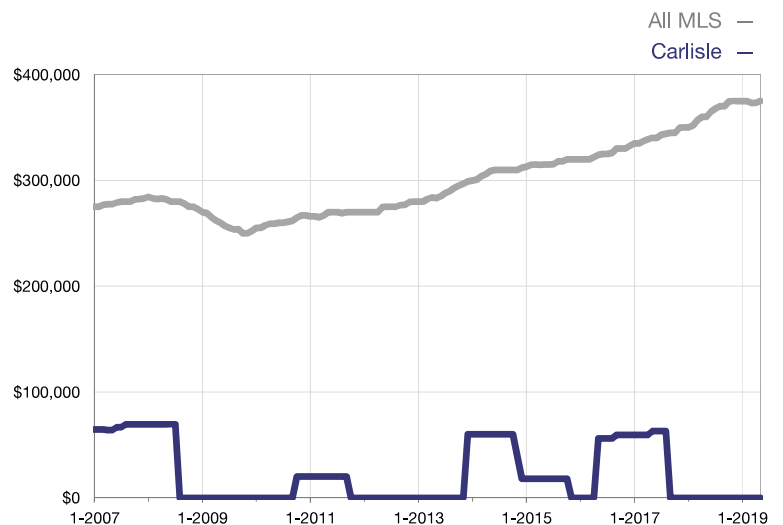
Median Sales Price – Single-Family Properties

Rolling 12-Month Calculation



Median Sales Price – Condominium Properties

Rolling 12-Month Calculation



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Chelmsford

Single-Family Properties

Key Metrics	May			Year to Date		
	2018	2019	+ / -	2018	2019	+ / -
Pending Sales	38	35	- 7.9%	125	151	+ 20.8%
Closed Sales	25	33	+ 32.0%	93	131	+ 40.9%
Median Sales Price*	\$475,000	\$465,000	- 2.1%	\$451,725	\$445,000	- 1.5%
Inventory of Homes for Sale	40	42	+ 5.0%	--	--	--
Months Supply of Inventory	1.4	1.4	0.0%	--	--	--
Cumulative Days on Market Until Sale	25	47	+ 88.0%	41	60	+ 46.3%
Percent of Original List Price Received*	100.9%	99.0%	- 1.9%	100.1%	97.3%	- 2.8%
New Listings	43	49	+ 14.0%	147	164	+ 11.6%

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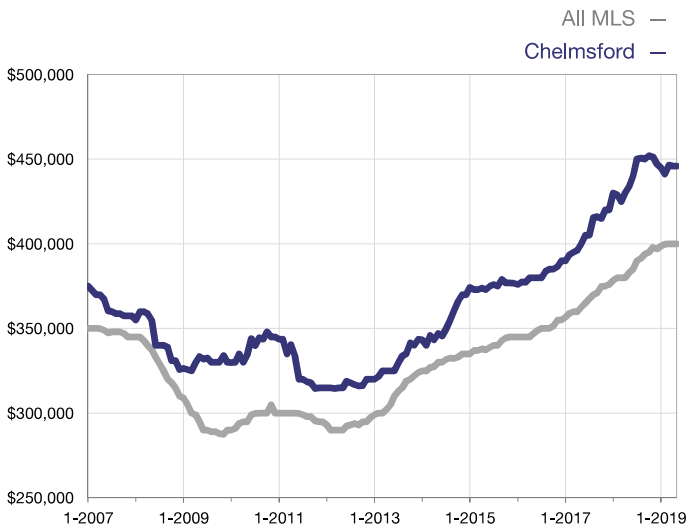
Condominium Properties

Key Metrics	May			Year to Date		
	2018	2019	+ / -	2018	2019	+ / -
Pending Sales	23	32	+ 39.1%	72	98	+ 36.1%
Closed Sales	14	18	+ 28.6%	48	63	+ 31.3%
Median Sales Price*	\$293,500	\$289,000	- 1.5%	\$278,125	\$275,700	- 0.9%
Inventory of Homes for Sale	26	16	- 38.5%	--	--	--
Months Supply of Inventory	1.8	1.0	- 44.4%	--	--	--
Cumulative Days on Market Until Sale	35	24	- 31.4%	35	48	+ 37.1%
Percent of Original List Price Received*	99.2%	99.6%	+ 0.4%	99.9%	97.7%	- 2.2%
New Listings	31	31	0.0%	96	101	+ 5.2%

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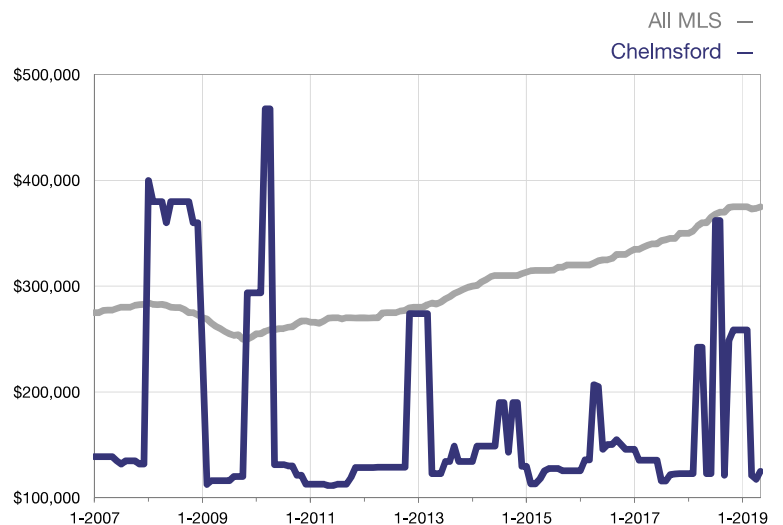
Median Sales Price – Single-Family Properties

Rolling 12-Month Calculation



Median Sales Price – Condominium Properties

Rolling 12-Month Calculation



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Local Market Update – May 2019

A RESEARCH TOOL PROVIDED BY THE MASSACHUSETTS ASSOCIATION OF REALTORS®

Dracut

Single-Family Properties

Key Metrics	May			Year to Date		
	2018	2019	+ / -	2018	2019	+ / -
Pending Sales	32	24	- 25.0%	116	127	+ 9.5%
Closed Sales	23	31	+ 34.8%	100	101	+ 1.0%
Median Sales Price*	\$370,000	\$369,000	- 0.3%	\$359,500	\$367,500	+ 2.2%
Inventory of Homes for Sale	41	45	+ 9.8%	--	--	--
Months Supply of Inventory	1.5	1.6	+ 6.7%	--	--	--
Cumulative Days on Market Until Sale	48	24	- 50.0%	48	40	- 16.7%
Percent of Original List Price Received*	99.1%	100.3%	+ 1.2%	98.5%	98.6%	+ 0.1%
New Listings	51	44	- 13.7%	139	163	+ 17.3%

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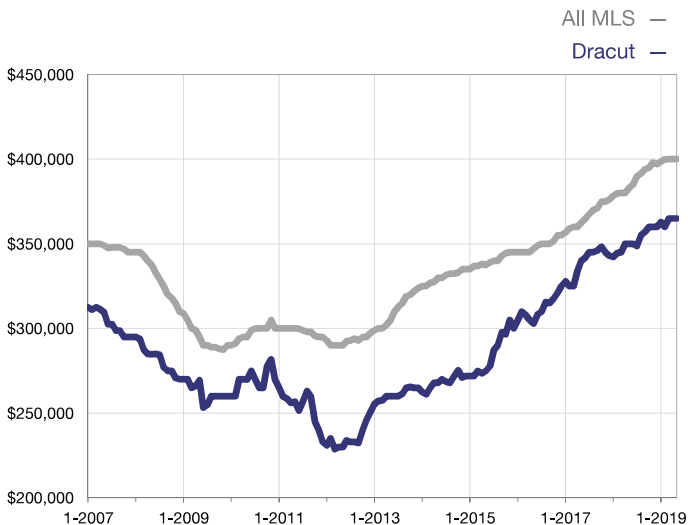
Condominium Properties

Key Metrics	May			Year to Date		
	2018	2019	+ / -	2018	2019	+ / -
Pending Sales	25	15	- 40.0%	84	65	- 22.6%
Closed Sales	17	11	- 35.3%	68	50	- 26.5%
Median Sales Price*	\$192,000	\$219,000	+ 14.1%	\$222,750	\$212,500	- 4.6%
Inventory of Homes for Sale	22	8	- 63.6%	--	--	--
Months Supply of Inventory	1.5	0.5	- 66.7%	--	--	--
Cumulative Days on Market Until Sale	33	44	+ 33.3%	38	44	+ 15.8%
Percent of Original List Price Received*	101.4%	101.6%	+ 0.2%	100.0%	100.1%	+ 0.1%
New Listings	24	14	- 41.7%	95	65	- 31.6%

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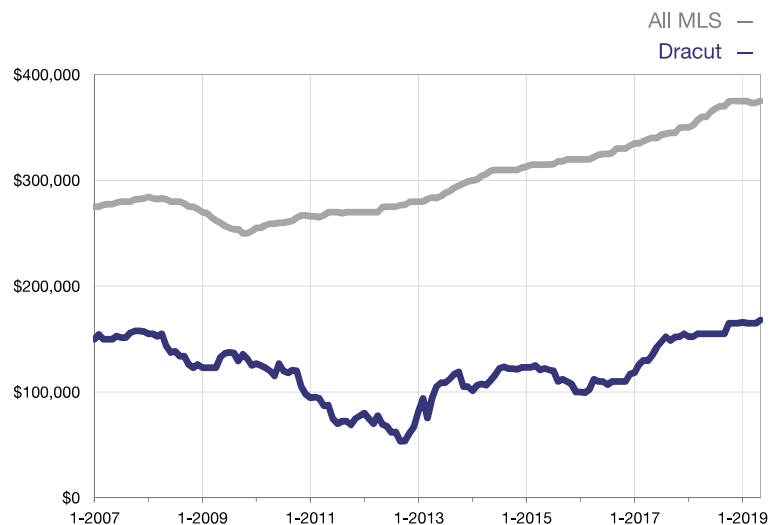
Median Sales Price – Single-Family Properties

Rolling 12-Month Calculation



Median Sales Price – Condominium Properties

Rolling 12-Month Calculation



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Local Market Update – May 2019

A RESEARCH TOOL PROVIDED BY THE MASSACHUSETTS ASSOCIATION OF REALTORS®

Dunstable

Single-Family Properties

Key Metrics	May			Year to Date		
	2018	2019	+ / -	2018	2019	+ / -
Pending Sales	6	4	- 33.3%	29	18	- 37.9%
Closed Sales	6	2	- 66.7%	13	9	- 30.8%
Median Sales Price*	\$661,325	\$565,000	- 14.6%	\$629,900	\$568,500	- 9.7%
Inventory of Homes for Sale	16	16	0.0%	--	--	--
Months Supply of Inventory	3.7	3.7	0.0%	--	--	--
Cumulative Days on Market Until Sale	71	29	- 59.2%	54	79	+ 46.3%
Percent of Original List Price Received*	99.0%	100.0%	+ 1.0%	99.6%	96.4%	- 3.2%
New Listings	13	8	- 38.5%	37	29	- 21.6%

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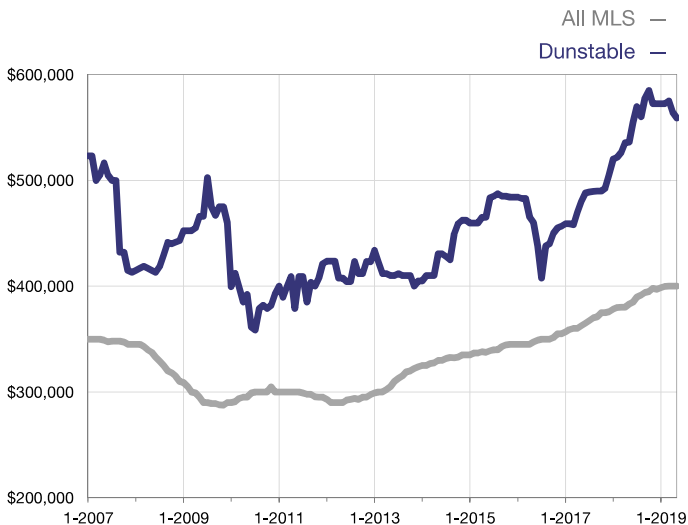
Condominium Properties

Key Metrics	May			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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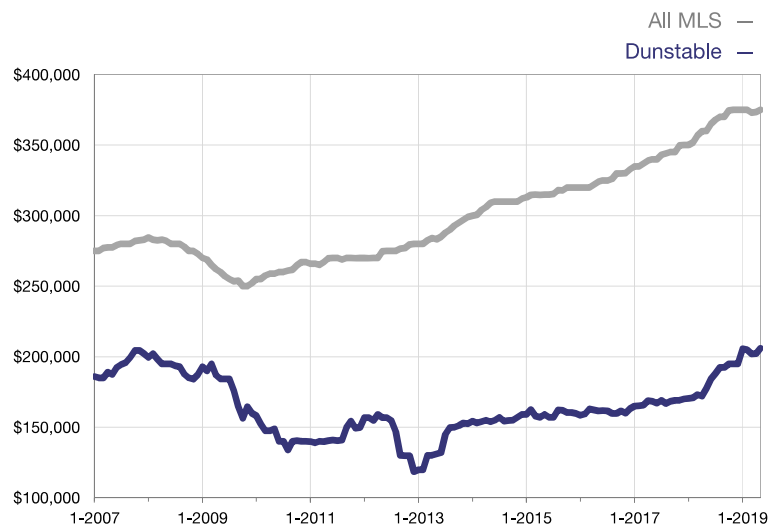
Median Sales Price – Single-Family Properties

Rolling 12-Month Calculation



Median Sales Price – Condominium Properties

Rolling 12-Month Calculation



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Local Market Update – May 2019

A RESEARCH TOOL PROVIDED BY THE MASSACHUSETTS ASSOCIATION OF REALTORS®

Lawrence

Single-Family Properties

Key Metrics	May			Year to Date		
	2018	2019	+ / -	2018	2019	+ / -
Pending Sales	17	28	+ 64.7%	91	116	+ 27.5%
Closed Sales	19	21	+ 10.5%	79	81	+ 2.5%
Median Sales Price*	\$268,000	\$320,000	+ 19.4%	\$261,500	\$286,000	+ 9.4%
Inventory of Homes for Sale	40	22	- 45.0%	--	--	--
Months Supply of Inventory	2.1	1.1	- 47.6%	--	--	--
Cumulative Days on Market Until Sale	29	47	+ 62.1%	50	49	- 2.0%
Percent of Original List Price Received*	103.6%	99.9%	- 3.6%	100.2%	100.0%	- 0.2%
New Listings	29	31	+ 6.9%	111	125	+ 12.6%

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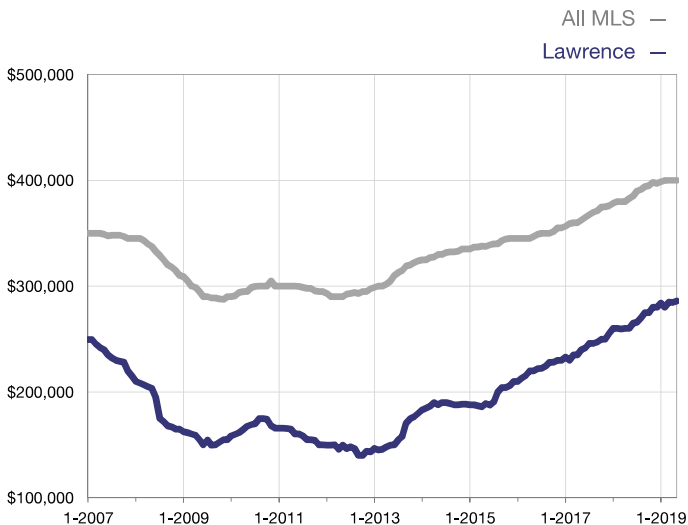
Condominium Properties

Key Metrics	May			Year to Date		
	2018	2019	+ / -	2018	2019	+ / -
Pending Sales	9	7	- 22.2%	38	32	- 15.8%
Closed Sales	8	4	- 50.0%	25	26	+ 4.0%
Median Sales Price*	\$132,500	\$105,950	- 20.0%	\$135,000	\$179,500	+ 33.0%
Inventory of Homes for Sale	13	6	- 53.8%	--	--	--
Months Supply of Inventory	1.9	0.9	- 52.6%	--	--	--
Cumulative Days on Market Until Sale	20	12	- 40.0%	51	31	- 39.2%
Percent of Original List Price Received*	101.4%	95.2%	- 6.1%	101.6%	97.9%	- 3.6%
New Listings	11	11	0.0%	49	38	- 22.4%

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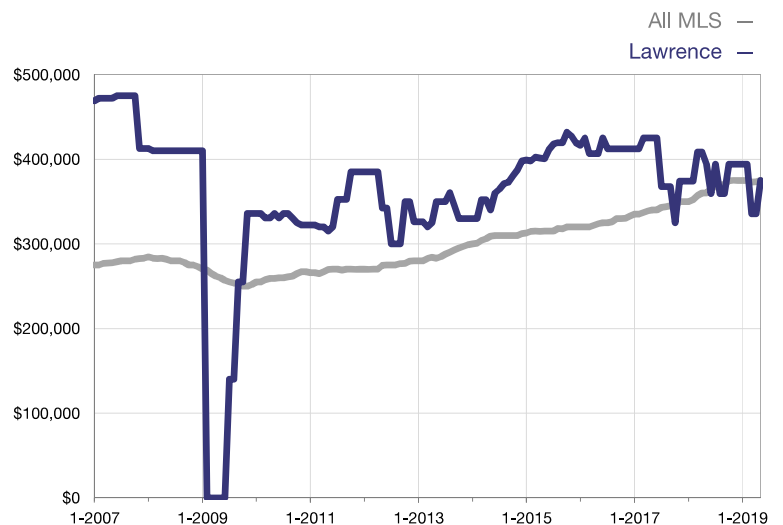
Median Sales Price – Single-Family Properties

Rolling 12-Month Calculation



Median Sales Price – Condominium Properties

Rolling 12-Month Calculation



MASSACHUSETTS ASSOCIATION OF REALTORS®



Local Market Update – May 2019

A RESEARCH TOOL PROVIDED BY THE MASSACHUSETTS ASSOCIATION OF REALTORS®

Littleton

Single-Family Properties

Key Metrics	May			Year to Date		
	2018	2019	+ / -	2018	2019	+ / -
Pending Sales	18	16	- 11.1%	57	65	+ 14.0%
Closed Sales	14	17	+ 21.4%	43	49	+ 14.0%
Median Sales Price*	\$667,450	\$540,000	- 19.1%	\$640,000	\$530,000	- 17.2%
Inventory of Homes for Sale	30	20	- 33.3%	--	--	--
Months Supply of Inventory	2.6	1.8	- 30.8%	--	--	--
Cumulative Days on Market Until Sale	61	55	- 9.8%	75	76	+ 1.3%
Percent of Original List Price Received*	100.3%	100.2%	- 0.1%	97.7%	98.0%	+ 0.3%
New Listings	23	22	- 4.3%	72	73	+ 1.4%

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

Condominium Properties

Key Metrics	May			Year to Date		
	2018	2019	+ / -	2018	2019	+ / -
Pending Sales	1	1	0.0%	3	4	+ 33.3%
Closed Sales	1	1	0.0%	3	2	- 33.3%
Median Sales Price*	\$379,000	\$235,000	- 38.0%	\$379,000	\$247,500	- 34.7%
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	167	24	- 85.6%	63	48	- 23.8%
Percent of Original List Price Received*	98.4%	98.0%	- 0.4%	99.3%	95.6%	- 3.7%
New Listings	1	0	- 100.0%	4	3	- 25.0%

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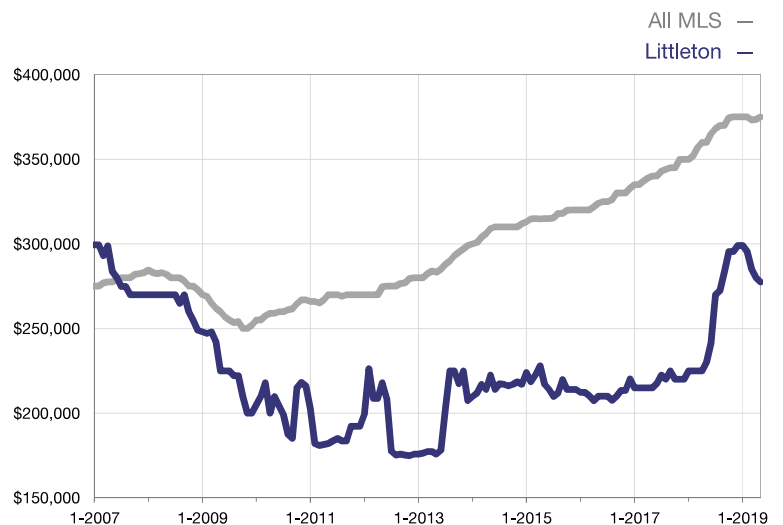
Median Sales Price – Single-Family Properties

Rolling 12-Month Calculation



Median Sales Price – Condominium Properties

Rolling 12-Month Calculation



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Local Market Update – May 2019

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Lowell

Single-Family Properties

Key Metrics	May			Year to Date		
	2018	2019	+ / -	2018	2019	+ / -
Pending Sales	44	56	+ 27.3%	229	209	- 8.7%
Closed Sales	58	44	- 24.1%	202	158	- 21.8%
Median Sales Price*	\$301,200	\$320,000	+ 6.2%	\$300,500	\$314,500	+ 4.7%
Inventory of Homes for Sale	65	68	+ 4.6%	--	--	--
Months Supply of Inventory	1.4	1.6	+ 14.3%	--	--	--
Cumulative Days on Market Until Sale	36	34	- 5.6%	41	51	+ 24.4%
Percent of Original List Price Received*	101.3%	98.0%	- 3.3%	99.4%	97.4%	- 2.0%
New Listings	53	76	+ 43.4%	271	254	- 6.3%

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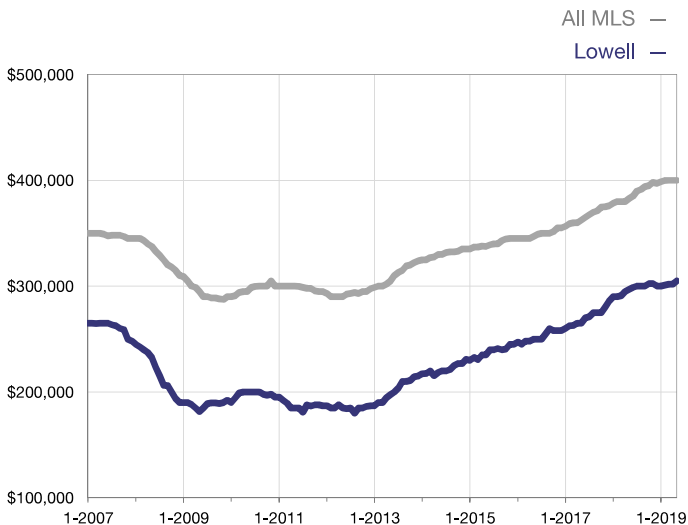
Condominium Properties

Key Metrics	May			Year to Date		
	2018	2019	+ / -	2018	2019	+ / -
Pending Sales	31	34	+ 9.7%	161	160	- 0.6%
Closed Sales	37	35	- 5.4%	135	129	- 4.4%
Median Sales Price*	\$185,000	\$225,000	+ 21.6%	\$190,000	\$212,000	+ 11.6%
Inventory of Homes for Sale	66	46	- 30.3%	--	--	--
Months Supply of Inventory	2.2	1.6	- 27.3%	--	--	--
Cumulative Days on Market Until Sale	26	56	+ 115.4%	41	62	+ 51.2%
Percent of Original List Price Received*	100.7%	99.6%	- 1.1%	98.7%	98.4%	- 0.3%
New Listings	50	38	- 24.0%	205	169	- 17.6%

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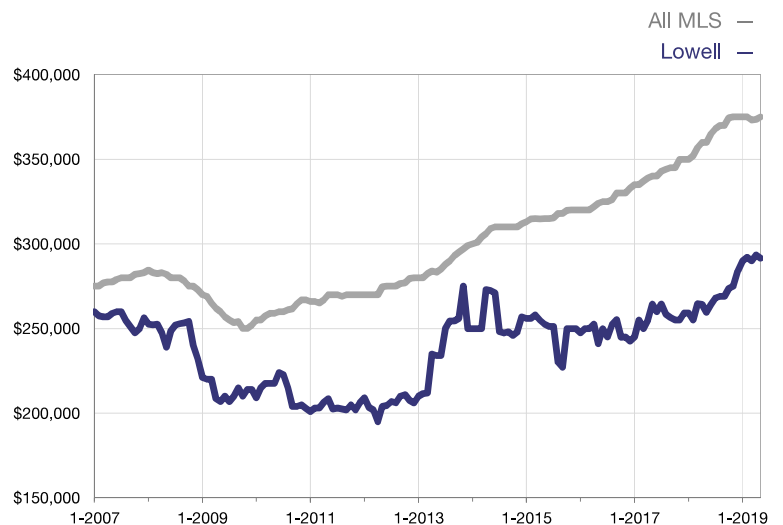
Median Sales Price – Single-Family Properties

Rolling 12-Month Calculation



Median Sales Price – Condominium Properties

Rolling 12-Month Calculation



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Local Market Update – May 2019

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Methuen

Single-Family Properties

Key Metrics	May			Year to Date		
	2018	2019	+ / -	2018	2019	+ / -
Pending Sales	60	60	0.0%	184	194	+ 5.4%
Closed Sales	23	41	+ 78.3%	134	152	+ 13.4%
Median Sales Price*	\$320,900	\$375,000	+ 16.9%	\$348,750	\$368,000	+ 5.5%
Inventory of Homes for Sale	86	67	- 22.1%	--	--	--
Months Supply of Inventory	2.2	1.7	- 22.7%	--	--	--
Cumulative Days on Market Until Sale	31	34	+ 9.7%	51	50	- 2.0%
Percent of Original List Price Received*	101.1%	101.4%	+ 0.3%	98.8%	98.5%	- 0.3%
New Listings	80	77	- 3.8%	236	236	0.0%

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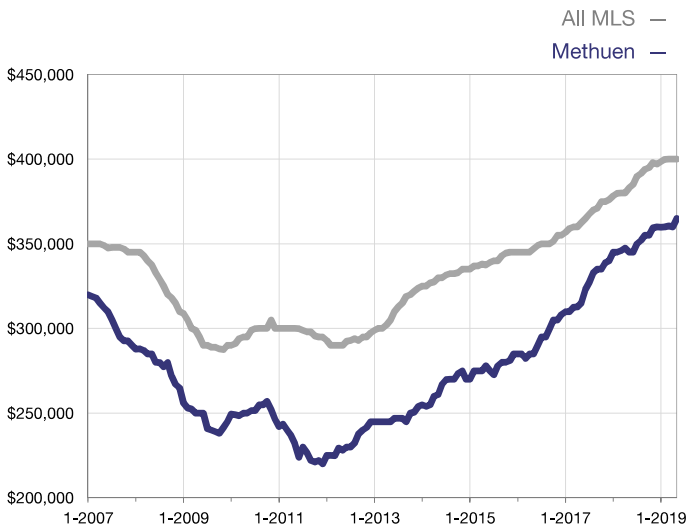
Condominium Properties

Key Metrics	May			Year to Date		
	2018	2019	+ / -	2018	2019	+ / -
Pending Sales	9	24	+ 166.7%	66	84	+ 27.3%
Closed Sales	11	13	+ 18.2%	62	57	- 8.1%
Median Sales Price*	\$340,000	\$282,500	- 16.9%	\$252,450	\$244,500	- 3.1%
Inventory of Homes for Sale	28	22	- 21.4%	--	--	--
Months Supply of Inventory	2.0	1.7	- 15.0%	--	--	--
Cumulative Days on Market Until Sale	144	25	- 82.6%	85	62	- 27.1%
Percent of Original List Price Received*	99.3%	101.3%	+ 2.0%	99.7%	100.0%	+ 0.3%
New Listings	13	25	+ 92.3%	70	95	+ 35.7%

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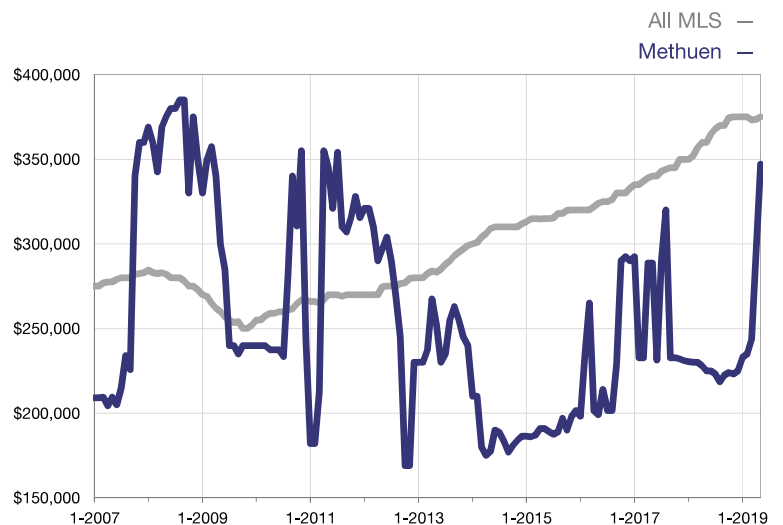
Median Sales Price – Single-Family Properties

Rolling 12-Month Calculation



Median Sales Price – Condominium Properties

Rolling 12-Month Calculation



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Local Market Update – May 2019

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North Andover

Single-Family Properties

Key Metrics	May			Year to Date		
	2018	2019	+ / -	2018	2019	+ / -
Pending Sales	26	25	- 3.8%	106	94	- 11.3%
Closed Sales	21	22	+ 4.8%	80	66	- 17.5%
Median Sales Price*	\$612,000	\$562,500	- 8.1%	\$556,500	\$588,000	+ 5.7%
Inventory of Homes for Sale	49	49	0.0%	--	--	--
Months Supply of Inventory	2.2	2.5	+ 13.6%	--	--	--
Cumulative Days on Market Until Sale	37	47	+ 27.0%	67	73	+ 9.0%
Percent of Original List Price Received*	100.3%	98.6%	- 1.7%	98.0%	97.2%	- 0.8%
New Listings	45	38	- 15.6%	141	131	- 7.1%

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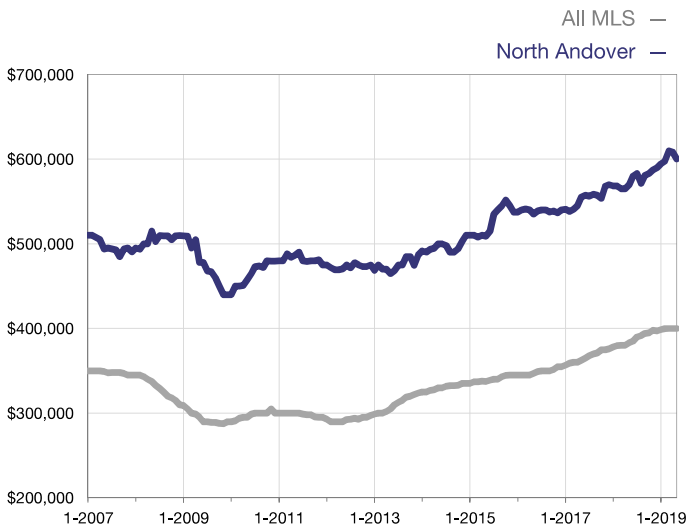
Condominium Properties

Key Metrics	May			Year to Date		
	2018	2019	+ / -	2018	2019	+ / -
Pending Sales	23	17	- 26.1%	81	81	0.0%
Closed Sales	13	14	+ 7.7%	64	66	+ 3.1%
Median Sales Price*	\$302,152	\$300,000	- 0.7%	\$247,000	\$282,500	+ 14.4%
Inventory of Homes for Sale	23	22	- 4.3%	--	--	--
Months Supply of Inventory	1.7	1.4	- 17.6%	--	--	--
Cumulative Days on Market Until Sale	26	52	+ 100.0%	43	44	+ 2.3%
Percent of Original List Price Received*	100.3%	101.2%	+ 0.9%	99.6%	98.5%	- 1.1%
New Listings	33	28	- 15.2%	98	91	- 7.1%

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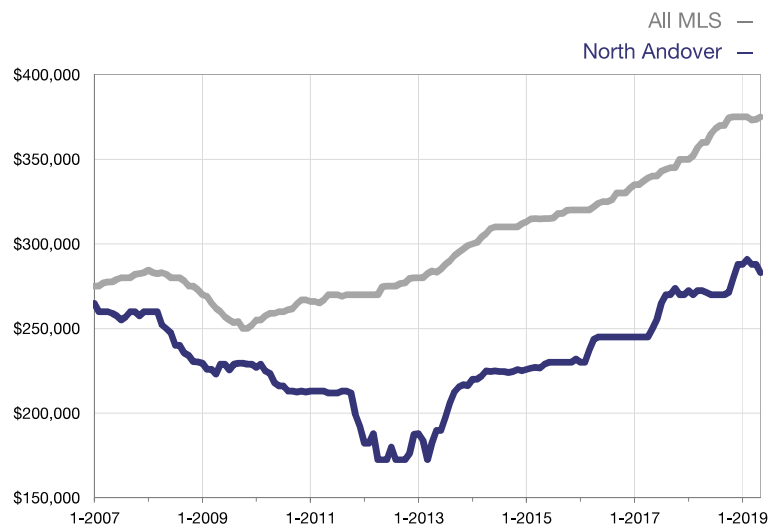
Median Sales Price – Single-Family Properties

Rolling 12-Month Calculation



Median Sales Price – Condominium Properties

Rolling 12-Month Calculation



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Local Market Update – May 2019

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Tewksbury

Single-Family Properties

Key Metrics	May			Year to Date		
	2018	2019	+ / -	2018	2019	+ / -
Pending Sales	35	39	+ 11.4%	119	113	- 5.0%
Closed Sales	25	28	+ 12.0%	89	79	- 11.2%
Median Sales Price*	\$417,000	\$442,500	+ 6.1%	\$420,000	\$450,000	+ 7.1%
Inventory of Homes for Sale	31	46	+ 48.4%	--	--	--
Months Supply of Inventory	1.3	1.9	+ 46.2%	--	--	--
Cumulative Days on Market Until Sale	44	40	- 9.1%	41	46	+ 12.2%
Percent of Original List Price Received*	100.3%	98.5%	- 1.8%	99.5%	98.6%	- 0.9%
New Listings	43	55	+ 27.9%	135	152	+ 12.6%

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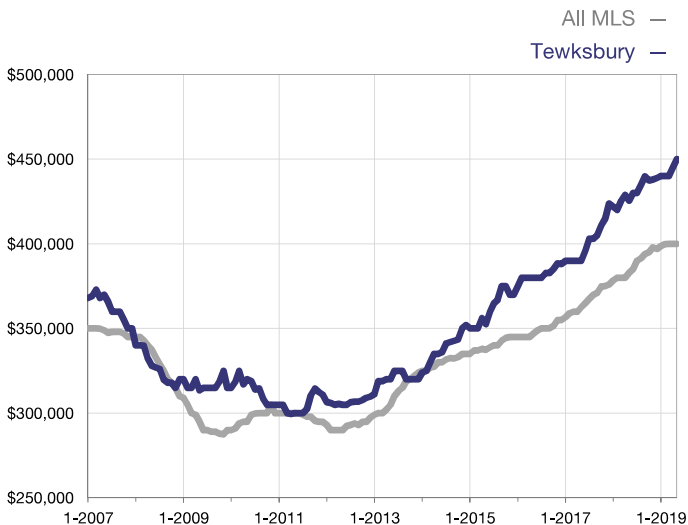
Condominium Properties

Key Metrics	May			Year to Date		
	2018	2019	+ / -	2018	2019	+ / -
Pending Sales	10	15	+ 50.0%	53	57	+ 7.5%
Closed Sales	19	12	- 36.8%	36	46	+ 27.8%
Median Sales Price*	\$339,200	\$343,000	+ 1.1%	\$339,600	\$347,500	+ 2.3%
Inventory of Homes for Sale	10	17	+ 70.0%	--	--	--
Months Supply of Inventory	0.9	1.5	+ 66.7%	--	--	--
Cumulative Days on Market Until Sale	40	31	- 22.5%	38	44	+ 15.8%
Percent of Original List Price Received*	101.5%	100.7%	- 0.8%	101.1%	99.2%	- 1.9%
New Listings	13	21	+ 61.5%	59	70	+ 18.6%

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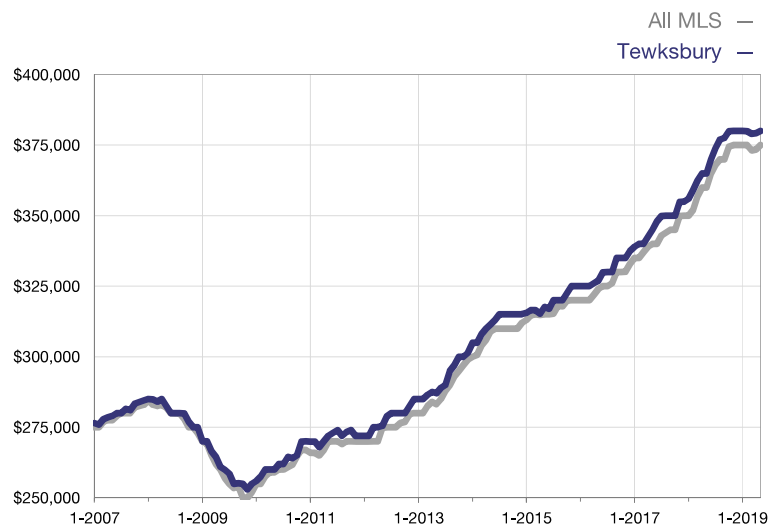
Median Sales Price – Single-Family Properties

Rolling 12-Month Calculation



Median Sales Price – Condominium Properties

Rolling 12-Month Calculation



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Local Market Update – May 2019

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Tyngsborough

Single-Family Properties

Key Metrics	May			Year to Date		
	2018	2019	+ / -	2018	2019	+ / -
Pending Sales	10	10	0.0%	38	51	+ 34.2%
Closed Sales	9	10	+ 11.1%	33	46	+ 39.4%
Median Sales Price*	\$350,000	\$422,500	+ 20.7%	\$382,500	\$387,450	+ 1.3%
Inventory of Homes for Sale	25	12	- 52.0%	--	--	--
Months Supply of Inventory	3.1	1.2	- 61.3%	--	--	--
Cumulative Days on Market Until Sale	28	30	+ 7.1%	41	58	+ 41.5%
Percent of Original List Price Received*	97.5%	98.9%	+ 1.4%	96.6%	97.6%	+ 1.0%
New Listings	18	12	- 33.3%	56	52	- 7.1%

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Condominium Properties

Key Metrics	May			Year to Date		
	2018	2019	+ / -	2018	2019	+ / -
Pending Sales	6	6	0.0%	32	23	- 28.1%
Closed Sales	4	2	- 50.0%	11	24	+ 118.2%
Median Sales Price*	\$191,250	\$237,750	+ 24.3%	\$245,500	\$307,975	+ 25.4%
Inventory of Homes for Sale	11	9	- 18.2%	--	--	--
Months Supply of Inventory	2.4	1.4	- 41.7%	--	--	--
Cumulative Days on Market Until Sale	43	12	- 72.1%	38	46	+ 21.1%
Percent of Original List Price Received*	98.1%	100.5%	+ 2.4%	98.4%	98.8%	+ 0.4%
New Listings	7	7	0.0%	38	26	- 31.6%

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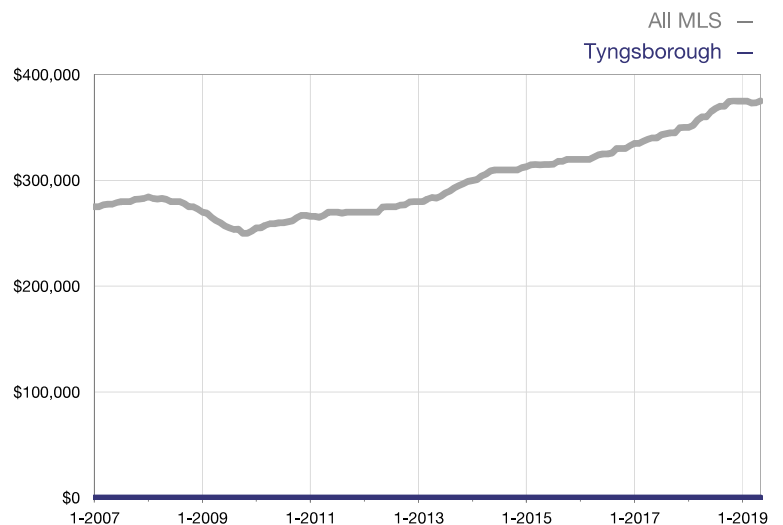
Median Sales Price – Single-Family Properties

Rolling 12-Month Calculation



Median Sales Price – Condominium Properties

Rolling 12-Month Calculation



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Local Market Update – May 2019

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Westford

Single-Family Properties

Key Metrics	May			Year to Date		
	2018	2019	+ / -	2018	2019	+ / -
Pending Sales	33	25	- 24.2%	120	105	- 12.5%
Closed Sales	27	14	- 48.1%	90	78	- 13.3%
Median Sales Price*	\$575,000	\$553,000	- 3.8%	\$572,000	\$579,000	+ 1.2%
Inventory of Homes for Sale	40	49	+ 22.5%	--	--	--
Months Supply of Inventory	1.7	2.4	+ 41.2%	--	--	--
Cumulative Days on Market Until Sale	27	35	+ 29.6%	56	68	+ 21.4%
Percent of Original List Price Received*	100.1%	100.6%	+ 0.5%	98.9%	96.4%	- 2.5%
New Listings	40	43	+ 7.5%	151	136	- 9.9%

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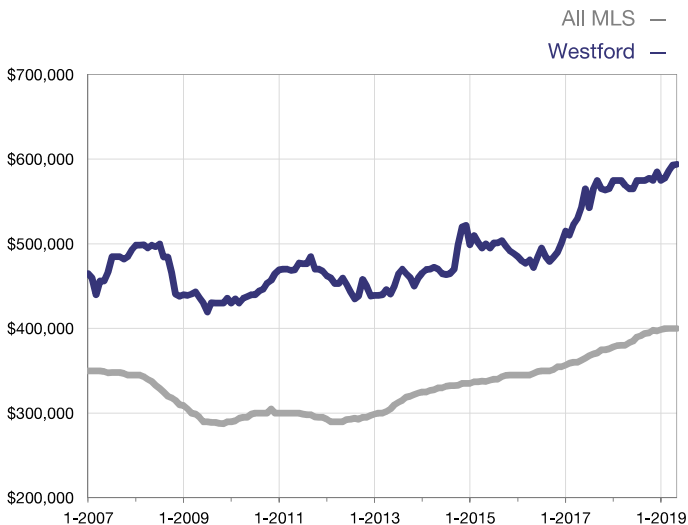
Condominium Properties

Key Metrics	May			Year to Date		
	2018	2019	+ / -	2018	2019	+ / -
Pending Sales	9	7	- 22.2%	28	30	+ 7.1%
Closed Sales	6	9	+ 50.0%	20	17	- 15.0%
Median Sales Price*	\$385,750	\$365,000	- 5.4%	\$397,950	\$365,000	- 8.3%
Inventory of Homes for Sale	15	23	+ 53.3%	--	--	--
Months Supply of Inventory	3.5	5.3	+ 51.4%	--	--	--
Cumulative Days on Market Until Sale	67	40	- 40.3%	57	41	- 28.1%
Percent of Original List Price Received*	99.2%	96.6%	- 2.6%	98.6%	97.5%	- 1.1%
New Listings	15	7	- 53.3%	42	51	+ 21.4%

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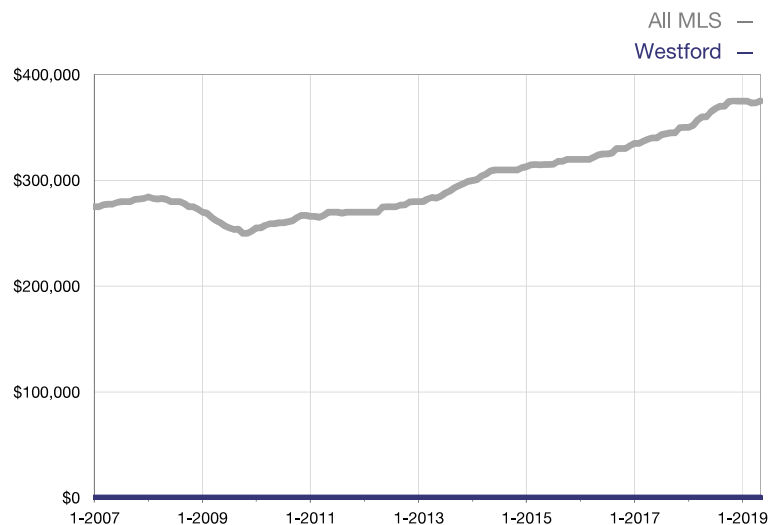
Median Sales Price – Single-Family Properties

Rolling 12-Month Calculation



Median Sales Price – Condominium Properties

Rolling 12-Month Calculation



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