

# Local Market Update – September 2017

A RESEARCH TOOL PROVIDED BY THE MASSACHUSETTS ASSOCIATION OF REALTORS®

## Southborough

### Single-Family Properties

Key Metrics	September			Year to Date		
	2016	2017	+ / -	2016	2017	+ / -
Pending Sales	10	18	+ 80.0%	101	121	+ 19.8%
Closed Sales	7	13	+ 85.7%	94	102	+ 8.5%
Median Sales Price*	\$705,000	<b>\$462,500</b>	- 34.4%	\$567,500	<b>\$597,500</b>	+ 5.3%
Inventory of Homes for Sale	41	38	- 7.3%	--	--	--
Months Supply of Inventory	4.0	3.4	- 15.0%	--	--	--
Cumulative Days on Market Until Sale	129	82	- 36.4%	94	76	- 19.1%
Percent of Original List Price Received*	92.0%	93.8%	+ 2.0%	95.7%	97.1%	+ 1.5%
New Listings	18	21	+ 16.7%	142	163	+ 14.8%

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

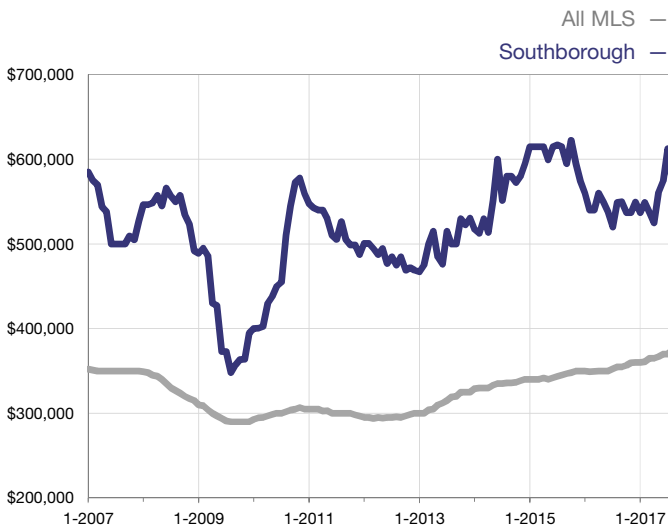
### Condominium Properties

Key Metrics	September			Year to Date		
	2016	2017	+ / -	2016	2017	+ / -
Pending Sales	2	3	+ 50.0%	13	17	+ 30.8%
Closed Sales	2	2	0.0%	13	14	+ 7.7%
Median Sales Price*	\$439,450	<b>\$502,350</b>	+ 14.3%	\$435,000	<b>\$547,500</b>	+ 25.9%
Inventory of Homes for Sale	7	1	- 85.7%	--	--	--
Months Supply of Inventory	4.1	0.5	- 87.8%	--	--	--
Cumulative Days on Market Until Sale	81	74	- 8.6%	53	130	+ 145.3%
Percent of Original List Price Received*	95.2%	98.5%	+ 3.5%	97.4%	97.3%	- 0.1%
New Listings	3	0	- 100.0%	16	18	+ 12.5%

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

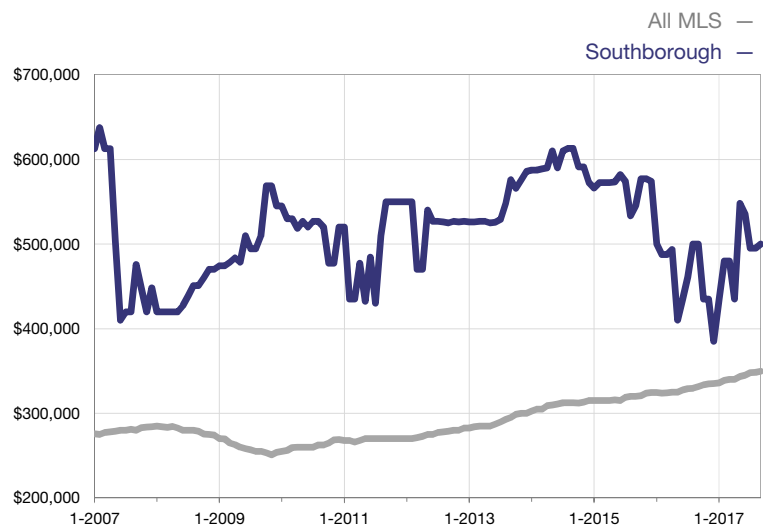
### Median Sales Price – Single-Family Properties

Rolling 12-Month Calculation



### Median Sales Price – Condominium Properties

Rolling 12-Month Calculation



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