Local Market Update – December 2016

A RESEARCH TOOL PROVIDED BY THE **MASSACHUSETTS ASSOCIATION OF REALTORS®**

Natick

Single-Family Properties

	December			Year to Date		
Key Metrics	**2015**	**2016**	**+ / –**	**2015**	**2016**	**+ / –**
Pending Sales	18	**10**	- 44.4%	346	**341**	- 1.4%
Closed Sales	38	**30**	- 21.1%	338	**345**	+ 2.1%
Median Sales Price*	$534,000	**$582,750**	+ 9.1%	$555,000	**$552,000**	- 0.5%
Inventory of Homes for Sale	54	**31**	- 42.6%	--	--	--
Months Supply of Inventory	1.9	**1.1**	- 42.1%	--	--	--
Cumulative Days on Market Until Sale	81	**56**	- 30.9%	59	**58**	- 1.7%
Percent of Original List Price Received*	95.4%	**95.6%**	+ 0.2%	97.7%	**98.1%**	+ 0.4%
New Listings	12	**8**	- 33.3%	462	**426**	- 7.8%

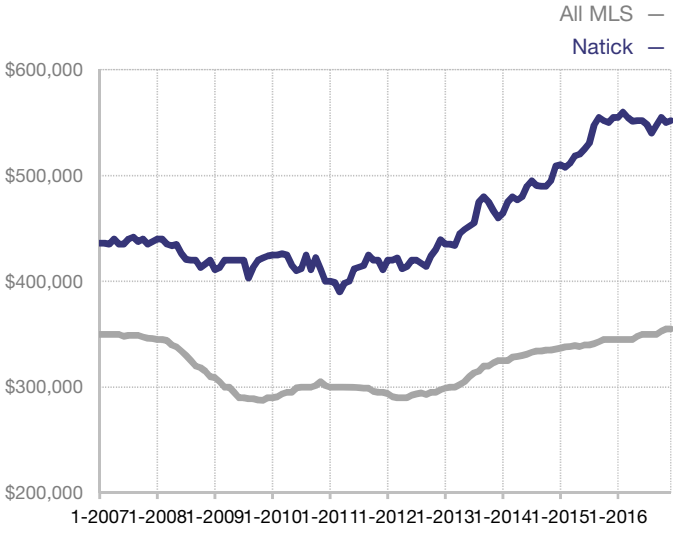
* Does not account for seller concessions. | Activity for one month can sometimes look extreme due to small sample size.

Condominium Properties

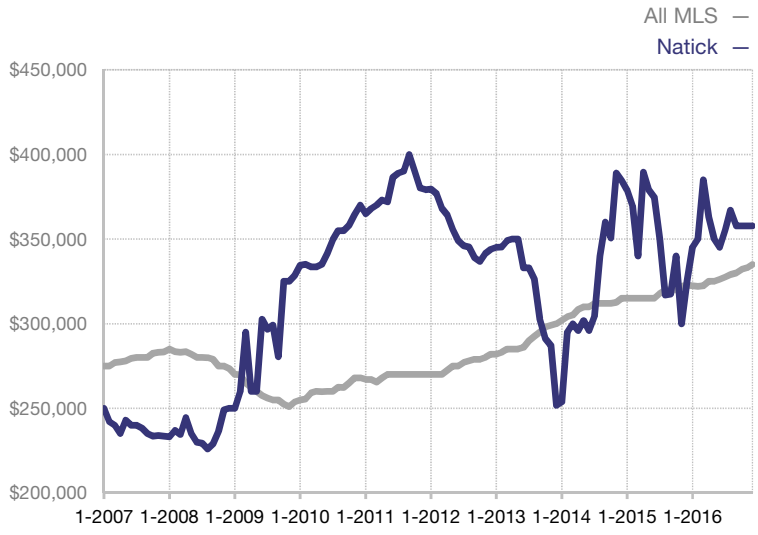
	December			Year to Date		
Key Metrics	**2015**	**2016**	**+ / –**	**2015**	**2016**	**+ / –**
Pending Sales	5	**5**	0.0%	145	**173**	+ 19.3%
Closed Sales	10	**14**	+ 40.0%	147	**167**	+ 13.6%
Median Sales Price*	$279,000	**$252,000**	- 9.7%	$325,000	**$357,700**	+ 10.1%
Inventory of Homes for Sale	19	**5**	- 73.7%	--	--	--
Months Supply of Inventory	1.6	**0.4**	- 75.0%	--	--	--
Cumulative Days on Market Until Sale	72	**30**	- 58.3%	57	**49**	- 14.0%
Percent of Original List Price Received*	96.5%	**98.8%**	+ 2.4%	98.1%	**98.0%**	- 0.1%
New Listings	3	**4**	+ 33.3%	185	**189**	+ 2.2%

* 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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