

Local Market Update – September 2018

A RESEARCH TOOL PROVIDED BY THE MASSACHUSETTS ASSOCIATION OF REALTORS®

Southborough

Single-Family Properties

| Key Metrics | September | | | Year to Date | | |
|--|-----------|------------------|---------|--------------|------------------|---------|
| | 2017 | 2018 | + / - | 2017 | 2018 | + / - |
| Pending Sales | 18 | 3 | - 83.3% | 121 | 106 | - 12.4% |
| Closed Sales | 14 | 11 | - 21.4% | 103 | 111 | + 7.8% |
| Median Sales Price* | \$488,750 | \$708,000 | + 44.9% | \$589,000 | \$630,000 | + 7.0% |
| Inventory of Homes for Sale | 42 | 41 | - 2.4% | -- | -- | -- |
| Months Supply of Inventory | 3.7 | 3.3 | - 10.8% | -- | -- | -- |
| Cumulative Days on Market Until Sale | 77 | 60 | - 22.1% | 75 | 52 | - 30.7% |
| Percent of Original List Price Received* | 94.2% | 96.1% | + 2.0% | 97.1% | 98.2% | + 1.1% |
| New Listings | 21 | 19 | - 9.5% | 162 | 174 | + 7.4% |

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

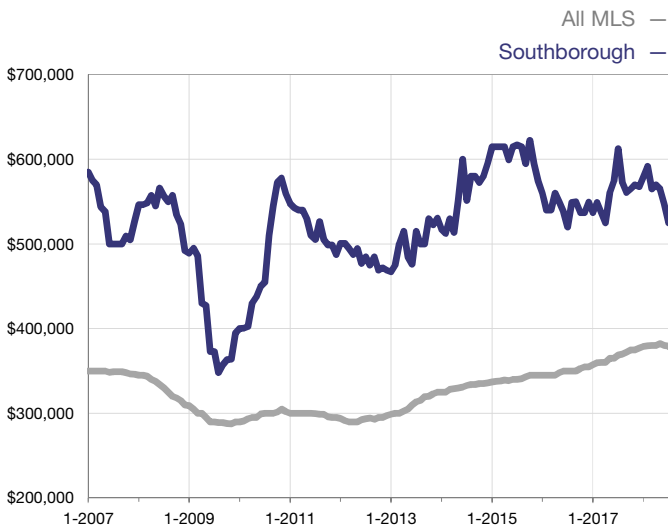
Condominium Properties

| Key Metrics | September | | | Year to Date | | |
|--|-----------|------------------|----------|--------------|------------------|---------|
| | 2017 | 2018 | + / - | 2017 | 2018 | + / - |
| Pending Sales | 3 | 5 | + 66.7% | 17 | 24 | + 41.2% |
| Closed Sales | 2 | 3 | + 50.0% | 14 | 17 | + 21.4% |
| Median Sales Price* | \$502,350 | \$659,000 | + 31.2% | \$547,500 | \$595,000 | + 8.7% |
| Inventory of Homes for Sale | 3 | 8 | + 166.7% | -- | -- | -- |
| Months Supply of Inventory | 1.5 | 3.6 | + 140.0% | -- | -- | -- |
| Cumulative Days on Market Until Sale | 74 | 25 | - 66.2% | 130 | 36 | - 72.3% |
| Percent of Original List Price Received* | 98.5% | 99.5% | + 1.0% | 97.3% | 97.3% | 0.0% |
| New Listings | 0 | 6 | -- | 19 | 32 | + 68.4% |

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

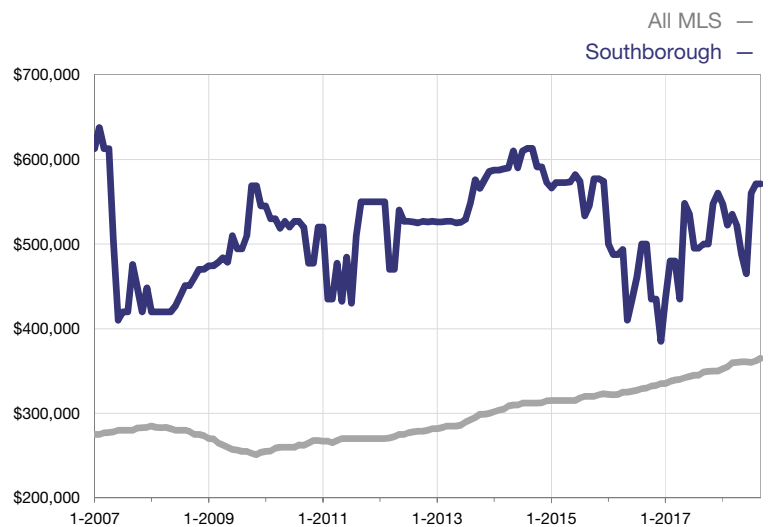
Median Sales Price – Single-Family Properties

Rolling 12-Month Calculation



Median Sales Price – Condominium Properties

Rolling 12-Month Calculation



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