

Local Market Update – November 2016

A RESEARCH TOOL PROVIDED BY THE MASSACHUSETTS ASSOCIATION OF REALTORS®

Westford

Single-Family Properties

Key Metrics	November			Year to Date		
	2015	2016	+ / -	2015	2016	+ / -
Pending Sales	10	9	- 10.0%	213	207	- 2.8%
Closed Sales	20	12	- 40.0%	194	196	+ 1.0%
Median Sales Price*	\$433,750	\$541,950	+ 24.9%	\$491,625	\$508,125	+ 3.4%
Inventory of Homes for Sale	59	41	- 30.5%	--	--	--
Months Supply of Inventory	3.4	2.3	- 32.4%	--	--	--
Cumulative Days on Market Until Sale	90	51	- 43.3%	66	69	+ 4.5%
Percent of Original List Price Received*	94.8%	97.8%	+ 3.2%	96.5%	97.3%	+ 0.8%
New Listings	7	9	+ 28.6%	310	290	- 6.5%

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

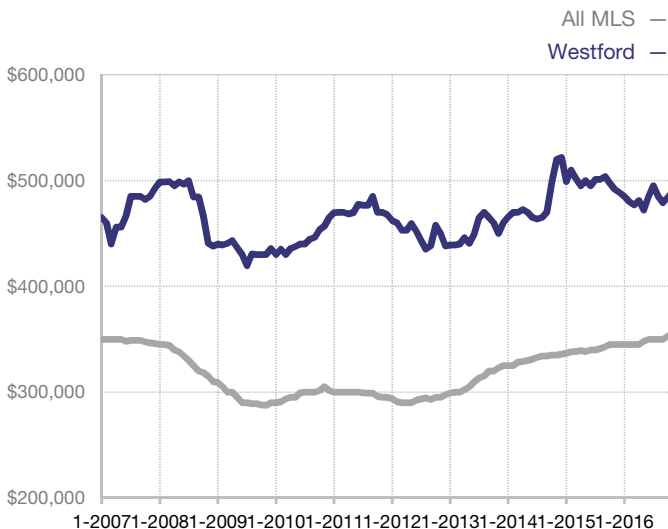
Condominium Properties

Key Metrics	November			Year to Date		
	2015	2016	+ / -	2015	2016	+ / -
Pending Sales	10	5	- 50.0%	72	62	- 13.9%
Closed Sales	4	0	- 100.0%	60	74	+ 23.3%
Median Sales Price*	\$375,500	\$0	- 100.0%	\$300,000	\$385,175	+ 28.4%
Inventory of Homes for Sale	18	12	- 33.3%	--	--	--
Months Supply of Inventory	3.4	1.6	- 52.9%	--	--	--
Cumulative Days on Market Until Sale	34	0	- 100.0%	122	98	- 19.7%
Percent of Original List Price Received*	98.9%	0.0%	- 100.0%	97.5%	98.2%	+ 0.7%
New Listings	11	3	- 72.7%	82	72	- 12.2%

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

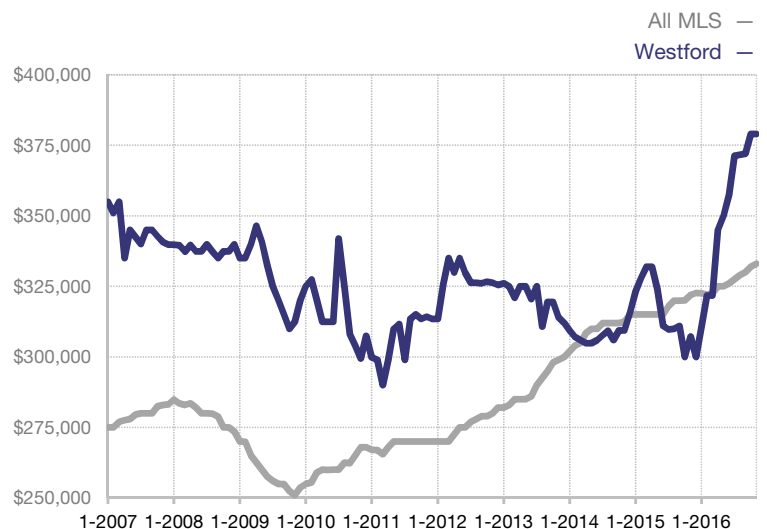
Median Sales Price – Single-Family Properties

Rolling 12-Month Calculation



Median Sales Price – Condominium Properties

Rolling 12-Month Calculation



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