

Local Market Update – October 2016

A RESEARCH TOOL PROVIDED BY THE MASSACHUSETTS ASSOCIATION OF REALTORS®

Marlborough

Single-Family Properties

| Key Metrics | October | | | Year to Date | | |
|--|-----------|------------------|---------|--------------|------------------|---------|
| | 2015 | 2016 | + / - | 2015 | 2016 | + / - |
| Pending Sales | 20 | 14 | - 30.0% | 223 | 274 | + 22.9% |
| Closed Sales | 19 | 35 | + 84.2% | 215 | 263 | + 22.3% |
| Median Sales Price* | \$325,000 | \$339,900 | + 4.6% | \$324,000 | \$335,000 | + 3.4% |
| Inventory of Homes for Sale | 78 | 38 | - 51.3% | -- | -- | -- |
| Months Supply of Inventory | 3.7 | 1.6 | - 56.8% | -- | -- | -- |
| Cumulative Days on Market Until Sale | 69 | 49 | - 29.0% | 81 | 68 | - 16.0% |
| Percent of Original List Price Received* | 94.9% | 97.3% | + 2.5% | 96.7% | 97.3% | + 0.6% |
| New Listings | 33 | 21 | - 36.4% | 298 | 311 | + 4.4% |

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

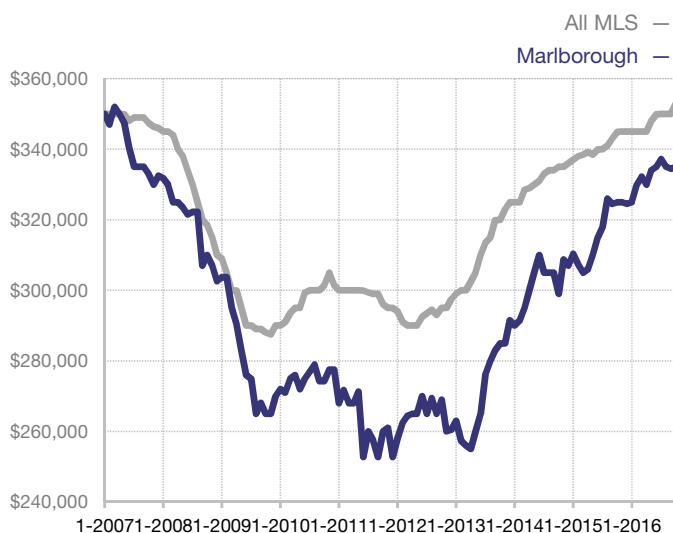
Condominium Properties

| Key Metrics | October | | | Year to Date | | |
|--|-----------|------------------|----------|--------------|------------------|---------|
| | 2015 | 2016 | + / - | 2015 | 2016 | + / - |
| Pending Sales | 15 | 12 | - 20.0% | 111 | 140 | + 26.1% |
| Closed Sales | 11 | 17 | + 54.5% | 115 | 117 | + 1.7% |
| Median Sales Price* | \$135,000 | \$309,900 | + 129.6% | \$240,000 | \$249,900 | + 4.1% |
| Inventory of Homes for Sale | 34 | 21 | - 38.2% | -- | -- | -- |
| Months Supply of Inventory | 3.1 | 1.9 | - 38.7% | -- | -- | -- |
| Cumulative Days on Market Until Sale | 62 | 82 | + 32.3% | 73 | 68 | - 6.8% |
| Percent of Original List Price Received* | 92.5% | 96.9% | + 4.8% | 97.4% | 96.8% | - 0.6% |
| New Listings | 13 | 18 | + 38.5% | 149 | 162 | + 8.7% |

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

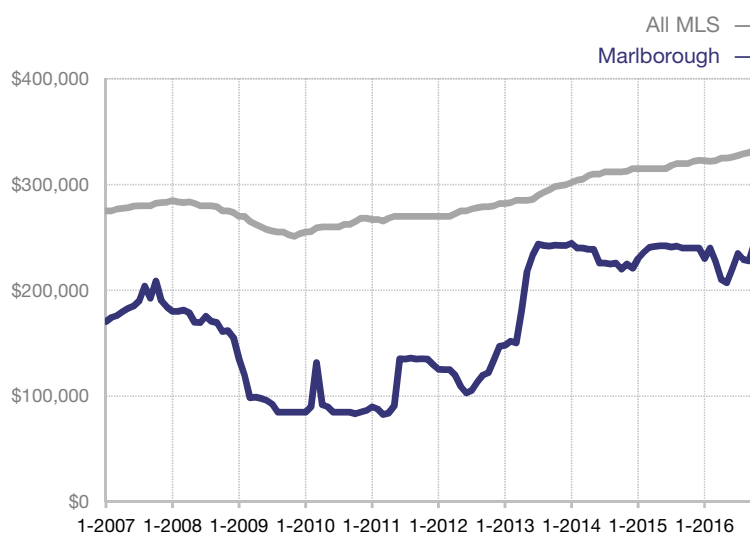
Median Sales Price – Single-Family Properties

Rolling 12-Month Calculation



Median Sales Price – Condominium Properties

Rolling 12-Month Calculation



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