

Local Market Update – August 2020

A RESEARCH TOOL PROVIDED BY THE MASSACHUSETTS ASSOCIATION OF REALTORS®

Natick

Single-Family Properties

Key Metrics	August			Year to Date		
	2019	2020	+ / -	2019	2020	+ / -
Pending Sales	23	30	+ 30.4%	243	262	+ 7.8%
Closed Sales	44	44	0.0%	240	248	+ 3.3%
Median Sales Price*	\$646,500	\$791,000	+ 22.4%	\$640,500	\$687,250	+ 7.3%
Inventory of Homes for Sale	64	28	- 56.3%	--	--	--
Months Supply of Inventory	2.2	1.0	- 54.5%	--	--	--
Cumulative Days on Market Until Sale	38	48	+ 26.3%	46	43	- 6.5%
Percent of Original List Price Received*	97.8%	98.7%	+ 0.9%	96.8%	98.3%	+ 1.5%
New Listings	22	28	+ 27.3%	333	301	- 9.6%

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

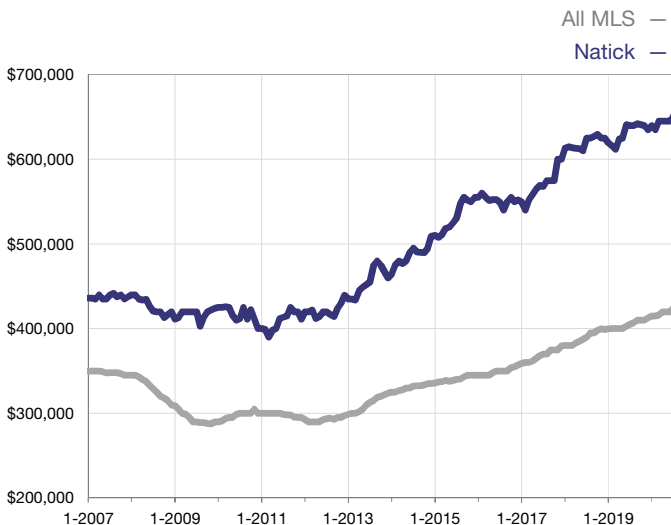
Condominium Properties

Key Metrics	August			Year to Date		
	2019	2020	+ / -	2019	2020	+ / -
Pending Sales	9	12	+ 33.3%	96	78	- 18.8%
Closed Sales	16	11	- 31.3%	91	78	- 14.3%
Median Sales Price*	\$503,750	\$317,000	- 37.1%	\$420,000	\$485,500	+ 15.6%
Inventory of Homes for Sale	22	22	0.0%	--	--	--
Months Supply of Inventory	2.0	2.1	+ 5.0%	--	--	--
Cumulative Days on Market Until Sale	39	28	- 28.2%	46	52	+ 13.0%
Percent of Original List Price Received*	98.2%	99.2%	+ 1.0%	97.9%	98.4%	+ 0.5%
New Listings	12	15	+ 25.0%	116	101	- 12.9%

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

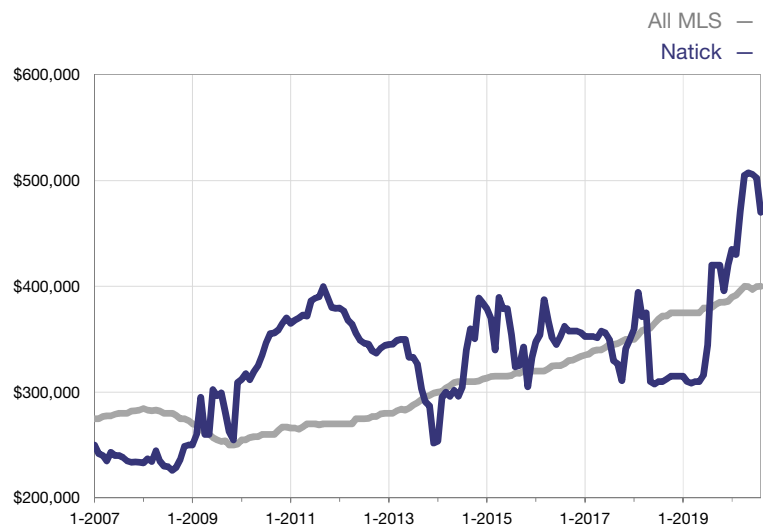
Median Sales Price – Single-Family Properties

Rolling 12-Month Calculation



Median Sales Price – Condominium Properties

Rolling 12-Month Calculation



MASSACHUSETTS ASSOCIATION OF REALTORS®



All data from the Berkshire County MLS, Cape Cod & Islands Association of REALTORS®, Inc. and MLS Property Information Network, Inc. | Provided by MAR. | Powered by ShowingTime.