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The Largest Family-Owned Real Estate Company in the Northeast

2015 Single Family Home Sales Report

North Andover, MA

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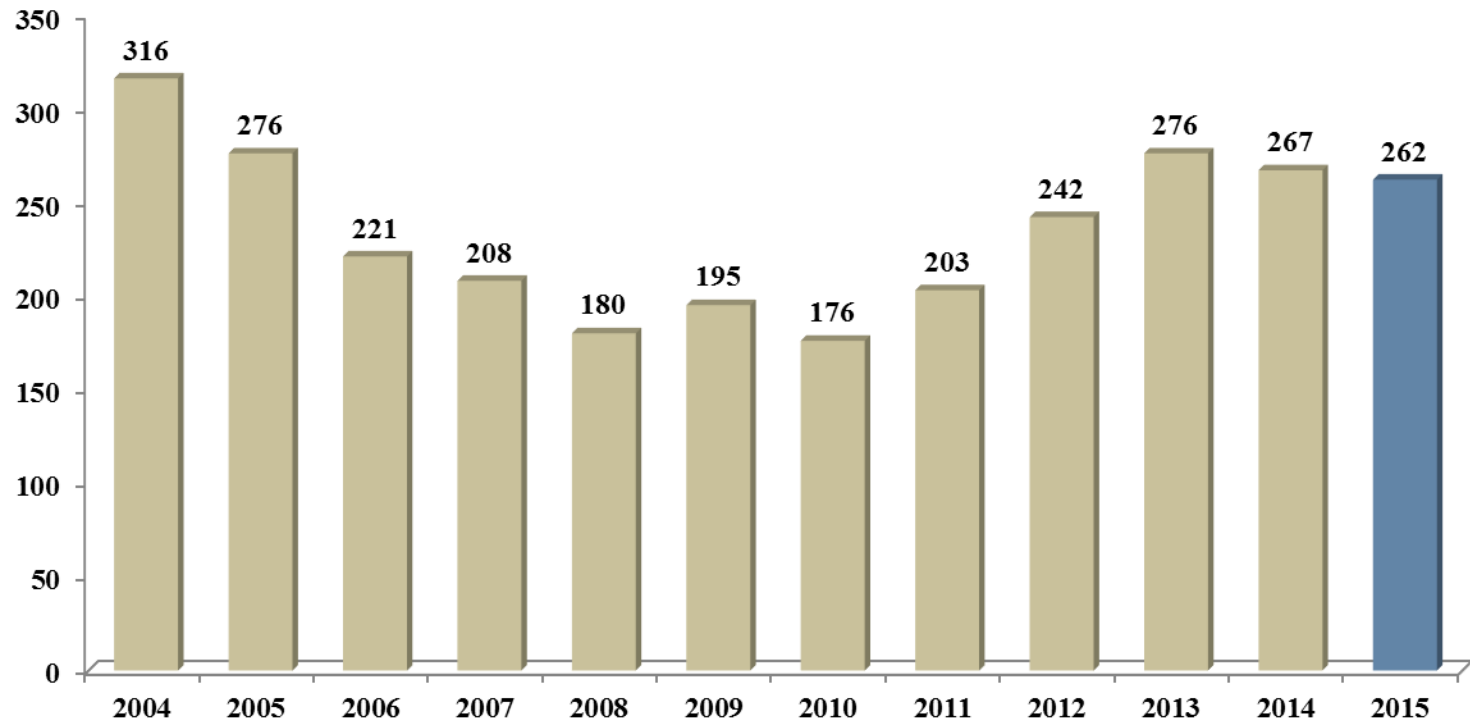
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Market Look-Back: Sales North Andover



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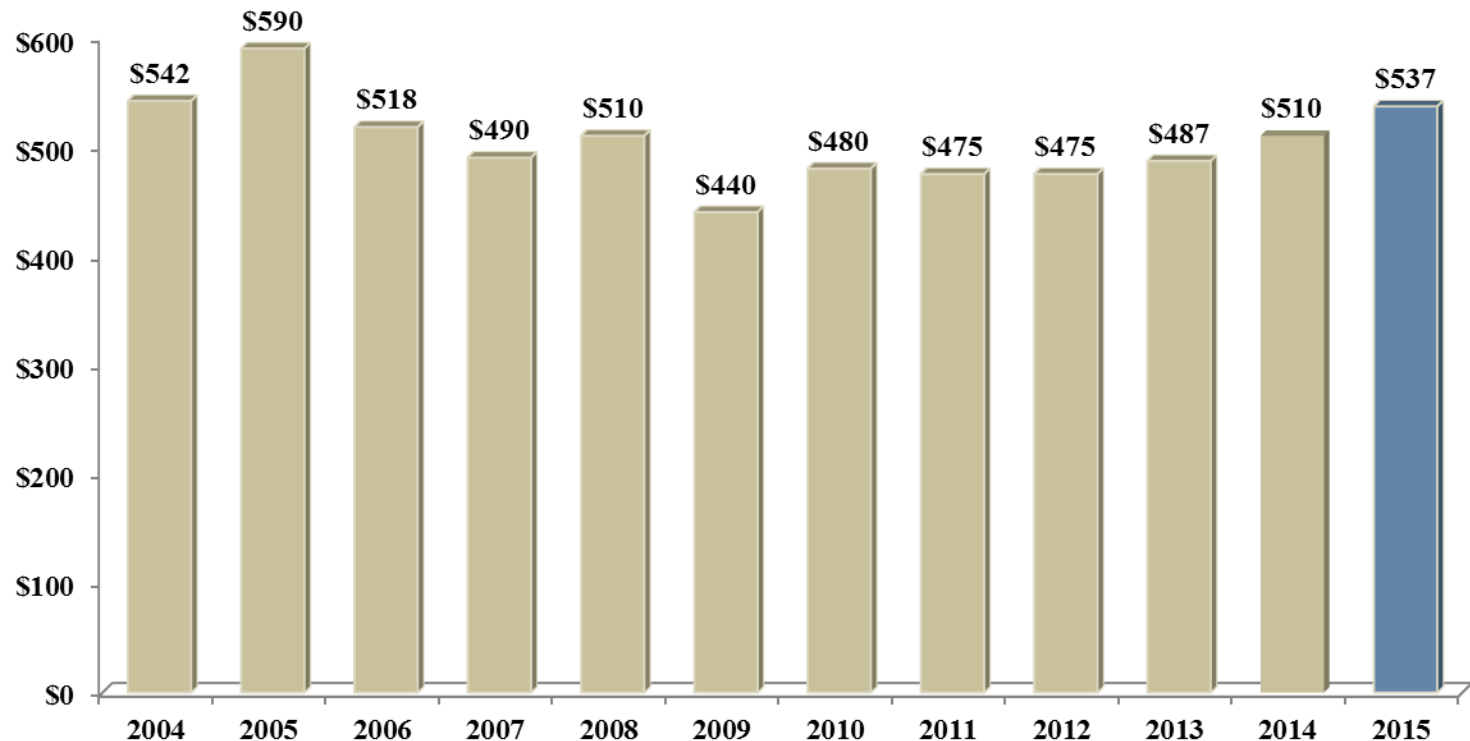
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Market Look-Back: Median Price

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Home Sales

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	# of	Avg. Days	Average	Average	SP:LP	SP:OP	
Price Range	Listings	on Market	Sale Price	List Price	Ratio	Ratio	
\$0 - \$49,999	0	0	\$0	\$0	0%	0%	
\$50,000 - \$99,999	0	0	\$0	\$0	0%	0%	
\$100,000 - \$149,999	0	0	\$0	\$0	0%	0%	
\$150,000 - \$199,999	1	130	\$183,000	\$209,900	87%	81%	
\$200,000 - \$249,999	2	169	\$235,000	\$239,950	98%	93%	
\$250,000 - \$299,999	10	75	\$276,240	\$278,360	99%	98%	
\$300,000 - \$349,999	19	60	\$324,732	\$331,347	98%	97%	
\$350,000 - \$399,999	19	64	\$377,883	\$384,967	98%	97%	
\$400,000 - \$449,999	24	59	\$422,163	\$427,625	99%	98%	
\$450,000 - \$499,999	38	65	\$478,529	\$483,458	99%	97%	
\$500,000 - \$599,999	58	80	\$552,960	\$562,424	98%	97%	
\$600,000 - \$699,999	52	84	\$640,694	\$647,702	99%	97%	
\$700,000 - \$799,999	13	90	\$743,385	\$749,815	99%	98%	
\$800,000 - \$899,999	14	199	\$845,930	\$851,221	100%	96%	
\$900,000 - \$999,999	6	82	\$969,583	\$967,167	100%	99%	
\$1,000,000 - \$1,099,999	3	353	\$1,009,720	\$1,046,600	96%	94%	
\$1,100,000 - \$1,199,999	3	72	\$1,147,667	\$1,207,667	95%	94%	
\$1,200,000 - \$1,299,999	0	0	\$0	\$0	0%	0%	
\$1,300,000 - \$1,399,999	0	0	\$0	\$0	0%	0%	
\$1,400,000 - \$1,499,999	0	0	\$0	\$0	0%	0%	
\$1,500,000 - \$1,999,999	0	0	\$0	\$0	0%	0%	
\$2,000,000+	0	0	\$0	\$0	0%	0%	
Total Properties	262	Avg. 113	\$586,249	\$599,157	99%	97%	
Lowest Price: \$183,000					Median Price: \$537,450		
Highest Price: \$1,199,000					Average Price: \$550,632		
Total Market Volume: \$144,265,555							

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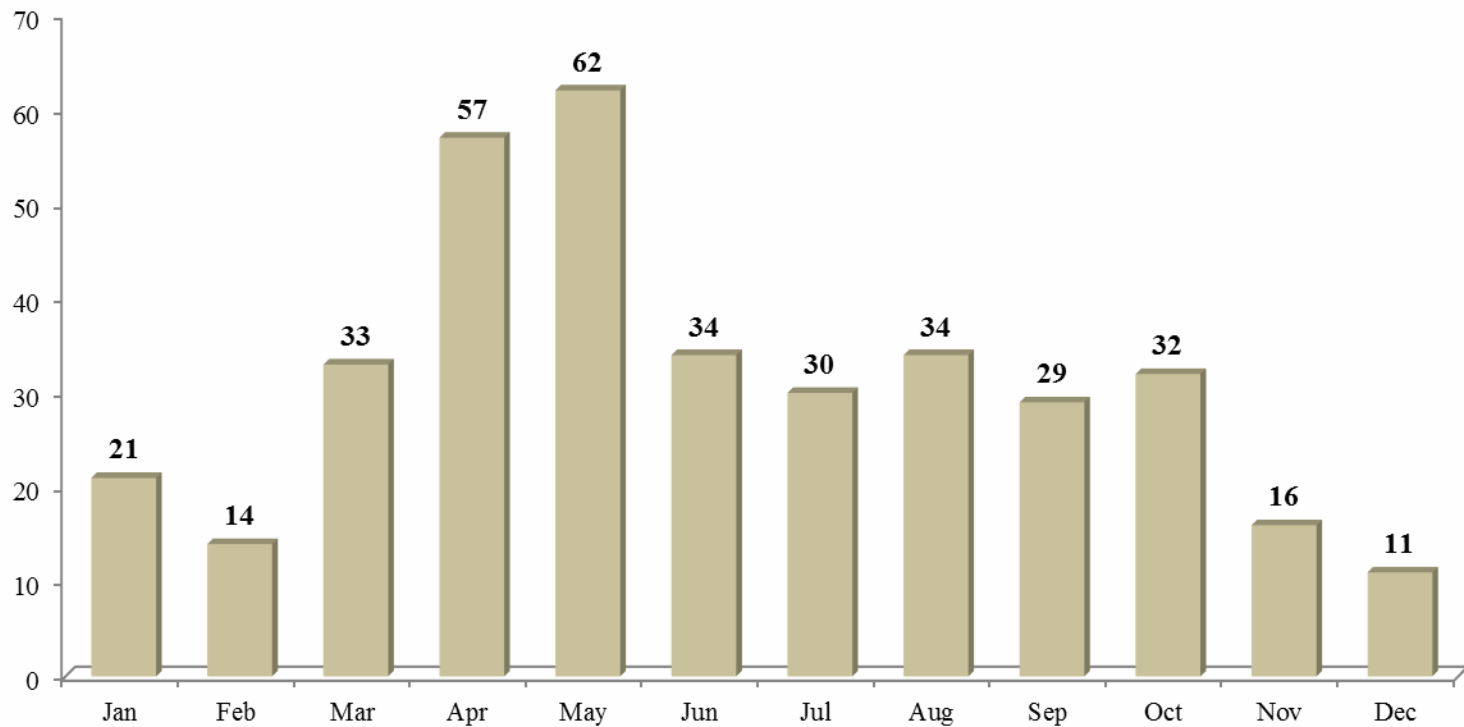
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Listing Activity

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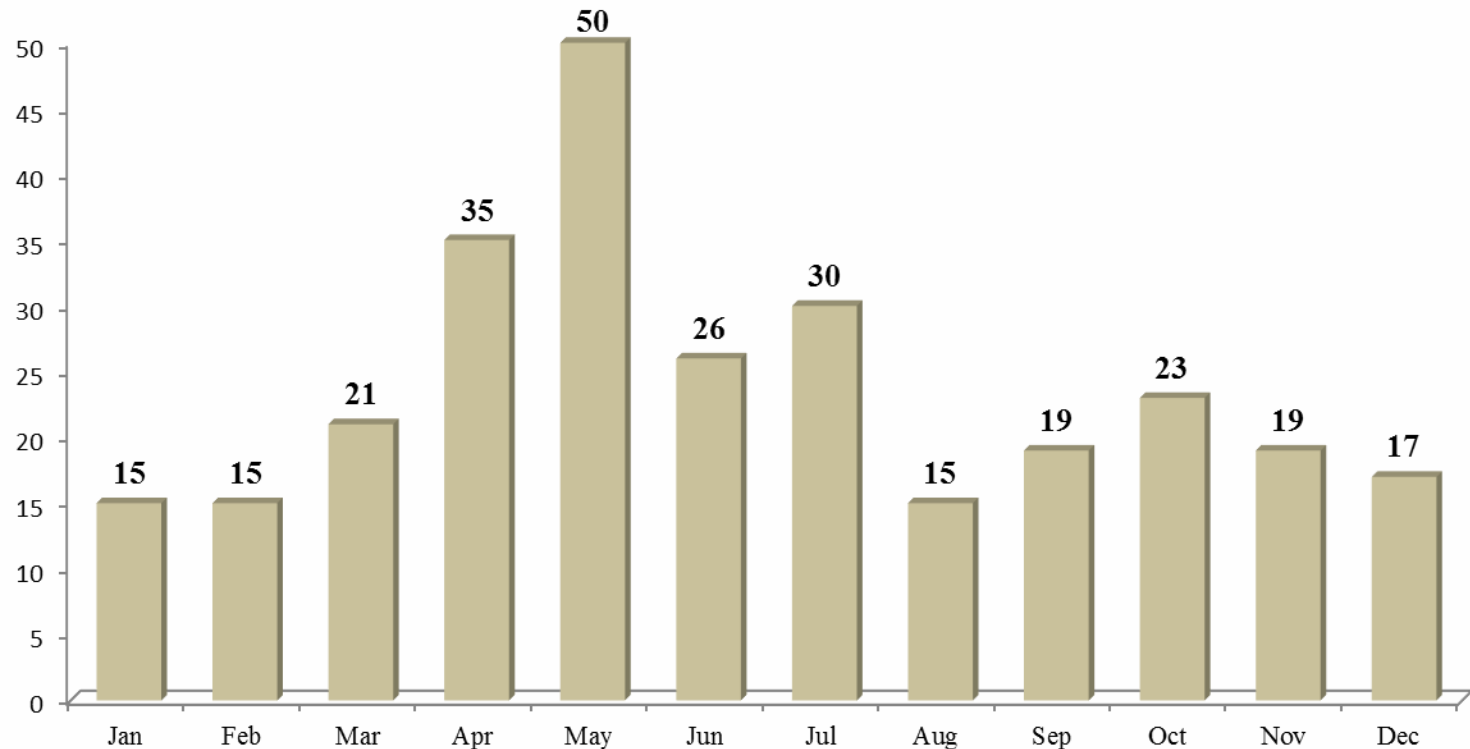
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Under Agreement Activity North Andover



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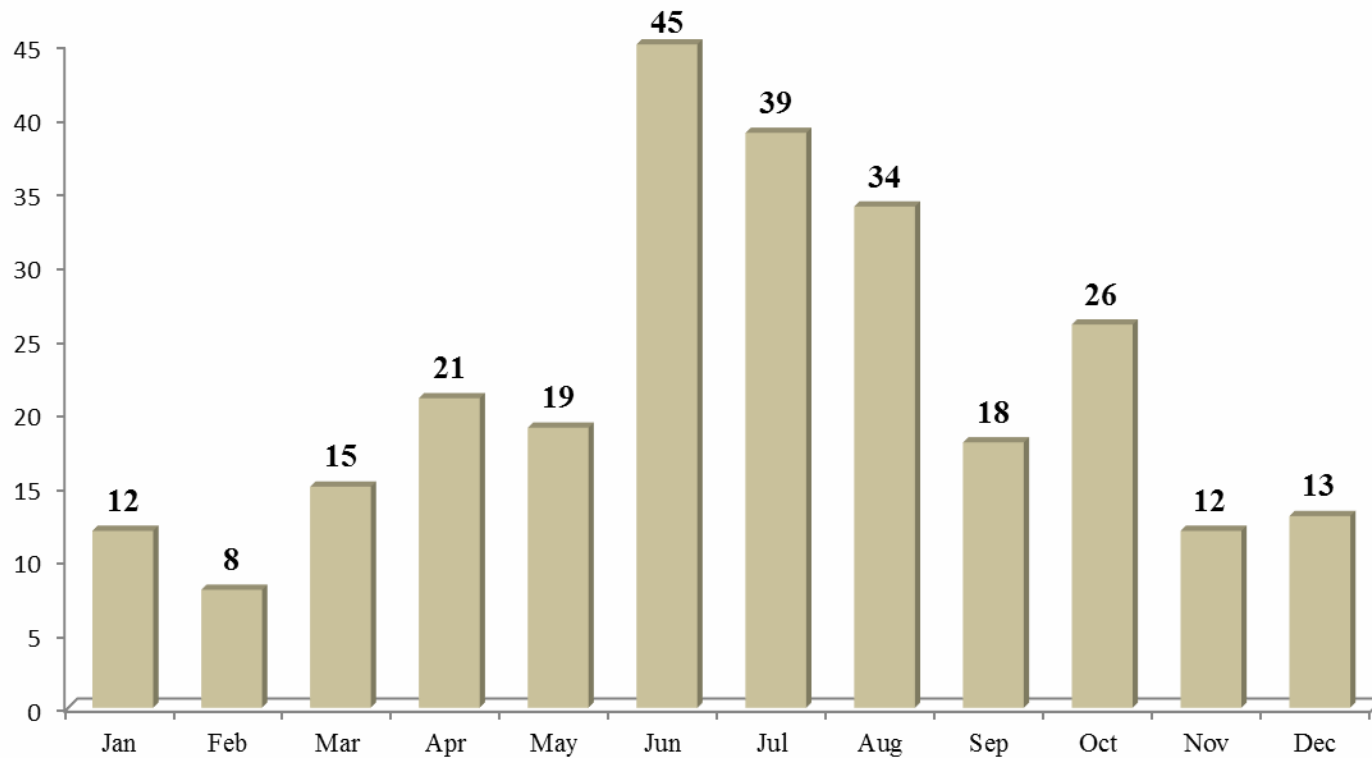
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Closing Activity

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Time is Money

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- Based on existing sales, if you price your home properly it will sell quicker at a higher price. The longer it takes to sell, the lower the price.
 - 0-30 Days on Market 100% of original list price
 - 31-60 Days on Market 98% of original list price
 - 61-90 Days on Market 96% of original list price
 - 91-120 Days on Market 95% of original list price
 - 121+ Days on Market 93% of original list price

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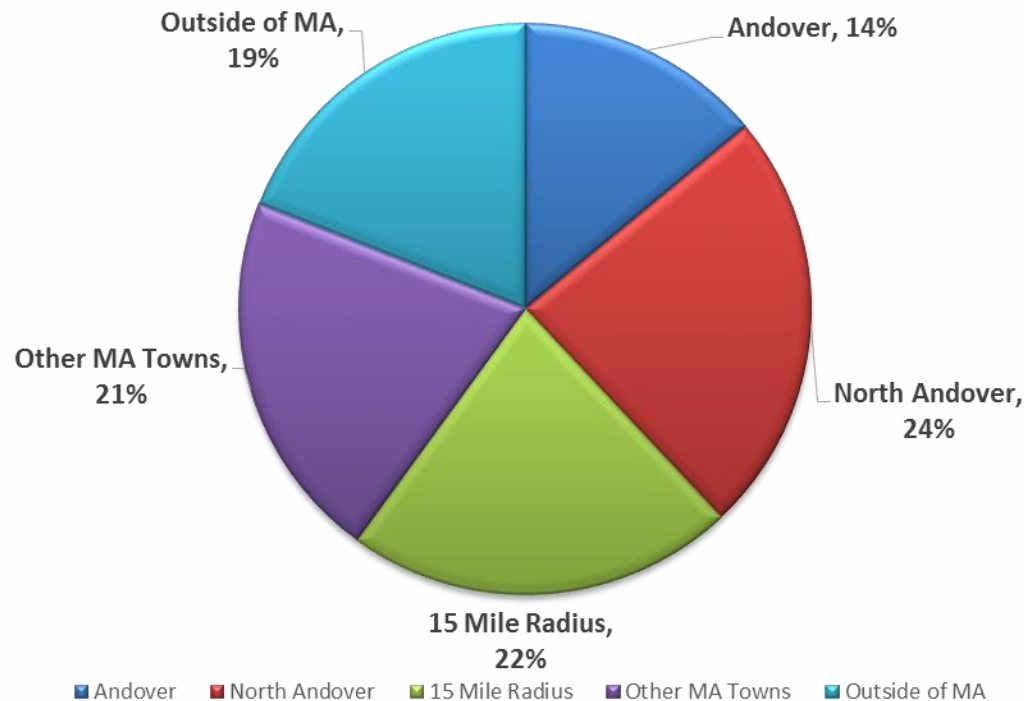
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Where Did Our Buyers Come From North Andover



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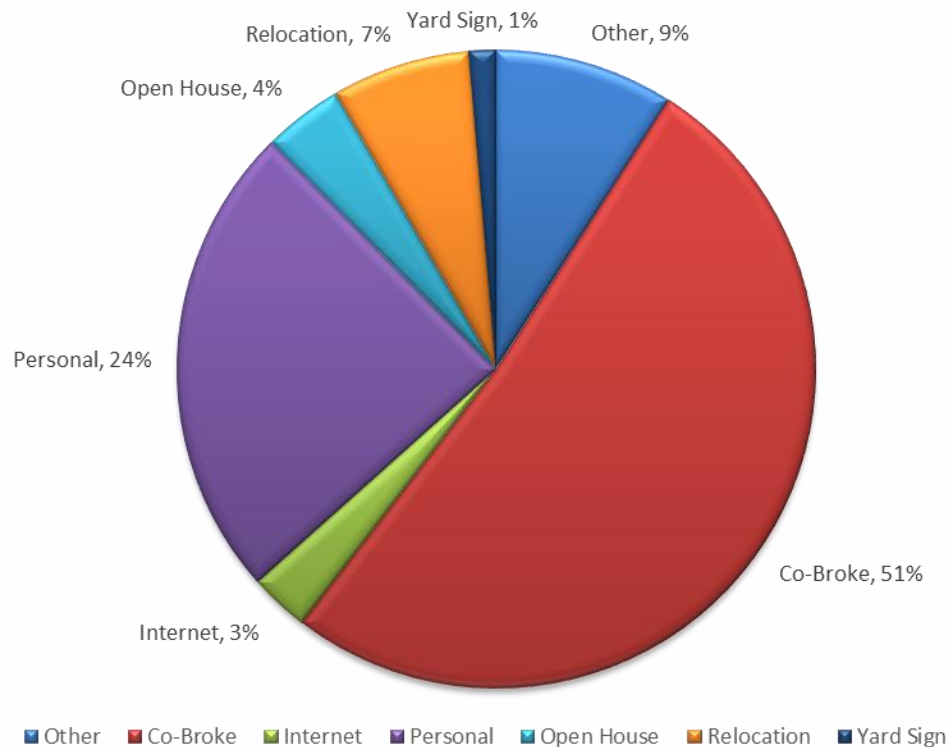
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Source of Buyers

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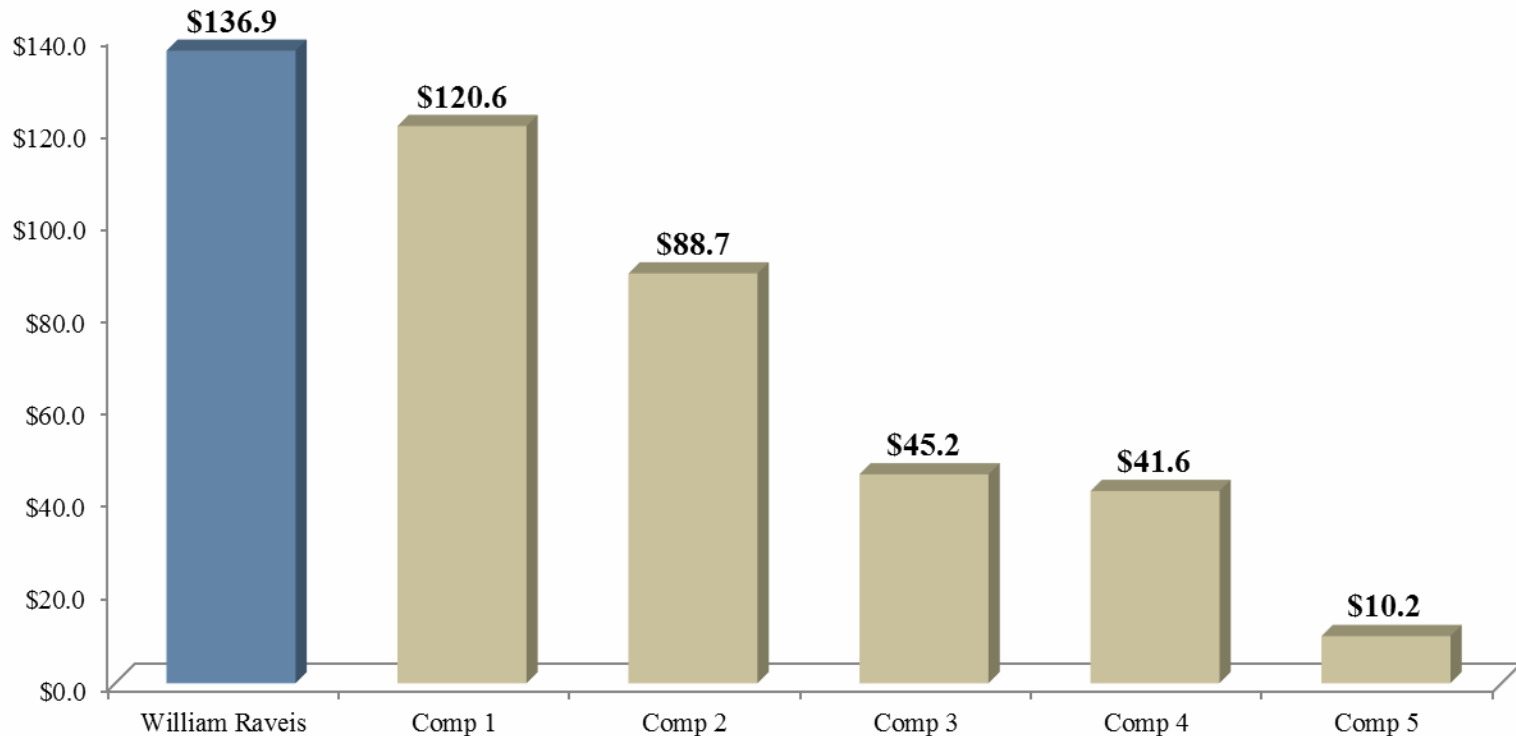
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Our Market Share (in Millions)

Andover & North Andover



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