

Local Market Update – July 2019

A RESEARCH TOOL PROVIDED BY THE MASSACHUSETTS ASSOCIATION OF REALTORS®

Northborough

Single-Family Properties

Key Metrics	July			Year to Date		
	2018	2019	+ / -	2018	2019	+ / -
Pending Sales	17	22	+ 29.4%	108	111	+ 2.8%
Closed Sales	18	17	- 5.6%	98	94	- 4.1%
Median Sales Price*	\$513,750	\$440,000	- 14.4%	\$462,500	\$467,500	+ 1.1%
Inventory of Homes for Sale	52	43	- 17.3%	--	--	--
Months Supply of Inventory	3.8	3.0	- 21.1%	--	--	--
Cumulative Days on Market Until Sale	27	38	+ 40.7%	59	74	+ 25.4%
Percent of Original List Price Received*	97.4%	94.8%	- 2.7%	97.1%	96.3%	- 0.8%
New Listings	18	15	- 16.7%	144	151	+ 4.9%

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

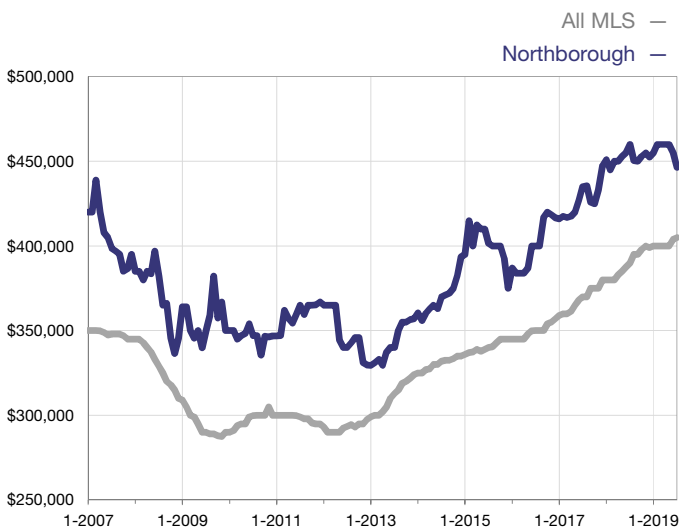
Condominium Properties

Key Metrics	July			Year to Date		
	2018	2019	+ / -	2018	2019	+ / -
Pending Sales	4	3	- 25.0%	25	20	- 20.0%
Closed Sales	8	4	- 50.0%	19	14	- 26.3%
Median Sales Price*	\$311,500	\$415,375	+ 33.3%	\$290,000	\$339,250	+ 17.0%
Inventory of Homes for Sale	5	9	+ 80.0%	--	--	--
Months Supply of Inventory	1.1	3.1	+ 181.8%	--	--	--
Cumulative Days on Market Until Sale	27	22	- 18.5%	32	41	+ 28.1%
Percent of Original List Price Received*	101.5%	98.2%	- 3.3%	98.7%	98.6%	- 0.1%
New Listings	5	5	0.0%	28	33	+ 17.9%

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

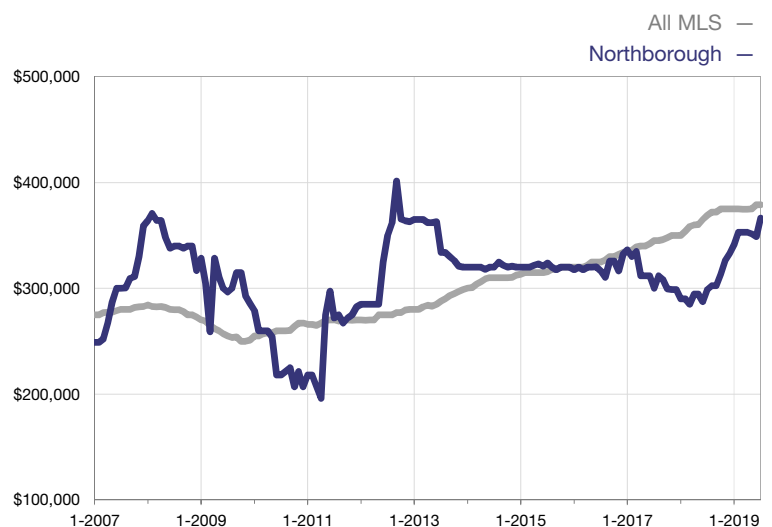
Median Sales Price – Single-Family Properties

Rolling 12-Month Calculation



Median Sales Price – Condominium Properties

Rolling 12-Month Calculation



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