

Local Market Update – September 2023

A RESEARCH TOOL PROVIDED BY THE MASSACHUSETTS ASSOCIATION OF REALTORS®

Westwood

Single-Family Properties

| Key Metrics | September | | | Year to Date | | |
|--|-------------|------------------|---------|--------------|--------------------|---------|
| | 2022 | 2023 | + / - | 2022 | 2023 | + / - |
| Pending Sales | 16 | 6 | - 62.5% | 118 | 89 | - 24.6% |
| Closed Sales | 17 | 6 | - 64.7% | 111 | 90 | - 18.9% |
| Median Sales Price* | \$1,250,000 | \$867,500 | - 30.6% | \$1,200,000 | \$1,162,500 | - 3.1% |
| Inventory of Homes for Sale | 23 | 14 | - 39.1% | -- | -- | -- |
| Months Supply of Inventory | 1.8 | 1.5 | - 16.7% | -- | -- | -- |
| Cumulative Days on Market Until Sale | 32 | 49 | + 53.1% | 20 | 35 | + 75.0% |
| Percent of Original List Price Received* | 96.7% | 99.8% | + 3.2% | 105.0% | 100.9% | - 3.9% |
| New Listings | 13 | 13 | 0.0% | 145 | 104 | - 28.3% |

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

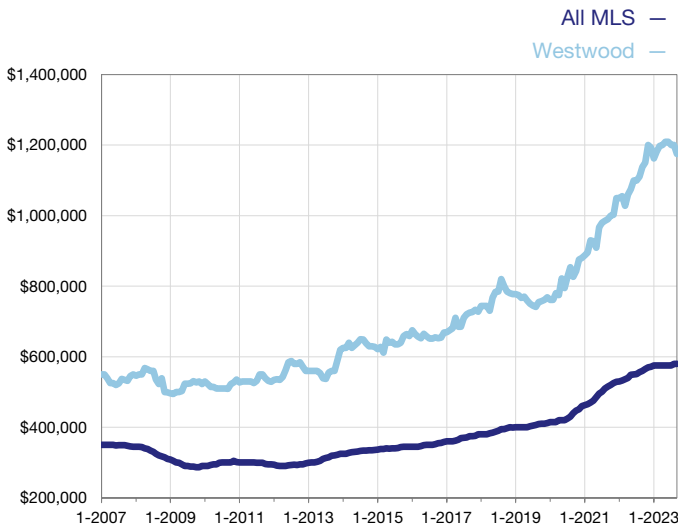
Condominium Properties

| Key Metrics | September | | | Year to Date | | |
|--|-------------|------------------|----------|--------------|------------------|----------|
| | 2022 | 2023 | + / - | 2022 | 2023 | + / - |
| Pending Sales | 3 | 2 | - 33.3% | 11 | 24 | + 118.2% |
| Closed Sales | 3 | 4 | + 33.3% | 24 | 23 | - 4.2% |
| Median Sales Price* | \$1,331,250 | \$525,000 | - 60.6% | \$1,179,259 | \$790,000 | - 33.0% |
| Inventory of Homes for Sale | 10 | 1 | - 90.0% | -- | -- | -- |
| Months Supply of Inventory | 5.4 | 0.4 | - 92.6% | -- | -- | -- |
| Cumulative Days on Market Until Sale | 49 | 166 | + 238.8% | 45 | 112 | + 148.9% |
| Percent of Original List Price Received* | 109.6% | 95.6% | - 12.8% | 107.1% | 97.0% | - 9.4% |
| New Listings | 1 | 2 | + 100.0% | 22 | 27 | + 22.7% |

* 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

