

Local Market Update – September 2019

A RESEARCH TOOL PROVIDED BY THE MASSACHUSETTS ASSOCIATION OF REALTORS®

Westborough

Single-Family Properties

Key Metrics	September			Year to Date		
	2018	2019	+ / -	2018	2019	+ / -
Pending Sales	11	14	+ 27.3%	127	117	- 7.9%
Closed Sales	14	10	- 28.6%	127	109	- 14.2%
Median Sales Price*	\$476,500	\$491,950	+ 3.2%	\$531,000	\$517,000	- 2.6%
Inventory of Homes for Sale	57	58	+ 1.8%	--	--	--
Months Supply of Inventory	4.2	4.8	+ 14.3%	--	--	--
Cumulative Days on Market Until Sale	38	35	- 7.9%	45	55	+ 22.2%
Percent of Original List Price Received*	97.3%	98.6%	+ 1.3%	97.5%	97.4%	- 0.1%
New Listings	13	16	+ 23.1%	185	189	+ 2.2%

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

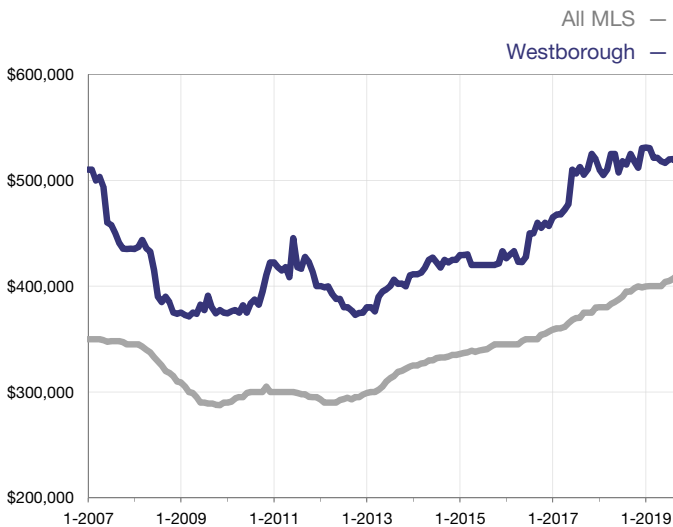
Condominium Properties

Key Metrics	September			Year to Date		
	2018	2019	+ / -	2018	2019	+ / -
Pending Sales	7	4	- 42.9%	46	49	+ 6.5%
Closed Sales	2	3	+ 50.0%	48	47	- 2.1%
Median Sales Price*	\$426,000	\$395,000	- 7.3%	\$334,752	\$282,500	- 15.6%
Inventory of Homes for Sale	8	12	+ 50.0%	--	--	--
Months Supply of Inventory	1.6	2.3	+ 43.8%	--	--	--
Cumulative Days on Market Until Sale	19	35	+ 84.2%	31	38	+ 22.6%
Percent of Original List Price Received*	97.9%	102.2%	+ 4.4%	98.7%	98.3%	- 0.4%
New Listings	9	4	- 55.6%	58	66	+ 13.8%

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

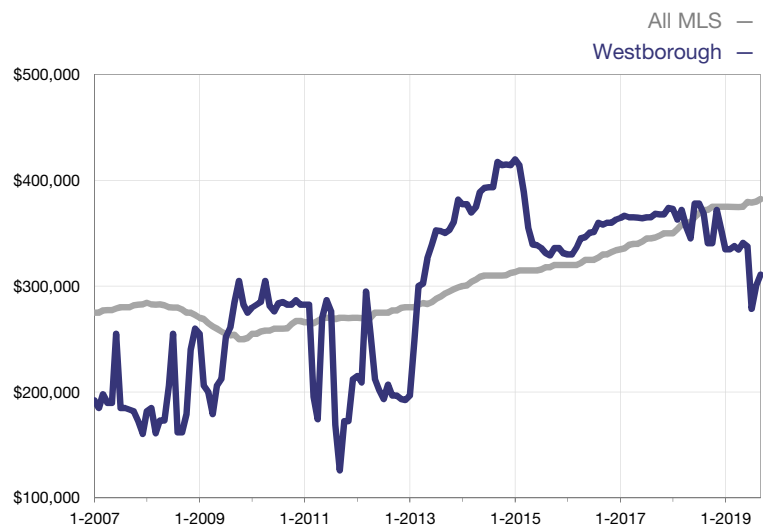
Median Sales Price – Single-Family Properties

Rolling 12-Month Calculation



Median Sales Price – Condominium Properties

Rolling 12-Month Calculation



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