

Local Market Update – December 2022

A RESEARCH TOOL PROVIDED BY THE MASSACHUSETTS ASSOCIATION OF REALTORS®

Natick

Single-Family Properties

| Key Metrics | December | | | Year to Date | | |
|--|-----------|------------------|---------|--------------|------------------|---------|
| | 2021 | 2022 | + / - | 2021 | 2022 | + / - |
| Pending Sales | 20 | 12 | - 40.0% | 344 | 285 | - 17.2% |
| Closed Sales | 30 | 31 | + 3.3% | 357 | 295 | - 17.4% |
| Median Sales Price* | \$682,500 | \$825,000 | + 20.9% | \$735,750 | \$900,000 | + 22.3% |
| Inventory of Homes for Sale | 15 | 16 | + 6.7% | -- | -- | -- |
| Months Supply of Inventory | 0.5 | 0.7 | + 40.0% | -- | -- | -- |
| Cumulative Days on Market Until Sale | 30 | 31 | + 3.3% | 24 | 29 | + 20.8% |
| Percent of Original List Price Received* | 99.6% | 95.5% | - 4.1% | 102.5% | 102.1% | - 0.4% |
| New Listings | 14 | 6 | - 57.1% | 389 | 356 | - 8.5% |

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

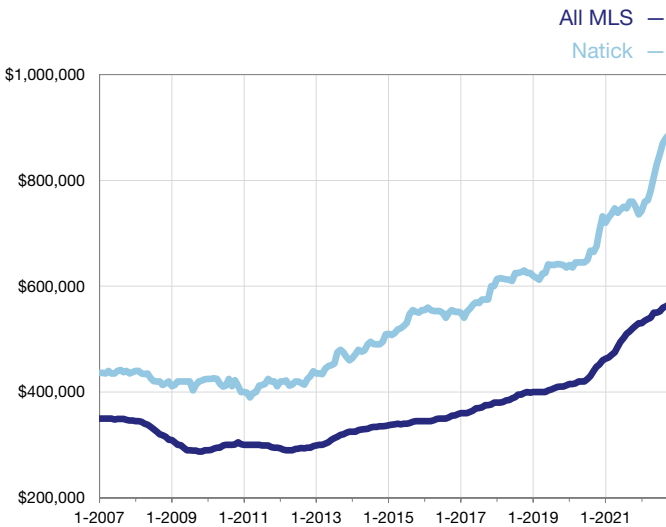
Condominium Properties

| Key Metrics | December | | | Year to Date | | |
|--|-----------|------------------|---------|--------------|------------------|---------|
| | 2021 | 2022 | + / - | 2021 | 2022 | + / - |
| Pending Sales | 8 | 7 | - 12.5% | 201 | 124 | - 38.3% |
| Closed Sales | 11 | 7 | - 36.4% | 208 | 128 | - 38.5% |
| Median Sales Price* | \$481,500 | \$289,000 | - 40.0% | \$502,500 | \$546,500 | + 8.8% |
| Inventory of Homes for Sale | 6 | 5 | - 16.7% | -- | -- | -- |
| Months Supply of Inventory | 0.4 | 0.5 | + 25.0% | -- | -- | -- |
| Cumulative Days on Market Until Sale | 15 | 22 | + 46.7% | 37 | 22 | - 40.5% |
| Percent of Original List Price Received* | 100.1% | 99.6% | - 0.5% | 99.0% | 101.7% | + 2.7% |
| New Listings | 5 | 3 | - 40.0% | 214 | 141 | - 34.1% |

* 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

