

# Real Estate News

## Metro West

February 7, 2007



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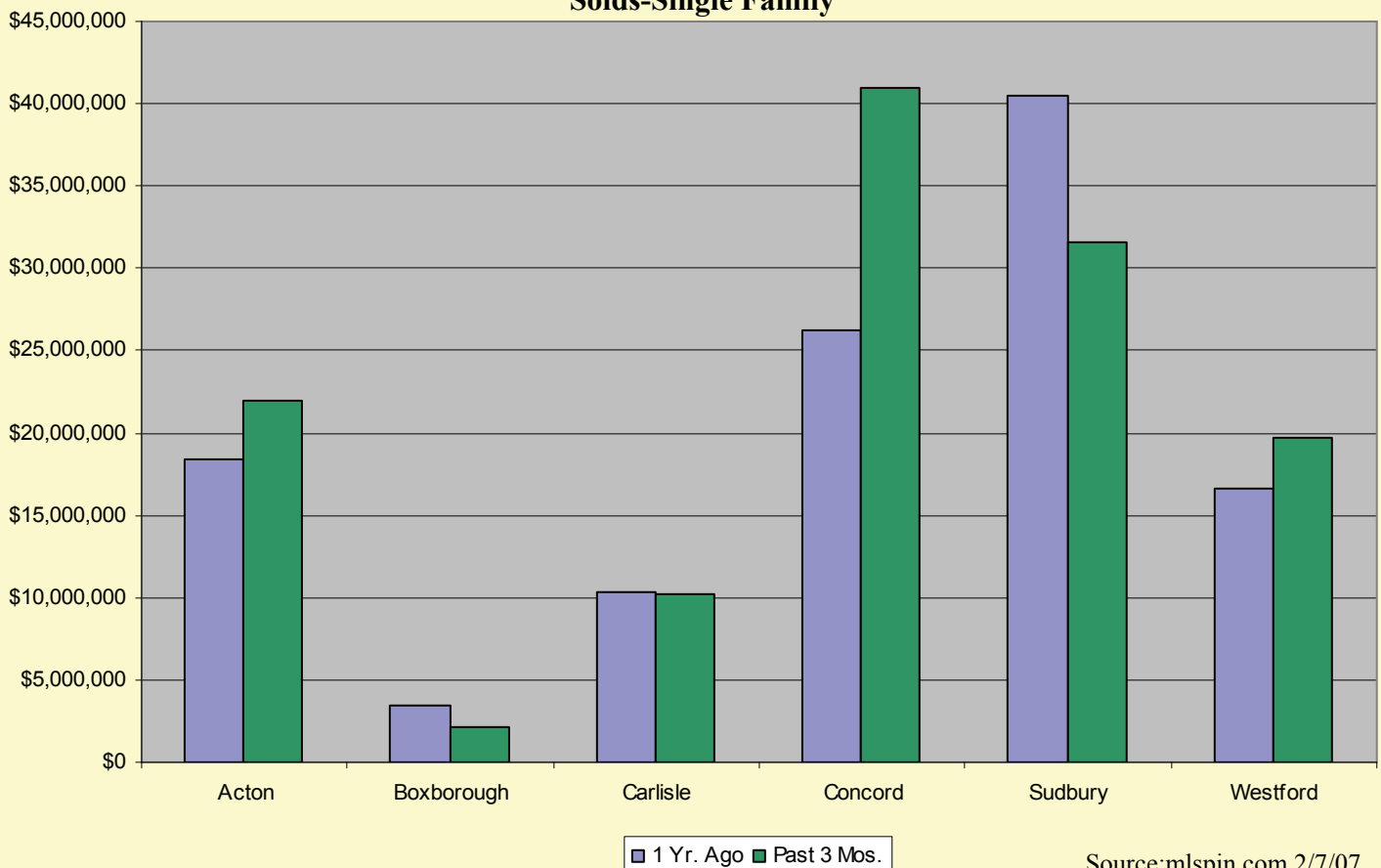
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Property sales are definitely up compared to the same time period last year. It appears that the major correction we saw in 2006 has leveled off. While some towns are not as strong as last year, such as Sudbury, all indicators point to 2007 being a better year with more consumer confidence as mortgage rates remain low and steady. Most of last year, buyers were reading a lot of conflicting information in the media which made them hold back, thinking the market would continue to fall. Now that buyers are buying it will create a more balanced market. A good time to sell or buy.

Solds-Single Family



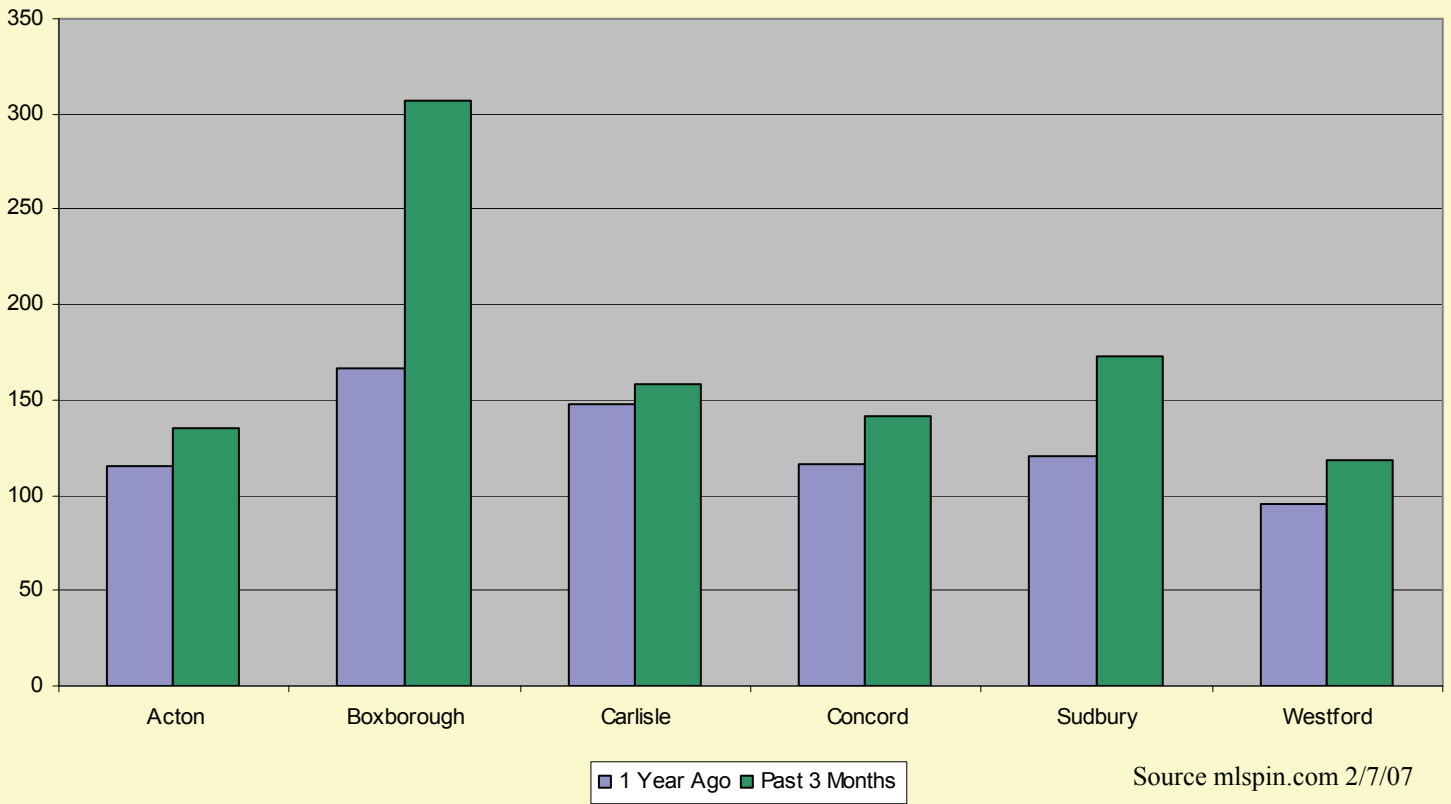
Source:mlspin.com 2/7/07



Although sales are picking up, as you can see, the average days on market are still higher than they were a year ago. Part of the reason for this is inaccurate pricing. Last year the average sale price came down in all the surrounding towns except for Concord. It was tough for Sellers to accept this and the tendency was to start at what they thought was the right price. Buyers were not buying at the higher prices, and waited for the prices to come down. This increased the market time in all areas. In a market such as this, it becomes more

important to consult with an agent that has the depth of experience and knowledge required to help position your property correctly in the marketplace.

Average Days on Market



1 Year Ago

Past 3 Months

	Avg Sale\$	Avg List \$	SL Ratio	Orig List \$	SP/OP	Avg Sale\$	Avg List \$	SL Ratio	Orig List	SP/OP
Acton	\$557,417	\$568,171	98	\$594,380	94	\$564,483	\$590,825	96	\$618,757	91
Boxborough	\$579,443	\$602,950	96	\$637,783	91	\$520,125	\$556,950	93	\$596,975	87
Carlisle	\$935,364	\$1,001,055	93	\$1,032,864	91	\$1,136,926	\$1,242,878	91	\$1,281,556	89
Concord	\$770,548	\$812,332	95	\$846,776	91	\$1,138,903	\$1,230,464	93	\$1,300,608	88
Sudbury	\$862,293	\$898,757	96	\$924,998	93	\$811,281	\$853,908	95	\$892,700	91
Westford	\$460,513	\$474,688	97	\$500,065	92	\$449,160	\$465,514	96	\$489,716	92

If you would like more information about a particular town or your property, please feel free to contact me.

*Best Regards,  
Ginette*

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