

Local Market Update – November 2021

A RESEARCH TOOL PROVIDED BY THE MASSACHUSETTS ASSOCIATION OF REALTORS®

Westborough

Single-Family Properties

| Key Metrics | November | | | Year to Date | | |
|--|-----------|-----------|---------|--------------|-----------|---------|
| | 2020 | 2021 | + / - | 2020 | 2021 | + / - |
| Pending Sales | 11 | 14 | + 27.3% | 188 | 175 | - 6.9% |
| Closed Sales | 17 | 17 | 0.0% | 174 | 161 | - 7.5% |
| Median Sales Price* | \$640,000 | \$550,000 | - 14.1% | \$576,500 | \$667,000 | + 15.7% |
| Inventory of Homes for Sale | 17 | 5 | - 70.6% | -- | -- | -- |
| Months Supply of Inventory | 1.1 | 0.3 | - 72.7% | -- | -- | -- |
| Cumulative Days on Market Until Sale | 96 | 25 | - 74.0% | 72 | 26 | - 63.9% |
| Percent of Original List Price Received* | 97.8% | 101.2% | + 3.5% | 98.2% | 103.5% | + 5.4% |
| New Listings | 11 | 8 | - 27.3% | 207 | 187 | - 9.7% |

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

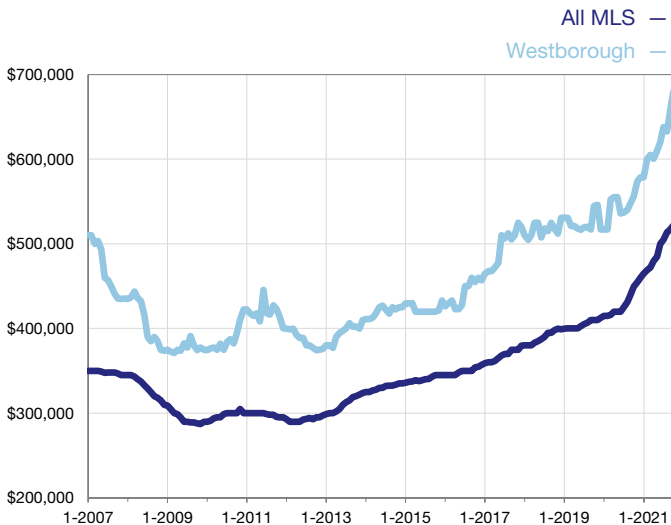
Condominium Properties

| Key Metrics | November | | | Year to Date | | |
|--|-----------|-----------|----------|--------------|-----------|---------|
| | 2020 | 2021 | + / - | 2020 | 2021 | + / - |
| Pending Sales | 3 | 10 | + 233.3% | 65 | 108 | + 66.2% |
| Closed Sales | 11 | 12 | + 9.1% | 54 | 83 | + 53.7% |
| Median Sales Price* | \$465,000 | \$520,235 | + 11.9% | \$428,878 | \$377,140 | - 12.1% |
| Inventory of Homes for Sale | 11 | 6 | - 45.5% | -- | -- | -- |
| Months Supply of Inventory | 2.4 | 0.8 | - 66.7% | -- | -- | -- |
| Cumulative Days on Market Until Sale | 34 | 26 | - 23.5% | 58 | 25 | - 56.9% |
| Percent of Original List Price Received* | 98.2% | 101.3% | + 3.2% | 97.7% | 99.8% | + 2.1% |
| New Listings | 3 | 7 | + 133.3% | 88 | 124 | + 40.9% |

* 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

