



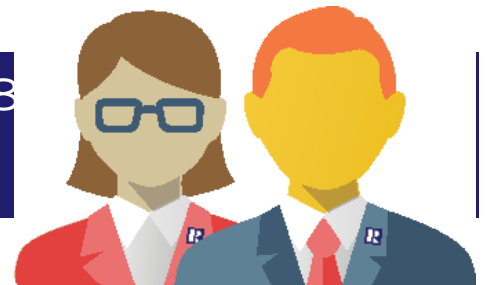
Local Real Estate Market Reports

By Town Through August 2018

Data from the Massachusetts Association of REALTORS®

MARKET ONE SHEET AUGUST 2018

PROVIDES A QUICK OVERVIEW OF MA MARKET & TRENDS



MARKET ANALYSIS

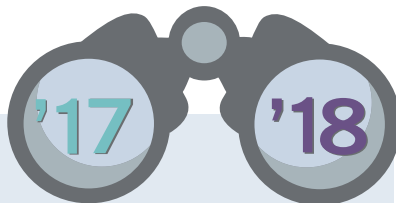
- Statewide closed sales remained essentially flat while median price rose year-over-year
- Inventory of homes for sale reached the lowest level for the month of August
- Single-family home median price over the \$400,000 mark for the fourth time in 2018

REALTOR® CONFIDENCE INDEXES

	AUG 2017	AUG 2018
MARKET	80.39	76.85
PRICE	71.91	64.52

Based on a scale of zero to 100

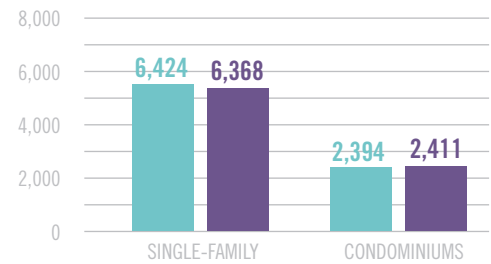
PENDING HOME SALES



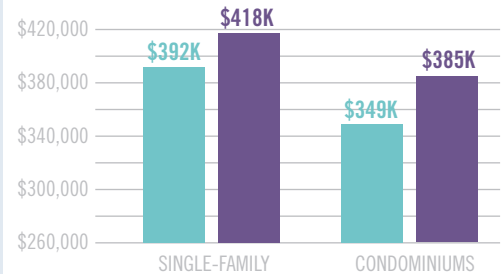
	AUG 2017	AUG 2018
SINGLE-FAMILY		
SALES	5,228	5,572
MEDIAN PRICE	\$392,000	\$419,900
CONDOMINIUMS		
SALES	1,880	1,923
MEDIAN PRICE	\$349,000	\$385,000

CLOSED SALES

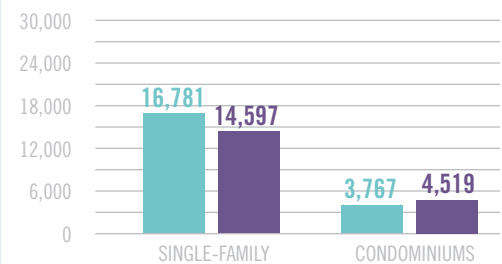
SALES



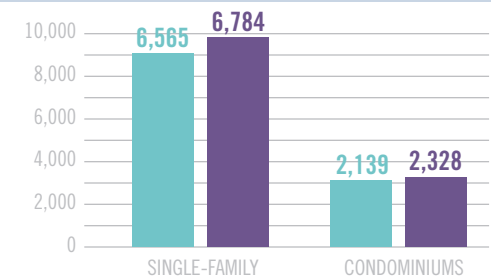
MEDIAN PRICE



INVENTORY



NEW LISTINGS



■ AUG '17 ■ AUG '18



MASSACHUSETTS ASSOCIATION OF REALTORS®



Local Market Update – August 2018

A RESEARCH TOOL PROVIDED BY THE MASSACHUSETTS ASSOCIATION OF REALTORS®

Acton

Single-Family Properties

Key Metrics	August			Year to Date		
	2017	2018	+ / -	2017	2018	+ / -
Pending Sales	24	18	- 25.0%	219	174	- 20.5%
Closed Sales	36	33	- 8.3%	192	160	- 16.7%
Median Sales Price*	\$702,500	\$665,000	- 5.3%	\$623,400	\$665,000	+ 6.7%
Inventory of Homes for Sale	55	40	- 27.3%	--	--	--
Months Supply of Inventory	2.7	2.0	- 25.9%	--	--	--
Cumulative Days on Market Until Sale	41	33	- 19.5%	45	31	- 31.1%
Percent of Original List Price Received*	98.2%	97.6%	- 0.6%	99.0%	99.3%	+ 0.3%
New Listings	18	17	- 5.6%	272	232	- 14.7%

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

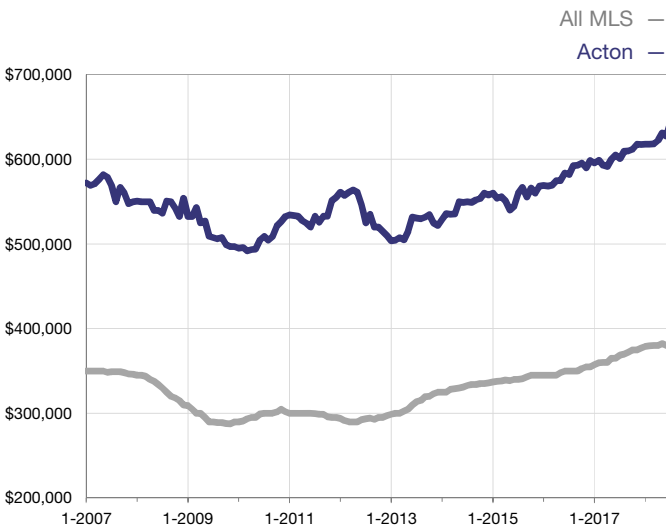
Condominium Properties

Key Metrics	August			Year to Date		
	2017	2018	+ / -	2017	2018	+ / -
Pending Sales	9	10	+ 11.1%	88	90	+ 2.3%
Closed Sales	14	10	- 28.6%	85	77	- 9.4%
Median Sales Price*	\$251,000	\$364,500	+ 45.2%	\$210,000	\$204,000	- 2.9%
Inventory of Homes for Sale	26	10	- 61.5%	--	--	--
Months Supply of Inventory	2.3	1.1	- 52.2%	--	--	--
Cumulative Days on Market Until Sale	19	22	+ 15.8%	39	28	- 28.2%
Percent of Original List Price Received*	98.5%	98.6%	+ 0.1%	98.9%	99.9%	+ 1.0%
New Listings	23	11	- 52.2%	114	101	- 11.4%

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

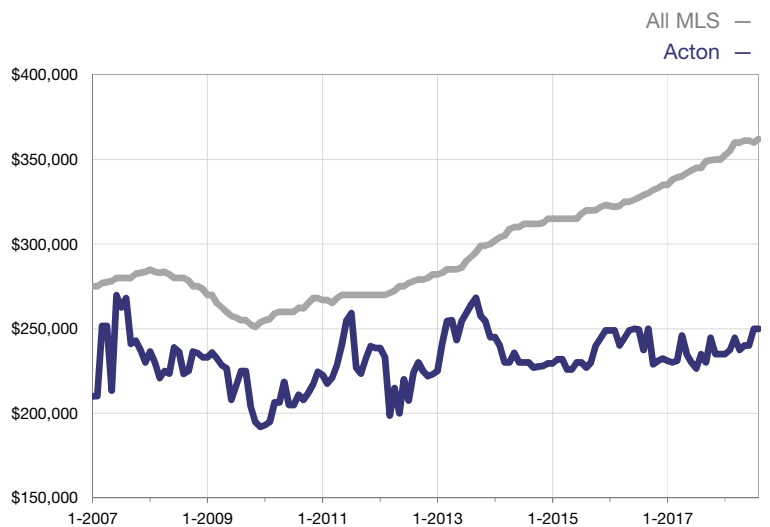
Median Sales Price – Single-Family Properties

Rolling 12-Month Calculation



Median Sales Price – Condominium Properties

Rolling 12-Month Calculation



MASSACHUSETTS ASSOCIATION OF REALTORS®



Local Market Update – August 2018

A RESEARCH TOOL PROVIDED BY THE MASSACHUSETTS ASSOCIATION OF REALTORS®

Arlington

Single-Family Properties

Key Metrics	August			Year to Date		
	2017	2018	+ / -	2017	2018	+ / -
Pending Sales	22	19	- 13.6%	185	193	+ 4.3%
Closed Sales	30	36	+ 20.0%	181	185	+ 2.2%
Median Sales Price*	\$715,000	\$892,250	+ 24.8%	\$737,400	\$829,000	+ 12.4%
Inventory of Homes for Sale	21	24	+ 14.3%	--	--	--
Months Supply of Inventory	1.0	1.0	0.0%	--	--	--
Cumulative Days on Market Until Sale	13	17	+ 30.8%	20	19	- 5.0%
Percent of Original List Price Received*	106.0%	102.7%	- 3.1%	104.8%	104.5%	- 0.3%
New Listings	24	18	- 25.0%	209	228	+ 9.1%

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

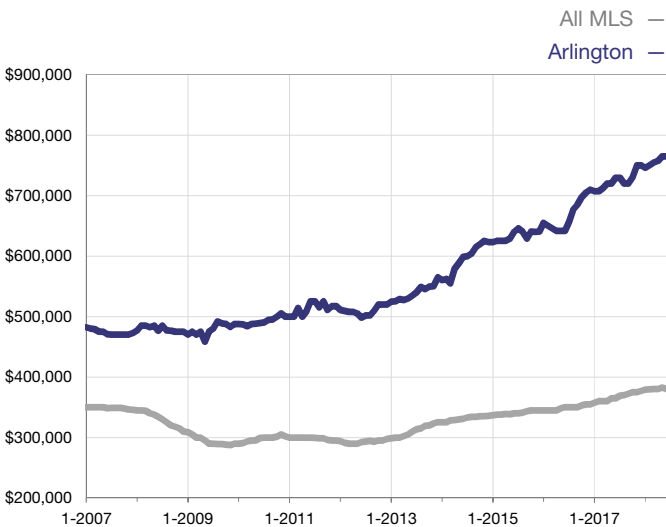
Condominium Properties

Key Metrics	August			Year to Date		
	2017	2018	+ / -	2017	2018	+ / -
Pending Sales	21	15	- 28.6%	164	170	+ 3.7%
Closed Sales	25	26	+ 4.0%	153	167	+ 9.2%
Median Sales Price*	\$580,000	\$665,000	+ 14.7%	\$580,000	\$610,000	+ 5.2%
Inventory of Homes for Sale	7	14	+ 100.0%	--	--	--
Months Supply of Inventory	0.4	0.7	+ 75.0%	--	--	--
Cumulative Days on Market Until Sale	18	18	0.0%	19	18	- 5.3%
Percent of Original List Price Received*	107.1%	106.1%	- 0.9%	105.9%	106.3%	+ 0.4%
New Listings	18	19	+ 5.6%	183	191	+ 4.4%

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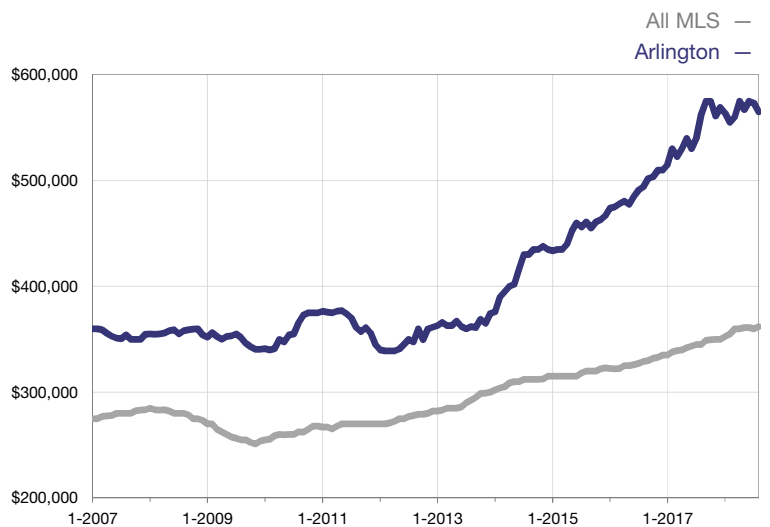
Median Sales Price – Single-Family Properties

Rolling 12-Month Calculation



Median Sales Price – Condominium Properties

Rolling 12-Month Calculation



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Local Market Update – August 2018

A RESEARCH TOOL PROVIDED BY THE MASSACHUSETTS ASSOCIATION OF REALTORS®

Bedford

Single-Family Properties

Key Metrics	August			Year to Date		
	2017	2018	+ / -	2017	2018	+ / -
Pending Sales	16	13	- 18.8%	93	98	+ 5.4%
Closed Sales	12	18	+ 50.0%	88	90	+ 2.3%
Median Sales Price*	\$729,000	\$720,300	- 1.2%	\$706,000	\$725,000	+ 2.7%
Inventory of Homes for Sale	16	25	+ 56.3%	--	--	--
Months Supply of Inventory	1.3	2.3	+ 76.9%	--	--	--
Cumulative Days on Market Until Sale	45	35	- 22.2%	52	41	- 21.2%
Percent of Original List Price Received*	98.1%	99.2%	+ 1.1%	100.1%	99.8%	- 0.3%
New Listings	14	16	+ 14.3%	106	122	+ 15.1%

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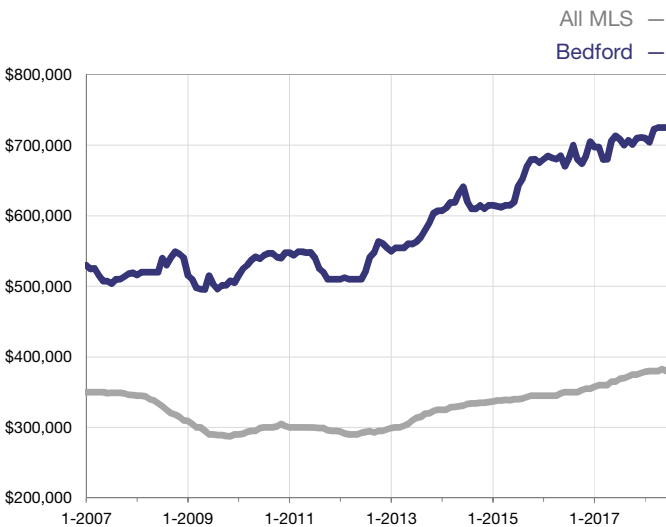
Condominium Properties

Key Metrics	August			Year to Date		
	2017	2018	+ / -	2017	2018	+ / -
Pending Sales	4	2	- 50.0%	40	23	- 42.5%
Closed Sales	7	1	- 85.7%	36	21	- 41.7%
Median Sales Price*	\$303,000	\$492,000	+ 62.4%	\$639,901	\$485,000	- 24.2%
Inventory of Homes for Sale	9	2	- 77.8%	--	--	--
Months Supply of Inventory	2.2	0.6	- 72.7%	--	--	--
Cumulative Days on Market Until Sale	28	85	+ 203.6%	54	51	- 5.6%
Percent of Original List Price Received*	101.0%	98.4%	- 2.6%	99.6%	99.2%	- 0.4%
New Listings	4	3	- 25.0%	49	25	- 49.0%

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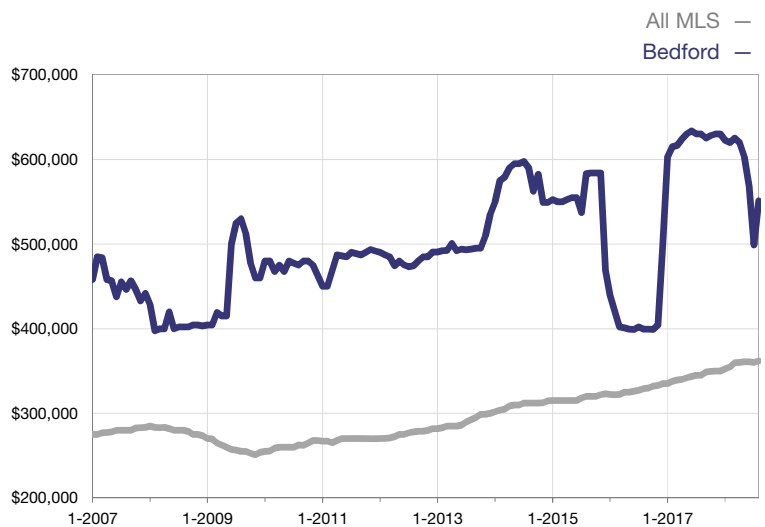
Median Sales Price – Single-Family Properties

Rolling 12-Month Calculation



Median Sales Price – Condominium Properties

Rolling 12-Month Calculation



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Local Market Update – August 2018

A RESEARCH TOOL PROVIDED BY THE MASSACHUSETTS ASSOCIATION OF REALTORS®

Belmont

Single-Family Properties

Key Metrics	August			Year to Date		
	2017	2018	+ / -	2017	2018	+ / -
Pending Sales	9	7	- 22.2%	100	109	+ 9.0%
Closed Sales	19	19	0.0%	95	109	+ 14.7%
Median Sales Price*	\$1,150,000	\$1,210,000	+ 5.2%	\$1,075,000	\$1,199,000	+ 11.5%
Inventory of Homes for Sale	15	8	- 46.7%	--	--	--
Months Supply of Inventory	1.4	0.6	- 57.1%	--	--	--
Cumulative Days on Market Until Sale	43	28	- 34.9%	41	23	- 43.9%
Percent of Original List Price Received*	99.7%	103.3%	+ 3.6%	101.9%	105.2%	+ 3.2%
New Listings	11	2	- 81.8%	107	121	+ 13.1%

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

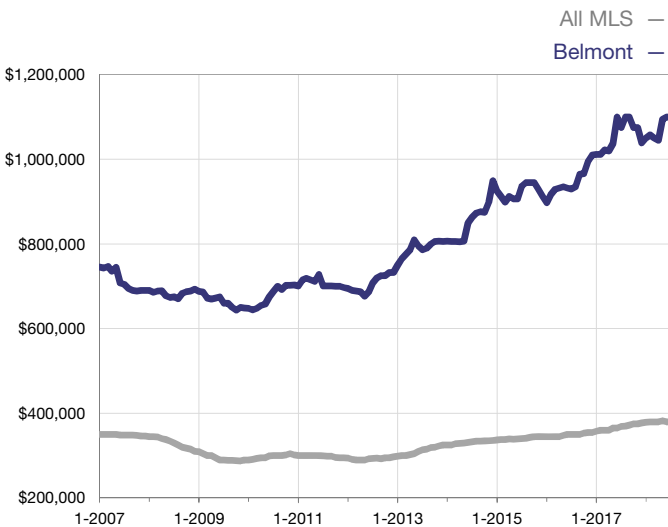
Condominium Properties

Key Metrics	August			Year to Date		
	2017	2018	+ / -	2017	2018	+ / -
Pending Sales	7	4	- 42.9%	57	53	- 7.0%
Closed Sales	11	9	- 18.2%	53	55	+ 3.8%
Median Sales Price*	\$660,000	\$540,000	- 18.2%	\$605,000	\$680,000	+ 12.4%
Inventory of Homes for Sale	5	5	0.0%	--	--	--
Months Supply of Inventory	0.7	0.8	+ 14.3%	--	--	--
Cumulative Days on Market Until Sale	38	24	- 36.8%	35	30	- 14.3%
Percent of Original List Price Received*	99.5%	100.1%	+ 0.6%	100.8%	102.4%	+ 1.6%
New Listings	5	5	0.0%	61	65	+ 6.6%

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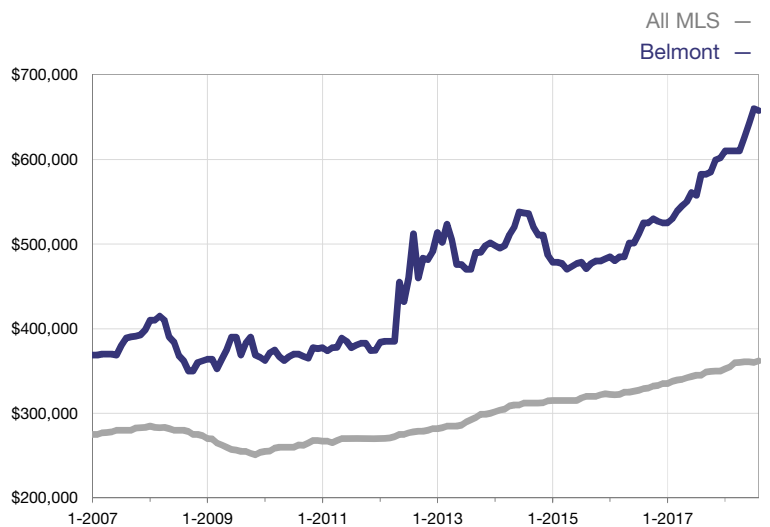
Median Sales Price – Single-Family Properties

Rolling 12-Month Calculation



Median Sales Price – Condominium Properties

Rolling 12-Month Calculation



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Local Market Update – August 2018

A RESEARCH TOOL PROVIDED BY THE MASSACHUSETTS ASSOCIATION OF REALTORS®

Billerica

Single-Family Properties

Key Metrics	August			Year to Date		
	2017	2018	+ / -	2017	2018	+ / -
Pending Sales	34	34	0.0%	267	277	+ 3.7%
Closed Sales	42	55	+ 31.0%	239	253	+ 5.9%
Median Sales Price*	\$427,500	\$445,000	+ 4.1%	\$430,000	\$449,900	+ 4.6%
Inventory of Homes for Sale	60	60	0.0%	--	--	--
Months Supply of Inventory	1.9	1.8	- 5.3%	--	--	--
Cumulative Days on Market Until Sale	37	33	- 10.8%	35	36	+ 2.9%
Percent of Original List Price Received*	100.4%	99.4%	- 1.0%	100.6%	101.1%	+ 0.5%
New Listings	34	40	+ 17.6%	322	330	+ 2.5%

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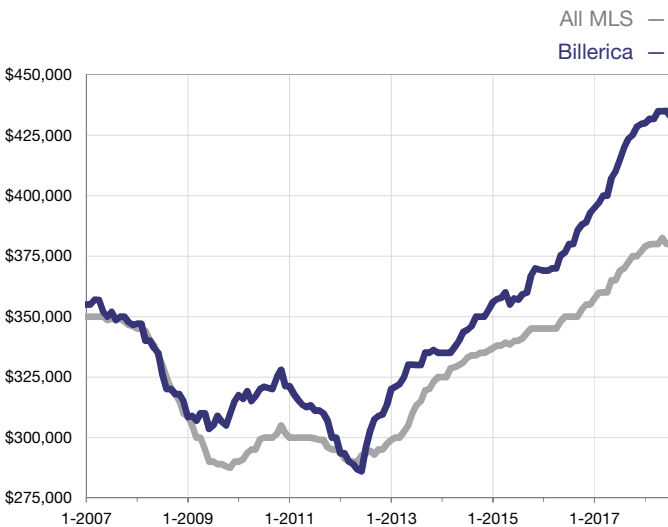
Condominium Properties

Key Metrics	August			Year to Date		
	2017	2018	+ / -	2017	2018	+ / -
Pending Sales	11	8	- 27.3%	44	58	+ 31.8%
Closed Sales	2	13	+ 550.0%	36	59	+ 63.9%
Median Sales Price*	\$327,500	\$345,000	+ 5.3%	\$274,500	\$320,000	+ 16.6%
Inventory of Homes for Sale	6	4	- 33.3%	--	--	--
Months Supply of Inventory	1.0	0.6	- 40.0%	--	--	--
Cumulative Days on Market Until Sale	92	18	- 80.4%	27	23	- 14.8%
Percent of Original List Price Received*	99.8%	101.5%	+ 1.7%	100.8%	102.2%	+ 1.4%
New Listings	13	8	- 38.5%	54	60	+ 11.1%

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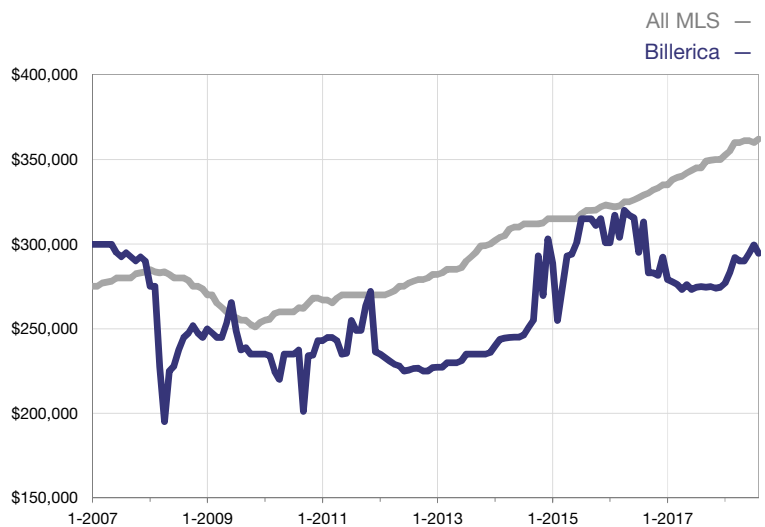
Median Sales Price – Single-Family Properties

Rolling 12-Month Calculation



Median Sales Price – Condominium Properties

Rolling 12-Month Calculation



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Local Market Update – August 2018

A RESEARCH TOOL PROVIDED BY THE MASSACHUSETTS ASSOCIATION OF REALTORS®

Bolton

Single-Family Properties

Key Metrics	August			Year to Date		
	2017	2018	+ / -	2017	2018	+ / -
Pending Sales	4	6	+ 50.0%	59	70	+ 18.6%
Closed Sales	11	12	+ 9.1%	61	66	+ 8.2%
Median Sales Price*	\$535,000	\$595,000	+ 11.2%	\$562,641	\$629,250	+ 11.8%
Inventory of Homes for Sale	39	41	+ 5.1%	--	--	--
Months Supply of Inventory	4.7	4.8	+ 2.1%	--	--	--
Cumulative Days on Market Until Sale	51	41	- 19.6%	79	55	- 30.4%
Percent of Original List Price Received*	97.8%	99.8%	+ 2.0%	97.7%	98.0%	+ 0.3%
New Listings	10	12	+ 20.0%	98	119	+ 21.4%

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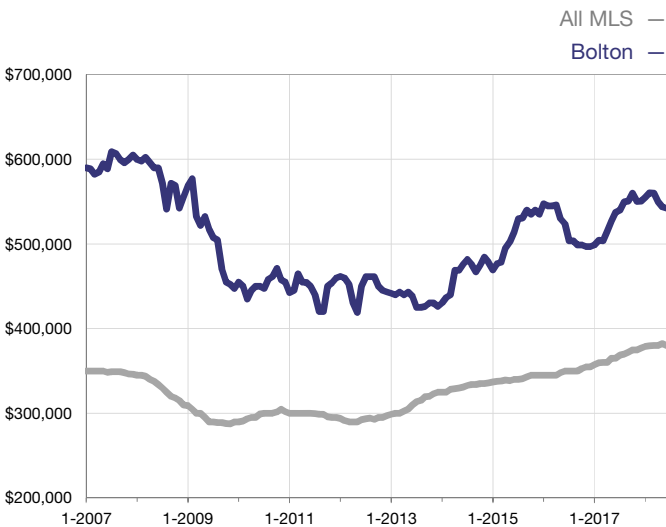
Condominium Properties

Key Metrics	August			Year to Date		
	2017	2018	+ / -	2017	2018	+ / -
Pending Sales	1	0	- 100.0%	6	11	+ 83.3%
Closed Sales	0	0	--	3	7	+ 133.3%
Median Sales Price*	\$0	\$0	--	\$462,000	\$515,000	+ 11.5%
Inventory of Homes for Sale	2	4	+ 100.0%	--	--	--
Months Supply of Inventory	2.0	2.0	0.0%	--	--	--
Cumulative Days on Market Until Sale	0	0	--	16	110	+ 587.5%
Percent of Original List Price Received*	0.0%	0.0%	--	99.7%	105.3%	+ 5.6%
New Listings	0	2	--	8	13	+ 62.5%

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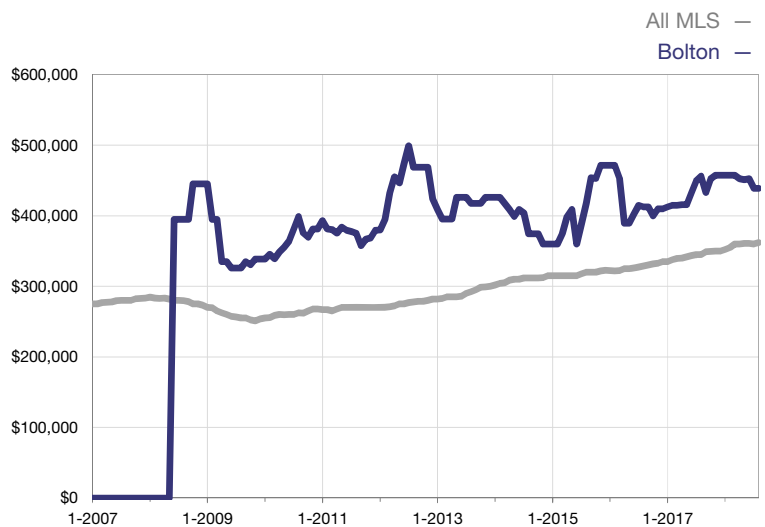
Median Sales Price – Single-Family Properties

Rolling 12-Month Calculation



Median Sales Price – Condominium Properties

Rolling 12-Month Calculation



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Local Market Update – August 2018

A RESEARCH TOOL PROVIDED BY THE MASSACHUSETTS ASSOCIATION OF REALTORS®

Boxborough

Single-Family Properties

Key Metrics	August			Year to Date		
	2017	2018	+ / -	2017	2018	+ / -
Pending Sales	4	4	0.0%	43	27	- 37.2%
Closed Sales	3	1	- 66.7%	37	26	- 29.7%
Median Sales Price*	\$698,000	\$513,000	- 26.5%	\$625,000	\$670,000	+ 7.2%
Inventory of Homes for Sale	22	13	- 40.9%	--	--	--
Months Supply of Inventory	5.0	3.5	- 30.0%	--	--	--
Cumulative Days on Market Until Sale	32	20	- 37.5%	58	62	+ 6.9%
Percent of Original List Price Received*	96.7%	105.8%	+ 9.4%	97.4%	99.1%	+ 1.7%
New Listings	4	6	+ 50.0%	71	35	- 50.7%

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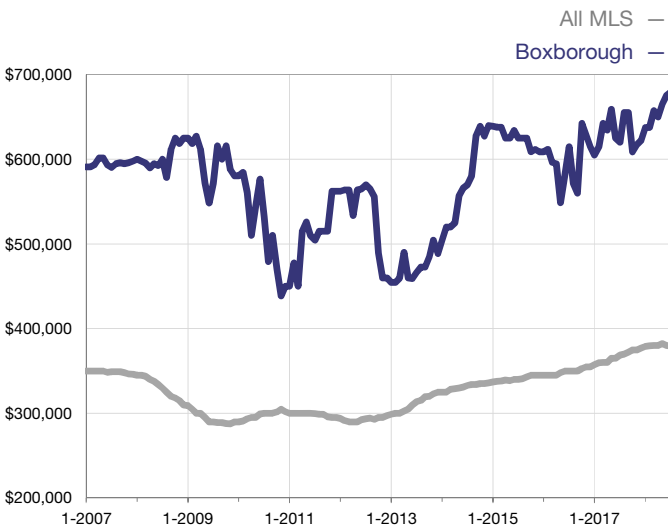
Condominium Properties

Key Metrics	August			Year to Date		
	2017	2018	+ / -	2017	2018	+ / -
Pending Sales	5	4	- 20.0%	29	32	+ 10.3%
Closed Sales	4	4	0.0%	31	31	0.0%
Median Sales Price*	\$131,000	\$126,750	- 3.2%	\$118,500	\$130,600	+ 10.2%
Inventory of Homes for Sale	5	1	- 80.0%	--	--	--
Months Supply of Inventory	1.3	0.3	- 76.9%	--	--	--
Cumulative Days on Market Until Sale	14	13	- 7.1%	42	17	- 59.5%
Percent of Original List Price Received*	102.0%	101.8%	- 0.2%	97.7%	104.4%	+ 6.9%
New Listings	4	4	0.0%	30	32	+ 6.7%

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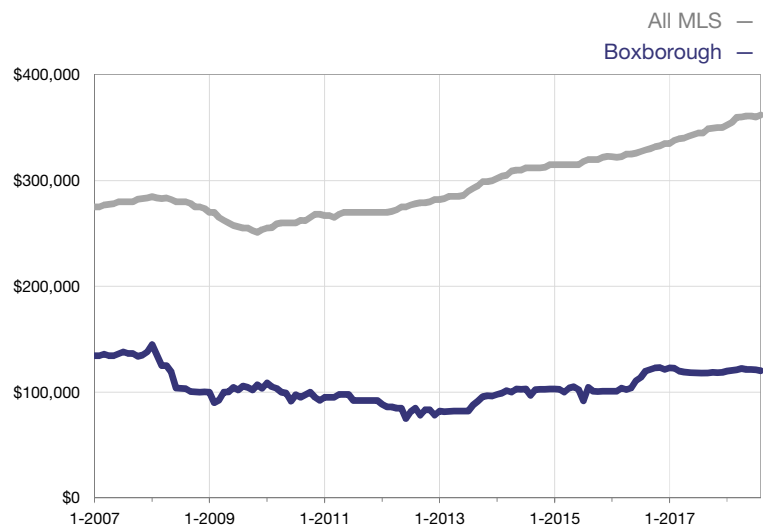
Median Sales Price – Single-Family Properties

Rolling 12-Month Calculation



Median Sales Price – Condominium Properties

Rolling 12-Month Calculation



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Local Market Update – August 2018

A RESEARCH TOOL PROVIDED BY THE MASSACHUSETTS ASSOCIATION OF REALTORS®

Burlington

Single-Family Properties

Key Metrics	August			Year to Date		
	2017	2018	+ / -	2017	2018	+ / -
Pending Sales	13	24	+ 84.6%	127	142	+ 11.8%
Closed Sales	28	27	- 3.6%	126	134	+ 6.3%
Median Sales Price*	\$562,650	\$585,000	+ 4.0%	\$568,200	\$581,500	+ 2.3%
Inventory of Homes for Sale	27	27	0.0%	--	--	--
Months Supply of Inventory	1.6	1.7	+ 6.3%	--	--	--
Cumulative Days on Market Until Sale	42	31	- 26.2%	68	36	- 47.1%
Percent of Original List Price Received*	100.1%	100.6%	+ 0.5%	99.7%	101.4%	+ 1.7%
New Listings	16	17	+ 6.3%	143	178	+ 24.5%

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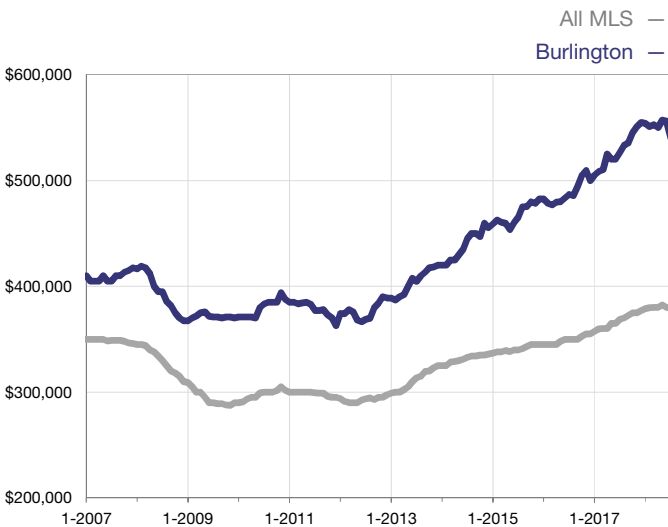
Condominium Properties

Key Metrics	August			Year to Date		
	2017	2018	+ / -	2017	2018	+ / -
Pending Sales	5	5	0.0%	29	20	- 31.0%
Closed Sales	7	3	- 57.1%	26	16	- 38.5%
Median Sales Price*	\$550,001	\$250,000	- 54.5%	\$542,500	\$552,500	+ 1.8%
Inventory of Homes for Sale	0	1	--	--	--	--
Months Supply of Inventory	0.0	0.4	--	--	--	--
Cumulative Days on Market Until Sale	46	19	- 58.7%	48	26	- 45.8%
Percent of Original List Price Received*	99.5%	99.4%	- 0.1%	99.1%	100.6%	+ 1.5%
New Listings	1	5	+ 400.0%	27	19	- 29.6%

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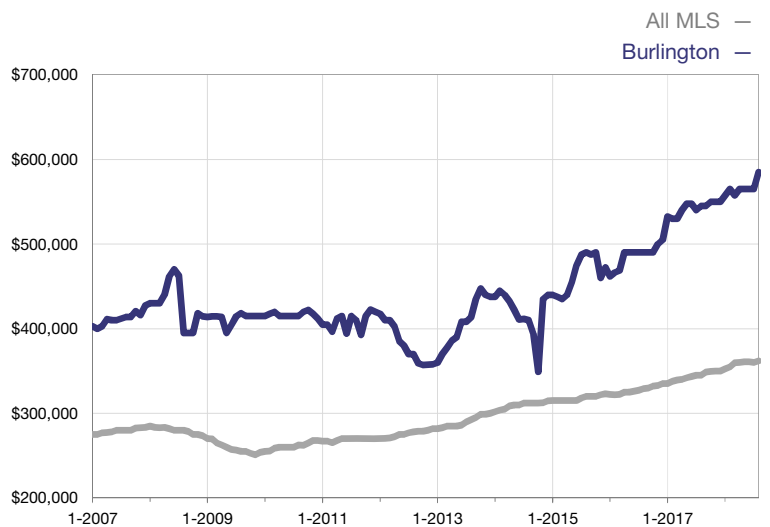
Median Sales Price – Single-Family Properties

Rolling 12-Month Calculation



Median Sales Price – Condominium Properties

Rolling 12-Month Calculation



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Local Market Update – August 2018

A RESEARCH TOOL PROVIDED BY THE MASSACHUSETTS ASSOCIATION OF REALTORS®

Carlisle

Single-Family Properties

Key Metrics	August			Year to Date		
	2017	2018	+ / -	2017	2018	+ / -
Pending Sales	7	7	0.0%	55	54	- 1.8%
Closed Sales	9	7	- 22.2%	53	54	+ 1.9%
Median Sales Price*	\$894,000	\$950,000	+ 6.3%	\$849,500	\$867,500	+ 2.1%
Inventory of Homes for Sale	22	37	+ 68.2%	--	--	--
Months Supply of Inventory	3.2	5.8	+ 81.3%	--	--	--
Cumulative Days on Market Until Sale	70	80	+ 14.3%	79	79	0.0%
Percent of Original List Price Received*	93.8%	95.1%	+ 1.4%	95.5%	95.8%	+ 0.3%
New Listings	3	15	+ 400.0%	70	95	+ 35.7%

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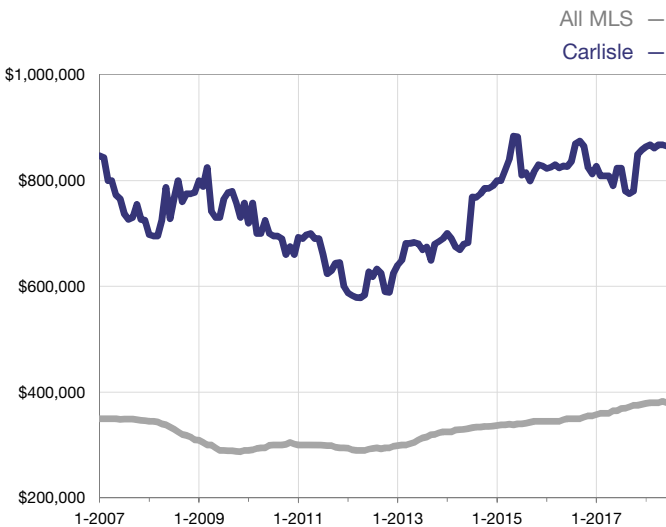
Condominium Properties

Key Metrics	August			Year to Date		
	2017	2018	+ / -	2017	2018	+ / -
Pending Sales	1	4	+ 300.0%	2	7	+ 250.0%
Closed Sales	2	0	- 100.0%	2	1	- 50.0%
Median Sales Price*	\$804,000	\$0	- 100.0%	\$804,000	\$859,000	+ 6.8%
Inventory of Homes for Sale	1	3	+ 200.0%	--	--	--
Months Supply of Inventory	0.7	3.0	+ 328.6%	--	--	--
Cumulative Days on Market Until Sale	161	0	- 100.0%	161	493	+ 206.2%
Percent of Original List Price Received*	95.8%	0.0%	- 100.0%	95.8%	92.5%	- 3.4%
New Listings	0	5	--	1	9	+ 800.0%

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

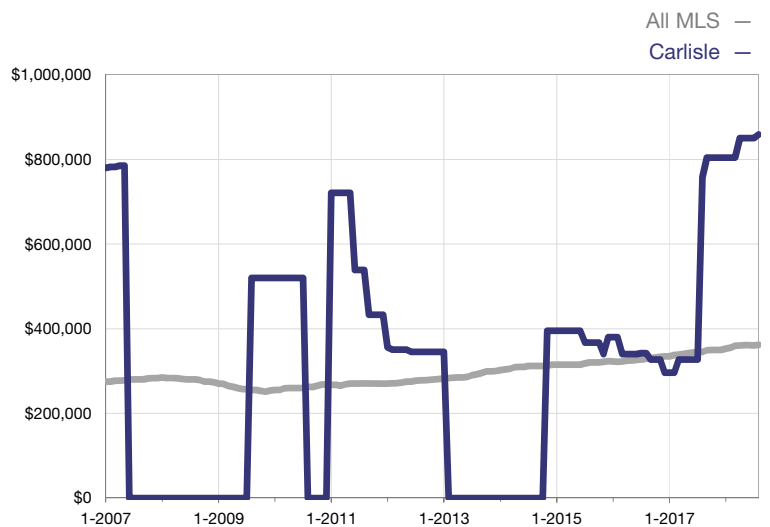
Median Sales Price – Single-Family Properties

Rolling 12-Month Calculation



Median Sales Price – Condominium Properties

Rolling 12-Month Calculation



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Local Market Update – August 2018

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Chelmsford

Single-Family Properties

Key Metrics	August			Year to Date		
	2017	2018	+ / -	2017	2018	+ / -
Pending Sales	30	29	- 3.3%	251	230	- 8.4%
Closed Sales	52	37	- 28.8%	240	209	- 12.9%
Median Sales Price*	\$452,000	\$485,000	+ 7.3%	\$420,000	\$460,000	+ 9.5%
Inventory of Homes for Sale	37	43	+ 16.2%	--	--	--
Months Supply of Inventory	1.2	1.6	+ 33.3%	--	--	--
Cumulative Days on Market Until Sale	30	41	+ 36.7%	54	38	- 29.6%
Percent of Original List Price Received*	100.6%	99.7%	- 0.9%	100.1%	100.2%	+ 0.1%
New Listings	41	40	- 2.4%	283	283	0.0%

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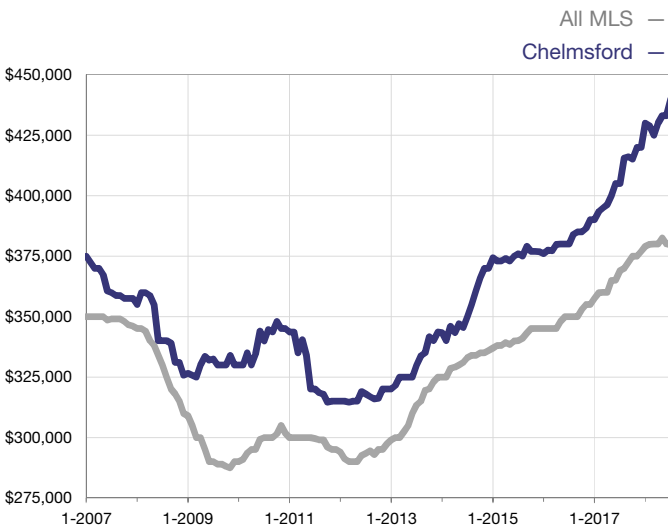
Condominium Properties

Key Metrics	August			Year to Date		
	2017	2018	+ / -	2017	2018	+ / -
Pending Sales	9	17	+ 88.9%	125	136	+ 8.8%
Closed Sales	22	32	+ 45.5%	119	125	+ 5.0%
Median Sales Price*	\$285,000	\$292,950	+ 2.8%	\$262,000	\$283,000	+ 8.0%
Inventory of Homes for Sale	18	19	+ 5.6%	--	--	--
Months Supply of Inventory	1.2	1.3	+ 8.3%	--	--	--
Cumulative Days on Market Until Sale	31	45	+ 45.2%	27	35	+ 29.6%
Percent of Original List Price Received*	99.4%	99.6%	+ 0.2%	99.2%	99.9%	+ 0.7%
New Listings	18	20	+ 11.1%	141	166	+ 17.7%

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

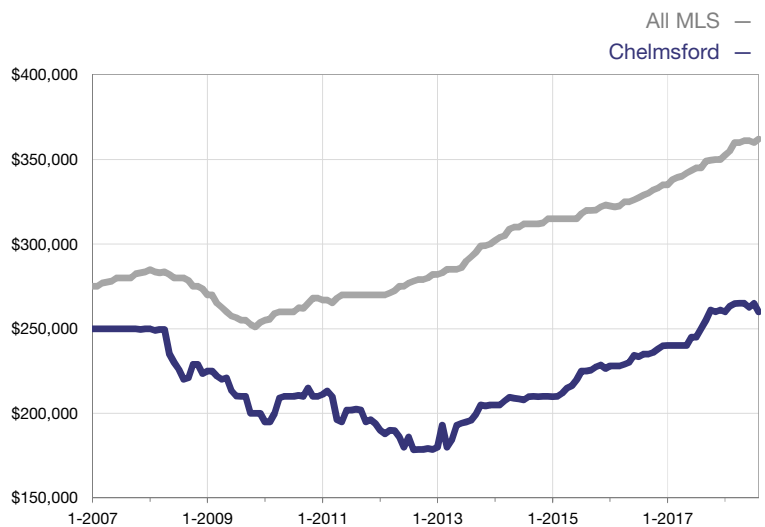
Median Sales Price – Single-Family Properties

Rolling 12-Month Calculation



Median Sales Price – Condominium Properties

Rolling 12-Month Calculation



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Local Market Update – August 2018

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Concord

Single-Family Properties

Key Metrics	August			Year to Date		
	2017	2018	+ / -	2017	2018	+ / -
Pending Sales	14	13	- 7.1%	134	175	+ 30.6%
Closed Sales	24	37	+ 54.2%	126	173	+ 37.3%
Median Sales Price*	\$1,149,150	\$1,269,000	+ 10.4%	\$1,133,500	\$1,100,000	- 3.0%
Inventory of Homes for Sale	84	59	- 29.8%	--	--	--
Months Supply of Inventory	4.8	3.0	- 37.5%	--	--	--
Cumulative Days on Market Until Sale	48	98	+ 104.2%	73	75	+ 2.7%
Percent of Original List Price Received*	94.7%	96.8%	+ 2.2%	96.0%	97.6%	+ 1.7%
New Listings	15	14	- 6.7%	222	232	+ 4.5%

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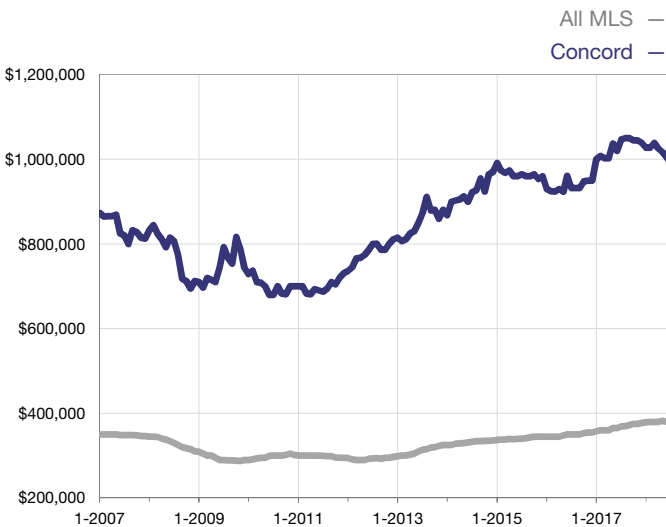
Condominium Properties

Key Metrics	August			Year to Date		
	2017	2018	+ / -	2017	2018	+ / -
Pending Sales	5	4	- 20.0%	33	34	+ 3.0%
Closed Sales	7	3	- 57.1%	33	34	+ 3.0%
Median Sales Price*	\$680,000	\$759,450	+ 11.7%	\$540,000	\$652,500	+ 20.8%
Inventory of Homes for Sale	6	11	+ 83.3%	--	--	--
Months Supply of Inventory	1.4	2.4	+ 71.4%	--	--	--
Cumulative Days on Market Until Sale	68	37	- 45.6%	75	105	+ 40.0%
Percent of Original List Price Received*	97.5%	97.9%	+ 0.4%	97.9%	97.0%	- 0.9%
New Listings	7	5	- 28.6%	43	38	- 11.6%

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

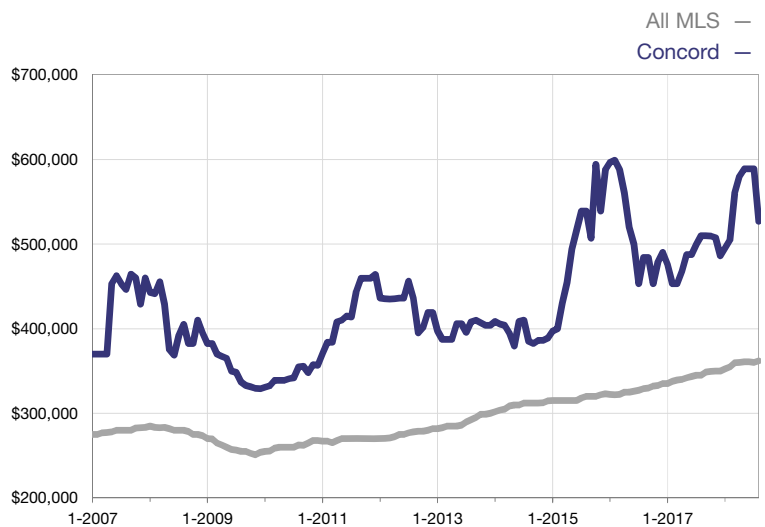
Median Sales Price – Single-Family Properties

Rolling 12-Month Calculation



Median Sales Price – Condominium Properties

Rolling 12-Month Calculation



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Local Market Update – August 2018

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Groton

Single-Family Properties

Key Metrics	August			Year to Date		
	2017	2018	+ / -	2017	2018	+ / -
Pending Sales	16	14	- 12.5%	114	115	+ 0.9%
Closed Sales	25	27	+ 8.0%	107	104	- 2.8%
Median Sales Price*	\$505,000	\$610,000	+ 20.8%	\$505,000	\$537,000	+ 6.3%
Inventory of Homes for Sale	46	24	- 47.8%	--	--	--
Months Supply of Inventory	3.5	1.8	- 48.6%	--	--	--
Cumulative Days on Market Until Sale	62	64	+ 3.2%	80	55	- 31.3%
Percent of Original List Price Received*	98.3%	97.7%	- 0.6%	97.3%	98.4%	+ 1.1%
New Listings	17	12	- 29.4%	150	139	- 7.3%

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

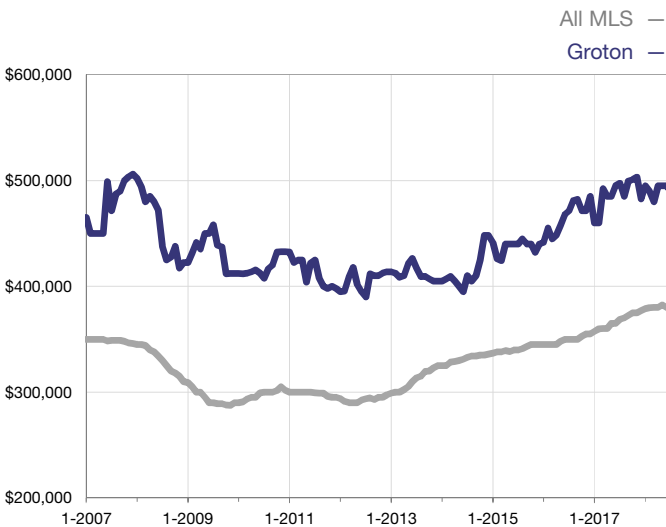
Condominium Properties

Key Metrics	August			Year to Date		
	2017	2018	+ / -	2017	2018	+ / -
Pending Sales	2	4	+ 100.0%	14	25	+ 78.6%
Closed Sales	3	5	+ 66.7%	15	26	+ 73.3%
Median Sales Price*	\$188,000	\$266,000	+ 41.5%	\$257,500	\$402,825	+ 56.4%
Inventory of Homes for Sale	12	4	- 66.7%	--	--	--
Months Supply of Inventory	5.2	1.5	- 71.2%	--	--	--
Cumulative Days on Market Until Sale	21	26	+ 23.8%	130	112	- 13.8%
Percent of Original List Price Received*	116.3%	100.8%	- 13.3%	102.2%	99.9%	- 2.3%
New Listings	1	2	+ 100.0%	22	22	0.0%

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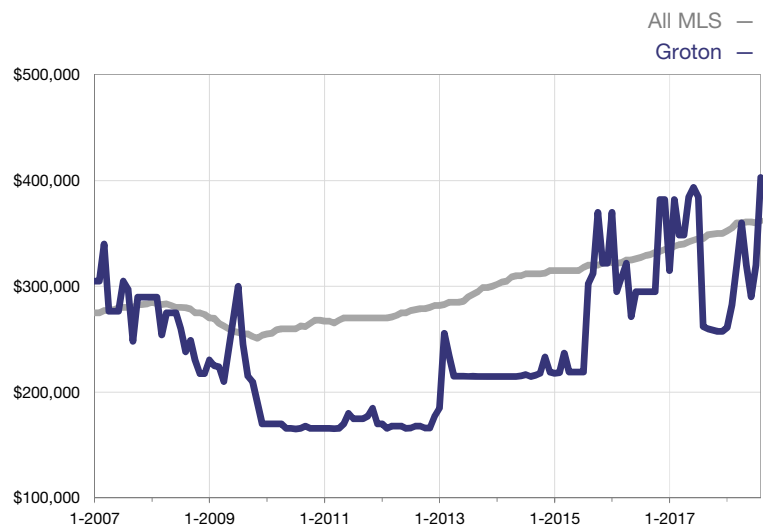
Median Sales Price – Single-Family Properties

Rolling 12-Month Calculation



Median Sales Price – Condominium Properties

Rolling 12-Month Calculation



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Local Market Update – August 2018

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Harvard

Single-Family Properties

Key Metrics	August			Year to Date		
	2017	2018	+ / -	2017	2018	+ / -
Pending Sales	4	11	+ 175.0%	42	52	+ 23.8%
Closed Sales	7	5	- 28.6%	40	47	+ 17.5%
Median Sales Price*	\$630,000	\$515,000	- 18.3%	\$654,000	\$668,000	+ 2.1%
Inventory of Homes for Sale	41	37	- 9.8%	--	--	--
Months Supply of Inventory	7.3	6.6	- 9.6%	--	--	--
Cumulative Days on Market Until Sale	118	50	- 57.6%	121	117	- 3.3%
Percent of Original List Price Received*	93.4%	90.4%	- 3.2%	97.3%	94.2%	- 3.2%
New Listings	6	8	+ 33.3%	72	82	+ 13.9%

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

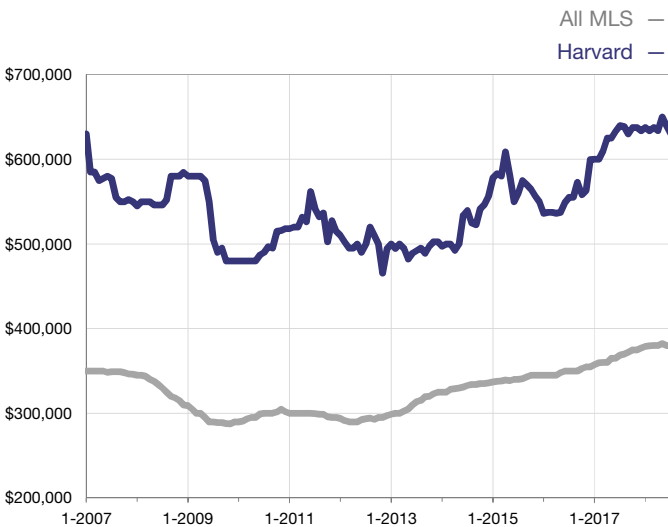
Condominium Properties

Key Metrics	August			Year to Date		
	2017	2018	+ / -	2017	2018	+ / -
Pending Sales	0	0	--	2	11	+ 450.0%
Closed Sales	1	2	+ 100.0%	2	10	+ 400.0%
Median Sales Price*	\$445,000	\$448,045	+ 0.7%	\$462,500	\$456,264	- 1.3%
Inventory of Homes for Sale	6	2	- 66.7%	--	--	--
Months Supply of Inventory	3.4	1.3	- 61.8%	--	--	--
Cumulative Days on Market Until Sale	29	26	- 10.3%	54	106	+ 96.3%
Percent of Original List Price Received*	99.1%	100.7%	+ 1.6%	98.2%	101.3%	+ 3.2%
New Listings	2	0	- 100.0%	8	12	+ 50.0%

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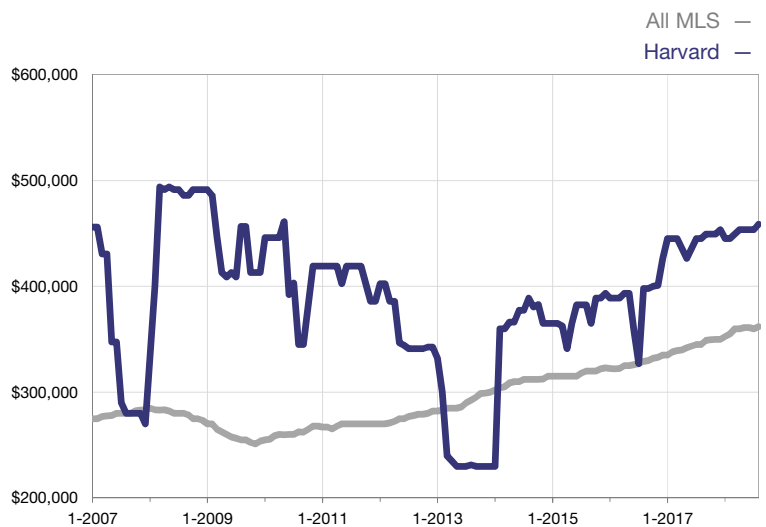
Median Sales Price – Single-Family Properties

Rolling 12-Month Calculation



Median Sales Price – Condominium Properties

Rolling 12-Month Calculation



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Local Market Update – August 2018

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Hudson

Single-Family Properties

Key Metrics	August			Year to Date		
	2017	2018	+ / -	2017	2018	+ / -
Pending Sales	13	15	+ 15.4%	106	114	+ 7.5%
Closed Sales	18	10	- 44.4%	99	98	- 1.0%
Median Sales Price*	\$337,000	\$433,900	+ 28.8%	\$346,900	\$382,500	+ 10.3%
Inventory of Homes for Sale	33	20	- 39.4%	--	--	--
Months Supply of Inventory	2.9	1.5	- 48.3%	--	--	--
Cumulative Days on Market Until Sale	33	47	+ 42.4%	37	44	+ 18.9%
Percent of Original List Price Received*	97.9%	99.2%	+ 1.3%	99.4%	99.9%	+ 0.5%
New Listings	22	24	+ 9.1%	138	132	- 4.3%

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

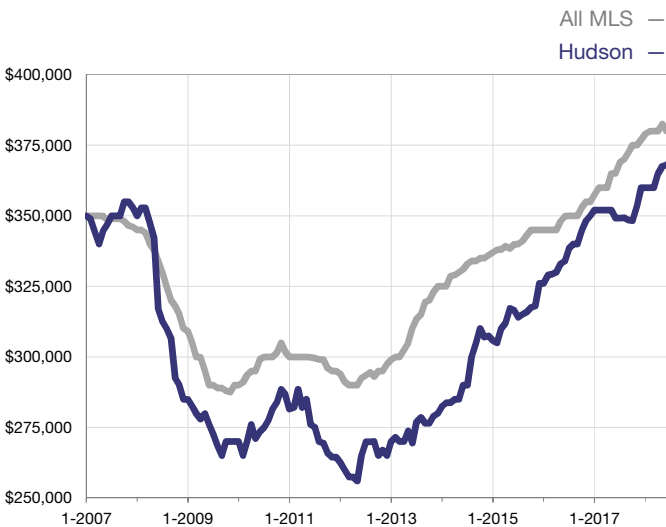
Condominium Properties

Key Metrics	August			Year to Date		
	2017	2018	+ / -	2017	2018	+ / -
Pending Sales	6	5	- 16.7%	71	70	- 1.4%
Closed Sales	13	14	+ 7.7%	71	64	- 9.9%
Median Sales Price*	\$230,000	\$236,250	+ 2.7%	\$230,000	\$245,000	+ 6.5%
Inventory of Homes for Sale	20	8	- 60.0%	--	--	--
Months Supply of Inventory	2.4	1.0	- 58.3%	--	--	--
Cumulative Days on Market Until Sale	60	66	+ 10.0%	58	52	- 10.3%
Percent of Original List Price Received*	95.9%	94.6%	- 1.4%	98.2%	98.2%	0.0%
New Listings	8	4	- 50.0%	83	78	- 6.0%

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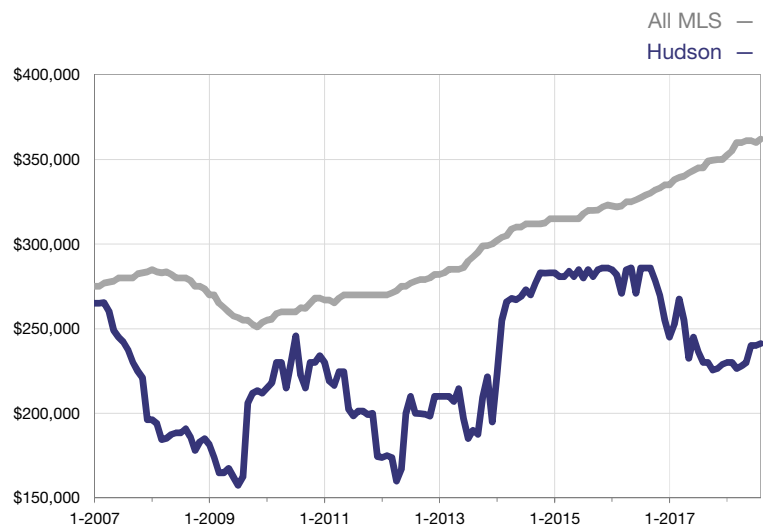
Median Sales Price – Single-Family Properties

Rolling 12-Month Calculation



Median Sales Price – Condominium Properties

Rolling 12-Month Calculation



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Local Market Update – August 2018

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Lexington

Single-Family Properties

Key Metrics	August			Year to Date		
	2017	2018	+ / -	2017	2018	+ / -
Pending Sales	21	23	+ 9.5%	242	232	- 4.1%
Closed Sales	53	52	- 1.9%	238	221	- 7.1%
Median Sales Price*	\$1,225,000	\$1,180,000	- 3.7%	\$1,158,000	\$1,182,000	+ 2.1%
Inventory of Homes for Sale	55	48	- 12.7%	--	--	--
Months Supply of Inventory	1.9	1.8	- 5.3%	--	--	--
Cumulative Days on Market Until Sale	48	27	- 43.8%	54	35	- 35.2%
Percent of Original List Price Received*	100.5%	100.3%	- 0.2%	99.9%	101.2%	+ 1.3%
New Listings	24	29	+ 20.8%	289	297	+ 2.8%

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

Condominium Properties

Key Metrics	August			Year to Date		
	2017	2018	+ / -	2017	2018	+ / -
Pending Sales	3	4	+ 33.3%	49	34	- 30.6%
Closed Sales	14	4	- 71.4%	47	31	- 34.0%
Median Sales Price*	\$1,007,250	\$732,500	- 27.3%	\$730,000	\$700,000	- 4.1%
Inventory of Homes for Sale	6	4	- 33.3%	--	--	--
Months Supply of Inventory	1.0	0.9	- 10.0%	--	--	--
Cumulative Days on Market Until Sale	28	21	- 25.0%	25	33	+ 32.0%
Percent of Original List Price Received*	100.3%	103.4%	+ 3.1%	101.1%	102.0%	+ 0.9%
New Listings	5	3	- 40.0%	58	41	- 29.3%

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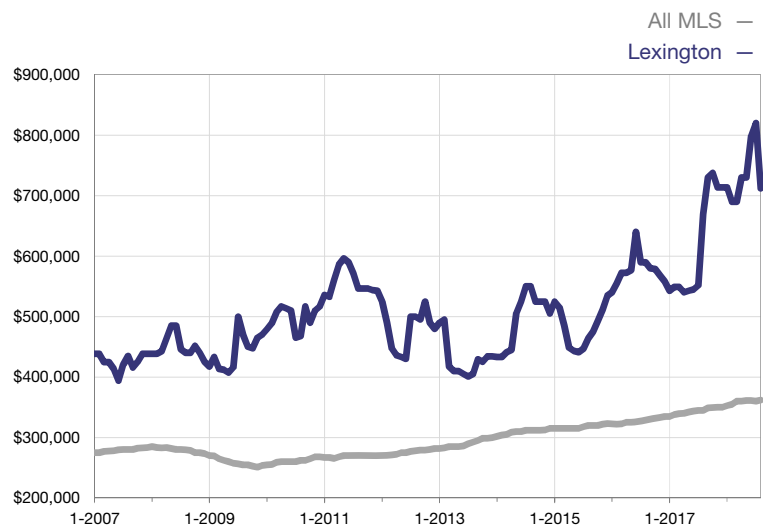
Median Sales Price – Single-Family Properties

Rolling 12-Month Calculation



Median Sales Price – Condominium Properties

Rolling 12-Month Calculation



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Local Market Update – August 2018

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Lincoln

Single-Family Properties

Key Metrics	August			Year to Date		
	2017	2018	+ / -	2017	2018	+ / -
Pending Sales	2	3	+ 50.0%	27	44	+ 63.0%
Closed Sales	4	7	+ 75.0%	28	48	+ 71.4%
Median Sales Price*	\$1,411,000	\$1,080,000	- 23.5%	\$1,052,500	\$1,115,000	+ 5.9%
Inventory of Homes for Sale	30	18	- 40.0%	--	--	--
Months Supply of Inventory	7.5	3.4	- 54.7%	--	--	--
Cumulative Days on Market Until Sale	222	123	- 44.6%	117	77	- 34.2%
Percent of Original List Price Received*	89.4%	94.8%	+ 6.0%	92.9%	96.5%	+ 3.9%
New Listings	4	3	- 25.0%	51	56	+ 9.8%

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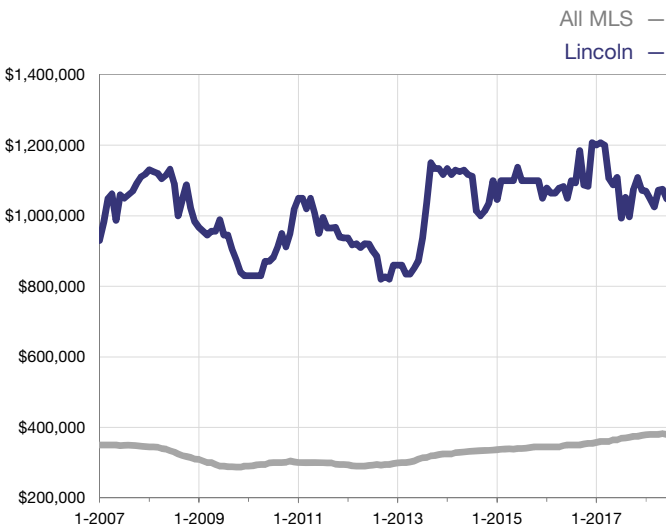
Condominium Properties

Key Metrics	August			Year to Date		
	2017	2018	+ / -	2017	2018	+ / -
Pending Sales	1	1	0.0%	14	11	- 21.4%
Closed Sales	4	1	- 75.0%	14	12	- 14.3%
Median Sales Price*	\$528,000	\$599,900	+ 13.6%	\$458,000	\$524,000	+ 14.4%
Inventory of Homes for Sale	1	2	+ 100.0%	--	--	--
Months Supply of Inventory	0.6	0.9	+ 50.0%	--	--	--
Cumulative Days on Market Until Sale	32	17	- 46.9%	72	24	- 66.7%
Percent of Original List Price Received*	99.0%	100.0%	+ 1.0%	99.5%	100.0%	+ 0.5%
New Listings	1	1	0.0%	15	13	- 13.3%

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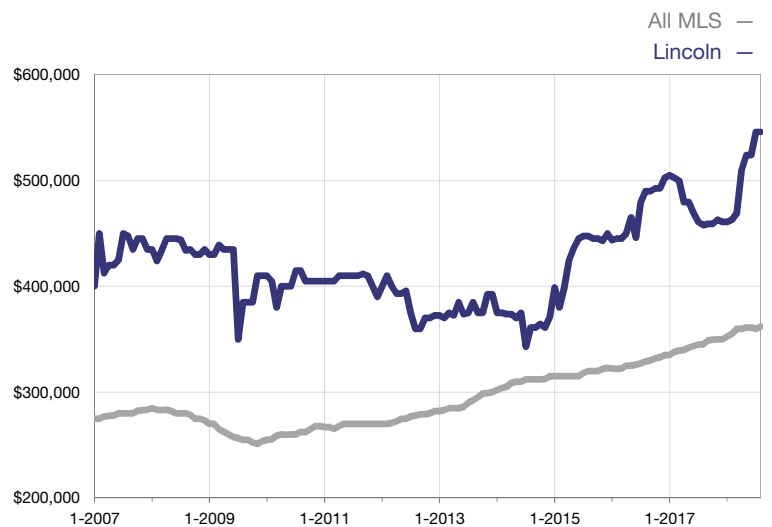
Median Sales Price – Single-Family Properties

Rolling 12-Month Calculation



Median Sales Price – Condominium Properties

Rolling 12-Month Calculation



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Local Market Update – August 2018

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Littleton

Single-Family Properties

Key Metrics	August			Year to Date		
	2017	2018	+ / -	2017	2018	+ / -
Pending Sales	10	7	- 30.0%	87	87	0.0%
Closed Sales	14	14	0.0%	89	94	+ 5.6%
Median Sales Price*	\$496,500	\$568,250	+ 14.5%	\$498,000	\$573,750	+ 15.2%
Inventory of Homes for Sale	36	27	- 25.0%	--	--	--
Months Supply of Inventory	3.1	2.3	- 25.8%	--	--	--
Cumulative Days on Market Until Sale	41	50	+ 22.0%	58	68	+ 17.2%
Percent of Original List Price Received*	97.0%	96.5%	- 0.5%	98.7%	98.4%	- 0.3%
New Listings	14	10	- 28.6%	132	111	- 15.9%

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

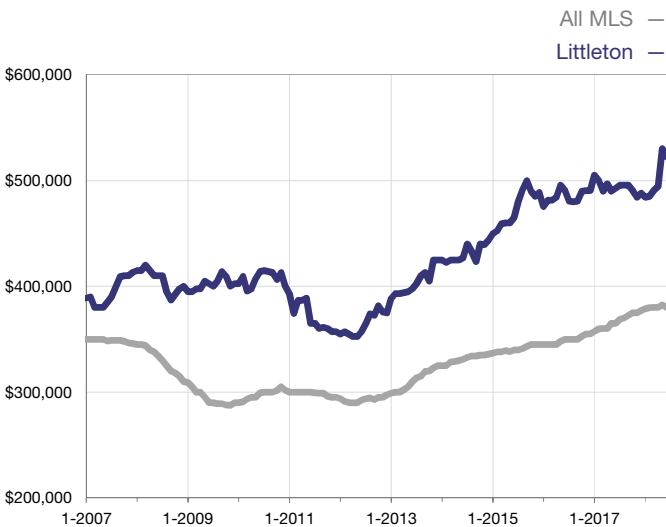
Condominium Properties

Key Metrics	August			Year to Date		
	2017	2018	+ / -	2017	2018	+ / -
Pending Sales	1	0	- 100.0%	2	5	+ 150.0%
Closed Sales	0	1	--	3	6	+ 100.0%
Median Sales Price*	\$0	\$230,000	--	\$335,000	\$318,750	- 4.9%
Inventory of Homes for Sale	1	2	+ 100.0%	--	--	--
Months Supply of Inventory	0.8	1.4	+ 75.0%	--	--	--
Cumulative Days on Market Until Sale	0	54	--	240	51	- 78.8%
Percent of Original List Price Received*	0.0%	92.0%	--	95.4%	96.7%	+ 1.4%
New Listings	0	1	--	3	7	+ 133.3%

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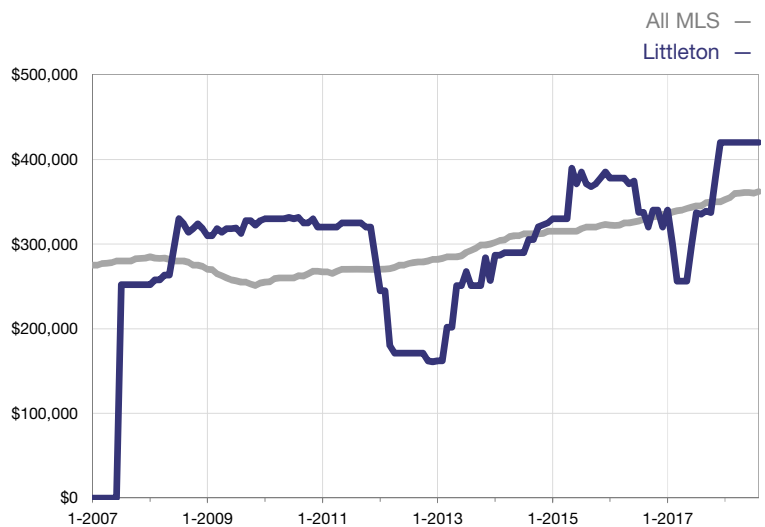
Median Sales Price – Single-Family Properties

Rolling 12-Month Calculation



Median Sales Price – Condominium Properties

Rolling 12-Month Calculation



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Local Market Update – August 2018

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Maynard

Single-Family Properties

Key Metrics	August			Year to Date		
	2017	2018	+ / -	2017	2018	+ / -
Pending Sales	9	8	- 11.1%	81	72	- 11.1%
Closed Sales	17	14	- 17.6%	79	69	- 12.7%
Median Sales Price*	\$375,000	\$396,500	+ 5.7%	\$380,000	\$400,000	+ 5.3%
Inventory of Homes for Sale	15	11	- 26.7%	--	--	--
Months Supply of Inventory	1.6	1.2	- 25.0%	--	--	--
Cumulative Days on Market Until Sale	26	30	+ 15.4%	36	38	+ 5.6%
Percent of Original List Price Received*	98.9%	101.2%	+ 2.3%	100.9%	99.7%	- 1.2%
New Listings	12	9	- 25.0%	93	87	- 6.5%

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

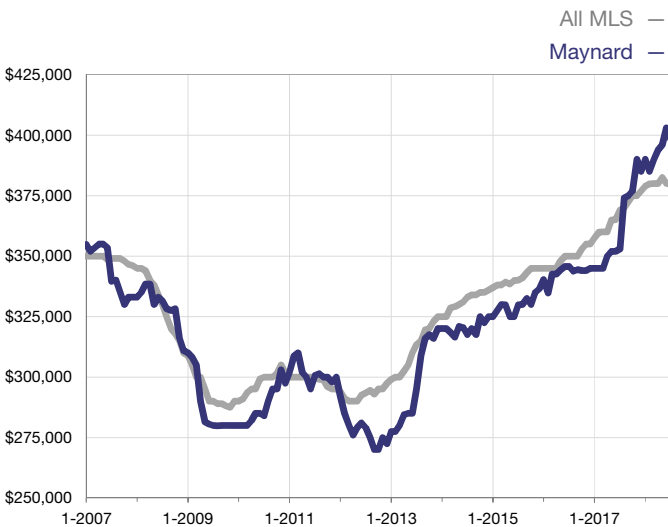
Condominium Properties

Key Metrics	August			Year to Date		
	2017	2018	+ / -	2017	2018	+ / -
Pending Sales	4	2	- 50.0%	40	25	- 37.5%
Closed Sales	7	5	- 28.6%	41	24	- 41.5%
Median Sales Price*	\$310,000	\$282,000	- 9.0%	\$280,000	\$289,450	+ 3.4%
Inventory of Homes for Sale	10	5	- 50.0%	--	--	--
Months Supply of Inventory	2.1	1.3	- 38.1%	--	--	--
Cumulative Days on Market Until Sale	73	46	- 37.0%	58	39	- 32.8%
Percent of Original List Price Received*	104.1%	94.6%	- 9.1%	99.3%	97.7%	- 1.6%
New Listings	7	5	- 28.6%	38	35	- 7.9%

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

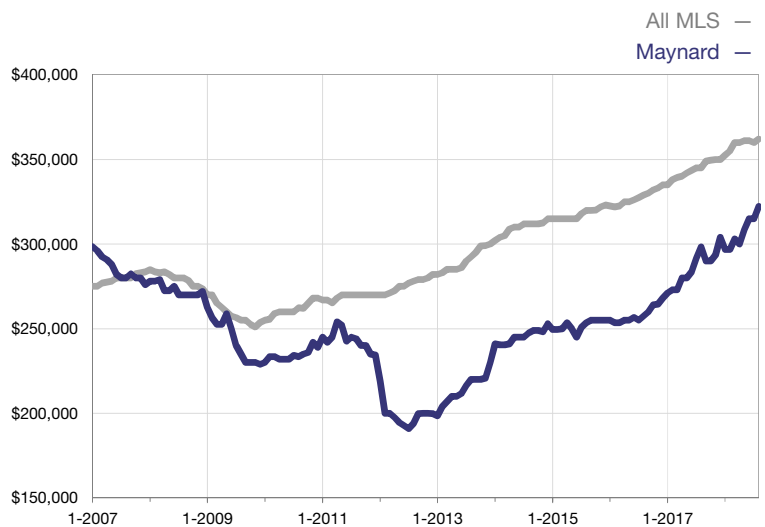
Median Sales Price – Single-Family Properties

Rolling 12-Month Calculation



Median Sales Price – Condominium Properties

Rolling 12-Month Calculation



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Local Market Update – August 2018

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Stow

Single-Family Properties

Key Metrics	August			Year to Date		
	2017	2018	+ / -	2017	2018	+ / -
Pending Sales	9	4	- 55.6%	61	63	+ 3.3%
Closed Sales	9	13	+ 44.4%	54	60	+ 11.1%
Median Sales Price*	\$571,000	\$507,000	- 11.2%	\$509,450	\$566,250	+ 11.1%
Inventory of Homes for Sale	27	20	- 25.9%	--	--	--
Months Supply of Inventory	4.0	2.8	- 30.0%	--	--	--
Cumulative Days on Market Until Sale	36	43	+ 19.4%	60	53	- 11.7%
Percent of Original List Price Received*	99.1%	98.4%	- 0.7%	97.9%	98.0%	+ 0.1%
New Listings	8	7	- 12.5%	86	81	- 5.8%

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

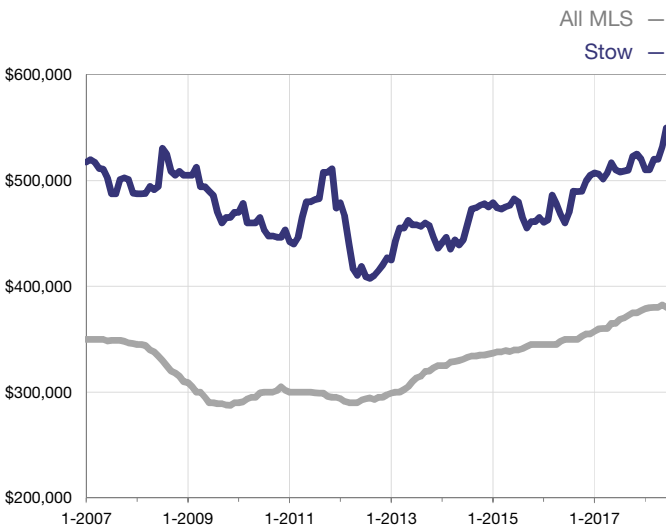
Condominium Properties

Key Metrics	August			Year to Date		
	2017	2018	+ / -	2017	2018	+ / -
Pending Sales	10	3	- 70.0%	28	26	- 7.1%
Closed Sales	1	8	+ 700.0%	10	36	+ 260.0%
Median Sales Price*	\$305,000	\$455,750	+ 49.4%	\$440,000	\$527,221	+ 19.8%
Inventory of Homes for Sale	10	9	- 10.0%	--	--	--
Months Supply of Inventory	6.4	2.1	- 67.2%	--	--	--
Cumulative Days on Market Until Sale	111	92	- 17.1%	82	75	- 8.5%
Percent of Original List Price Received*	93.8%	100.3%	+ 6.9%	95.2%	103.3%	+ 8.5%
New Listings	7	5	- 28.6%	35	31	- 11.4%

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

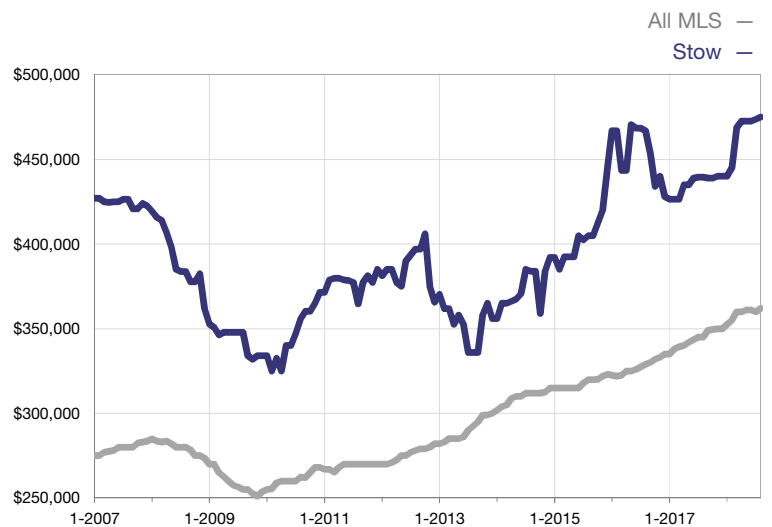
Median Sales Price – Single-Family Properties

Rolling 12-Month Calculation



Median Sales Price – Condominium Properties

Rolling 12-Month Calculation



MASSACHUSETTS ASSOCIATION OF REALTORS®



Local Market Update – August 2018

A RESEARCH TOOL PROVIDED BY THE MASSACHUSETTS ASSOCIATION OF REALTORS®

Sudbury

Single-Family Properties

Key Metrics	August			Year to Date		
	2017	2018	+ / -	2017	2018	+ / -
Pending Sales	13	17	+ 30.8%	179	209	+ 16.8%
Closed Sales	40	33	- 17.5%	179	188	+ 5.0%
Median Sales Price*	\$747,500	\$760,000	+ 1.7%	\$735,000	\$735,000	0.0%
Inventory of Homes for Sale	69	77	+ 11.6%	--	--	--
Months Supply of Inventory	3.1	3.6	+ 16.1%	--	--	--
Cumulative Days on Market Until Sale	55	52	- 5.5%	58	55	- 5.2%
Percent of Original List Price Received*	96.7%	97.4%	+ 0.7%	97.3%	98.3%	+ 1.0%
New Listings	17	22	+ 29.4%	243	319	+ 31.3%

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

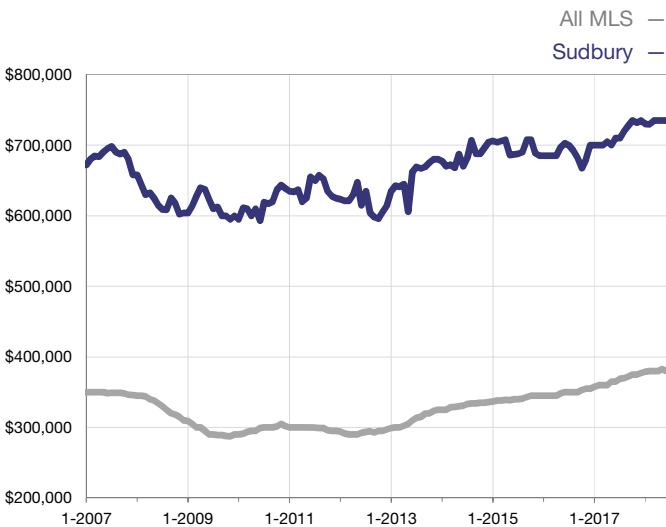
Condominium Properties

Key Metrics	August			Year to Date		
	2017	2018	+ / -	2017	2018	+ / -
Pending Sales	3	5	+ 66.7%	21	27	+ 28.6%
Closed Sales	4	3	- 25.0%	19	17	- 10.5%
Median Sales Price*	\$773,000	\$808,000	+ 4.5%	\$695,000	\$750,560	+ 8.0%
Inventory of Homes for Sale	3	16	+ 433.3%	--	--	--
Months Supply of Inventory	1.3	7.6	+ 484.6%	--	--	--
Cumulative Days on Market Until Sale	21	68	+ 223.8%	53	42	- 20.8%
Percent of Original List Price Received*	100.2%	101.1%	+ 0.9%	97.4%	99.0%	+ 1.6%
New Listings	3	6	+ 100.0%	22	49	+ 122.7%

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

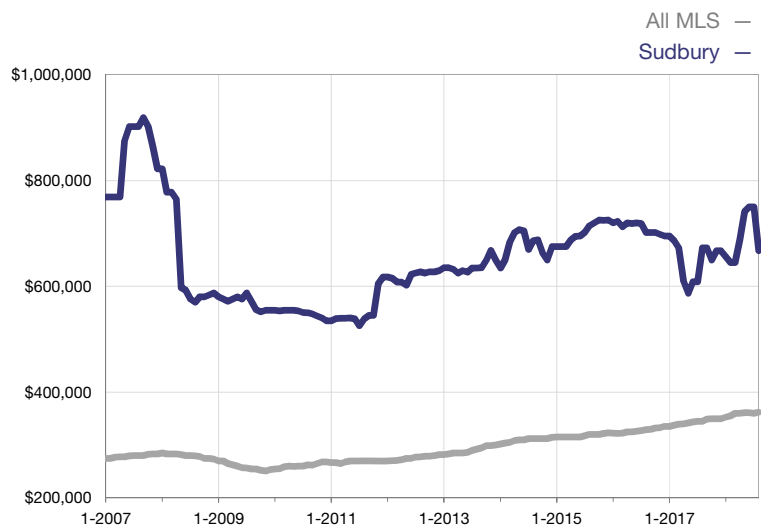
Median Sales Price – Single-Family Properties

Rolling 12-Month Calculation



Median Sales Price – Condominium Properties

Rolling 12-Month Calculation



MASSACHUSETTS ASSOCIATION OF REALTORS®



Local Market Update – August 2018

A RESEARCH TOOL PROVIDED BY THE MASSACHUSETTS ASSOCIATION OF REALTORS®

Waltham

Single-Family Properties

Key Metrics	August			Year to Date		
	2017	2018	+ / -	2017	2018	+ / -
Pending Sales	31	27	- 12.9%	219	195	- 11.0%
Closed Sales	26	36	+ 38.5%	207	196	- 5.3%
Median Sales Price*	\$637,500	\$612,500	- 3.9%	\$580,000	\$601,500	+ 3.7%
Inventory of Homes for Sale	26	35	+ 34.6%	--	--	--
Months Supply of Inventory	0.9	1.4	+ 55.6%	--	--	--
Cumulative Days on Market Until Sale	35	24	- 31.4%	35	29	- 17.1%
Percent of Original List Price Received*	99.0%	99.7%	+ 0.7%	100.6%	100.9%	+ 0.3%
New Listings	25	28	+ 12.0%	243	249	+ 2.5%

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

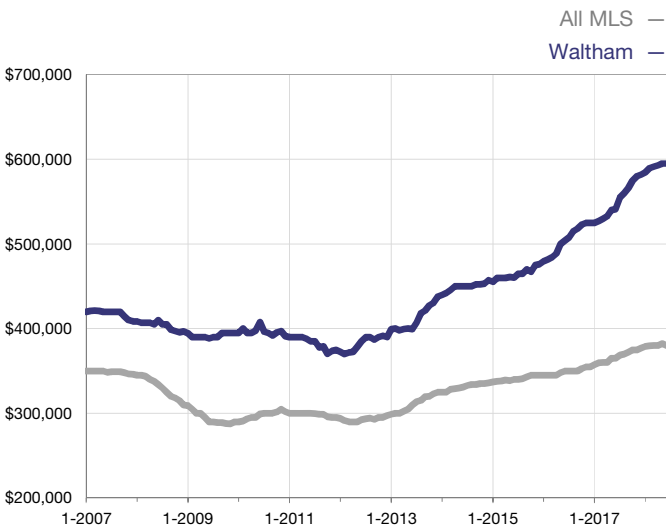
Condominium Properties

Key Metrics	August			Year to Date		
	2017	2018	+ / -	2017	2018	+ / -
Pending Sales	23	23	0.0%	186	184	- 1.1%
Closed Sales	25	31	+ 24.0%	182	163	- 10.4%
Median Sales Price*	\$447,500	\$515,000	+ 15.1%	\$455,000	\$491,000	+ 7.9%
Inventory of Homes for Sale	12	14	+ 16.7%	--	--	--
Months Supply of Inventory	0.5	0.7	+ 40.0%	--	--	--
Cumulative Days on Market Until Sale	23	23	0.0%	24	21	- 12.5%
Percent of Original List Price Received*	102.6%	101.4%	- 1.2%	102.8%	103.7%	+ 0.9%
New Listings	24	22	- 8.3%	205	206	+ 0.5%

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

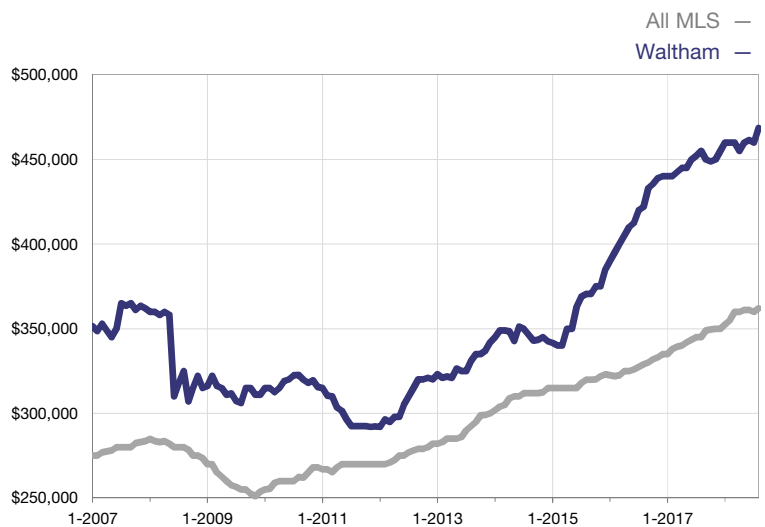
Median Sales Price – Single-Family Properties

Rolling 12-Month Calculation



Median Sales Price – Condominium Properties

Rolling 12-Month Calculation



MASSACHUSETTS ASSOCIATION OF REALTORS®



Local Market Update – August 2018

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Watertown

Single-Family Properties

Key Metrics	August			Year to Date		
	2017	2018	+ / -	2017	2018	+ / -
Pending Sales	12	7	- 41.7%	61	73	+ 19.7%
Closed Sales	7	18	+ 157.1%	52	71	+ 36.5%
Median Sales Price*	\$612,450	\$699,000	+ 14.1%	\$637,500	\$698,000	+ 9.5%
Inventory of Homes for Sale	8	7	- 12.5%	--	--	--
Months Supply of Inventory	1.2	0.8	- 33.3%	--	--	--
Cumulative Days on Market Until Sale	22	21	- 4.5%	27	25	- 7.4%
Percent of Original List Price Received*	102.9%	100.3%	- 2.5%	101.7%	100.6%	- 1.1%
New Listings	13	7	- 46.2%	74	82	+ 10.8%

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

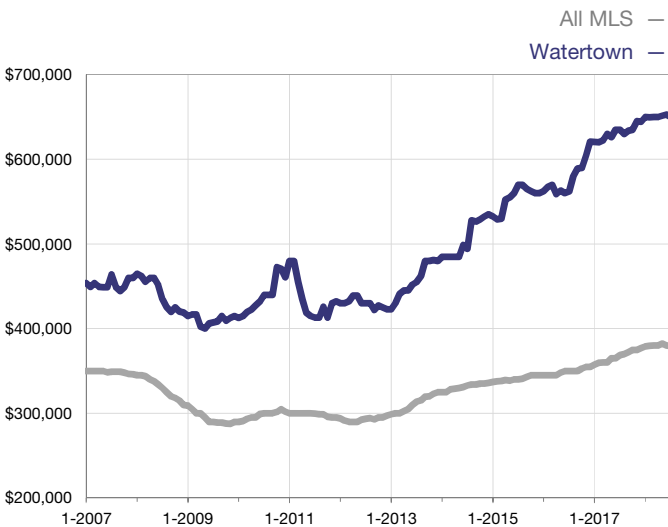
Condominium Properties

Key Metrics	August			Year to Date		
	2017	2018	+ / -	2017	2018	+ / -
Pending Sales	12	13	+ 8.3%	152	148	- 2.6%
Closed Sales	20	28	+ 40.0%	151	141	- 6.6%
Median Sales Price*	\$557,500	\$487,500	- 12.6%	\$550,000	\$521,500	- 5.2%
Inventory of Homes for Sale	17	21	+ 23.5%	--	--	--
Months Supply of Inventory	0.9	1.2	+ 33.3%	--	--	--
Cumulative Days on Market Until Sale	23	27	+ 17.4%	30	26	- 13.3%
Percent of Original List Price Received*	103.2%	101.4%	- 1.7%	102.0%	103.4%	+ 1.4%
New Listings	16	13	- 18.8%	165	185	+ 12.1%

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

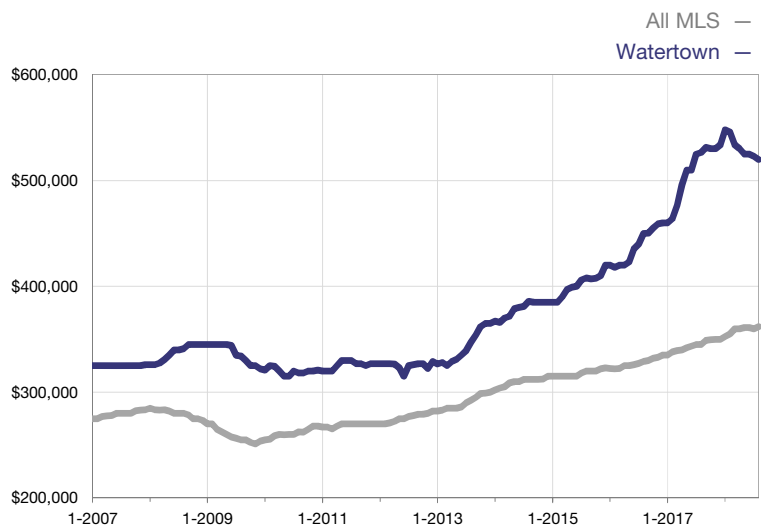
Median Sales Price – Single-Family Properties

Rolling 12-Month Calculation



Median Sales Price – Condominium Properties

Rolling 12-Month Calculation



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Local Market Update – August 2018

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Wayland

Single-Family Properties

Key Metrics	August			Year to Date		
	2017	2018	+ / -	2017	2018	+ / -
Pending Sales	5	9	+ 80.0%	109	116	+ 6.4%
Closed Sales	27	15	- 44.4%	107	115	+ 7.5%
Median Sales Price*	\$910,000	\$880,000	- 3.3%	\$735,000	\$770,000	+ 4.8%
Inventory of Homes for Sale	42	14	- 66.7%	--	--	--
Months Supply of Inventory	3.0	1.0	- 66.7%	--	--	--
Cumulative Days on Market Until Sale	35	57	+ 62.9%	63	60	- 4.8%
Percent of Original List Price Received*	98.1%	99.2%	+ 1.1%	97.3%	98.9%	+ 1.6%
New Listings	7	4	- 42.9%	148	134	- 9.5%

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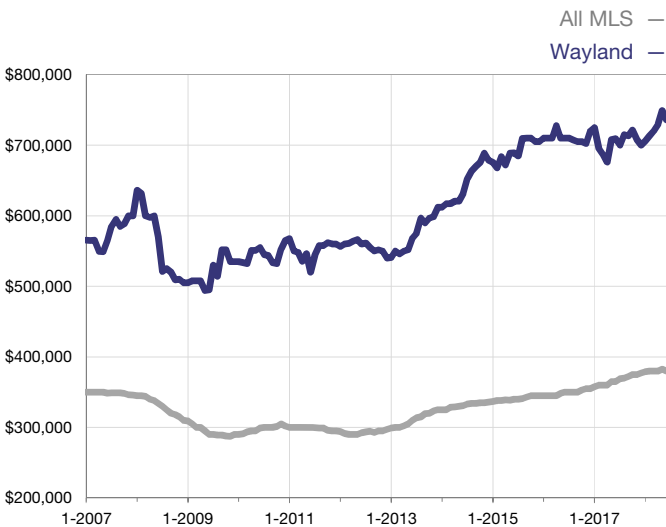
Condominium Properties

Key Metrics	August			Year to Date		
	2017	2018	+ / -	2017	2018	+ / -
Pending Sales	4	2	- 50.0%	33	31	- 6.1%
Closed Sales	5	7	+ 40.0%	31	33	+ 6.5%
Median Sales Price*	\$755,000	\$882,200	+ 16.8%	\$635,250	\$720,000	+ 13.3%
Inventory of Homes for Sale	5	4	- 20.0%	--	--	--
Months Supply of Inventory	1.3	1.1	- 15.4%	--	--	--
Cumulative Days on Market Until Sale	39	27	- 30.8%	51	46	- 9.8%
Percent of Original List Price Received*	94.8%	98.6%	+ 4.0%	97.0%	98.5%	+ 1.5%
New Listings	1	3	+ 200.0%	37	36	- 2.7%

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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 – August 2018

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Westford

Single-Family Properties

Key Metrics	August			Year to Date		
	2017	2018	+ / -	2017	2018	+ / -
Pending Sales	22	27	+ 22.7%	186	202	+ 8.6%
Closed Sales	34	35	+ 2.9%	171	183	+ 7.0%
Median Sales Price*	\$582,625	\$639,900	+ 9.8%	\$575,000	\$595,000	+ 3.5%
Inventory of Homes for Sale	56	48	- 14.3%	--	--	--
Months Supply of Inventory	2.8	2.2	- 21.4%	--	--	--
Cumulative Days on Market Until Sale	42	36	- 14.3%	69	45	- 34.8%
Percent of Original List Price Received*	97.6%	99.1%	+ 1.5%	97.7%	99.2%	+ 1.5%
New Listings	28	32	+ 14.3%	234	256	+ 9.4%

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

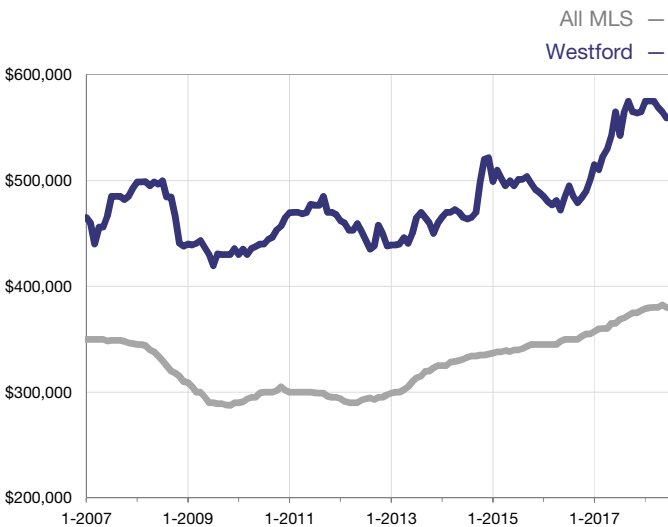
Condominium Properties

Key Metrics	August			Year to Date		
	2017	2018	+ / -	2017	2018	+ / -
Pending Sales	4	7	+ 75.0%	35	44	+ 25.7%
Closed Sales	3	8	+ 166.7%	32	42	+ 31.3%
Median Sales Price*	\$322,000	\$395,000	+ 22.7%	\$398,750	\$393,250	- 1.4%
Inventory of Homes for Sale	13	9	- 30.8%	--	--	--
Months Supply of Inventory	2.5	1.9	- 24.0%	--	--	--
Cumulative Days on Market Until Sale	58	29	- 50.0%	67	41	- 38.8%
Percent of Original List Price Received*	99.0%	100.6%	+ 1.6%	98.8%	99.1%	+ 0.3%
New Listings	9	6	- 33.3%	47	55	+ 17.0%

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

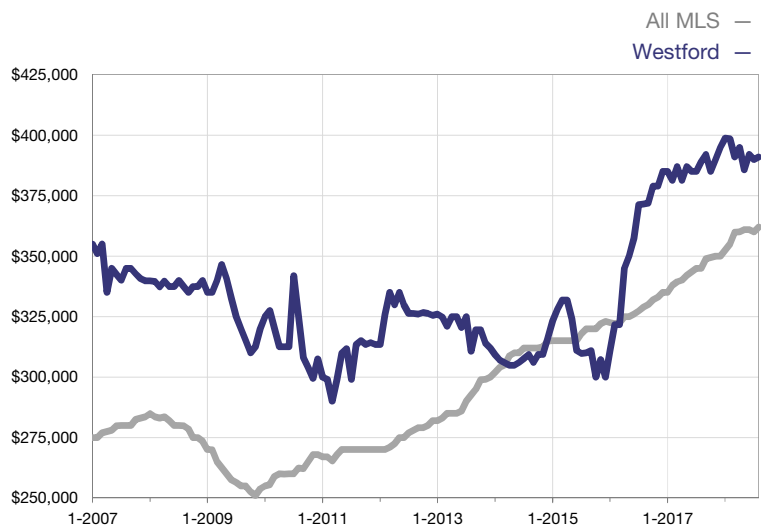
Median Sales Price – Single-Family Properties

Rolling 12-Month Calculation



Median Sales Price – Condominium Properties

Rolling 12-Month Calculation



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Local Market Update – August 2018

A RESEARCH TOOL PROVIDED BY THE MASSACHUSETTS ASSOCIATION OF REALTORS®

Winchester

Single-Family Properties

Key Metrics	August			Year to Date		
	2017	2018	+ / -	2017	2018	+ / -
Pending Sales	18	23	+ 27.8%	188	169	- 10.1%
Closed Sales	35	32	- 8.6%	176	158	- 10.2%
Median Sales Price*	\$1,125,000	\$1,350,750	+ 20.1%	\$1,102,500	\$1,213,000	+ 10.0%
Inventory of Homes for Sale	40	33	- 17.5%	--	--	--
Months Supply of Inventory	1.9	1.8	- 5.3%	--	--	--
Cumulative Days on Market Until Sale	37	61	+ 64.9%	48	54	+ 12.5%
Percent of Original List Price Received*	98.9%	97.1%	- 1.8%	98.6%	98.8%	+ 0.2%
New Listings	20	13	- 35.0%	244	205	- 16.0%

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

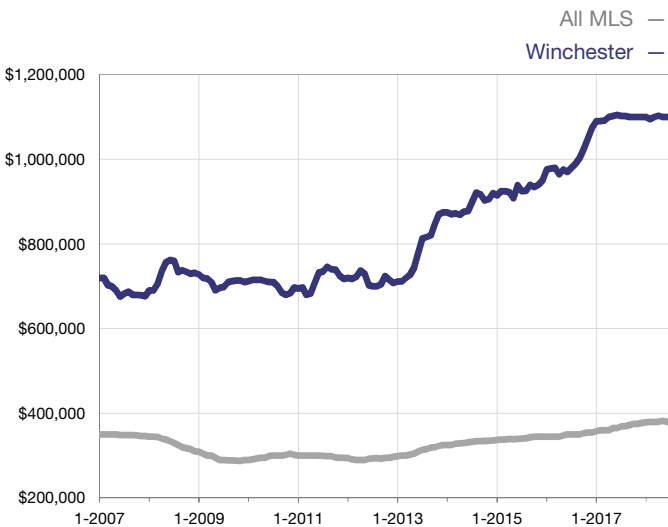
Condominium Properties

Key Metrics	August			Year to Date		
	2017	2018	+ / -	2017	2018	+ / -
Pending Sales	9	8	- 11.1%	59	69	+ 16.9%
Closed Sales	10	12	+ 20.0%	58	65	+ 12.1%
Median Sales Price*	\$625,000	\$540,000	- 13.6%	\$575,943	\$610,000	+ 5.9%
Inventory of Homes for Sale	12	4	- 66.7%	--	--	--
Months Supply of Inventory	1.6	0.5	- 68.8%	--	--	--
Cumulative Days on Market Until Sale	52	28	- 46.2%	46	41	- 10.9%
Percent of Original List Price Received*	98.0%	102.5%	+ 4.6%	99.0%	101.6%	+ 2.6%
New Listings	10	7	- 30.0%	79	69	- 12.7%

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

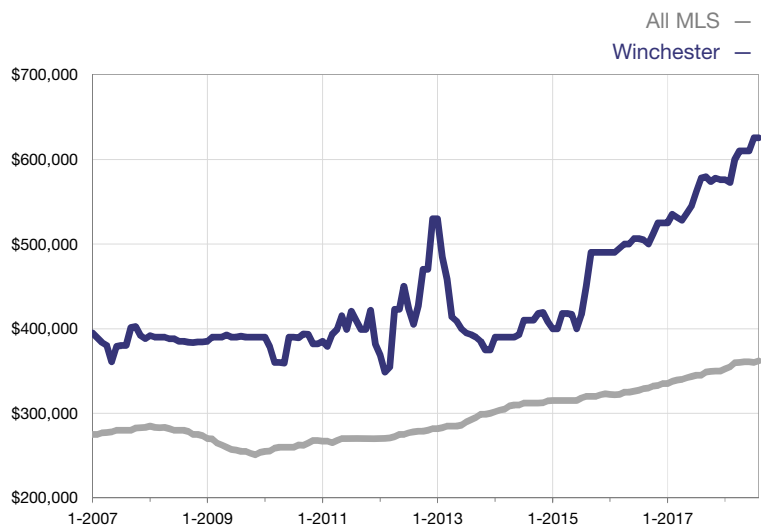
Median Sales Price – Single-Family Properties

Rolling 12-Month Calculation



Median Sales Price – Condominium Properties

Rolling 12-Month Calculation



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Local Market Update – August 2018

A RESEARCH TOOL PROVIDED BY THE MASSACHUSETTS ASSOCIATION OF REALTORS®

Woburn

Single-Family Properties

Key Metrics	August			Year to Date		
	2017	2018	+ / -	2017	2018	+ / -
Pending Sales	28	21	- 25.0%	202	159	- 21.3%
Closed Sales	44	28	- 36.4%	187	138	- 26.2%
Median Sales Price*	\$460,000	\$478,750	+ 4.1%	\$470,000	\$496,250	+ 5.6%
Inventory of Homes for Sale	20	22	+ 10.0%	--	--	--
Months Supply of Inventory	0.8	1.2	+ 50.0%	--	--	--
Cumulative Days on Market Until Sale	27	30	+ 11.1%	39	31	- 20.5%
Percent of Original List Price Received*	99.6%	98.9%	- 0.7%	101.1%	101.7%	+ 0.6%
New Listings	25	21	- 16.0%	219	188	- 14.2%

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

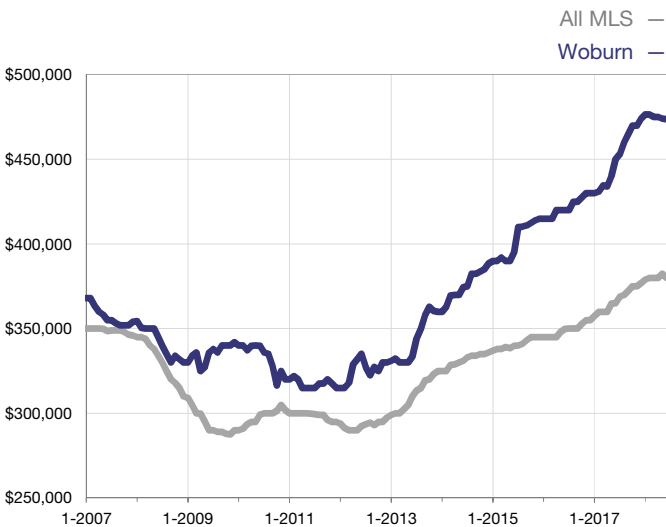
Condominium Properties

Key Metrics	August			Year to Date		
	2017	2018	+ / -	2017	2018	+ / -
Pending Sales	14	13	- 7.1%	95	89	- 6.3%
Closed Sales	19	15	- 21.1%	82	88	+ 7.3%
Median Sales Price*	\$370,000	\$526,000	+ 42.2%	\$393,500	\$445,500	+ 13.2%
Inventory of Homes for Sale	9	8	- 11.1%	--	--	--
Months Supply of Inventory	0.9	0.8	- 11.1%	--	--	--
Cumulative Days on Market Until Sale	27	46	+ 70.4%	31	78	+ 151.6%
Percent of Original List Price Received*	103.1%	100.7%	- 2.3%	102.3%	100.9%	- 1.4%
New Listings	11	13	+ 18.2%	107	105	- 1.9%

* 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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When selling your property, you want to work with a real estate professional backed by a successful team.

Thanks to our clients...

- Keller Williams Realty has sold more homes in the United States than any other real estate company.
- Keller Williams Realty Boston Northwest sold more homes in the communities Northwest of Boston than any other real estate office.
- Keller Williams Realty Boston Northwest ranked in the top 1% of all brokerages in the country.

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**THE PROOF IS
IN THE NUMBERS**

↑ 12.4%

Homes Sold

KW Boston Northwest homes sold is up 12.4%
Middlesex County home sales down .08%
We outpaced the market by 12.48%!

↑ 26.4%

Homes Sold Dollar Volume

KW Boston Northwest is up 26.4%
Middlesex County is up 6.4%
We outpaced the market by 20%!

↑ 17.5%

Listings Sold

KW Boston Northwest is up 17.5%
Middlesex County is up .1%
We outpaced the market by 17.4%!

↑ 38.1%

Listings Sold Dollar Volume

KW Boston Northwest is up 38.1%
Middlesex County is up 6.4%
We outpaced the market by 31.7%!

*Based on MLS Statistics YTD 2018 vs 2017 (August 2018)

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.**

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.**

KW has shared **\$1,160,559,692 to our associates in profit share to date (that's over \$1 Billion)** and KW Boston Northwest shared **\$239,140 in profit share in 2017.**

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

Training makes a difference. Agents attending at least two training events in the month of August in the KW Boston Northwest offices **made \$75,649 more gross commission income** than those not attending classes.

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.

In 2017, KW Cares, a program that supports KW associates and their families who are facing hardship as a result of a sudden emergency, awarded **over 725 grants totaling close to \$4.4 million to KW family members.**

Keller Williams was named the **#1 happiest place to work for 2018** by Forbes.

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** Based on actual numbers through August 2018*