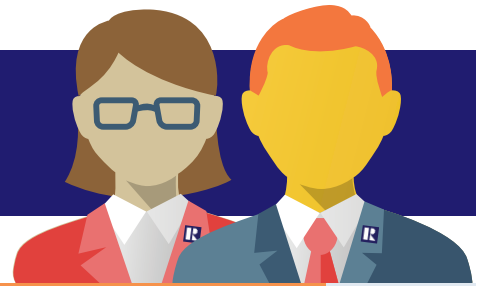




# Local Real Estate Market Reports

*By Town Through December 2018*

*Data from the Massachusetts Association of REALTORS®*



## MARKET ANALYSIS

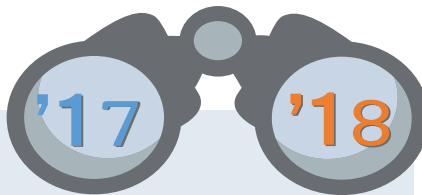
- Statewide single-family home closed sales down while median prices are also down, but remain close to \$400,000.
- Statewide condominium closed sales and median prices are also down in December.
- Lowest number of homes for sale for the month of December since MAR began reporting the data in 2004.

## REALTOR® CONFIDENCE INDEXES

	DEC 2017	DEC 2018
MARKET	74.62	57.40
PRICE	71.55	56.30

Based on a scale of zero to 100

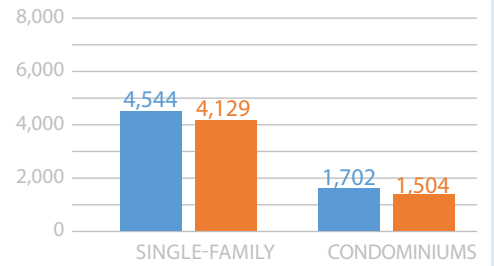
## PENDING HOME SALES



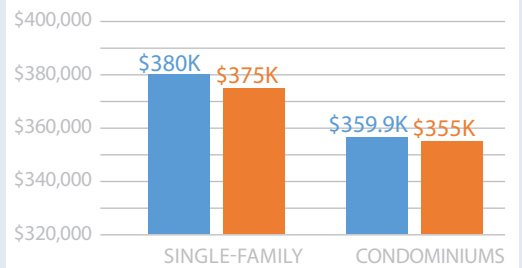
	DEC 2017	DEC 2018
<b>SINGLE-FAMILY</b>		
SALES	2,847	3,122
MEDIAN PRICE	\$380,000	\$375,000
<b>CONDOMINIUMS</b>		
SALES	1,083	1,077
MEDIAN PRICE	\$359,900	\$352,500

## CLOSED SALES

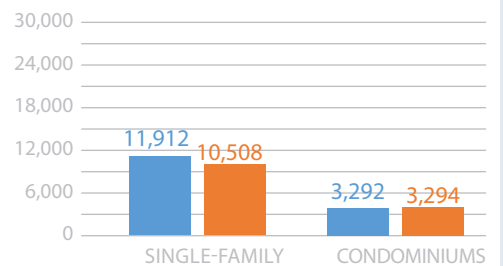
### SALES



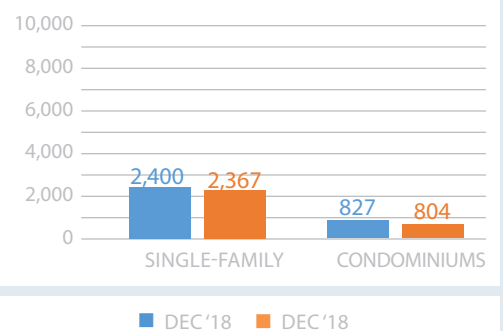
### MEDIAN PRICE



### INVENTORY



### NEW LISTINGS



# Local Market Update – December 2018

A RESEARCH TOOL PROVIDED BY THE MASSACHUSETTS ASSOCIATION OF REALTORS®

## Acton

### Single-Family Properties

Key Metrics	December			Year to Date		
	2017	2018	+ / -	2017	2018	+ / -
Pending Sales	10	12	+ 20.0%	276	224	- 18.8%
Closed Sales	8	4	- 50.0%	272	219	- 19.5%
Median Sales Price*	\$580,000	<b>\$582,000</b>	+ 0.3%	\$617,500	<b>\$650,000</b>	+ 5.3%
Inventory of Homes for Sale	15	36	+ 140.0%	--	--	--
Months Supply of Inventory	0.7	2.0	+ 185.7%	--	--	--
Cumulative Days on Market Until Sale	57	104	+ 82.5%	44	36	- 18.2%
Percent of Original List Price Received*	96.1%	89.5%	- 6.9%	98.6%	98.3%	- 0.3%
New Listings	3	14	+ 366.7%	316	312	- 1.3%

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

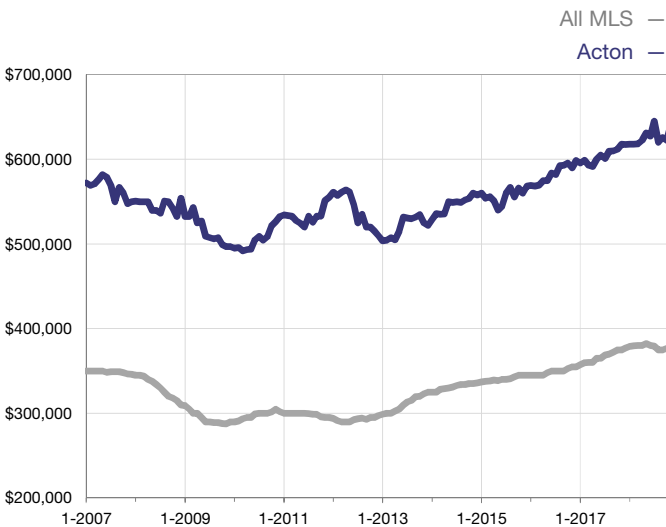
### Condominium Properties

Key Metrics	December			Year to Date		
	2017	2018	+ / -	2017	2018	+ / -
Pending Sales	3	2	- 33.3%	118	121	+ 2.5%
Closed Sales	5	10	+ 100.0%	117	120	+ 2.6%
Median Sales Price*	\$591,000	<b>\$307,500</b>	- 48.0%	\$235,000	<b>\$232,000</b>	- 1.3%
Inventory of Homes for Sale	10	9	- 10.0%	--	--	--
Months Supply of Inventory	1.0	0.9	- 10.0%	--	--	--
Cumulative Days on Market Until Sale	50	49	- 2.0%	40	36	- 10.0%
Percent of Original List Price Received*	96.5%	105.3%	+ 9.1%	98.4%	100.1%	+ 1.7%
New Listings	2	2	0.0%	134	141	+ 5.2%

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

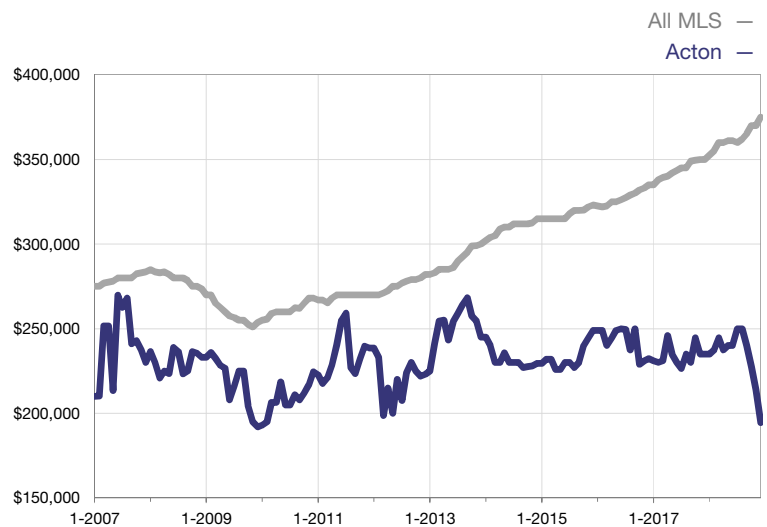
### Median Sales Price – Single-Family Properties

Rolling 12-Month Calculation



### Median Sales Price – Condominium Properties

Rolling 12-Month Calculation



MASSACHUSETTS ASSOCIATION OF REALTORS®



# Local Market Update – December 2018

A RESEARCH TOOL PROVIDED BY THE MASSACHUSETTS ASSOCIATION OF REALTORS®

## Arlington

### Single-Family Properties

Key Metrics	December			Year to Date		
	2017	2018	+ / -	2017	2018	+ / -
Pending Sales	7	9	+ 28.6%	278	278	0.0%
Closed Sales	24	18	- 25.0%	277	277	0.0%
Median Sales Price*	\$670,000	<b>\$698,500</b>	+ 4.3%	\$750,000	<b>\$805,000</b>	+ 7.3%
Inventory of Homes for Sale	3	10	+ 233.3%	--	--	--
Months Supply of Inventory	0.1	0.4	+ 300.0%	--	--	--
Cumulative Days on Market Until Sale	28	38	+ 35.7%	23	21	- 8.7%
Percent of Original List Price Received*	100.1%	97.5%	- 2.6%	103.8%	103.5%	- 0.3%
New Listings	5	3	- 40.0%	296	319	+ 7.8%

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

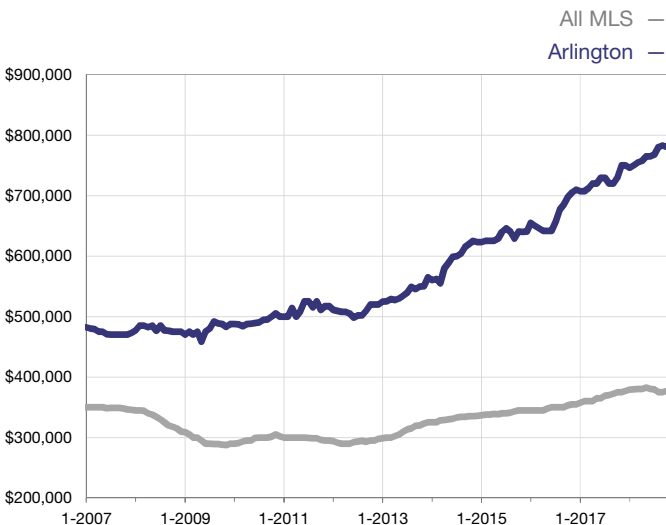
### Condominium Properties

Key Metrics	December			Year to Date		
	2017	2018	+ / -	2017	2018	+ / -
Pending Sales	12	9	- 25.0%	238	244	+ 2.5%
Closed Sales	15	18	+ 20.0%	235	245	+ 4.3%
Median Sales Price*	\$569,000	<b>\$560,500</b>	- 1.5%	\$569,000	<b>\$600,000</b>	+ 5.4%
Inventory of Homes for Sale	6	6	0.0%	--	--	--
Months Supply of Inventory	0.3	0.3	0.0%	--	--	--
Cumulative Days on Market Until Sale	30	38	+ 26.7%	20	20	0.0%
Percent of Original List Price Received*	100.1%	99.4%	- 0.7%	105.5%	105.0%	- 0.5%
New Listings	7	4	- 42.9%	262	279	+ 6.5%

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

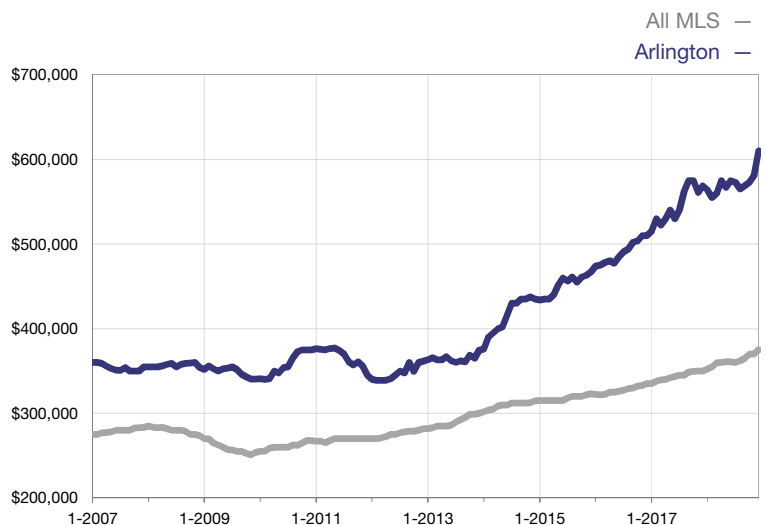
### Median Sales Price – Single-Family Properties

Rolling 12-Month Calculation



### Median Sales Price – Condominium Properties

Rolling 12-Month Calculation



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# Local Market Update – December 2018

A RESEARCH TOOL PROVIDED BY THE MASSACHUSETTS ASSOCIATION OF REALTORS®

## Bedford

### Single-Family Properties

Key Metrics	December			Year to Date		
	2017	2018	+ / -	2017	2018	+ / -
Pending Sales	2	4	+ 100.0%	118	128	+ 8.5%
Closed Sales	6	8	+ 33.3%	126	130	+ 3.2%
Median Sales Price*	\$654,250	<b>\$797,500</b>	+ 21.9%	\$711,000	<b>\$729,000</b>	+ 2.5%
Inventory of Homes for Sale	18	16	- 11.1%	--	--	--
Months Supply of Inventory	1.7	1.5	- 11.8%	--	--	--
Cumulative Days on Market Until Sale	23	74	+ 221.7%	48	49	+ 2.1%
Percent of Original List Price Received*	100.7%	93.8%	- 6.9%	99.6%	98.7%	- 0.9%
New Listings	3	5	+ 66.7%	143	154	+ 7.7%

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

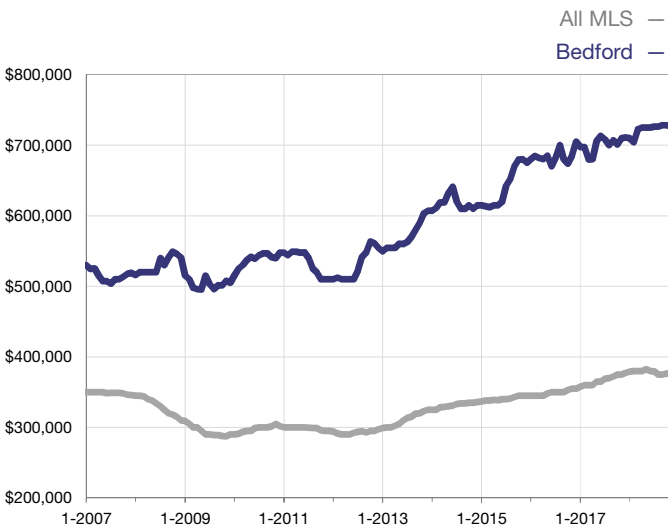
### Condominium Properties

Key Metrics	December			Year to Date		
	2017	2018	+ / -	2017	2018	+ / -
Pending Sales	3	2	- 33.3%	51	32	- 37.3%
Closed Sales	3	4	+ 33.3%	53	32	- 39.6%
Median Sales Price*	\$470,000	<b>\$455,750</b>	- 3.0%	\$629,900	<b>\$488,500</b>	- 22.4%
Inventory of Homes for Sale	8	3	- 62.5%	--	--	--
Months Supply of Inventory	1.8	1.0	- 44.4%	--	--	--
Cumulative Days on Market Until Sale	61	113	+ 85.2%	55	53	- 3.6%
Percent of Original List Price Received*	94.5%	98.4%	+ 4.1%	99.0%	99.6%	+ 0.6%
New Listings	1	0	- 100.0%	61	36	- 41.0%

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

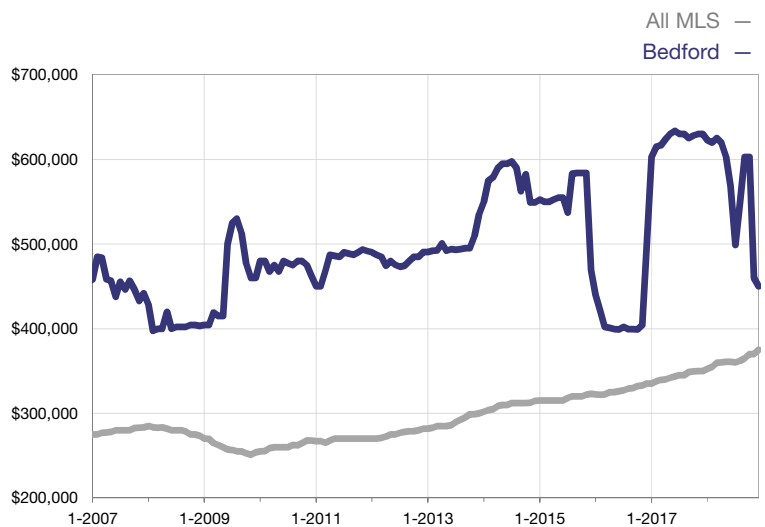
### Median Sales Price – Single-Family Properties

Rolling 12-Month Calculation



### Median Sales Price – Condominium Properties

Rolling 12-Month Calculation



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# Local Market Update – December 2018

A RESEARCH TOOL PROVIDED BY THE MASSACHUSETTS ASSOCIATION OF REALTORS®

## Belmont

### Single-Family Properties

Key Metrics	December			Year to Date		
	2017	2018	+ / -	2017	2018	+ / -
Pending Sales	4	8	+ 100.0%	140	149	+ 6.4%
Closed Sales	11	4	- 63.6%	140	146	+ 4.3%
Median Sales Price*	\$1,040,000	\$1,075,000	+ 3.4%	\$1,039,000	\$1,160,000	+ 11.6%
Inventory of Homes for Sale	4	8	+ 100.0%	--	--	--
Months Supply of Inventory	0.3	0.7	+ 133.3%	--	--	--
Cumulative Days on Market Until Sale	31	20	- 35.5%	41	22	- 46.3%
Percent of Original List Price Received*	99.4%	101.5%	+ 2.1%	100.9%	104.6%	+ 3.7%
New Listings	2	2	0.0%	142	169	+ 19.0%

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

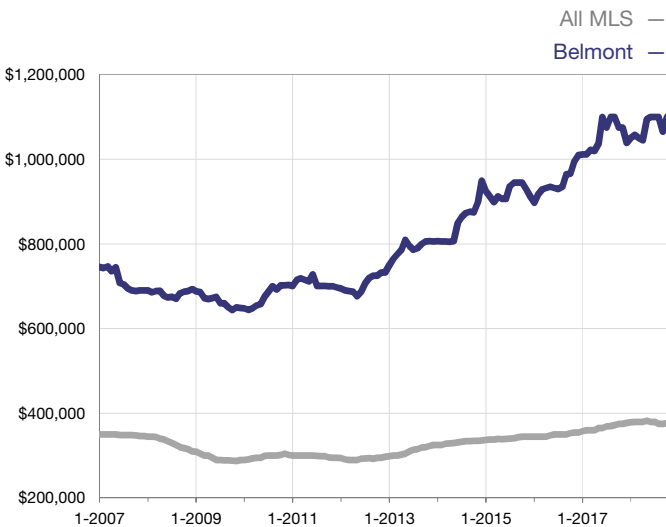
### Condominium Properties

Key Metrics	December			Year to Date		
	2017	2018	+ / -	2017	2018	+ / -
Pending Sales	7	1	- 85.7%	75	78	+ 4.0%
Closed Sales	5	5	0.0%	70	85	+ 21.4%
Median Sales Price*	\$536,000	\$565,000	+ 5.4%	\$601,750	\$673,000	+ 11.8%
Inventory of Homes for Sale	6	0	- 100.0%	--	--	--
Months Supply of Inventory	1.0	0.0	- 100.0%	--	--	--
Cumulative Days on Market Until Sale	12	39	+ 225.0%	34	31	- 8.8%
Percent of Original List Price Received*	104.3%	100.5%	- 3.6%	100.9%	101.6%	+ 0.7%
New Listings	5	0	- 100.0%	83	96	+ 15.7%

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

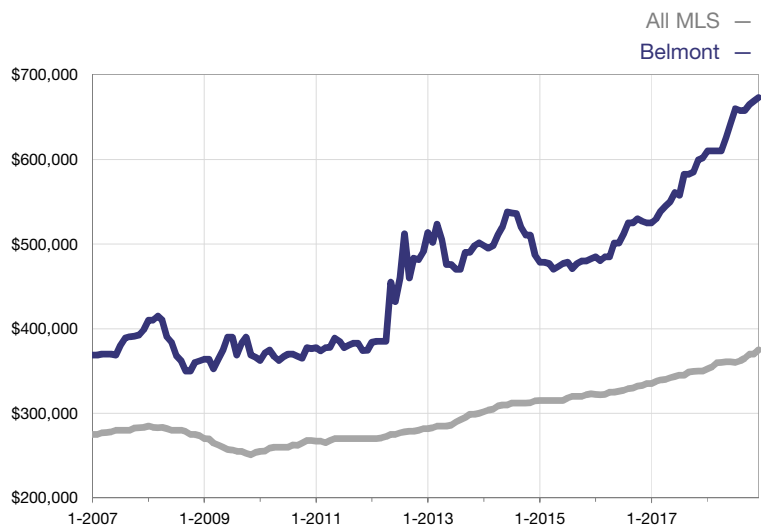
### Median Sales Price – Single-Family Properties

Rolling 12-Month Calculation



### Median Sales Price – Condominium Properties

Rolling 12-Month Calculation



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# Local Market Update – December 2018

A RESEARCH TOOL PROVIDED BY THE MASSACHUSETTS ASSOCIATION OF REALTORS®

## Billerica

### Single-Family Properties

Key Metrics	December			Year to Date		
	2017	2018	+ / -	2017	2018	+ / -
Pending Sales	22	21	- 4.5%	381	378	- 0.8%
Closed Sales	39	27	- 30.8%	376	377	+ 0.3%
Median Sales Price*	\$415,000	<b>\$435,000</b>	+ 4.8%	\$429,608	<b>\$450,000</b>	+ 4.7%
Inventory of Homes for Sale	45	54	+ 20.0%	--	--	--
Months Supply of Inventory	1.4	1.7	+ 21.4%	--	--	--
Cumulative Days on Market Until Sale	38	56	+ 47.4%	36	40	+ 11.1%
Percent of Original List Price Received*	99.4%	96.0%	- 3.4%	100.2%	100.4%	+ 0.2%
New Listings	17	11	- 35.3%	448	468	+ 4.5%

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

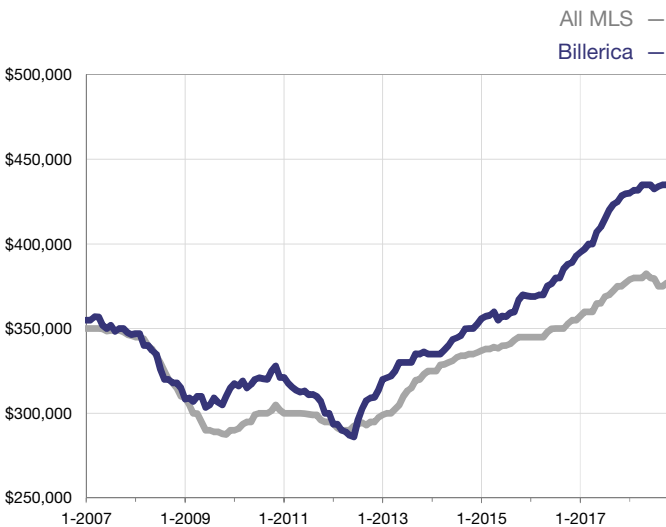
### Condominium Properties

Key Metrics	December			Year to Date		
	2017	2018	+ / -	2017	2018	+ / -
Pending Sales	6	2	- 66.7%	65	82	+ 26.2%
Closed Sales	1	7	+ 600.0%	56	91	+ 62.5%
Median Sales Price*	\$435,000	<b>\$217,500</b>	- 50.0%	\$274,500	<b>\$309,900</b>	+ 12.9%
Inventory of Homes for Sale	5	5	0.0%	--	--	--
Months Supply of Inventory	1.1	0.7	- 36.4%	--	--	--
Cumulative Days on Market Until Sale	5	22	+ 340.0%	25	22	- 12.0%
Percent of Original List Price Received*	103.6%	99.9%	- 3.6%	100.6%	101.3%	+ 0.7%
New Listings	2	4	+ 100.0%	78	93	+ 19.2%

\* 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 – December 2018

A RESEARCH TOOL PROVIDED BY THE MASSACHUSETTS ASSOCIATION OF REALTORS®

## Bolton

### Single-Family Properties

Key Metrics	December			Year to Date		
	2017	2018	+ / -	2017	2018	+ / -
Pending Sales	5	3	- 40.0%	91	92	+ 1.1%
Closed Sales	10	7	- 30.0%	97	93	- 4.1%
Median Sales Price*	\$555,155	<b>\$535,000</b>	- 3.6%	\$550,500	<b>\$560,000</b>	+ 1.7%
Inventory of Homes for Sale	18	25	+ 38.9%	--	--	--
Months Supply of Inventory	2.2	3.2	+ 45.5%	--	--	--
Cumulative Days on Market Until Sale	130	84	- 35.4%	82	70	- 14.6%
Percent of Original List Price Received*	92.5%	93.2%	+ 0.8%	96.5%	96.9%	+ 0.4%
New Listings	1	6	+ 500.0%	129	153	+ 18.6%

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

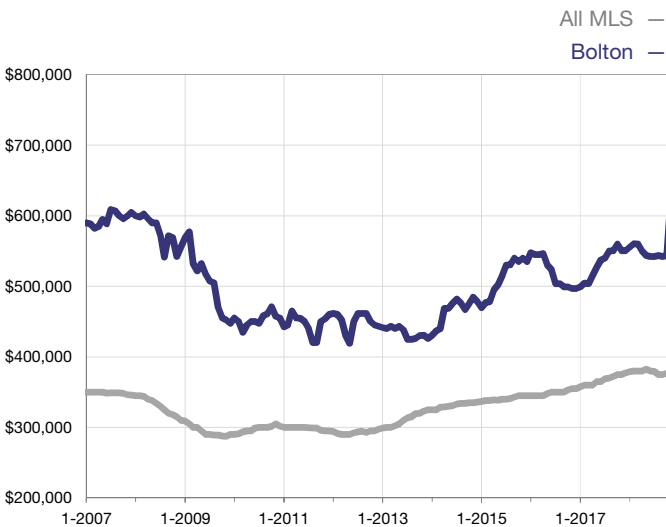
### Condominium Properties

Key Metrics	December			Year to Date		
	2017	2018	+ / -	2017	2018	+ / -
Pending Sales	0	1	--	6	14	+ 133.3%
Closed Sales	0	0	--	6	11	+ 83.3%
Median Sales Price*	\$0	<b>\$0</b>	--	\$457,351	<b>\$519,900</b>	+ 13.7%
Inventory of Homes for Sale	2	1	- 50.0%	--	--	--
Months Supply of Inventory	1.7	0.5	- 70.6%	--	--	--
Cumulative Days on Market Until Sale	0	0	--	52	75	+ 44.2%
Percent of Original List Price Received*	0.0%	0.0%	--	97.8%	102.9%	+ 5.2%
New Listings	0	0	--	8	15	+ 87.5%

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

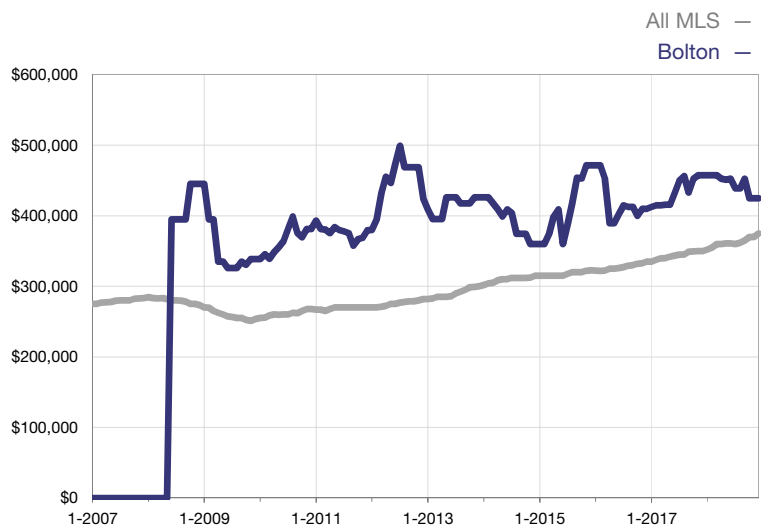
### Median Sales Price – Single-Family Properties

Rolling 12-Month Calculation



### Median Sales Price – Condominium Properties

Rolling 12-Month Calculation



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# Local Market Update – December 2018

A RESEARCH TOOL PROVIDED BY THE MASSACHUSETTS ASSOCIATION OF REALTORS®

## Boxborough

### Single-Family Properties

Key Metrics	December			Year to Date		
	2017	2018	+ / -	2017	2018	+ / -
Pending Sales	1	3	+ 200.0%	57	37	- 35.1%
Closed Sales	6	2	- 66.7%	56	36	- 35.7%
Median Sales Price*	\$771,000	<b>\$826,250</b>	+ 7.2%	\$622,500	<b>\$675,000</b>	+ 8.4%
Inventory of Homes for Sale	8	8	0.0%	--	--	--
Months Supply of Inventory	1.6	2.7	+ 68.8%	--	--	--
Cumulative Days on Market Until Sale	70	92	+ 31.4%	63	60	- 4.8%
Percent of Original List Price Received*	97.8%	101.4%	+ 3.7%	97.3%	98.4%	+ 1.1%
New Listings	3	1	- 66.7%	84	47	- 44.0%

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

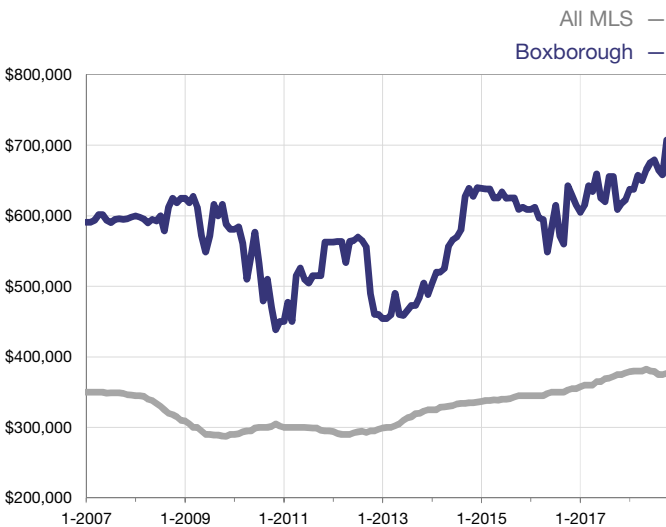
### Condominium Properties

Key Metrics	December			Year to Date		
	2017	2018	+ / -	2017	2018	+ / -
Pending Sales	4	5	+ 25.0%	40	45	+ 12.5%
Closed Sales	1	5	+ 400.0%	42	43	+ 2.4%
Median Sales Price*	\$137,000	<b>\$125,000</b>	- 8.8%	\$118,750	<b>\$132,000</b>	+ 11.2%
Inventory of Homes for Sale	2	4	+ 100.0%	--	--	--
Months Supply of Inventory	0.6	1.1	+ 83.3%	--	--	--
Cumulative Days on Market Until Sale	25	27	+ 8.0%	38	19	- 50.0%
Percent of Original List Price Received*	106.2%	95.9%	- 9.7%	99.3%	102.6%	+ 3.3%
New Listings	2	5	+ 150.0%	41	48	+ 17.1%

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

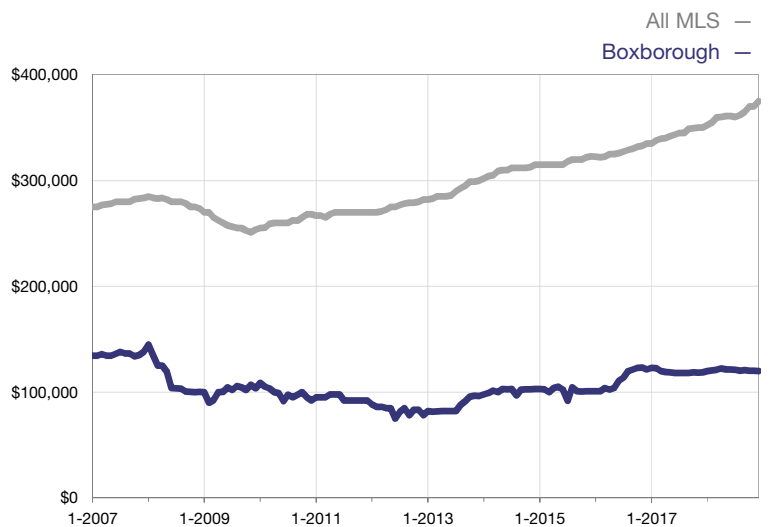
### Median Sales Price – Single-Family Properties

Rolling 12-Month Calculation



### Median Sales Price – Condominium Properties

Rolling 12-Month Calculation



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# Local Market Update – December 2018

A RESEARCH TOOL PROVIDED BY THE MASSACHUSETTS ASSOCIATION OF REALTORS®

## Burlington

### Single-Family Properties

Key Metrics	December			Year to Date		
	2017	2018	+ / -	2017	2018	+ / -
Pending Sales	15	9	- 40.0%	187	199	+ 6.4%
Closed Sales	11	13	+ 18.2%	185	199	+ 7.6%
Median Sales Price*	\$527,000	<b>\$480,000</b>	- 8.9%	\$555,000	<b>\$583,000</b>	+ 5.0%
Inventory of Homes for Sale	14	23	+ 64.3%	--	--	--
Months Supply of Inventory	0.9	1.4	+ 55.6%	--	--	--
Cumulative Days on Market Until Sale	51	65	+ 27.5%	60	42	- 30.0%
Percent of Original List Price Received*	100.1%	95.8%	- 4.3%	99.5%	100.7%	+ 1.2%
New Listings	7	7	0.0%	203	256	+ 26.1%

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

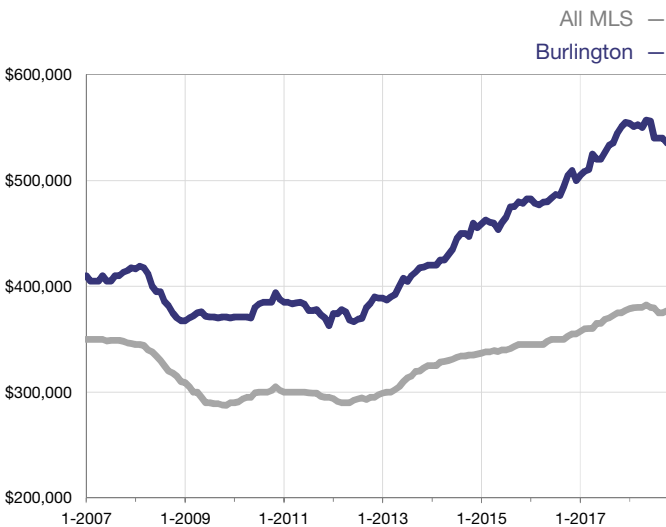
### Condominium Properties

Key Metrics	December			Year to Date		
	2017	2018	+ / -	2017	2018	+ / -
Pending Sales	0	3	--	35	25	- 28.6%
Closed Sales	1	1	0.0%	37	23	- 37.8%
Median Sales Price*	\$870,000	<b>\$575,000</b>	- 33.9%	\$550,001	<b>\$565,000</b>	+ 2.7%
Inventory of Homes for Sale	2	2	0.0%	--	--	--
Months Supply of Inventory	0.6	1.0	+ 66.7%	--	--	--
Cumulative Days on Market Until Sale	10	51	+ 410.0%	42	26	- 38.1%
Percent of Original List Price Received*	100.2%	96.6%	- 3.6%	99.3%	100.0%	+ 0.7%
New Listings	0	1	--	36	27	- 25.0%

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

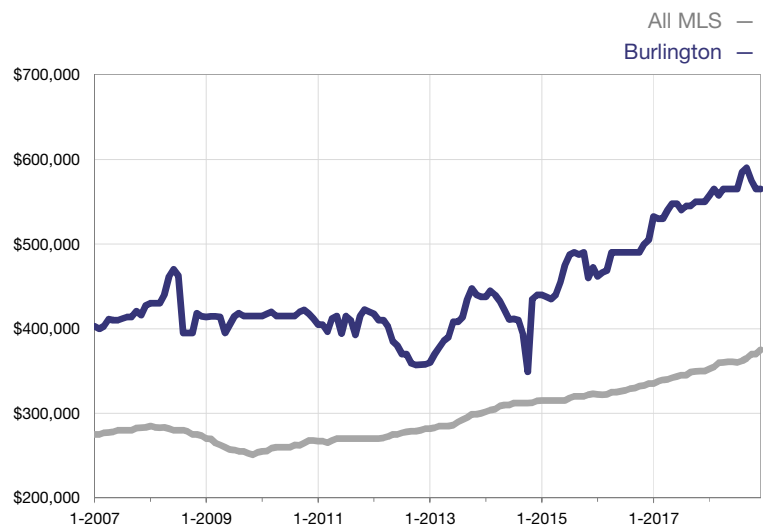
### Median Sales Price – Single-Family Properties

Rolling 12-Month Calculation



### Median Sales Price – Condominium Properties

Rolling 12-Month Calculation



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# Local Market Update – December 2018

A RESEARCH TOOL PROVIDED BY THE MASSACHUSETTS ASSOCIATION OF REALTORS®

## Carlisle

### Single-Family Properties

Key Metrics	December			Year to Date		
	2017	2018	+ / -	2017	2018	+ / -
Pending Sales	4	6	+ 50.0%	75	76	+ 1.3%
Closed Sales	2	5	+ 150.0%	75	77	+ 2.7%
Median Sales Price*	\$1,163,750	<b>\$875,000</b>	- 24.8%	\$858,000	<b>\$875,000</b>	+ 2.0%
Inventory of Homes for Sale	15	14	- 6.7%	--	--	--
Months Supply of Inventory	2.4	<b>2.2</b>	- 8.3%	--	--	--
Cumulative Days on Market Until Sale	265	<b>186</b>	- 29.8%	76	<b>85</b>	+ 11.8%
Percent of Original List Price Received*	91.2%	<b>90.8%</b>	- 0.4%	95.7%	<b>96.3%</b>	+ 0.6%
New Listings	3	3	0.0%	94	<b>123</b>	+ 30.9%

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

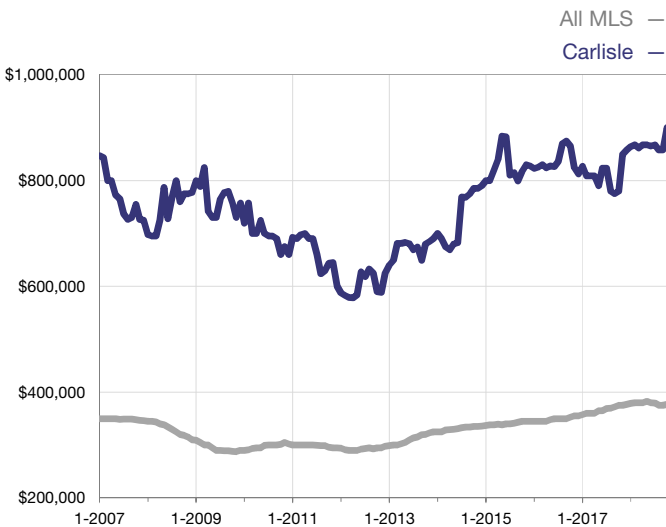
### Condominium Properties

Key Metrics	December			Year to Date		
	2017	2018	+ / -	2017	2018	+ / -
Pending Sales	0	0	--	2	10	+ 400.0%
Closed Sales	0	0	--	2	2	0.0%
Median Sales Price*	\$0	<b>\$0</b>	--	\$804,000	<b>\$702,500</b>	- 12.6%
Inventory of Homes for Sale	1	3	+ 200.0%	--	--	--
Months Supply of Inventory	0.5	<b>3.0</b>	+ 500.0%	--	--	--
Cumulative Days on Market Until Sale	0	0	--	161	<b>255</b>	+ 58.4%
Percent of Original List Price Received*	0.0%	<b>0.0%</b>	--	95.8%	<b>97.8%</b>	+ 2.1%
New Listings	0	0	--	1	12	+ 1,100.0%

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

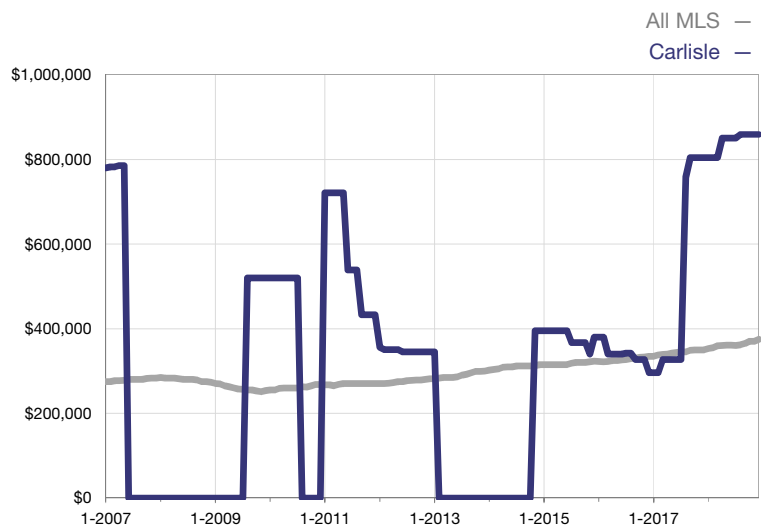
### Median Sales Price – Single-Family Properties

Rolling 12-Month Calculation



### Median Sales Price – Condominium Properties

Rolling 12-Month Calculation



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# Local Market Update – December 2018

A RESEARCH TOOL PROVIDED BY THE MASSACHUSETTS ASSOCIATION OF REALTORS®

## Chelmsford

### Single-Family Properties

Key Metrics	December			Year to Date		
	2017	2018	+ / -	2017	2018	+ / -
Pending Sales	13	22	+ 69.2%	340	329	- 3.2%
Closed Sales	25	20	- 20.0%	352	319	- 9.4%
Median Sales Price*	\$469,000	<b>\$405,500</b>	- 13.5%	\$420,000	<b>\$447,000</b>	+ 6.4%
Inventory of Homes for Sale	29	41	+ 41.4%	--	--	--
Months Supply of Inventory	1.0	1.5	+ 50.0%	--	--	--
Cumulative Days on Market Until Sale	30	51	+ 70.0%	48	38	- 20.8%
Percent of Original List Price Received*	100.0%	94.7%	- 5.3%	99.7%	99.2%	- 0.5%
New Listings	16	12	- 25.0%	387	418	+ 8.0%

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

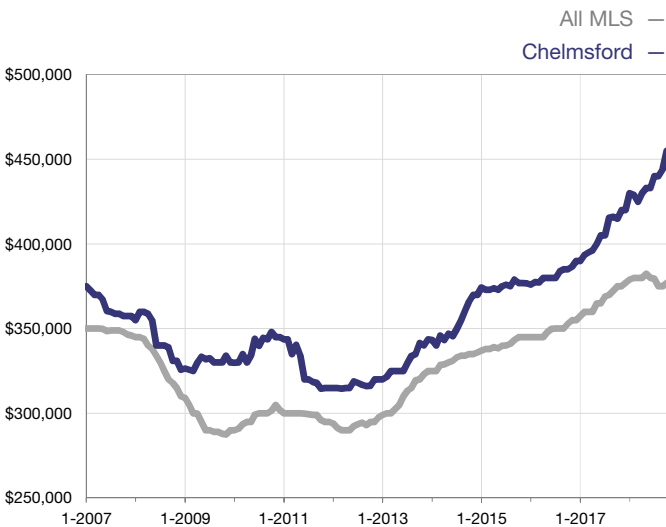
### Condominium Properties

Key Metrics	December			Year to Date		
	2017	2018	+ / -	2017	2018	+ / -
Pending Sales	8	14	+ 75.0%	178	188	+ 5.6%
Closed Sales	17	14	- 17.6%	175	182	+ 4.0%
Median Sales Price*	\$264,000	<b>\$269,000</b>	+ 1.9%	\$262,000	<b>\$284,000</b>	+ 8.4%
Inventory of Homes for Sale	12	14	+ 16.7%	--	--	--
Months Supply of Inventory	0.8	0.9	+ 12.5%	--	--	--
Cumulative Days on Market Until Sale	32	49	+ 53.1%	27	37	+ 37.0%
Percent of Original List Price Received*	99.6%	96.3%	- 3.3%	99.2%	99.6%	+ 0.4%
New Listings	5	13	+ 160.0%	194	225	+ 16.0%

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

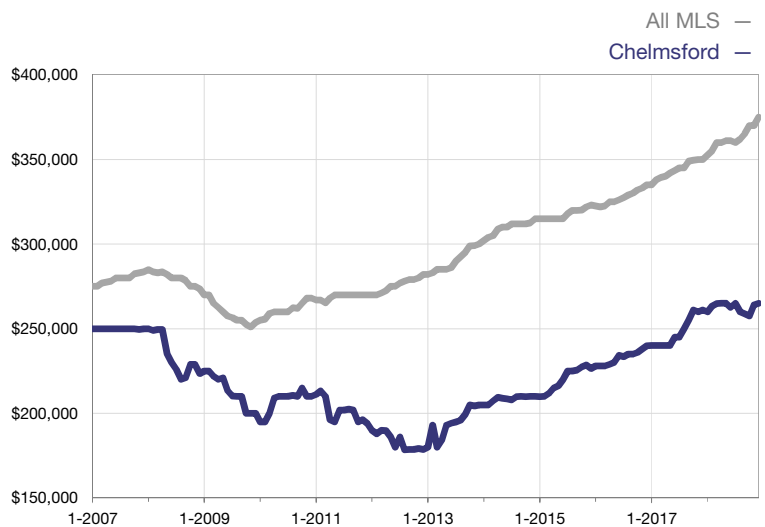
### Median Sales Price – Single-Family Properties

Rolling 12-Month Calculation



### Median Sales Price – Condominium Properties

Rolling 12-Month Calculation



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# Local Market Update – December 2018

A RESEARCH TOOL PROVIDED BY THE MASSACHUSETTS ASSOCIATION OF REALTORS®

## Concord

### Single-Family Properties

Key Metrics	December			Year to Date		
	2017	2018	+ / -	2017	2018	+ / -
Pending Sales	9	7	- 22.2%	196	224	+ 14.3%
Closed Sales	16	20	+ 25.0%	193	227	+ 17.6%
Median Sales Price*	\$970,000	\$1,009,500	+ 4.1%	\$1,039,000	\$1,041,000	+ 0.2%
Inventory of Homes for Sale	54	37	- 31.5%	--	--	--
Months Supply of Inventory	3.4	2.0	- 41.2%	--	--	--
Cumulative Days on Market Until Sale	80	100	+ 25.0%	70	78	+ 11.4%
Percent of Original List Price Received*	95.7%	96.3%	+ 0.6%	96.0%	97.3%	+ 1.4%
New Listings	7	2	- 71.4%	293	292	- 0.3%

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

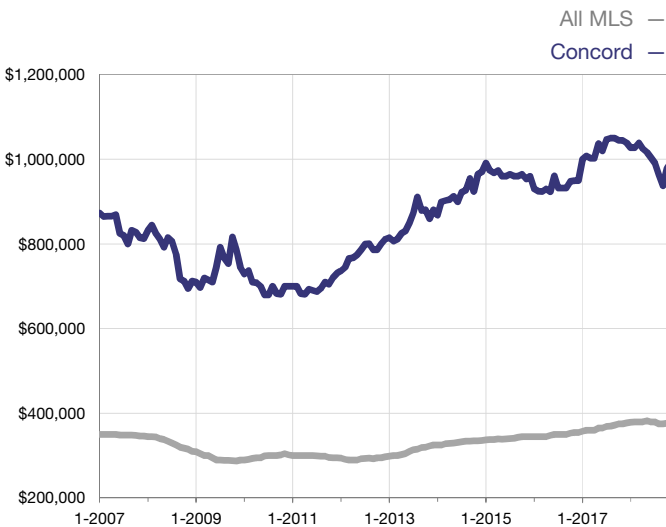
### Condominium Properties

Key Metrics	December			Year to Date		
	2017	2018	+ / -	2017	2018	+ / -
Pending Sales	3	3	0.0%	47	50	+ 6.4%
Closed Sales	6	1	- 83.3%	49	51	+ 4.1%
Median Sales Price*	\$562,000	\$500,000	- 11.0%	\$486,000	\$615,000	+ 26.5%
Inventory of Homes for Sale	14	8	- 42.9%	--	--	--
Months Supply of Inventory	3.4	1.7	- 50.0%	--	--	--
Cumulative Days on Market Until Sale	57	124	+ 117.5%	72	100	+ 38.9%
Percent of Original List Price Received*	100.0%	98.0%	- 2.0%	98.3%	97.7%	- 0.6%
New Listings	2	1	- 50.0%	70	60	- 14.3%

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

### Median Sales Price – Single-Family Properties

Rolling 12-Month Calculation



### Median Sales Price – Condominium Properties

Rolling 12-Month Calculation



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# Local Market Update – December 2018

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## Groton

### Single-Family Properties

Key Metrics	December			Year to Date		
	2017	2018	+ / -	2017	2018	+ / -
Pending Sales	9	4	- 55.6%	160	140	- 12.5%
Closed Sales	16	5	- 68.8%	162	147	- 9.3%
Median Sales Price*	\$250,900	<b>\$398,000</b>	+ 58.6%	\$482,500	<b>\$530,000</b>	+ 9.8%
Inventory of Homes for Sale	25	26	+ 4.0%	--	--	--
Months Supply of Inventory	1.9	2.1	+ 10.5%	--	--	--
Cumulative Days on Market Until Sale	152	30	- 80.3%	85	55	- 35.3%
Percent of Original List Price Received*	84.3%	99.3%	+ 17.8%	95.9%	98.4%	+ 2.6%
New Listings	5	5	0.0%	200	184	- 8.0%

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

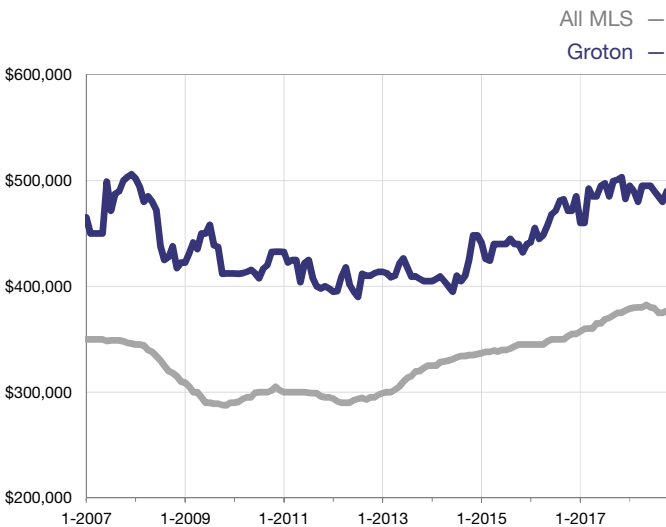
### Condominium Properties

Key Metrics	December			Year to Date		
	2017	2018	+ / -	2017	2018	+ / -
Pending Sales	2	0	- 100.0%	24	25	+ 4.2%
Closed Sales	2	1	- 50.0%	21	30	+ 42.9%
Median Sales Price*	\$267,450	<b>\$229,000</b>	- 14.4%	\$257,500	<b>\$320,000</b>	+ 24.3%
Inventory of Homes for Sale	8	5	- 37.5%	--	--	--
Months Supply of Inventory	4.2	1.7	- 59.5%	--	--	--
Cumulative Days on Market Until Sale	75	28	- 62.7%	110	108	- 1.8%
Percent of Original List Price Received*	94.8%	95.5%	+ 0.7%	101.2%	98.4%	- 2.8%
New Listings	1	1	0.0%	35	30	- 14.3%

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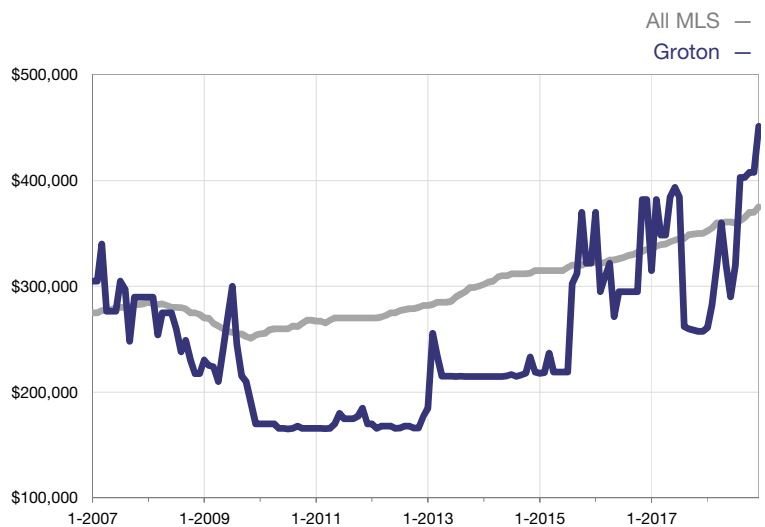
### Median Sales Price – Single-Family Properties

Rolling 12-Month Calculation



### Median Sales Price – Condominium Properties

Rolling 12-Month Calculation



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# Local Market Update – December 2018

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## Harvard

### Single-Family Properties

Key Metrics	December			Year to Date		
	2017	2018	+ / -	2017	2018	+ / -
Pending Sales	4	3	- 25.0%	62	73	+ 17.7%
Closed Sales	5	4	- 20.0%	60	76	+ 26.7%
Median Sales Price*	\$604,000	<b>\$477,500</b>	- 20.9%	\$633,750	<b>\$627,500</b>	- 1.0%
Inventory of Homes for Sale	25	22	- 12.0%	--	--	--
Months Supply of Inventory	4.6	3.5	- 23.9%	--	--	--
Cumulative Days on Market Until Sale	119	57	- 52.1%	126	110	- 12.7%
Percent of Original List Price Received*	94.1%	97.4%	+ 3.5%	96.1%	93.8%	- 2.4%
New Listings	2	0	- 100.0%	93	103	+ 10.8%

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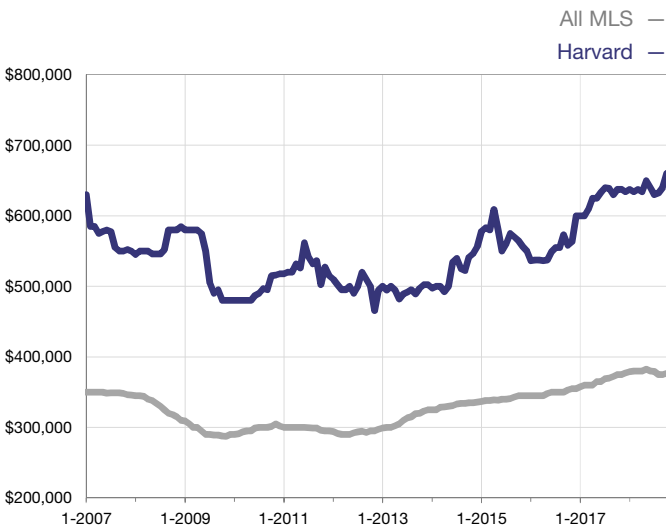
### Condominium Properties

Key Metrics	December			Year to Date		
	2017	2018	+ / -	2017	2018	+ / -
Pending Sales	2	0	- 100.0%	5	11	+ 120.0%
Closed Sales	1	1	0.0%	3	14	+ 366.7%
Median Sales Price*	\$453,585	<b>\$450,000</b>	- 0.8%	\$453,585	<b>\$464,556</b>	+ 2.4%
Inventory of Homes for Sale	6	2	- 66.7%	--	--	--
Months Supply of Inventory	6.0	1.4	- 76.7%	--	--	--
Cumulative Days on Market Until Sale	62	49	- 21.0%	56	91	+ 62.5%
Percent of Original List Price Received*	101.9%	100.0%	- 1.9%	99.5%	101.6%	+ 2.1%
New Listings	2	0	- 100.0%	12	12	0.0%

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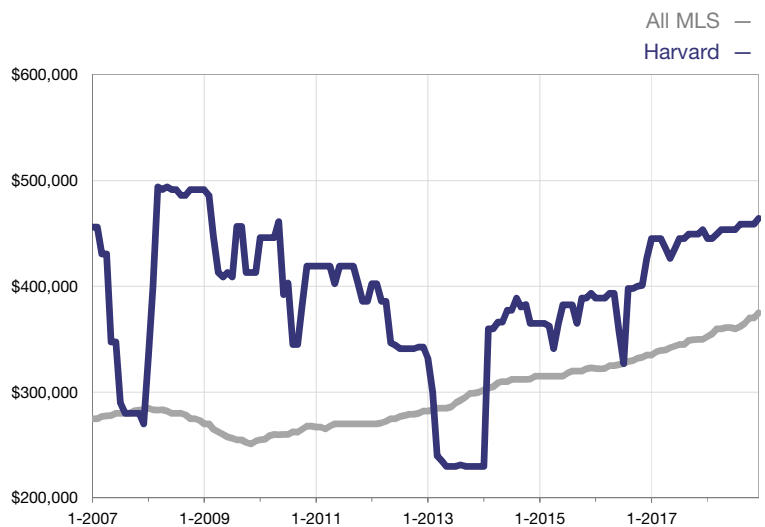
### Median Sales Price – Single-Family Properties

Rolling 12-Month Calculation



### Median Sales Price – Condominium Properties

Rolling 12-Month Calculation



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# Local Market Update – December 2018

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## Hudson

### Single-Family Properties

Key Metrics	December			Year to Date		
	2017	2018	+ / -	2017	2018	+ / -
Pending Sales	7	14	+ 100.0%	156	170	+ 9.0%
Closed Sales	14	11	- 21.4%	157	158	+ 0.6%
Median Sales Price*	\$375,000	<b>\$342,000</b>	- 8.8%	\$359,900	<b>\$378,000</b>	+ 5.0%
Inventory of Homes for Sale	20	21	+ 5.0%	--	--	--
Months Supply of Inventory	1.5	1.6	+ 6.7%	--	--	--
Cumulative Days on Market Until Sale	45	32	- 28.9%	38	42	+ 10.5%
Percent of Original List Price Received*	98.2%	98.8%	+ 0.6%	98.4%	99.0%	+ 0.6%
New Listings	6	6	0.0%	192	208	+ 8.3%

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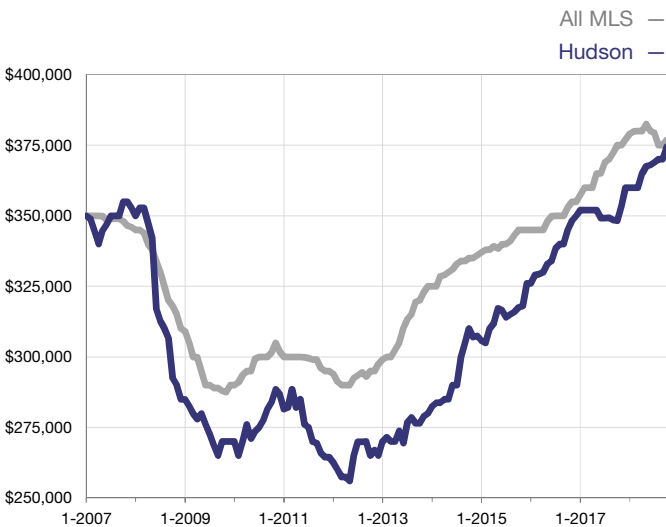
### Condominium Properties

Key Metrics	December			Year to Date		
	2017	2018	+ / -	2017	2018	+ / -
Pending Sales	1	6	+ 500.0%	97	91	- 6.2%
Closed Sales	8	4	- 50.0%	104	86	- 17.3%
Median Sales Price*	\$271,000	<b>\$248,750</b>	- 8.2%	\$229,000	<b>\$245,000</b>	+ 7.0%
Inventory of Homes for Sale	11	7	- 36.4%	--	--	--
Months Supply of Inventory	1.3	1.0	- 23.1%	--	--	--
Cumulative Days on Market Until Sale	76	15	- 80.3%	58	46	- 20.7%
Percent of Original List Price Received*	96.5%	99.6%	+ 3.2%	97.6%	98.0%	+ 0.4%
New Listings	3	3	0.0%	105	103	- 1.9%

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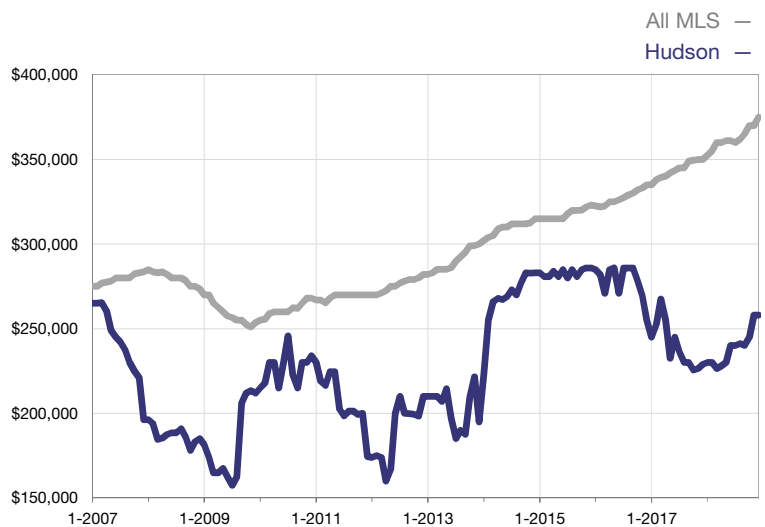
### Median Sales Price – Single-Family Properties

Rolling 12-Month Calculation



### Median Sales Price – Condominium Properties

Rolling 12-Month Calculation



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# Local Market Update – December 2018

A RESEARCH TOOL PROVIDED BY THE MASSACHUSETTS ASSOCIATION OF REALTORS®

## Lexington

### Single-Family Properties

Key Metrics	December			Year to Date		
	2017	2018	+ / -	2017	2018	+ / -
Pending Sales	11	7	- 36.4%	328	314	- 4.3%
Closed Sales	35	24	- 31.4%	336	312	- 7.1%
Median Sales Price*	\$926,000	<b>\$947,500</b>	+ 2.3%	\$1,148,500	<b>\$1,150,000</b>	+ 0.1%
Inventory of Homes for Sale	26	30	+ 15.4%	--	--	--
Months Supply of Inventory	0.9	1.2	+ 33.3%	--	--	--
Cumulative Days on Market Until Sale	51	51	0.0%	56	37	- 33.9%
Percent of Original List Price Received*	99.8%	98.0%	- 1.8%	99.8%	100.8%	+ 1.0%
New Listings	4	4	0.0%	375	393	+ 4.8%

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

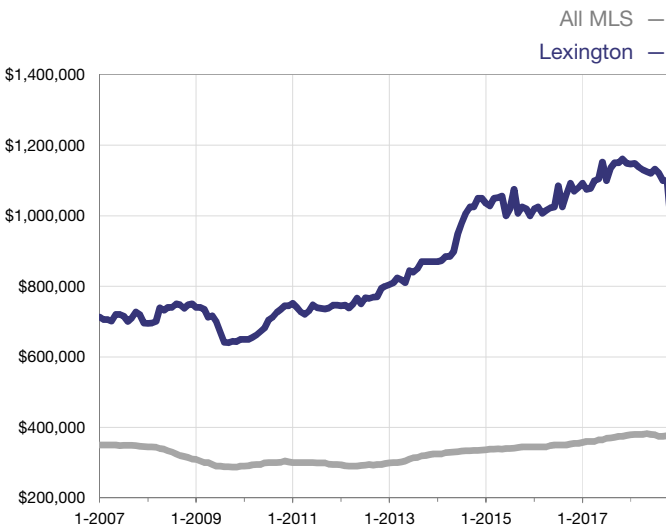
### Condominium Properties

Key Metrics	December			Year to Date		
	2017	2018	+ / -	2017	2018	+ / -
Pending Sales	2	1	- 50.0%	64	48	- 25.0%
Closed Sales	1	4	+ 300.0%	65	47	- 27.7%
Median Sales Price*	\$390,000	<b>\$837,500</b>	+ 114.7%	\$713,500	<b>\$675,000</b>	- 5.4%
Inventory of Homes for Sale	4	3	- 25.0%	--	--	--
Months Supply of Inventory	0.7	0.7	0.0%	--	--	--
Cumulative Days on Market Until Sale	80	48	- 40.0%	27	31	+ 14.8%
Percent of Original List Price Received*	85.0%	97.2%	+ 14.4%	100.6%	101.4%	+ 0.8%
New Listings	1	1	0.0%	77	57	- 26.0%

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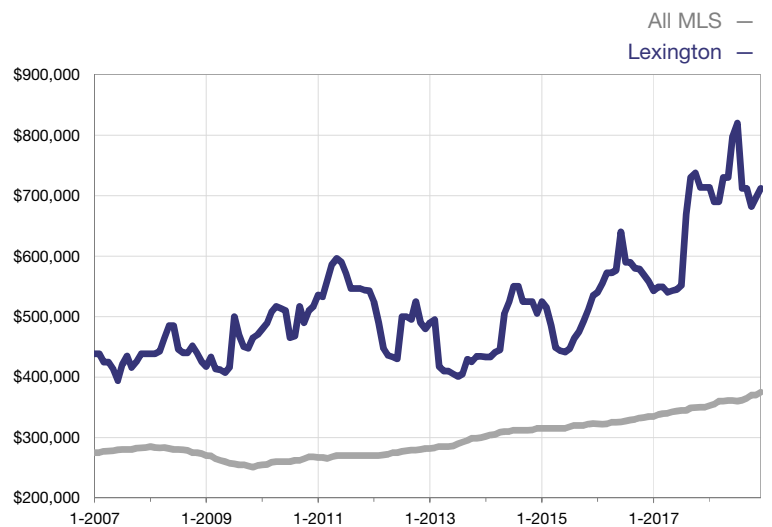
### Median Sales Price – Single-Family Properties

Rolling 12-Month Calculation



### Median Sales Price – Condominium Properties

Rolling 12-Month Calculation



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# Local Market Update – December 2018

A RESEARCH TOOL PROVIDED BY THE MASSACHUSETTS ASSOCIATION OF REALTORS®

## Lexington

### Single-Family Properties

Key Metrics	December			Year to Date		
	2017	2018	+ / -	2017	2018	+ / -
Pending Sales	11	7	- 36.4%	328	314	- 4.3%
Closed Sales	35	24	- 31.4%	336	312	- 7.1%
Median Sales Price*	\$926,000	<b>\$947,500</b>	+ 2.3%	\$1,148,500	<b>\$1,150,000</b>	+ 0.1%
Inventory of Homes for Sale	26	30	+ 15.4%	--	--	--
Months Supply of Inventory	0.9	1.2	+ 33.3%	--	--	--
Cumulative Days on Market Until Sale	51	51	0.0%	56	37	- 33.9%
Percent of Original List Price Received*	99.8%	98.0%	- 1.8%	99.8%	100.8%	+ 1.0%
New Listings	4	4	0.0%	375	393	+ 4.8%

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

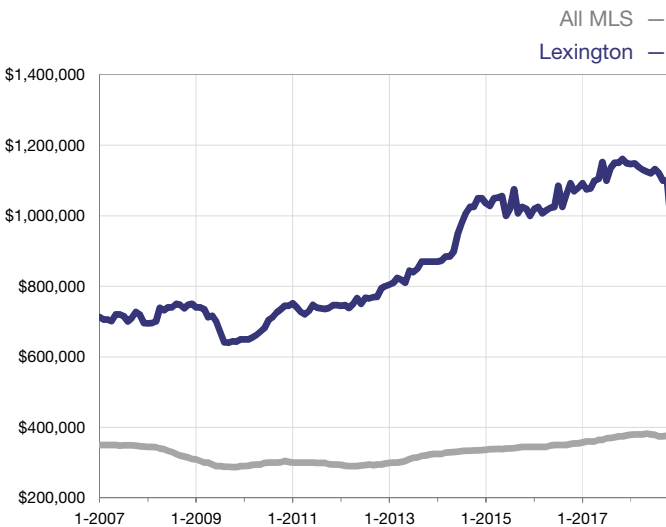
### Condominium Properties

Key Metrics	December			Year to Date		
	2017	2018	+ / -	2017	2018	+ / -
Pending Sales	2	1	- 50.0%	64	48	- 25.0%
Closed Sales	1	4	+ 300.0%	65	47	- 27.7%
Median Sales Price*	\$390,000	<b>\$837,500</b>	+ 114.7%	\$713,500	<b>\$675,000</b>	- 5.4%
Inventory of Homes for Sale	4	3	- 25.0%	--	--	--
Months Supply of Inventory	0.7	0.7	0.0%	--	--	--
Cumulative Days on Market Until Sale	80	48	- 40.0%	27	31	+ 14.8%
Percent of Original List Price Received*	85.0%	97.2%	+ 14.4%	100.6%	101.4%	+ 0.8%
New Listings	1	1	0.0%	77	57	- 26.0%

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

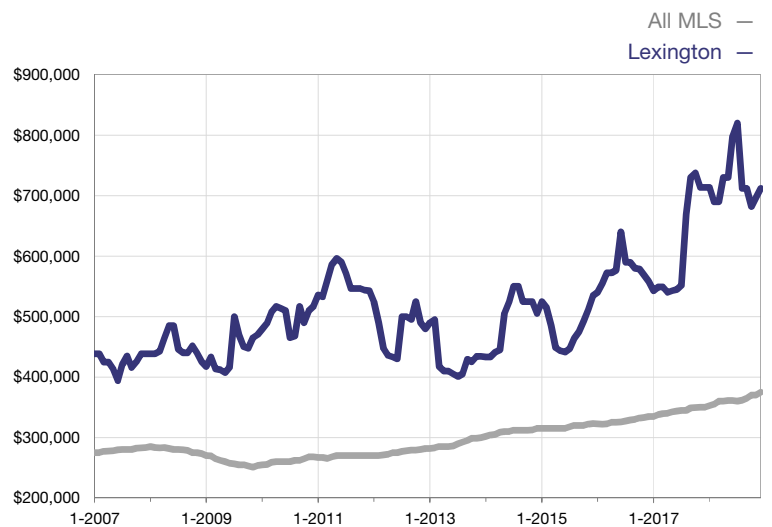
### Median Sales Price – Single-Family Properties

Rolling 12-Month Calculation



### Median Sales Price – Condominium Properties

Rolling 12-Month Calculation



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# Local Market Update – December 2018

A RESEARCH TOOL PROVIDED BY THE MASSACHUSETTS ASSOCIATION OF REALTORS®

## Lincoln

### Single-Family Properties

Key Metrics	December			Year to Date		
	2017	2018	+ / -	2017	2018	+ / -
Pending Sales	5	0	- 100.0%	45	57	+ 26.7%
Closed Sales	4	2	- 50.0%	44	62	+ 40.9%
Median Sales Price*	\$1,093,000	\$1,512,500	+ 38.4%	\$1,072,500	\$1,200,000	+ 11.9%
Inventory of Homes for Sale	19	6	- 68.4%	--	--	--
Months Supply of Inventory	5.2	1.2	- 76.9%	--	--	--
Cumulative Days on Market Until Sale	139	50	- 64.0%	128	80	- 37.5%
Percent of Original List Price Received*	94.1%	87.3%	- 7.2%	92.8%	96.0%	+ 3.4%
New Listings	2	0	- 100.0%	69	68	- 1.4%

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

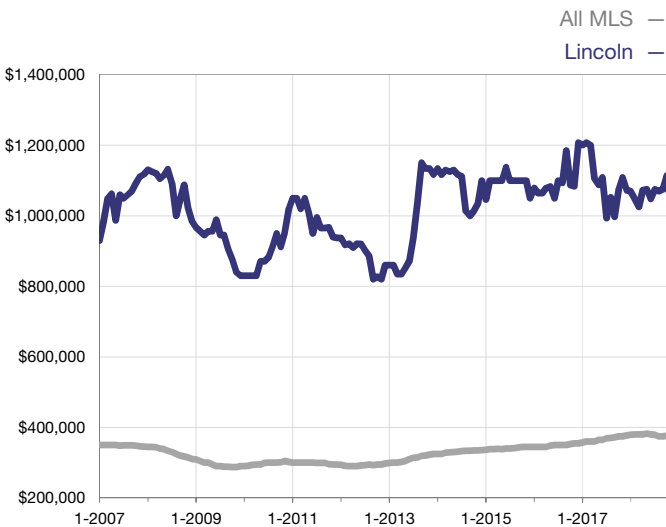
### Condominium Properties

Key Metrics	December			Year to Date		
	2017	2018	+ / -	2017	2018	+ / -
Pending Sales	1	1	0.0%	19	16	- 15.8%
Closed Sales	0	2	--	18	18	0.0%
Median Sales Price*	\$0	\$550,500	--	\$461,000	\$544,000	+ 18.0%
Inventory of Homes for Sale	1	4	+ 300.0%	--	--	--
Months Supply of Inventory	0.4	1.8	+ 350.0%	--	--	--
Cumulative Days on Market Until Sale	0	19	--	64	24	- 62.5%
Percent of Original List Price Received*	0.0%	102.1%	--	99.2%	100.7%	+ 1.5%
New Listings	1	1	0.0%	21	22	+ 4.8%

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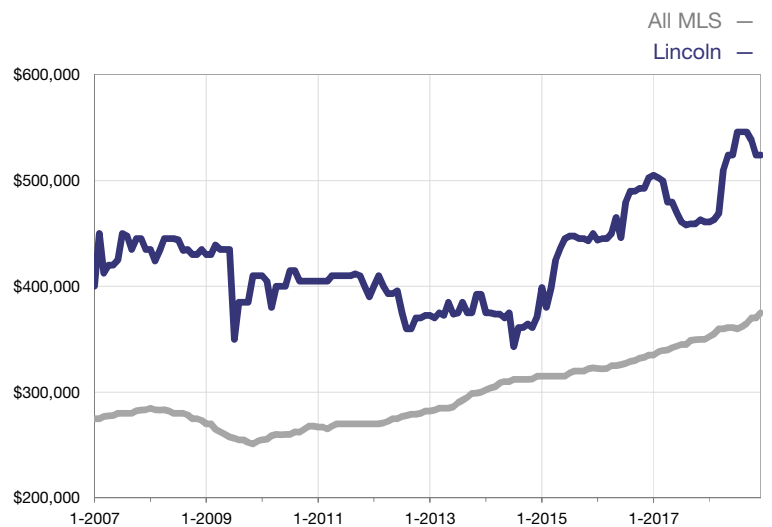
### Median Sales Price – Single-Family Properties

Rolling 12-Month Calculation



### Median Sales Price – Condominium Properties

Rolling 12-Month Calculation



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# Local Market Update – December 2018

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## Littleton

### Single-Family Properties

Key Metrics	December			Year to Date		
	2017	2018	+ / -	2017	2018	+ / -
Pending Sales	7	4	- 42.9%	133	122	- 8.3%
Closed Sales	14	14	0.0%	137	125	- 8.8%
Median Sales Price*	\$595,000	<b>\$621,500</b>	+ 4.5%	\$488,000	<b>\$568,000</b>	+ 16.4%
Inventory of Homes for Sale	29	21	- 27.6%	--	--	--
Months Supply of Inventory	2.5	2.0	- 20.0%	--	--	--
Cumulative Days on Market Until Sale	58	72	+ 24.1%	58	64	+ 10.3%
Percent of Original List Price Received*	102.2%	96.2%	- 5.9%	98.9%	98.2%	- 0.7%
New Listings	9	6	- 33.3%	191	160	- 16.2%

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

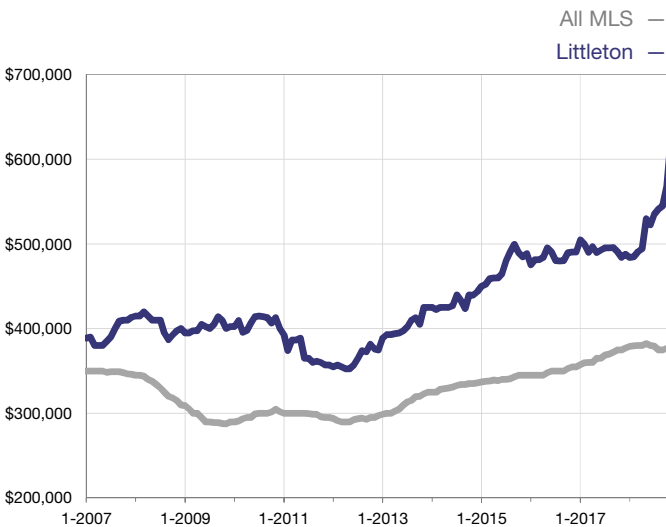
### Condominium Properties

Key Metrics	December			Year to Date		
	2017	2018	+ / -	2017	2018	+ / -
Pending Sales	1	0	- 100.0%	6	7	+ 16.7%
Closed Sales	1	2	+ 100.0%	7	8	+ 14.3%
Median Sales Price*	\$457,000	<b>\$386,000</b>	- 15.5%	\$420,000	<b>\$373,250</b>	- 11.1%
Inventory of Homes for Sale	1	1	0.0%	--	--	--
Months Supply of Inventory	0.7	0.6	- 14.3%	--	--	--
Cumulative Days on Market Until Sale	57	120	+ 110.5%	129	68	- 47.3%
Percent of Original List Price Received*	97.3%	95.9%	- 1.4%	96.7%	96.5%	- 0.2%
New Listings	0	0	--	7	8	+ 14.3%

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

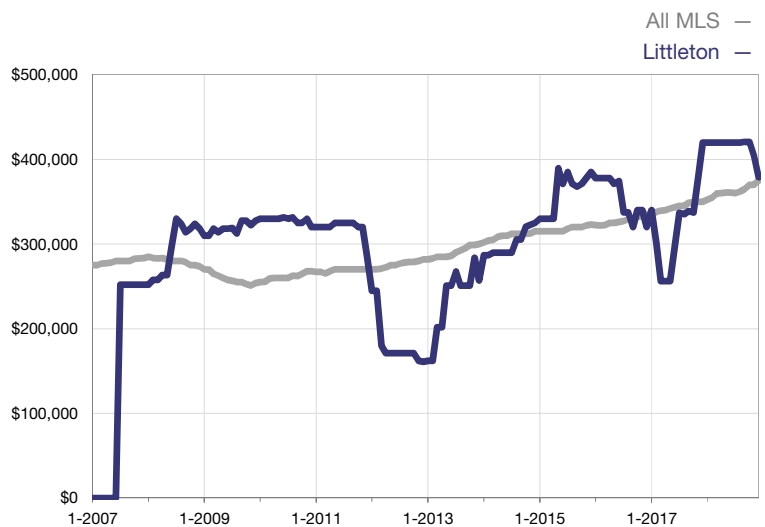
### Median Sales Price – Single-Family Properties

Rolling 12-Month Calculation



### Median Sales Price – Condominium Properties

Rolling 12-Month Calculation



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# Local Market Update – December 2018

A RESEARCH TOOL PROVIDED BY THE MASSACHUSETTS ASSOCIATION OF REALTORS®

## Maynard

### Single-Family Properties

Key Metrics	December			Year to Date		
	2017	2018	+ / -	2017	2018	+ / -
Pending Sales	4	3	- 25.0%	115	101	- 12.2%
Closed Sales	7	12	+ 71.4%	121	105	- 13.2%
Median Sales Price*	\$358,000	<b>\$336,000</b>	- 6.1%	\$385,000	<b>\$382,100</b>	- 0.8%
Inventory of Homes for Sale	6	4	- 33.3%	--	--	--
Months Supply of Inventory	0.6	<b>0.5</b>	- 16.7%	--	--	--
Cumulative Days on Market Until Sale	29	<b>54</b>	+ 86.2%	41	<b>36</b>	- 12.2%
Percent of Original List Price Received*	103.4%	<b>95.8%</b>	- 7.4%	100.6%	<b>99.4%</b>	- 1.2%
New Listings	2	3	+ 50.0%	126	115	- 8.7%

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

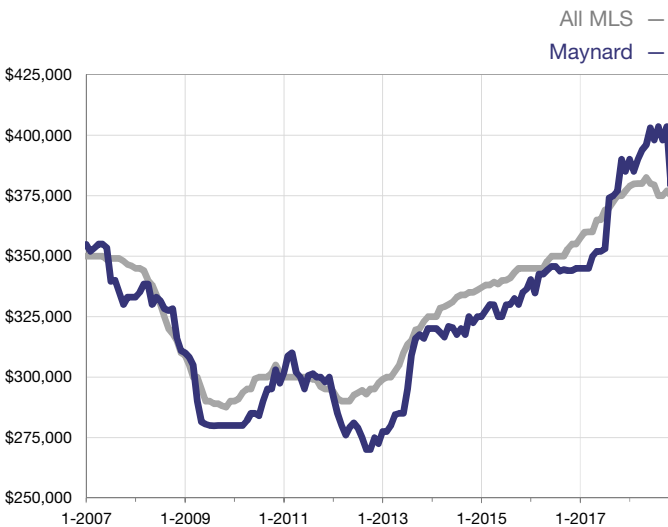
### Condominium Properties

Key Metrics	December			Year to Date		
	2017	2018	+ / -	2017	2018	+ / -
Pending Sales	2	1	- 50.0%	52	35	- 32.7%
Closed Sales	3	3	0.0%	56	35	- 37.5%
Median Sales Price*	\$455,000	<b>\$290,000</b>	- 36.3%	\$304,000	<b>\$290,000</b>	- 4.6%
Inventory of Homes for Sale	5	7	+ 40.0%	--	--	--
Months Supply of Inventory	1.1	<b>2.0</b>	+ 81.8%	--	--	--
Cumulative Days on Market Until Sale	43	<b>27</b>	- 37.2%	56	<b>40</b>	- 28.6%
Percent of Original List Price Received*	100.0%	<b>101.2%</b>	+ 1.2%	99.4%	<b>97.7%</b>	- 1.7%
New Listings	0	1	--	49	43	- 12.2%

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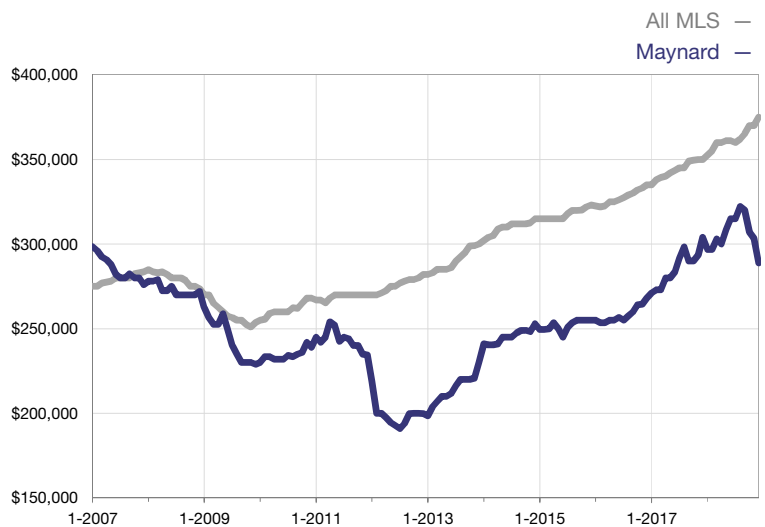
### Median Sales Price – Single-Family Properties

Rolling 12-Month Calculation



### Median Sales Price – Condominium Properties

Rolling 12-Month Calculation



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# Local Market Update – December 2018

A RESEARCH TOOL PROVIDED BY THE MASSACHUSETTS ASSOCIATION OF REALTORS®

## Stow

### Single-Family Properties

Key Metrics	December			Year to Date		
	2017	2018	+ / -	2017	2018	+ / -
Pending Sales	4	3	- 25.0%	78	78	0.0%
Closed Sales	5	4	- 20.0%	81	77	- 4.9%
Median Sales Price*	\$410,000	<b>\$421,000</b>	+ 2.7%	\$520,000	<b>\$563,500</b>	+ 8.4%
Inventory of Homes for Sale	12	11	- 8.3%	--	--	--
Months Supply of Inventory	1.8	1.7	- 5.6%	--	--	--
Cumulative Days on Market Until Sale	82	129	+ 57.3%	67	56	- 16.4%
Percent of Original List Price Received*	95.3%	<b>102.4%</b>	+ 7.5%	97.1%	<b>98.2%</b>	+ 1.1%
New Listings	3	0	- 100.0%	107	102	- 4.7%

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

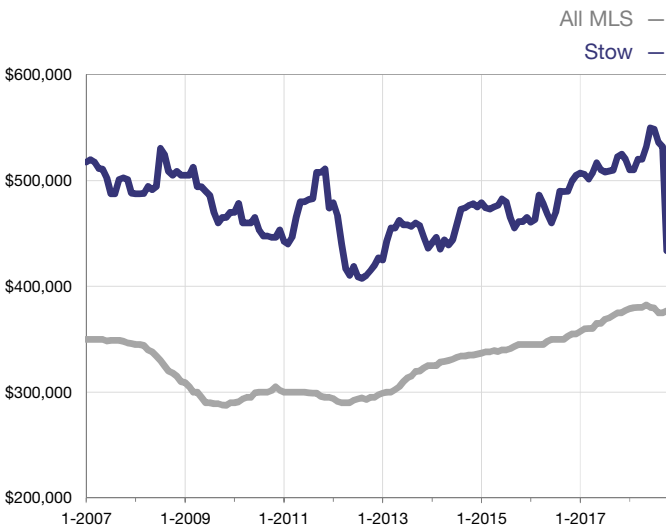
### Condominium Properties

Key Metrics	December			Year to Date		
	2017	2018	+ / -	2017	2018	+ / -
Pending Sales	2	5	+ 150.0%	42	36	- 14.3%
Closed Sales	2	2	0.0%	22	47	+ 113.6%
Median Sales Price*	\$372,625	<b>\$508,706</b>	+ 36.5%	\$440,000	<b>\$516,022</b>	+ 17.3%
Inventory of Homes for Sale	5	6	+ 20.0%	--	--	--
Months Supply of Inventory	2.3	1.4	- 39.1%	--	--	--
Cumulative Days on Market Until Sale	29	32	+ 10.3%	62	72	+ 16.1%
Percent of Original List Price Received*	98.1%	<b>102.7%</b>	+ 4.7%	96.8%	<b>102.5%</b>	+ 5.9%
New Listings	2	1	- 50.0%	44	40	- 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 – December 2018

A RESEARCH TOOL PROVIDED BY THE MASSACHUSETTS ASSOCIATION OF REALTORS®

## Sudbury

### Single-Family Properties

Key Metrics	December			Year to Date		
	2017	2018	+ / -	2017	2018	+ / -
Pending Sales	3	8	+ 166.7%	233	270	+ 15.9%
Closed Sales	26	12	- 53.8%	246	264	+ 7.3%
Median Sales Price*	\$814,950	<b>\$792,450</b>	- 2.8%	\$735,000	<b>\$749,950</b>	+ 2.0%
Inventory of Homes for Sale	36	36	0.0%	--	--	--
Months Supply of Inventory	1.8	1.6	- 11.1%	--	--	--
Cumulative Days on Market Until Sale	127	162	+ 27.6%	72	63	- 12.5%
Percent of Original List Price Received*	93.3%	94.9%	+ 1.7%	96.8%	97.5%	+ 0.7%
New Listings	3	2	- 33.3%	308	394	+ 27.9%

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

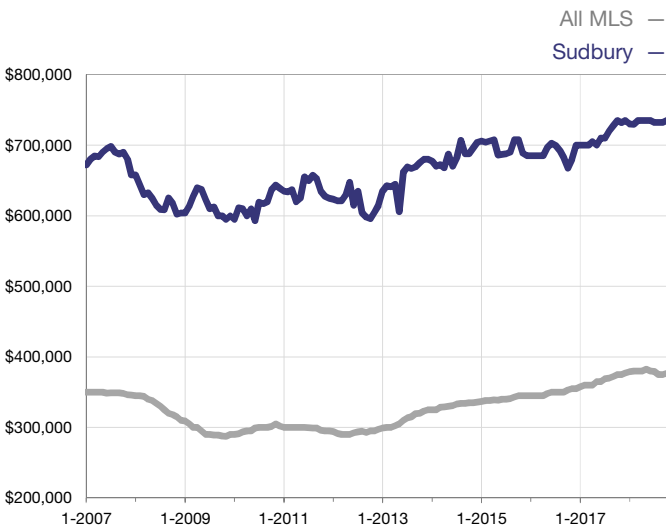
### Condominium Properties

Key Metrics	December			Year to Date		
	2017	2018	+ / -	2017	2018	+ / -
Pending Sales	1	2	+ 100.0%	25	35	+ 40.0%
Closed Sales	0	2	--	23	22	- 4.3%
Median Sales Price*	\$0	<b>\$845,480</b>	--	\$667,450	<b>\$751,120</b>	+ 12.5%
Inventory of Homes for Sale	0	17	--	--	--	--
Months Supply of Inventory	0.0	7.7	--	--	--	--
Cumulative Days on Market Until Sale	0	24	--	51	55	+ 7.8%
Percent of Original List Price Received*	0.0%	103.4%	--	97.5%	99.8%	+ 2.4%
New Listings	0	2	--	24	62	+ 158.3%

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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 – December 2018

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## Waltham

### Single-Family Properties

Key Metrics	December			Year to Date		
	2017	2018	+ / -	2017	2018	+ / -
Pending Sales	14	14	0.0%	323	283	- 12.4%
Closed Sales	24	24	0.0%	316	295	- 6.6%
Median Sales Price*	\$648,500	<b>\$612,500</b>	- 5.6%	\$582,000	<b>\$605,000</b>	+ 4.0%
Inventory of Homes for Sale	11	28	+ 154.5%	--	--	--
Months Supply of Inventory	0.4	1.1	+ 175.0%	--	--	--
Cumulative Days on Market Until Sale	39	56	+ 43.6%	34	32	- 5.9%
Percent of Original List Price Received*	96.9%	94.3%	- 2.7%	100.4%	99.8%	- 0.6%
New Listings	10	8	- 20.0%	348	353	+ 1.4%

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

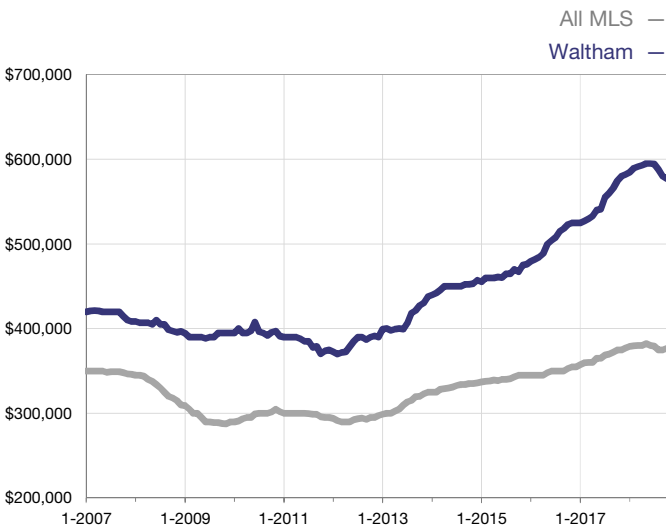
### Condominium Properties

Key Metrics	December			Year to Date		
	2017	2018	+ / -	2017	2018	+ / -
Pending Sales	5	13	+ 160.0%	252	245	- 2.8%
Closed Sales	18	10	- 44.4%	268	232	- 13.4%
Median Sales Price*	\$569,950	<b>\$430,000</b>	- 24.6%	\$455,000	<b>\$495,000</b>	+ 8.8%
Inventory of Homes for Sale	11	23	+ 109.1%	--	--	--
Months Supply of Inventory	0.5	1.2	+ 140.0%	--	--	--
Cumulative Days on Market Until Sale	29	34	+ 17.2%	25	22	- 12.0%
Percent of Original List Price Received*	99.9%	99.2%	- 0.7%	102.4%	102.7%	+ 0.3%
New Listings	3	9	+ 200.0%	273	290	+ 6.2%

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

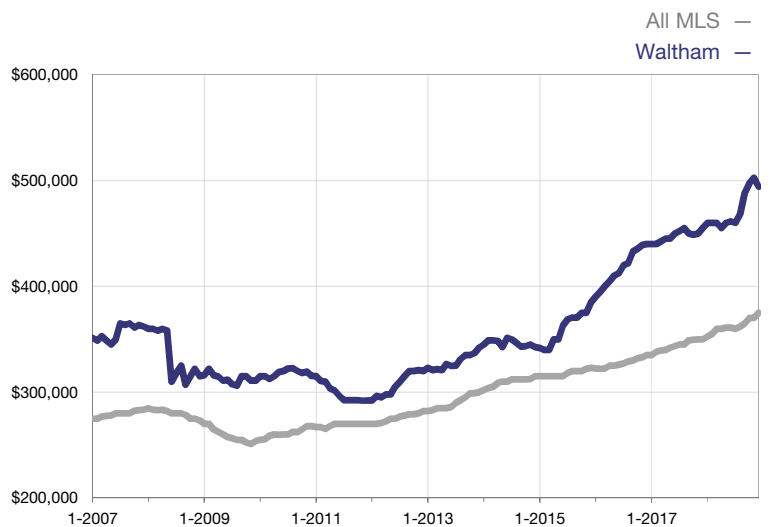
### Median Sales Price – Single-Family Properties

Rolling 12-Month Calculation



### Median Sales Price – Condominium Properties

Rolling 12-Month Calculation



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# Local Market Update – December 2018

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## Watertown

### Single-Family Properties

Key Metrics	December			Year to Date		
	2017	2018	+ / -	2017	2018	+ / -
Pending Sales	4	4	0.0%	92	99	+ 7.6%
Closed Sales	5	8	+ 60.0%	86	100	+ 16.3%
Median Sales Price*	\$622,000	<b>\$667,450</b>	+ 7.3%	\$644,500	<b>\$670,000</b>	+ 4.0%
Inventory of Homes for Sale	2	4	+ 100.0%	--	--	--
Months Supply of Inventory	0.3	0.5	+ 66.7%	--	--	--
Cumulative Days on Market Until Sale	27	35	+ 29.6%	26	25	- 3.8%
Percent of Original List Price Received*	98.4%	99.3%	+ 0.9%	101.7%	100.7%	- 1.0%
New Listings	1	3	+ 200.0%	107	113	+ 5.6%

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

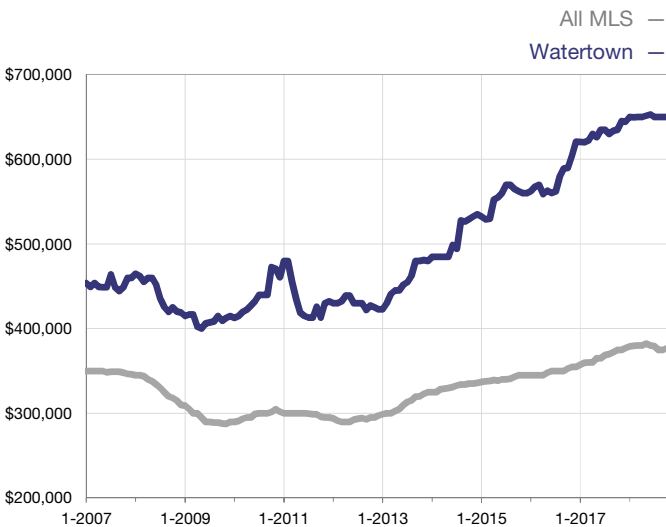
### Condominium Properties

Key Metrics	December			Year to Date		
	2017	2018	+ / -	2017	2018	+ / -
Pending Sales	6	5	- 16.7%	209	204	- 2.4%
Closed Sales	15	9	- 40.0%	212	199	- 6.1%
Median Sales Price*	\$527,000	<b>\$545,000</b>	+ 3.4%	\$533,750	<b>\$525,000</b>	- 1.6%
Inventory of Homes for Sale	14	15	+ 7.1%	--	--	--
Months Supply of Inventory	0.8	0.9	+ 12.5%	--	--	--
Cumulative Days on Market Until Sale	35	47	+ 34.3%	29	28	- 3.4%
Percent of Original List Price Received*	101.4%	98.6%	- 2.8%	102.1%	102.3%	+ 0.2%
New Listings	2	3	+ 50.0%	225	267	+ 18.7%

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

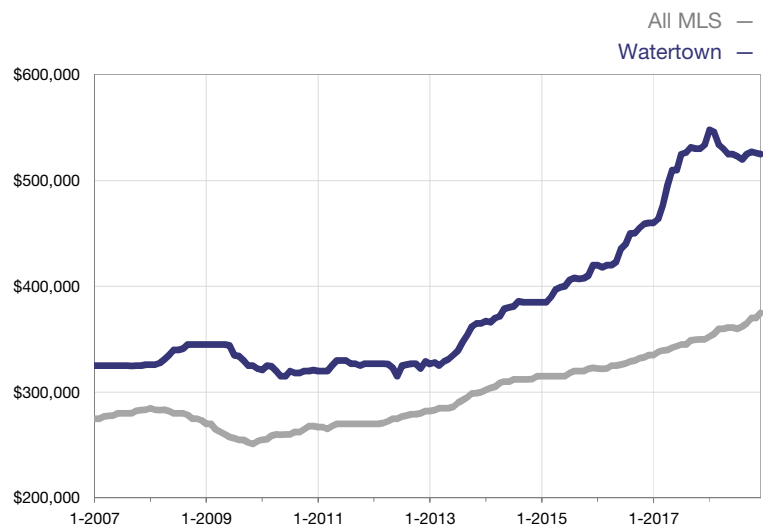
### Median Sales Price – Single-Family Properties

Rolling 12-Month Calculation



### Median Sales Price – Condominium Properties

Rolling 12-Month Calculation



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# Local Market Update – December 2018

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## Wayland

### Single-Family Properties

Key Metrics	December			Year to Date		
	2017	2018	+ / -	2017	2018	+ / -
Pending Sales	8	9	+ 12.5%	157	157	0.0%
Closed Sales	21	12	- 42.9%	154	158	+ 2.6%
Median Sales Price*	\$680,000	<b>\$780,500</b>	+ 14.8%	\$700,000	<b>\$787,000</b>	+ 12.4%
Inventory of Homes for Sale	24	14	- 41.7%	--	--	--
Months Supply of Inventory	1.9	1.1	- 42.1%	--	--	--
Cumulative Days on Market Until Sale	51	42	- 17.6%	63	57	- 9.5%
Percent of Original List Price Received*	99.9%	96.6%	- 3.3%	97.4%	98.3%	+ 0.9%
New Listings	6	8	+ 33.3%	203	192	- 5.4%

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

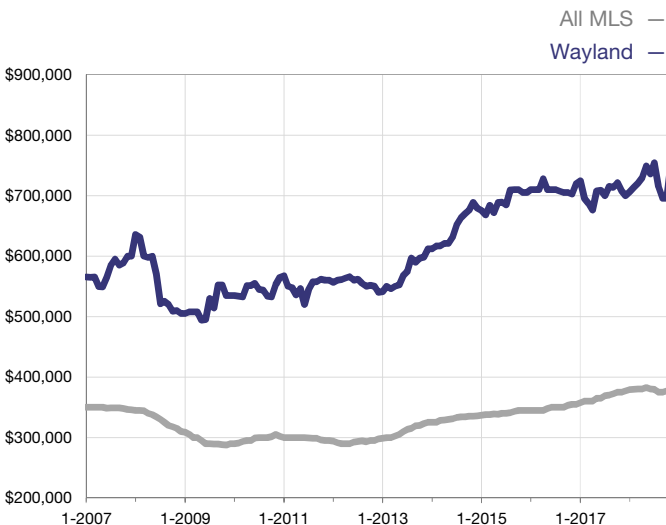
### Condominium Properties

Key Metrics	December			Year to Date		
	2017	2018	+ / -	2017	2018	+ / -
Pending Sales	3	1	- 66.7%	39	38	- 2.6%
Closed Sales	2	1	- 50.0%	37	41	+ 10.8%
Median Sales Price*	\$416,500	<b>\$715,000</b>	+ 71.7%	\$635,250	<b>\$715,000</b>	+ 12.6%
Inventory of Homes for Sale	3	4	+ 33.3%	--	--	--
Months Supply of Inventory	0.8	1.1	+ 37.5%	--	--	--
Cumulative Days on Market Until Sale	74	88	+ 18.9%	50	55	+ 10.0%
Percent of Original List Price Received*	99.1%	98.1%	- 1.0%	97.2%	97.4%	+ 0.2%
New Listings	0	0	--	43	46	+ 7.0%

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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 – December 2018

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## Westford

### Single-Family Properties

Key Metrics	December			Year to Date		
	2017	2018	+ / -	2017	2018	+ / -
Pending Sales	8	10	+ 25.0%	245	262	+ 6.9%
Closed Sales	22	12	- 45.5%	246	254	+ 3.3%
Median Sales Price*	\$510,000	<b>\$627,500</b>	+ 23.0%	\$565,000	<b>\$585,000</b>	+ 3.5%
Inventory of Homes for Sale	27	31	+ 14.8%	--	--	--
Months Supply of Inventory	1.3	1.5	+ 15.4%	--	--	--
Cumulative Days on Market Until Sale	56	79	+ 41.1%	65	45	- 30.8%
Percent of Original List Price Received*	96.1%	93.8%	- 2.4%	97.0%	98.7%	+ 1.8%
New Listings	6	3	- 50.0%	293	324	+ 10.6%

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

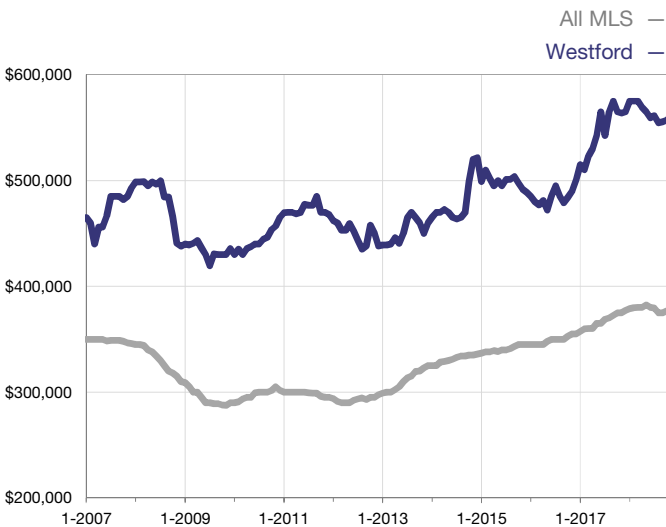
### Condominium Properties

Key Metrics	December			Year to Date		
	2017	2018	+ / -	2017	2018	+ / -
Pending Sales	3	3	0.0%	50	55	+ 10.0%
Closed Sales	4	2	- 50.0%	47	55	+ 17.0%
Median Sales Price*	\$463,000	<b>\$430,000</b>	- 7.1%	\$395,000	<b>\$400,000</b>	+ 1.3%
Inventory of Homes for Sale	7	14	+ 100.0%	--	--	--
Months Supply of Inventory	1.6	3.1	+ 93.8%	--	--	--
Cumulative Days on Market Until Sale	76	33	- 56.6%	64	40	- 37.5%
Percent of Original List Price Received*	96.4%	94.6%	- 1.9%	98.4%	98.7%	+ 0.3%
New Listings	2	0	- 100.0%	67	78	+ 16.4%

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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 – December 2018

A RESEARCH TOOL PROVIDED BY THE MASSACHUSETTS ASSOCIATION OF REALTORS®

## Winchester

### Single-Family Properties

Key Metrics	December			Year to Date		
	2017	2018	+ / -	2017	2018	+ / -
Pending Sales	12	7	- 41.7%	246	229	- 6.9%
Closed Sales	17	11	- 35.3%	237	228	- 3.8%
Median Sales Price*	\$1,200,000	<b>\$943,000</b>	- 21.4%	\$1,100,000	<b>\$1,189,500</b>	+ 8.1%
Inventory of Homes for Sale	33	17	- 48.5%	--	--	--
Months Supply of Inventory	1.7	0.9	- 47.1%	--	--	--
Cumulative Days on Market Until Sale	52	90	+ 73.1%	51	53	+ 3.9%
Percent of Original List Price Received*	97.1%	97.6%	+ 0.5%	97.9%	98.6%	+ 0.7%
New Listings	8	4	- 50.0%	328	280	- 14.6%

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

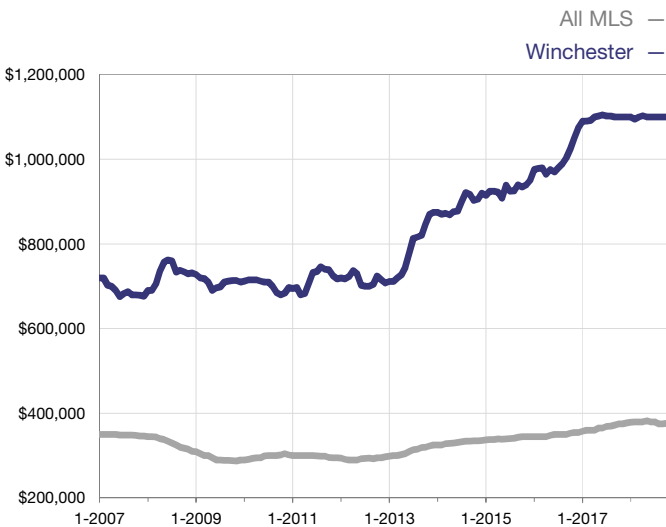
### Condominium Properties

Key Metrics	December			Year to Date		
	2017	2018	+ / -	2017	2018	+ / -
Pending Sales	2	4	+ 100.0%	82	87	+ 6.1%
Closed Sales	10	8	- 20.0%	88	88	0.0%
Median Sales Price*	\$559,450	<b>\$714,950</b>	+ 27.8%	\$575,943	<b>\$608,000</b>	+ 5.6%
Inventory of Homes for Sale	10	6	- 40.0%	--	--	--
Months Supply of Inventory	1.4	0.8	- 42.9%	--	--	--
Cumulative Days on Market Until Sale	28	38	+ 35.7%	41	39	- 4.9%
Percent of Original List Price Received*	99.3%	96.6%	- 2.7%	99.0%	101.3%	+ 2.3%
New Listings	2	1	- 50.0%	115	93	- 19.1%

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

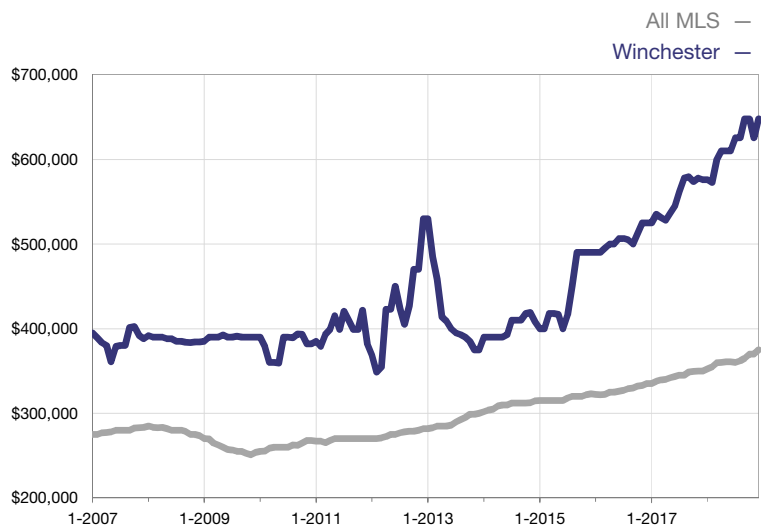
### Median Sales Price – Single-Family Properties

Rolling 12-Month Calculation



### Median Sales Price – Condominium Properties

Rolling 12-Month Calculation



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# Local Market Update – December 2018

A RESEARCH TOOL PROVIDED BY THE MASSACHUSETTS ASSOCIATION OF REALTORS®

## Woburn

### Single-Family Properties

Key Metrics	December			Year to Date		
	2017	2018	+ / -	2017	2018	+ / -
Pending Sales	4	7	+ 75.0%	255	221	- 13.3%
Closed Sales	17	20	+ 17.6%	265	218	- 17.7%
Median Sales Price*	\$463,000	<b>\$475,000</b>	+ 2.6%	\$474,000	<b>\$499,450</b>	+ 5.4%
Inventory of Homes for Sale	19	20	+ 5.3%	--	--	--
Months Supply of Inventory	0.9	1.1	+ 22.2%	--	--	--
Cumulative Days on Market Until Sale	45	38	- 15.6%	37	33	- 10.8%
Percent of Original List Price Received*	100.2%	98.6%	- 1.6%	100.9%	101.0%	+ 0.1%
New Listings	4	9	+ 125.0%	282	265	- 6.0%

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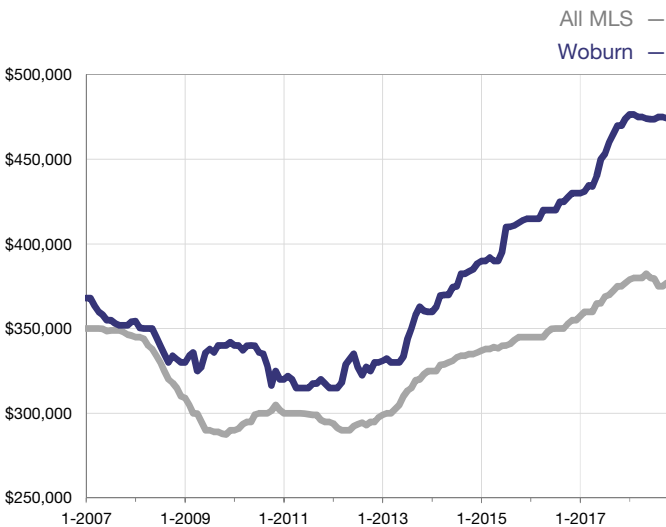
### Condominium Properties

Key Metrics	December			Year to Date		
	2017	2018	+ / -	2017	2018	+ / -
Pending Sales	7	11	+ 57.1%	128	138	+ 7.8%
Closed Sales	6	8	+ 33.3%	122	130	+ 6.6%
Median Sales Price*	\$519,000	<b>\$475,000</b>	- 8.5%	\$399,500	<b>\$440,000</b>	+ 10.1%
Inventory of Homes for Sale	4	11	+ 175.0%	--	--	--
Months Supply of Inventory	0.4	1.0	+ 150.0%	--	--	--
Cumulative Days on Market Until Sale	122	34	- 72.1%	36	66	+ 83.3%
Percent of Original List Price Received*	102.5%	96.8%	- 5.6%	102.1%	100.7%	- 1.4%
New Listings	3	8	+ 166.7%	145	165	+ 13.8%

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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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- Keller Williams Realty Boston Northwest sold more homes in the communities Northwest of Boston than any other real estate office.
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**THE PROOF IS  
IN THE NUMBERS**

**↑ 12.6%**

**Homes Sold**

KW Boston Northwest homes sold is up 12.6%  
Middlesex County home sales down 1.8%  
***We outpaced the market by 14.4%!***

**↑ 26%**

**Homes Sold Dollar Volume**

KW Boston Northwest is up 26%  
Middlesex County is up 3.6%  
***We outpaced the market by 22.4%!***

**↑ 17.6%**

**Listings Sold**

KW Boston Northwest is up 17.6%  
Middlesex County is down 1.8%  
***We outpaced the market by 19.4%!***

**↑ 37.1%**

**Listings Sold Dollar Volume**

KW Boston Northwest is up 37.1%  
Middlesex County is up 3.6%  
***We outpaced the market by 33.5%!***

\*Based on MLS Statistics 2018 vs 2017

# THE QUICK STATS

Keller Williams Realty is the **#1 real estate company in the United States by agent count, by volume and by homes sold.**

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KW Boston Northwest ranks in the top 1% of real estate companies in Massachusetts and Keller Williams Realty Boston Northwest in Concord ranked as the **#1 office in homes sales Northwest of Boston in 2017.**

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KW shared **\$170,494,939 to our associates in profit share in 2018 (that's over \$1 Billion)** and KW Boston Northwest shared \$231,607 in profit share in 2018.

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Keller Williams Realty was named the **#1 training company in the world** across all industries by Training Magazine.

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Training makes a difference. Agents attending at least two training events per month in 2018 in the KW Boston Northwest offices **made \$102,737 more gross commission income in 2018** than those not attending classes.

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KW Boston Northwest collected **over 1.5 tons of food and \$3500 in donations for local food pantries through our 2018 Red Day.** In 2017, we **volunteered over 540 hours** of Hurricane Harvey relief work in Houston, Texas.

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KW Cares, a program that supports KW associates and their families who are facing hardship as a result of a sudden emergency, has supported over 180k associates, awarded over \$45 million in grants and helped over 4000 families.

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Keller Williams was named the **#1 happiest place to work for 2018** by Forbes and Indeed and **#1 in customer service for real estate companies** by Newsweek.

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*\* Based on actual numbers through December 2018*