

Local Market Update – September 2019

A RESEARCH TOOL PROVIDED BY THE MASSACHUSETTS ASSOCIATION OF REALTORS®

Southborough

Single-Family Properties

Key Metrics	September			Year to Date		
	2018	2019	+ / -	2018	2019	+ / -
Pending Sales	3	14	+ 366.7%	106	106	0.0%
Closed Sales	11	10	- 9.1%	111	94	- 15.3%
Median Sales Price*	\$708,000	\$640,000	- 9.6%	\$637,500	\$657,500	+ 3.1%
Inventory of Homes for Sale	49	44	- 10.2%	--	--	--
Months Supply of Inventory	4.0	4.6	+ 15.0%	--	--	--
Cumulative Days on Market Until Sale	60	65	+ 8.3%	58	66	+ 13.8%
Percent of Original List Price Received*	96.1%	97.1%	+ 1.0%	97.3%	97.9%	+ 0.6%
New Listings	19	19	0.0%	174	158	- 9.2%

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

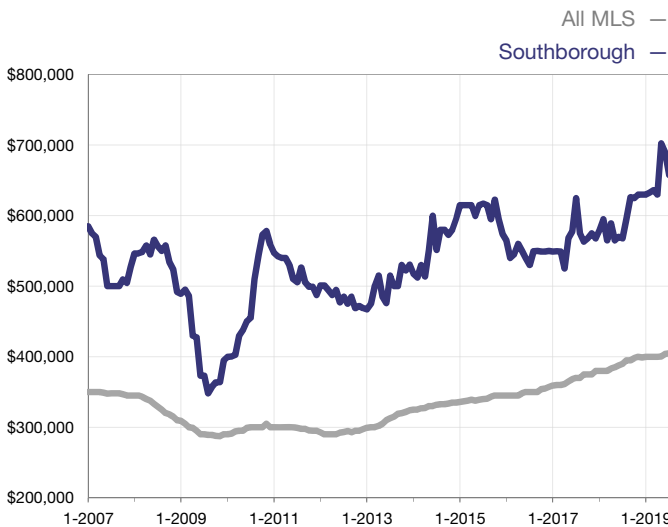
Condominium Properties

Key Metrics	September			Year to Date		
	2018	2019	+ / -	2018	2019	+ / -
Pending Sales	5	2	- 60.0%	24	17	- 29.2%
Closed Sales	3	3	0.0%	17	17	0.0%
Median Sales Price*	\$659,000	\$645,000	- 2.1%	\$595,000	\$569,800	- 4.2%
Inventory of Homes for Sale	8	5	- 37.5%	--	--	--
Months Supply of Inventory	3.6	1.7	- 52.8%	--	--	--
Cumulative Days on Market Until Sale	25	28	+ 12.0%	36	101	+ 180.6%
Percent of Original List Price Received*	99.5%	100.0%	+ 0.5%	97.3%	97.5%	+ 0.2%
New Listings	6	3	- 50.0%	32	23	- 28.1%

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

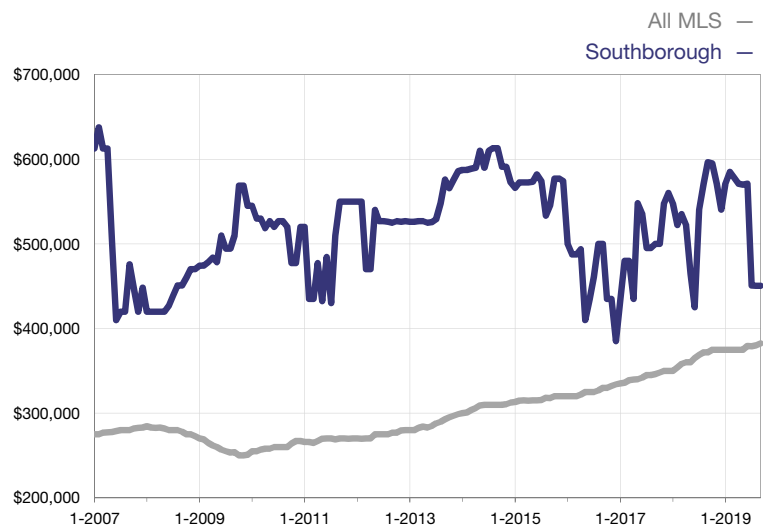
Median Sales Price – Single-Family Properties

Rolling 12-Month Calculation



Median Sales Price – Condominium Properties

Rolling 12-Month Calculation



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