

Local Market Update – September 2016

A RESEARCH TOOL PROVIDED BY THE MASSACHUSETTS ASSOCIATION OF REALTORS®

Westford

Single-Family Properties

Key Metrics	September			Year to Date		
	2015	2016	+ / -	2015	2016	+ / -
Pending Sales	22	17	- 22.7%	180	185	+ 2.8%
Closed Sales	17	22	+ 29.4%	153	164	+ 7.2%
Median Sales Price*	\$509,500	\$486,000	- 4.6%	\$499,900	\$497,500	- 0.5%
Inventory of Homes for Sale	81	57	- 29.6%	--	--	--
Months Supply of Inventory	4.9	3.0	- 38.8%	--	--	--
Cumulative Days on Market Until Sale	66	59	- 10.6%	59	68	+ 15.3%
Percent of Original List Price Received*	95.7%	95.0%	- 0.7%	96.9%	97.6%	+ 0.7%
New Listings	30	34	+ 13.3%	272	262	- 3.7%

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

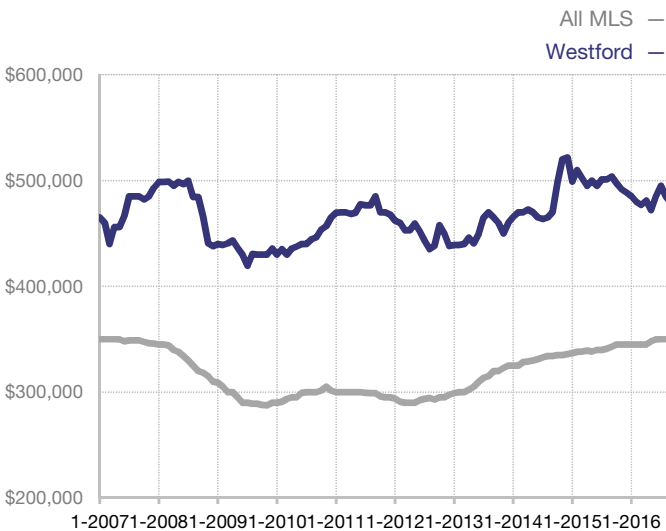
Condominium Properties

Key Metrics	September			Year to Date		
	2015	2016	+ / -	2015	2016	+ / -
Pending Sales	4	3	- 25.0%	53	57	+ 7.5%
Closed Sales	4	6	+ 50.0%	52	65	+ 25.0%
Median Sales Price*	\$269,550	\$345,175	+ 28.1%	\$300,000	\$380,000	+ 26.7%
Inventory of Homes for Sale	16	10	- 37.5%	--	--	--
Months Supply of Inventory	2.5	1.5	- 40.0%	--	--	--
Cumulative Days on Market Until Sale	89	101	+ 13.5%	127	102	- 19.7%
Percent of Original List Price Received*	99.1%	95.9%	- 3.2%	97.4%	98.5%	+ 1.1%
New Listings	10	5	- 50.0%	59	64	+ 8.5%

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

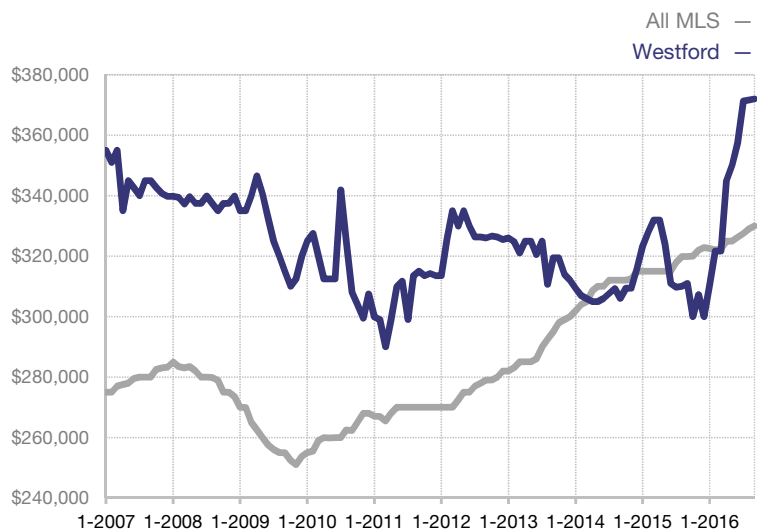
Median Sales Price – Single-Family Properties

Rolling 12-Month Calculation



Median Sales Price – Condominium Properties

Rolling 12-Month Calculation



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