

Local Market Update – January 2016

A RESEARCH TOOL PROVIDED BY THE MASSACHUSETTS ASSOCIATION OF REALTORS®

Westborough

Single-Family Properties

Key Metrics	January			Year to Date		
	2015	2016	+ / -	2015	2016	+ / -
Pending Sales	6	17	+ 183.3%	6	17	+ 183.3%
Closed Sales	8	7	- 12.5%	8	7	- 12.5%
Median Sales Price*	\$505,000	\$331,000	- 34.5%	\$505,000	\$331,000	- 34.5%
Inventory of Homes for Sale	22	25	+ 13.6%	--	--	--
Months Supply of Inventory	1.5	1.7	+ 13.3%	--	--	--
Cumulative Days on Market Until Sale	78	76	- 2.6%	78	76	- 2.6%
Percent of Original List Price Received*	94.2%	96.7%	+ 2.7%	94.2%	96.7%	+ 2.7%
New Listings	2	11	+ 450.0%	2	11	+ 450.0%

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

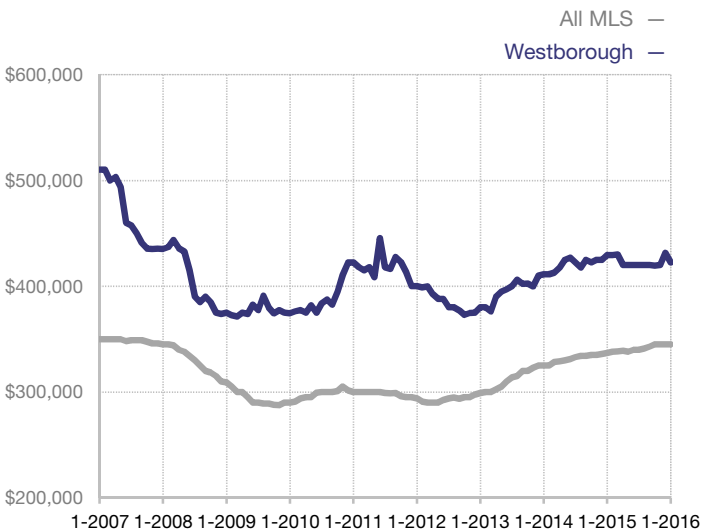
Condominium Properties

Key Metrics	January			Year to Date		
	2015	2016	+ / -	2015	2016	+ / -
Pending Sales	3	10	+ 233.3%	3	10	+ 233.3%
Closed Sales	6	5	- 16.7%	6	5	- 16.7%
Median Sales Price*	\$462,500	\$360,000	- 22.2%	\$462,500	\$360,000	- 22.2%
Inventory of Homes for Sale	41	17	- 58.5%	--	--	--
Months Supply of Inventory	5.4	1.8	- 66.7%	--	--	--
Cumulative Days on Market Until Sale	123	139	+ 13.0%	123	139	+ 13.0%
Percent of Original List Price Received*	101.4%	95.7%	- 5.6%	101.4%	95.7%	- 5.6%
New Listings	3	4	+ 33.3%	3	4	+ 33.3%

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

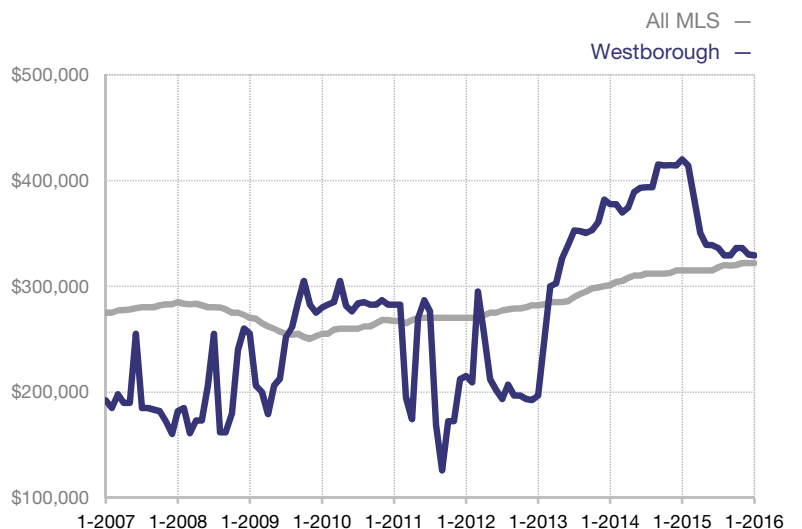
Median Sales Price – Single-Family Properties

Rolling 12-Month Calculation



Median Sales Price – Condominium Properties

Rolling 12-Month Calculation



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