

# Southborough, MA Area Market Review

2017 vs. 2016 As of December 31, 2017

Prepared by Maria Romero Vagnini on Tuesday, January 30, 2018

## Single Family

<b>Listing Inventory on December 31</b>	<b>2016</b>	<b>2017</b>	<b>Var.</b>	<b>Var. %</b>	<b>Trend</b>
Listing Units	21	13	-8	-38.10%	↓
Average Days on Market	183	136	-47	-25.68%	↓
Average List Price	\$857,180.95	\$1,325,676.92	\$468,495.97	54.66%	↑
Average List \$ / SqFt	\$220.93	\$290.16	\$69.23	31.34%	↑
Approximate Absorption Rate	49.60%	89.10%	39.50%	79.64%	↑
Approximate Months Supply of Inventory	2.02	1.12	-0.90	-44.55%	↓
<b>Listed (Year to Date)</b>	<b>2016</b>	<b>2017</b>	<b>Var.</b>	<b>Var. %</b>	<b>Trend</b>
Listing Units (Taken)	168	186	18	10.71%	↑
Average Original List Price	\$649,749.51	\$738,297.76	\$88,548.25	13.63%	↑
Average Original List \$ / SqFt	\$233.84	\$248.88	\$15.04	6.43%	↑
<b>Went Pending (Year to Date)</b>	<b>2016</b>	<b>2017</b>	<b>Var.</b>	<b>Var. %</b>	<b>Trend</b>
Listing Units (Went Pending)	141	148	7	4.96%	↑
Average List Price	\$569,242.29	\$641,216.88	\$71,974.59	12.64%	↑
Average List \$ / SqFt	\$223.56	\$234.02	\$10.46	4.68%	↑
Average Days to Offer	61	47	-14	-22.95%	↓
<b>Listed &amp; Price Changed (Year to Date)</b>	<b>2016</b>	<b>2017</b>	<b>Var.</b>	<b>Var. %</b>	<b>Trend</b>
Listing Units (Price Changed)	73	55	-18	-24.66%	↓
Average Original List Price	\$703,326.01	\$717,312.47	\$13,986.46	1.99%	↑
Average Original List \$ / SqFt	\$236.19	\$249.11	\$12.92	5.47%	↑
<b>Sold (Year to Date)</b>	<b>2016</b>	<b>2017</b>	<b>Var.</b>	<b>Var. %</b>	<b>Trend</b>
Closed Units (Sold)	125	139	14	11.20%	↑
Average Days on Market	92	69	-23	-25%	↓
Average Days to Offer	59	45	-14	-23.73%	↓
Average Sale Price	\$585,267.16	\$603,370.21	\$18,103.05	3.09%	↑
Average Sale \$ / SqFt	\$220.81	\$231.71	\$10.90	4.94%	↑
Average List Price	\$599,887.74	\$612,318.69	\$12,430.95	2.07%	↑
Average List \$ / SqFt	\$225.79	\$234.39	\$8.60	3.81%	↑
Average Original List Price	\$618,388.21	\$625,261.85	\$6,873.64	1.11%	↑
Average Original List \$ / SqFt	\$232.95	\$239.02	\$6.07	2.61%	↑
Average Sale Price as % of List Price	97.75%	98.78%	1.03%	1.05%	↑
Average Sale Price as % of Original List Price	94.72%	96.99%	2.27%	2.40%	↑
Average Sale Price as % of Assessed Price	N/A	N/A	N/A	N/A	↔
Sold Units - Short Sale	0	4	4	0%	↑
Sold Units - Lender-Owned	5	2	-3	-60%	↓
<b>12-Month Activity as of December 31</b>	<b>2016</b>	<b>2017</b>	<b>Var.</b>	<b>Var. %</b>	<b>Trend</b>
Units Listed	169	186	17	10.06%	↑
Units Price Changed	74	55	-19	-25.68%	↓
Units Went Pending	141	148	7	4.96%	↑
Units Sold	125	139	14	11.20%	↑

# Southborough, MA Area Market Review

2017 vs. 2016 As of December 31, 2017

Prepared by Maria Romero Vagnini on Tuesday, January 30, 2018

## Single Family

