

Local Market Update – June 2018

A RESEARCH TOOL PROVIDED BY THE MASSACHUSETTS ASSOCIATION OF REALTORS®

Natick

Single-Family Properties

Key Metrics	June			Year to Date		
	2017	2018	+ / -	2017	2018	+ / -
Pending Sales	28	44	+ 57.1%	168	200	+ 19.0%
Closed Sales	47	47	0.0%	143	135	- 5.6%
Median Sales Price*	\$600,000	\$598,000	- 0.3%	\$575,000	\$610,000	+ 6.1%
Inventory of Homes for Sale	54	69	+ 27.8%	--	--	--
Months Supply of Inventory	2.0	2.8	+ 40.0%	--	--	--
Cumulative Days on Market Until Sale	34	21	- 38.2%	53	33	- 37.7%
Percent of Original List Price Received*	99.9%	102.0%	+ 2.1%	98.1%	100.0%	+ 1.9%
New Listings	40	56	+ 40.0%	222	271	+ 22.1%

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

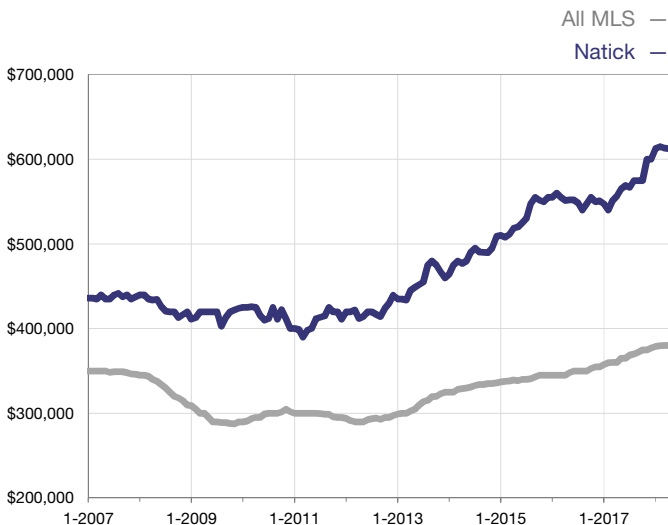
Condominium Properties

Key Metrics	June			Year to Date		
	2017	2018	+ / -	2017	2018	+ / -
Pending Sales	17	17	0.0%	77	77	0.0%
Closed Sales	14	16	+ 14.3%	67	70	+ 4.5%
Median Sales Price*	\$355,000	\$277,500	- 21.8%	\$375,000	\$310,000	- 17.3%
Inventory of Homes for Sale	9	8	- 11.1%	--	--	--
Months Supply of Inventory	0.7	0.6	- 14.3%	--	--	--
Cumulative Days on Market Until Sale	25	11	- 56.0%	32	38	+ 18.8%
Percent of Original List Price Received*	100.3%	102.5%	+ 2.2%	99.6%	100.0%	+ 0.4%
New Listings	21	19	- 9.5%	83	77	- 7.2%

* 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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