

Local Market Update – April 2021

A RESEARCH TOOL PROVIDED BY THE MASSACHUSETTS ASSOCIATION OF REALTORS®

Natick

Single-Family Properties

Key Metrics	April			Year to Date		
	2020	2021	+ / -	2020	2021	+ / -
Pending Sales	20	35	+ 75.0%	112	125	+ 11.6%
Closed Sales	33	24	- 27.3%	98	98	0.0%
Median Sales Price*	\$645,000	\$768,500	+ 19.1%	\$640,000	\$695,000	+ 8.6%
Inventory of Homes for Sale	55	17	- 69.1%	--	--	--
Months Supply of Inventory	1.9	0.6	- 68.4%	--	--	--
Cumulative Days on Market Until Sale	29	25	- 13.8%	53	37	- 30.2%
Percent of Original List Price Received*	98.8%	103.1%	+ 4.4%	97.0%	101.0%	+ 4.1%
New Listings	39	40	+ 2.6%	150	128	- 14.7%

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

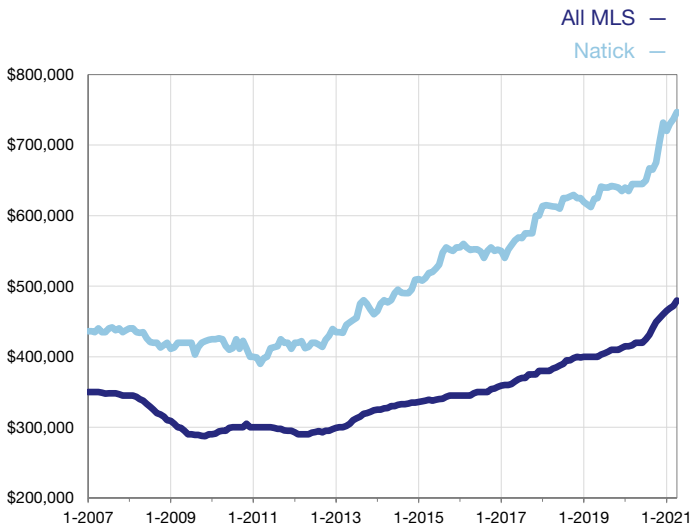
Condominium Properties

Key Metrics	April			Year to Date		
	2020	2021	+ / -	2020	2021	+ / -
Pending Sales	5	15	+ 200.0%	33	66	+ 100.0%
Closed Sales	4	17	+ 325.0%	37	57	+ 54.1%
Median Sales Price*	\$506,000	\$545,000	+ 7.7%	\$549,900	\$531,000	- 3.4%
Inventory of Homes for Sale	18	14	- 22.2%	--	--	--
Months Supply of Inventory	1.5	1.1	- 26.7%	--	--	--
Cumulative Days on Market Until Sale	32	54	+ 68.8%	68	67	- 1.5%
Percent of Original List Price Received*	98.6%	98.9%	+ 0.3%	97.8%	97.6%	- 0.2%
New Listings	7	19	+ 171.4%	40	74	+ 85.0%

* 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

