

# Local Market Update – March 2021

A RESEARCH TOOL PROVIDED BY THE MASSACHUSETTS ASSOCIATION OF REALTORS®

## Southborough

### Single-Family Properties

Key Metrics	March			Year to Date		
	2020	2021	+ / -	2020	2021	+ / -
Pending Sales	15	20	+ 33.3%	27	35	+ 29.6%
Closed Sales	8	7	- 12.5%	12	24	+ 100.0%
Median Sales Price*	\$700,000	<b>\$750,000</b>	+ 7.1%	\$774,950	<b>\$763,333</b>	- 1.5%
Inventory of Homes for Sale	36	10	- 72.2%	--	--	--
Months Supply of Inventory	3.2	0.7	- 78.1%	--	--	--
Cumulative Days on Market Until Sale	56	30	- 46.4%	72	48	- 33.3%
Percent of Original List Price Received*	96.5%	<b>101.2%</b>	+ 4.9%	94.1%	<b>99.7%</b>	+ 6.0%
New Listings	20	21	+ 5.0%	47	35	- 25.5%

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

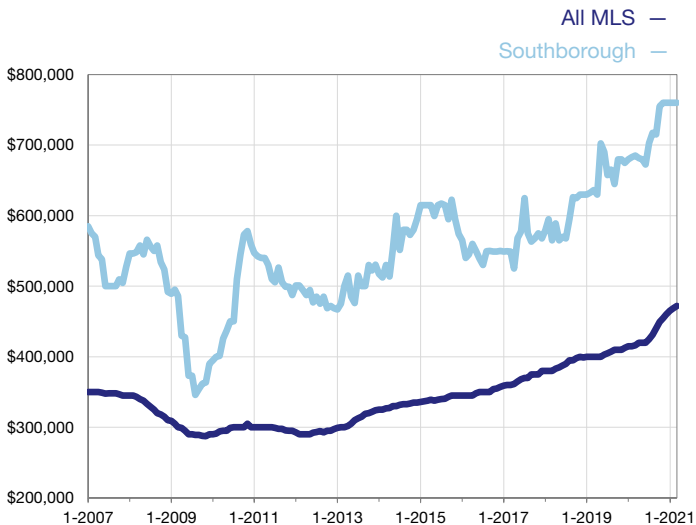
### Condominium Properties

Key Metrics	March			Year to Date		
	2020	2021	+ / -	2020	2021	+ / -
Pending Sales	1	3	+ 200.0%	6	5	- 16.7%
Closed Sales	1	1	0.0%	1	4	+ 300.0%
Median Sales Price*	\$605,000	<b>\$421,000</b>	- 30.4%	\$605,000	<b>\$570,000</b>	- 5.8%
Inventory of Homes for Sale	12	3	- 75.0%	--	--	--
Months Supply of Inventory	5.4	1.0	- 81.5%	--	--	--
Cumulative Days on Market Until Sale	92	190	+ 106.5%	92	278	+ 202.2%
Percent of Original List Price Received*	96.0%	<b>101.4%</b>	+ 5.6%	96.0%	<b>100.0%</b>	+ 4.2%
New Listings	5	3	- 40.0%	15	6	- 60.0%

\* 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

