

Local Market Update – July 2019

A RESEARCH TOOL PROVIDED BY THE MASSACHUSETTS ASSOCIATION OF REALTORS®

Natick

Single-Family Properties

Key Metrics	July			Year to Date		
	2018	2019	+ / -	2018	2019	+ / -
Pending Sales	28	29	+ 3.6%	225	221	- 1.8%
Closed Sales	41	34	- 17.1%	179	196	+ 9.5%
Median Sales Price*	\$677,500	\$652,000	- 3.8%	\$612,000	\$639,950	+ 4.6%
Inventory of Homes for Sale	68	66	- 2.9%	--	--	--
Months Supply of Inventory	2.7	2.2	- 18.5%	--	--	--
Cumulative Days on Market Until Sale	35	34	- 2.9%	33	48	+ 45.5%
Percent of Original List Price Received*	100.4%	96.5%	- 3.9%	100.1%	96.6%	- 3.5%
New Listings	29	39	+ 34.5%	299	312	+ 4.3%

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

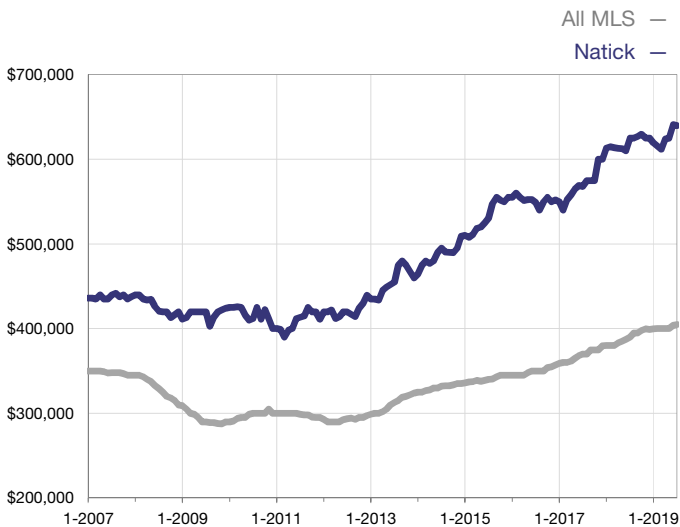
Condominium Properties

Key Metrics	July			Year to Date		
	2018	2019	+ / -	2018	2019	+ / -
Pending Sales	9	14	+ 55.6%	86	88	+ 2.3%
Closed Sales	19	17	- 10.5%	89	74	- 16.9%
Median Sales Price*	\$307,000	\$545,000	+ 77.5%	\$310,000	\$344,500	+ 11.1%
Inventory of Homes for Sale	9	19	+ 111.1%	--	--	--
Months Supply of Inventory	0.7	1.8	+ 157.1%	--	--	--
Cumulative Days on Market Until Sale	24	35	+ 45.8%	35	48	+ 37.1%
Percent of Original List Price Received*	102.4%	98.7%	- 3.6%	100.5%	97.7%	- 2.8%
New Listings	9	13	+ 44.4%	87	104	+ 19.5%

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

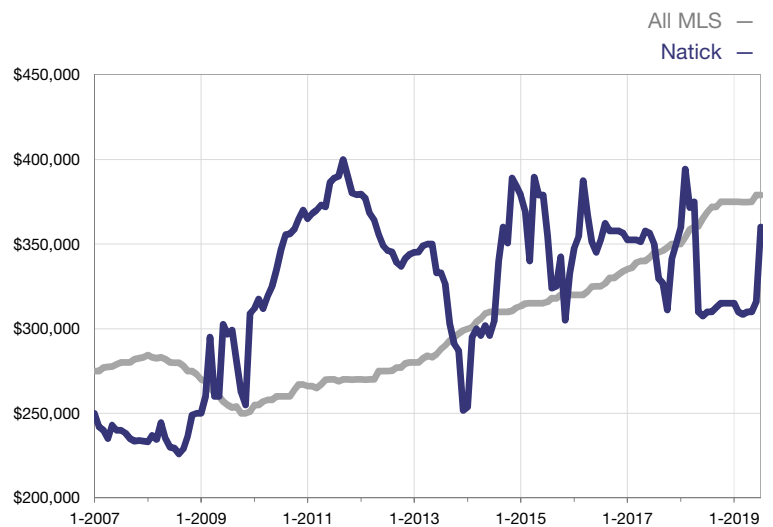
Median Sales Price – Single-Family Properties

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 10K.