Local Market Update – October 2017

A RESEARCH TOOL PROVIDED BY THE **MASSACHUSETTS ASSOCIATION OF REALTORS®**

Westford

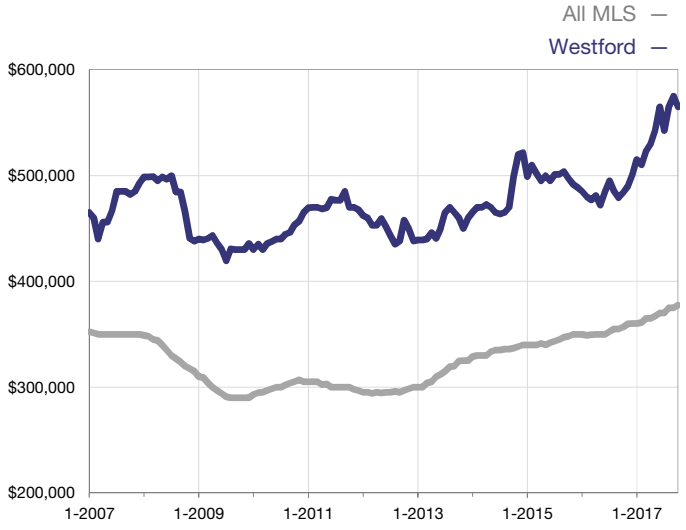
Single-Family Properties	October			Year to Date		
Key Metrics	**2016**	**2017**	**+ / –**	**2016**	**2017**	**+ / –**
Pending Sales	13	**21**	+ 61.5%	197	**225**	+ 14.2%
Closed Sales	20	**22**	+ 10.0%	184	**212**	+ 15.2%
Median Sales Price*	$609,950	**$512,000**	- 16.1%	$500,625	**$575,000**	+ 14.9%
Inventory of Homes for Sale	57	**41**	- 28.1%	--	--	--
Months Supply of Inventory	3.0	**2.1**	- 30.0%	--	--	--
Cumulative Days on Market Until Sale	94	**57**	- 39.4%	70	**66**	- 5.7%
Percent of Original List Price Received*	94.1%	**91.9%**	- 2.3%	97.2%	**97.1%**	- 0.1%
New Listings	19	**19**	0.0%	281	**278**	- 1.1%

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

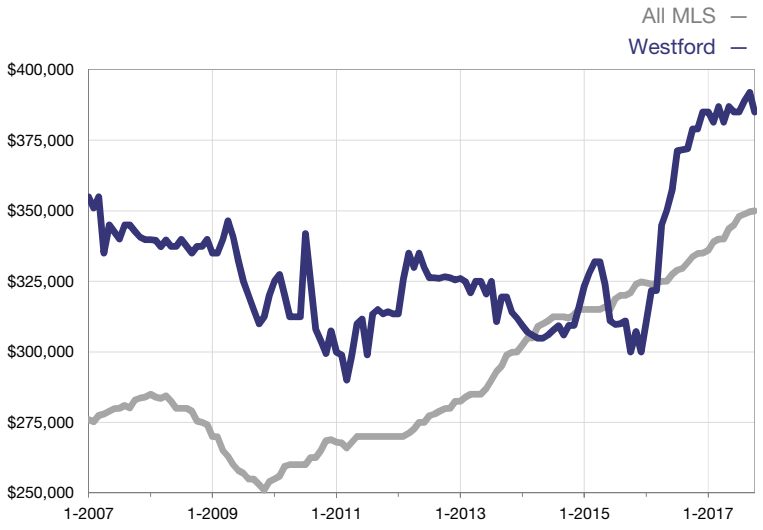
Condominium Properties	October			Year to Date		
Key Metrics	**2016**	**2017**	**+ / –**	**2016**	**2017**	**+ / –**
Pending Sales	0	**4**	--	57	**43**	- 24.6%
Closed Sales	9	**3**	- 66.7%	74	**38**	- 48.6%
Median Sales Price*	$418,000	**$330,000**	- 21.1%	$385,175	**$386,000**	+ 0.2%
Inventory of Homes for Sale	16	**10**	- 37.5%	--	--	--
Months Supply of Inventory	2.2	**2.4**	+ 9.1%	--	--	--
Cumulative Days on Market Until Sale	70	**42**	- 40.0%	98	**64**	- 34.7%
Percent of Original List Price Received*	95.5%	**96.8%**	+ 1.4%	98.2%	**98.8%**	+ 0.6%
New Listings	5	**4**	- 20.0%	69	**59**	- 14.5%

* 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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