

Local Market Update – February 2023

A RESEARCH TOOL PROVIDED BY THE MASSACHUSETTS ASSOCIATION OF REALTORS®

Natick

Single-Family Properties

Key Metrics	February			Year to Date		
	2022	2023	+ / -	2022	2023	+ / -
Pending Sales	27	16	- 40.7%	39	28	- 28.2%
Closed Sales	14	11	- 21.4%	27	20	- 25.9%
Median Sales Price*	\$925,750	\$860,000	- 7.1%	\$739,000	\$860,000	+ 16.4%
Inventory of Homes for Sale	18	15	- 16.7%	--	--	--
Months Supply of Inventory	0.6	0.7	+ 16.7%	--	--	--
Cumulative Days on Market Until Sale	81	32	- 60.5%	60	39	- 35.0%
Percent of Original List Price Received*	96.5%	98.4%	+ 2.0%	98.1%	95.9%	- 2.2%
New Listings	29	13	- 55.2%	47	35	- 25.5%

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

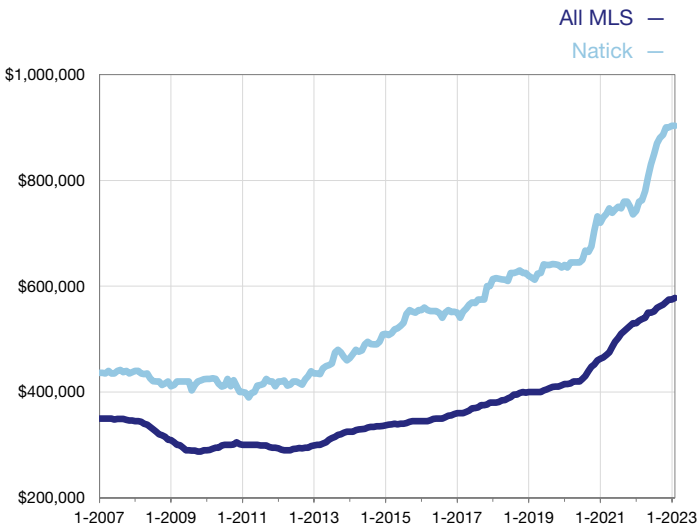
Condominium Properties

Key Metrics	February			Year to Date		
	2022	2023	+ / -	2022	2023	+ / -
Pending Sales	11	10	- 9.1%	15	17	+ 13.3%
Closed Sales	4	6	+ 50.0%	13	13	0.0%
Median Sales Price*	\$654,000	\$593,000	- 9.3%	\$515,000	\$831,000	+ 61.4%
Inventory of Homes for Sale	8	3	- 62.5%	--	--	--
Months Supply of Inventory	0.5	0.3	- 40.0%	--	--	--
Cumulative Days on Market Until Sale	12	62	+ 416.7%	27	55	+ 103.7%
Percent of Original List Price Received*	104.6%	96.5%	- 7.7%	100.7%	96.3%	- 4.4%
New Listings	14	10	- 28.6%	19	15	- 21.1%

* 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

