

Local Market Update – January 2023

A RESEARCH TOOL PROVIDED BY THE MASSACHUSETTS ASSOCIATION OF REALTORS®

Natick

Single-Family Properties

| Key Metrics | January | | | Year to Date | | |
|--|-----------|------------------|---------|--------------|------------------|---------|
| | 2022 | 2023 | + / - | 2022 | 2023 | + / - |
| Pending Sales | 12 | 12 | 0.0% | 12 | 12 | 0.0% |
| Closed Sales | 13 | 9 | - 30.8% | 13 | 9 | - 30.8% |
| Median Sales Price* | \$690,000 | \$860,000 | + 24.6% | \$690,000 | \$860,000 | + 24.6% |
| Inventory of Homes for Sale | 20 | 20 | 0.0% | -- | -- | -- |
| Months Supply of Inventory | 0.7 | 0.8 | + 14.3% | -- | -- | -- |
| Cumulative Days on Market Until Sale | 38 | 48 | + 26.3% | 38 | 48 | + 26.3% |
| Percent of Original List Price Received* | 99.8% | 92.7% | - 7.1% | 99.8% | 92.7% | - 7.1% |
| New Listings | 18 | 22 | + 22.2% | 18 | 22 | + 22.2% |

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

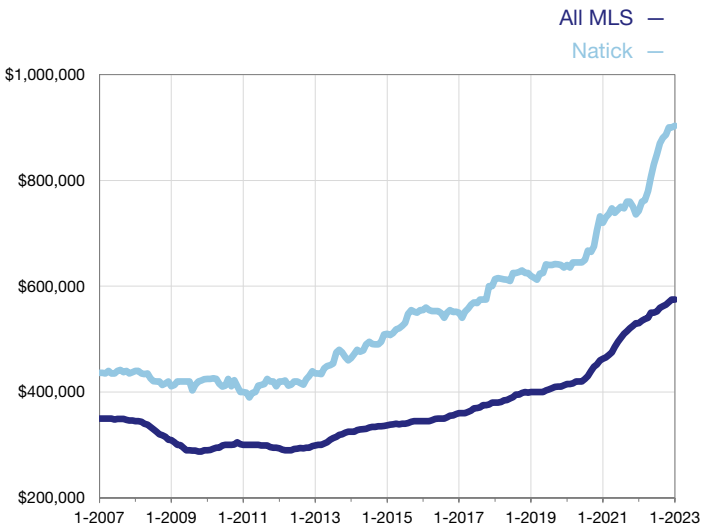
Condominium Properties

| Key Metrics | January | | | Year to Date | | |
|--|-----------|------------------|---------|--------------|------------------|---------|
| | 2022 | 2023 | + / - | 2022 | 2023 | + / - |
| Pending Sales | 4 | 7 | + 75.0% | 4 | 7 | + 75.0% |
| Closed Sales | 9 | 7 | - 22.2% | 9 | 7 | - 22.2% |
| Median Sales Price* | \$490,000 | \$840,000 | + 71.4% | \$490,000 | \$840,000 | + 71.4% |
| Inventory of Homes for Sale | 6 | 3 | - 50.0% | -- | -- | -- |
| Months Supply of Inventory | 0.4 | 0.3 | - 25.0% | -- | -- | -- |
| Cumulative Days on Market Until Sale | 33 | 49 | + 48.5% | 33 | 49 | + 48.5% |
| Percent of Original List Price Received* | 99.0% | 96.1% | - 2.9% | 99.0% | 96.1% | - 2.9% |
| New Listings | 5 | 5 | 0.0% | 5 | 5 | 0.0% |

* 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

