

Local Market Update – July 2016

A RESEARCH TOOL PROVIDED BY THE MASSACHUSETTS ASSOCIATION OF REALTORS®

Natick

Single-Family Properties

Key Metrics	July			Year to Date		
	2015	2016	+ / -	2015	2016	+ / -
Pending Sales	25	37	+ 48.0%	217	225	+ 3.7%
Closed Sales	49	42	- 14.3%	188	204	+ 8.5%
Median Sales Price*	\$580,000	\$572,500	- 1.3%	\$555,000	\$542,500	- 2.3%
Inventory of Homes for Sale	105	59	- 43.8%	--	--	--
Months Supply of Inventory	3.9	2.0	- 48.7%	--	--	--
Cumulative Days on Market Until Sale	46	32	- 30.4%	58	61	+ 5.2%
Percent of Original List Price Received*	100.3%	100.2%	- 0.1%	98.7%	98.9%	+ 0.2%
New Listings	46	36	- 21.7%	322	290	- 9.9%

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

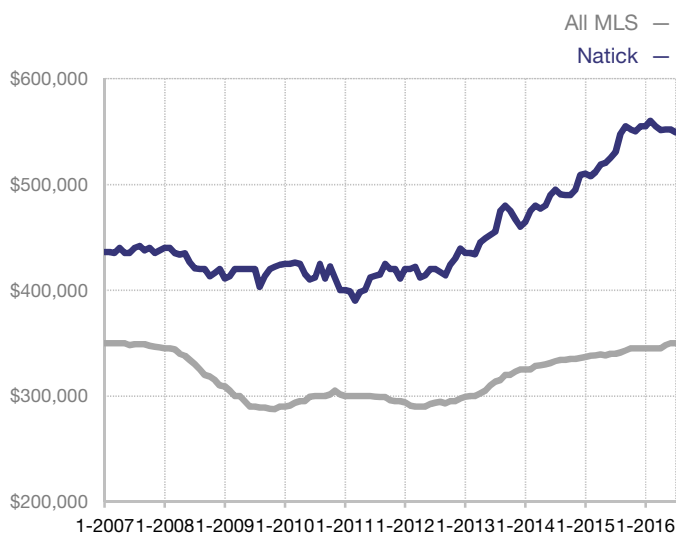
Condominium Properties

Key Metrics	July			Year to Date		
	2015	2016	+ / -	2015	2016	+ / -
Pending Sales	14	10	- 28.6%	94	106	+ 12.8%
Closed Sales	23	16	- 30.4%	79	94	+ 19.0%
Median Sales Price*	\$300,000	\$408,500	+ 36.2%	\$350,000	\$385,000	+ 10.0%
Inventory of Homes for Sale	28	20	- 28.6%	--	--	--
Months Supply of Inventory	2.2	1.5	- 31.8%	--	--	--
Cumulative Days on Market Until Sale	43	30	- 30.2%	58	54	- 6.9%
Percent of Original List Price Received*	99.5%	99.4%	- 0.1%	98.4%	98.4%	0.0%
New Listings	18	21	+ 16.7%	121	124	+ 2.5%

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

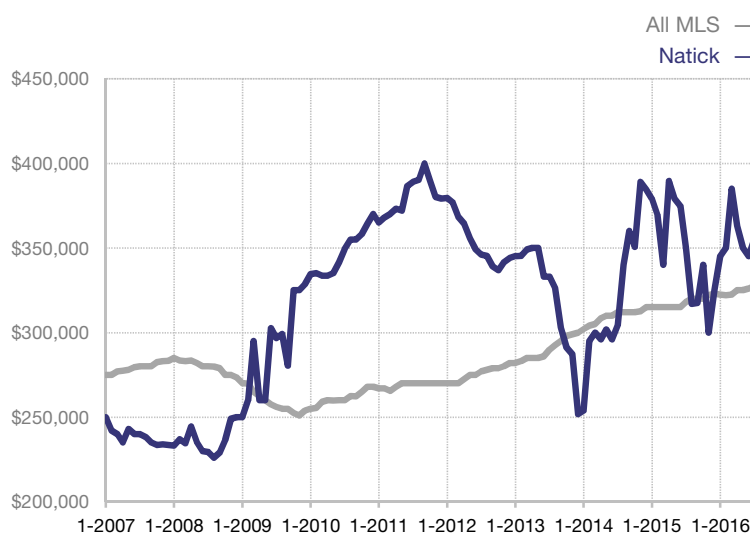
Median Sales Price – Single-Family Properties

Rolling 12-Month Calculation



Median Sales Price – Condominium Properties

Rolling 12-Month Calculation



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