

Local Market Update – September 2017

A RESEARCH TOOL PROVIDED BY THE MASSACHUSETTS ASSOCIATION OF REALTORS®

Westborough

Single-Family Properties

Key Metrics	September			Year to Date		
	2016	2017	+ / -	2016	2017	+ / -
Pending Sales	15	10	- 33.3%	137	120	- 12.4%
Closed Sales	7	17	+ 142.9%	128	124	- 3.1%
Median Sales Price*	\$502,000	\$460,000	- 8.4%	\$467,500	\$536,000	+ 14.7%
Inventory of Homes for Sale	53	44	- 17.0%	--	--	--
Months Supply of Inventory	3.9	3.2	- 17.9%	--	--	--
Cumulative Days on Market Until Sale	36	64	+ 77.8%	79	51	- 35.4%
Percent of Original List Price Received*	97.5%	96.1%	- 1.4%	97.0%	99.0%	+ 2.1%
New Listings	24	22	- 8.3%	175	178	+ 1.7%

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

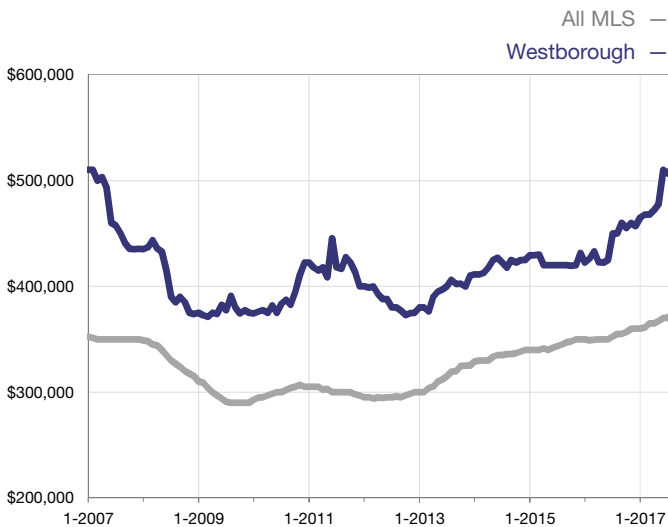
Condominium Properties

Key Metrics	September			Year to Date		
	2016	2017	+ / -	2016	2017	+ / -
Pending Sales	7	5	- 28.6%	63	60	- 4.8%
Closed Sales	7	6	- 14.3%	67	64	- 4.5%
Median Sales Price*	\$169,900	\$451,250	+ 165.6%	\$360,000	\$368,497	+ 2.4%
Inventory of Homes for Sale	13	8	- 38.5%	--	--	--
Months Supply of Inventory	1.6	1.1	- 31.3%	--	--	--
Cumulative Days on Market Until Sale	34	43	+ 26.5%	82	63	- 23.2%
Percent of Original List Price Received*	98.8%	99.9%	+ 1.1%	99.8%	99.1%	- 0.7%
New Listings	8	5	- 37.5%	60	64	+ 6.7%

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

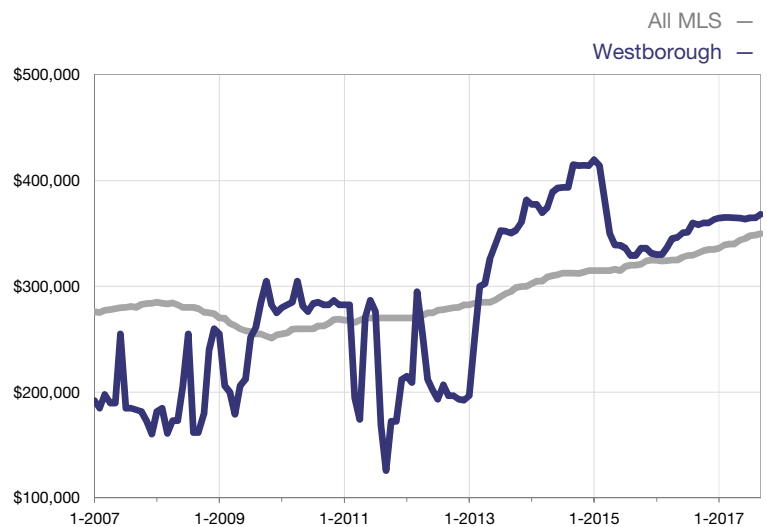
Median Sales Price – Single-Family Properties

Rolling 12-Month Calculation



Median Sales Price – Condominium Properties

Rolling 12-Month Calculation



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