

Local Market Update – July 2019

A RESEARCH TOOL PROVIDED BY THE MASSACHUSETTS ASSOCIATION OF REALTORS®

Southborough

Single-Family Properties

Key Metrics	July			Year to Date		
	2018	2019	+ / -	2018	2019	+ / -
Pending Sales	8	9	+ 12.5%	93	83	- 10.8%
Closed Sales	18	19	+ 5.6%	91	74	- 18.7%
Median Sales Price*	\$652,500	\$615,000	- 5.7%	\$622,000	\$672,450	+ 8.1%
Inventory of Homes for Sale	43	44	+ 2.3%	--	--	--
Months Supply of Inventory	3.3	4.6	+ 39.4%	--	--	--
Cumulative Days on Market Until Sale	44	50	+ 13.6%	59	71	+ 20.3%
Percent of Original List Price Received*	99.1%	97.8%	- 1.3%	97.4%	98.1%	+ 0.7%
New Listings	13	8	- 38.5%	140	128	- 8.6%

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

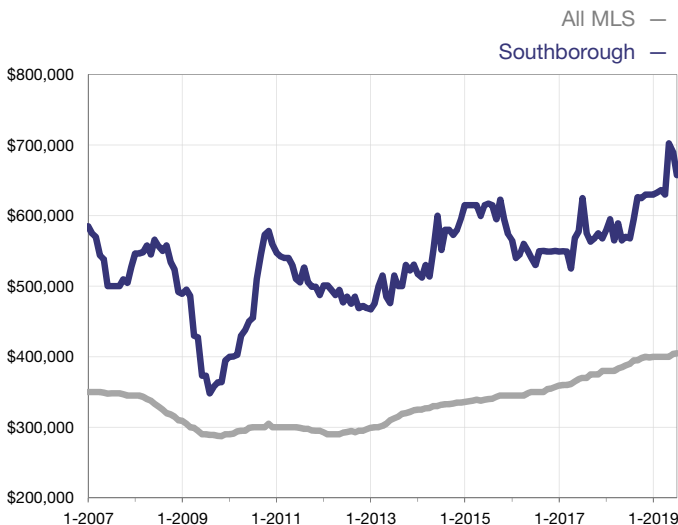
Condominium Properties

Key Metrics	July			Year to Date		
	2018	2019	+ / -	2018	2019	+ / -
Pending Sales	3	4	+ 33.3%	17	15	- 11.8%
Closed Sales	2	2	0.0%	13	8	- 38.5%
Median Sales Price*	\$591,783	\$425,000	- 28.2%	\$510,000	\$442,500	- 13.2%
Inventory of Homes for Sale	7	4	- 42.9%	--	--	--
Months Supply of Inventory	3.2	1.7	- 46.9%	--	--	--
Cumulative Days on Market Until Sale	28	297	+ 960.7%	40	93	+ 132.5%
Percent of Original List Price Received*	98.6%	95.6%	- 3.0%	96.6%	98.3%	+ 1.8%
New Listings	5	1	- 80.0%	23	19	- 17.4%

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

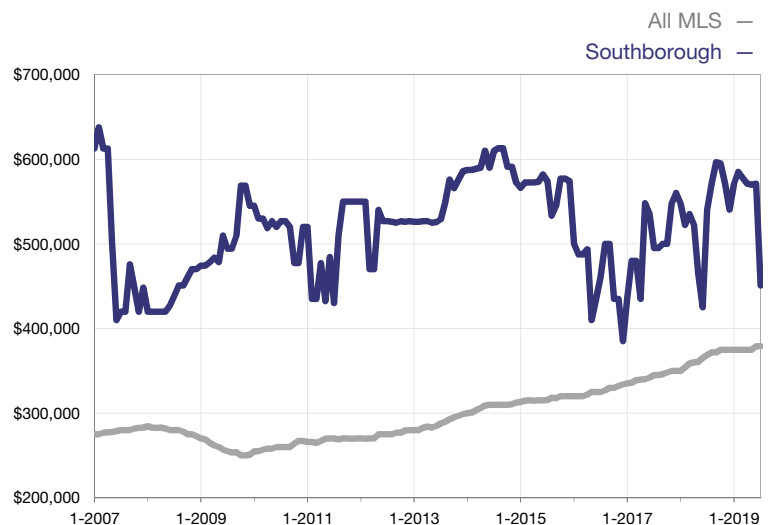
Median Sales Price – Single-Family Properties

Rolling 12-Month Calculation



Median Sales Price – Condominium Properties

Rolling 12-Month Calculation



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