

Local Market Update – August 2017

A RESEARCH TOOL PROVIDED BY THE MASSACHUSETTS ASSOCIATION OF REALTORS®

Natick

Single-Family Properties

Key Metrics	August			Year to Date		
	2016	2017	+ / -	2016	2017	+ / -
Pending Sales	22	27	+ 22.7%	244	215	- 11.9%
Closed Sales	32	34	+ 6.3%	236	213	- 9.7%
Median Sales Price*	\$550,000	\$625,000	+ 13.6%	\$545,000	\$580,000	+ 6.4%
Inventory of Homes for Sale	62	39	- 37.1%	--	--	--
Months Supply of Inventory	2.2	1.4	- 36.4%	--	--	--
Cumulative Days on Market Until Sale	37	30	- 18.9%	58	46	- 20.7%
Percent of Original List Price Received*	100.4%	100.6%	+ 0.2%	99.1%	99.0%	- 0.1%
New Listings	29	25	- 13.8%	316	274	- 13.3%

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

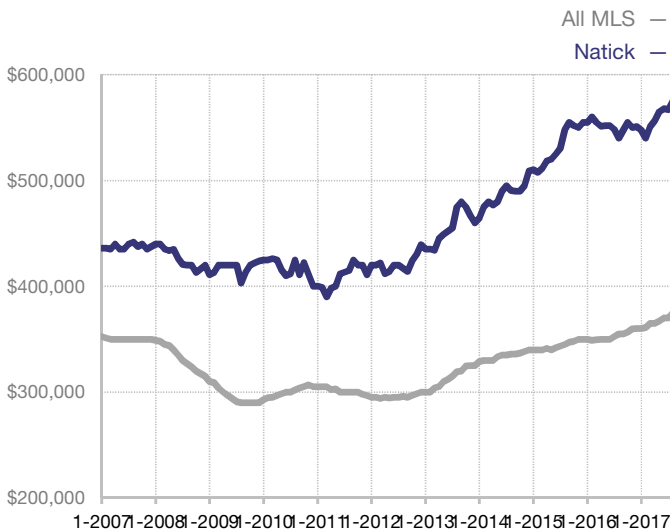
Condominium Properties

Key Metrics	August			Year to Date		
	2016	2017	+ / -	2016	2017	+ / -
Pending Sales	19	14	- 26.3%	125	102	- 18.4%
Closed Sales	17	14	- 17.6%	112	94	- 16.1%
Median Sales Price*	\$416,200	\$272,500	- 34.5%	\$399,000	\$341,000	- 14.5%
Inventory of Homes for Sale	23	16	- 30.4%	--	--	--
Months Supply of Inventory	1.7	1.3	- 23.5%	--	--	--
Cumulative Days on Market Until Sale	54	19	- 64.8%	53	29	- 45.3%
Percent of Original List Price Received*	97.5%	101.6%	+ 4.2%	98.2%	100.6%	+ 2.4%
New Listings	16	18	+ 12.5%	144	122	- 15.3%

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

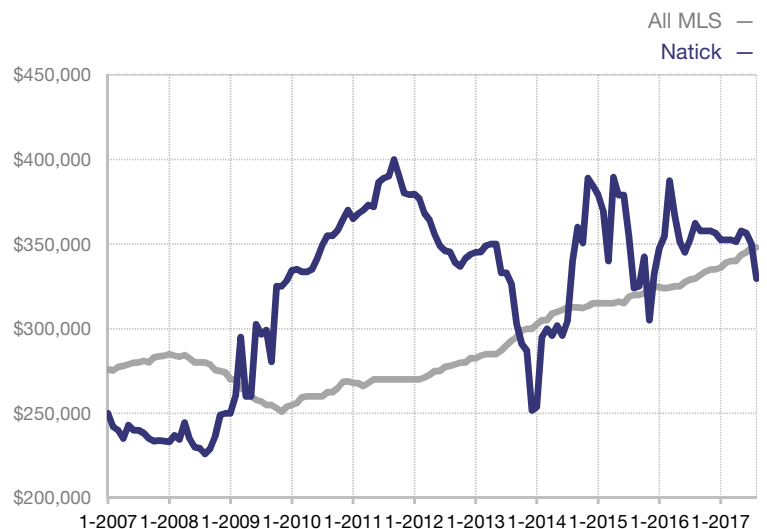
Median Sales Price – Single-Family Properties

Rolling 12-Month Calculation



Median Sales Price – Condominium Properties

Rolling 12-Month Calculation



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