

Local Market Update – October 2019

A RESEARCH TOOL PROVIDED BY THE MASSACHUSETTS ASSOCIATION OF REALTORS®

Westford

Single-Family Properties

Key Metrics	October			Year to Date		
	2018	2019	+ / -	2018	2019	+ / -
Pending Sales	9	17	+ 88.9%	228	206	- 9.6%
Closed Sales	18	16	- 11.1%	225	206	- 8.4%
Median Sales Price*	\$541,000	\$645,000	+ 19.2%	\$590,000	\$618,950	+ 4.9%
Inventory of Homes for Sale	57	44	- 22.8%	--	--	--
Months Supply of Inventory	2.7	2.2	- 18.5%	--	--	--
Cumulative Days on Market Until Sale	45	66	+ 46.7%	45	57	+ 26.7%
Percent of Original List Price Received*	97.7%	95.4%	- 2.4%	98.9%	96.8%	- 2.1%
New Listings	18	20	+ 11.1%	302	255	- 15.6%

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

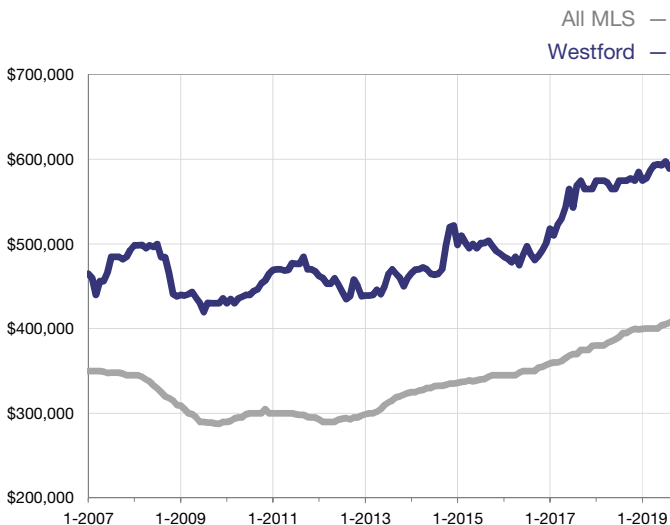
Condominium Properties

Key Metrics	October			Year to Date		
	2018	2019	+ / -	2018	2019	+ / -
Pending Sales	5	6	+ 20.0%	51	61	+ 19.6%
Closed Sales	4	6	+ 50.0%	49	56	+ 14.3%
Median Sales Price*	\$316,000	\$272,500	- 13.8%	\$386,500	\$377,375	- 2.4%
Inventory of Homes for Sale	13	21	+ 61.5%	--	--	--
Months Supply of Inventory	2.7	4.1	+ 51.9%	--	--	--
Cumulative Days on Market Until Sale	65	80	+ 23.1%	42	53	+ 26.2%
Percent of Original List Price Received*	93.8%	93.5%	- 0.3%	98.9%	96.6%	- 2.3%
New Listings	10	9	- 10.0%	71	97	+ 36.6%

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

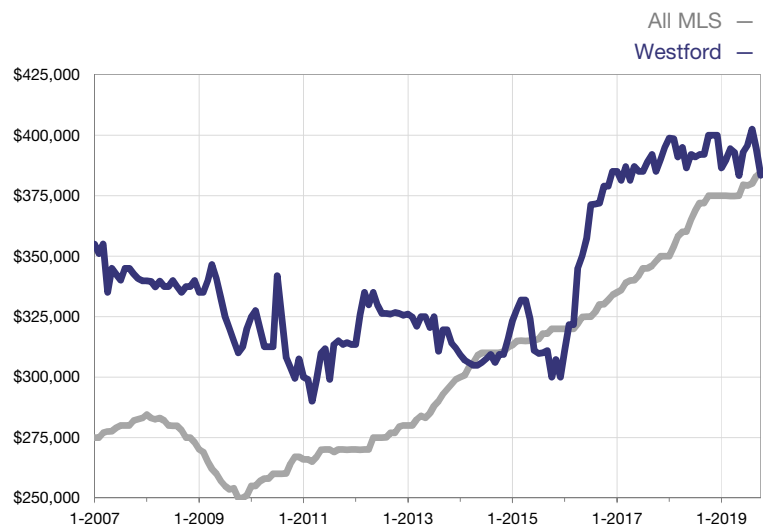
Median Sales Price – Single-Family Properties

Rolling 12-Month Calculation



Median Sales Price – Condominium Properties

Rolling 12-Month Calculation



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