

Local Market Update – August 2018

A RESEARCH TOOL PROVIDED BY THE MASSACHUSETTS ASSOCIATION OF REALTORS®

Southborough

Single-Family Properties

Key Metrics	August			Year to Date		
	2017	2018	+ / -	2017	2018	+ / -
Pending Sales	13	11	- 15.4%	103	105	+ 1.9%
Closed Sales	16	8	- 50.0%	89	99	+ 11.2%
Median Sales Price*	\$435,000	\$770,000	+ 77.0%	\$636,000	\$622,000	- 2.2%
Inventory of Homes for Sale	42	33	- 21.4%	--	--	--
Months Supply of Inventory	3.9	2.6	- 33.3%	--	--	--
Cumulative Days on Market Until Sale	40	34	- 15.0%	75	51	- 32.0%
Percent of Original List Price Received*	97.8%	98.1%	+ 0.3%	97.5%	98.5%	+ 1.0%
New Listings	24	16	- 33.3%	141	156	+ 10.6%

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

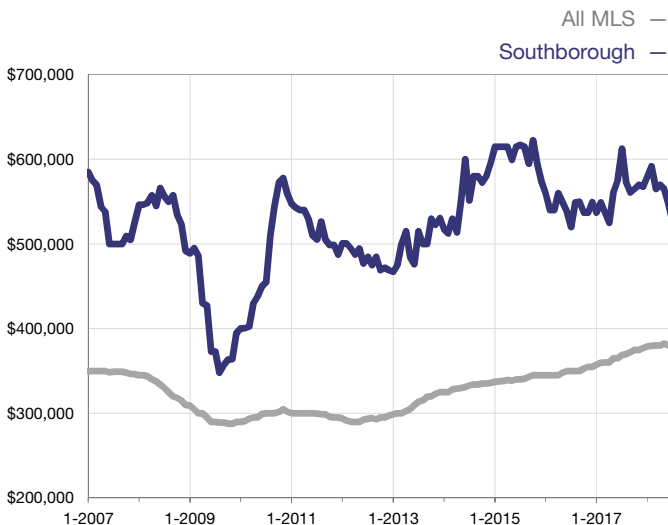
Condominium Properties

Key Metrics	August			Year to Date		
	2017	2018	+ / -	2017	2018	+ / -
Pending Sales	1	3	+ 200.0%	14	20	+ 42.9%
Closed Sales	2	1	- 50.0%	12	14	+ 16.7%
Median Sales Price*	\$504,950	\$598,000	+ 18.4%	\$547,500	\$540,533	- 1.3%
Inventory of Homes for Sale	6	7	+ 16.7%	--	--	--
Months Supply of Inventory	3.0	3.3	+ 10.0%	--	--	--
Cumulative Days on Market Until Sale	113	22	- 80.5%	139	38	- 72.7%
Percent of Original List Price Received*	98.5%	100.0%	+ 1.5%	97.1%	96.8%	- 0.3%
New Listings	2	3	+ 50.0%	19	26	+ 36.8%

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

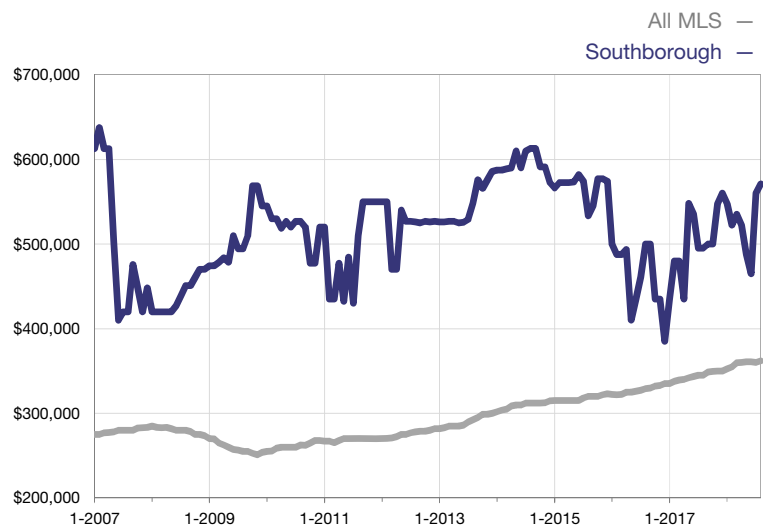
Median Sales Price – Single-Family Properties

Rolling 12-Month Calculation



Median Sales Price – Condominium Properties

Rolling 12-Month Calculation



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