Local Market Update – August 2018

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

Westford

Single-Family Properties

	August			Year to Date		
Key Metrics	**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%

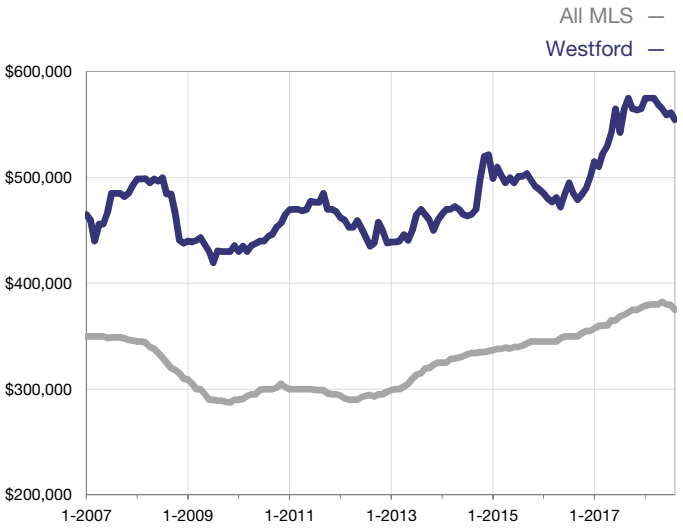
* Does not account for seller concessions. | Activity for one month can sometimes look extreme due to small sample size.

Condominium Properties

	August			Year to Date		
Key Metrics	**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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