

Local Market Update – May 2021

A RESEARCH TOOL PROVIDED BY THE MASSACHUSETTS ASSOCIATION OF REALTORS®

Natick

Single-Family Properties

Key Metrics	May			Year to Date		
	2020	2021	+ / -	2020	2021	+ / -
Pending Sales	50	34	- 32.0%	162	157	- 3.1%
Closed Sales	23	30	+ 30.4%	121	130	+ 7.4%
Median Sales Price*	\$670,000	\$700,000	+ 4.5%	\$645,000	\$695,000	+ 7.8%
Inventory of Homes for Sale	47	15	- 68.1%	--	--	--
Months Supply of Inventory	1.7	0.5	- 70.6%	--	--	--
Cumulative Days on Market Until Sale	24	13	- 45.8%	48	32	- 33.3%
Percent of Original List Price Received*	99.9%	105.7%	+ 5.8%	97.6%	101.8%	+ 4.3%
New Listings	47	35	- 25.5%	198	163	- 17.7%

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

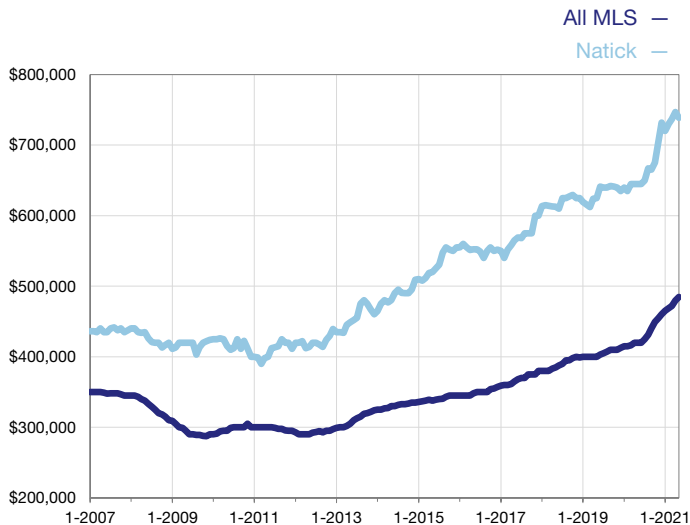
Condominium Properties

Key Metrics	May			Year to Date		
	2020	2021	+ / -	2020	2021	+ / -
Pending Sales	5	20	+ 300.0%	38	86	+ 126.3%
Closed Sales	8	17	+ 112.5%	45	74	+ 64.4%
Median Sales Price*	\$488,500	\$529,000	+ 8.3%	\$549,900	\$530,000	- 3.6%
Inventory of Homes for Sale	20	9	- 55.0%	--	--	--
Months Supply of Inventory	1.7	0.7	- 58.8%	--	--	--
Cumulative Days on Market Until Sale	34	26	- 23.5%	62	57	- 8.1%
Percent of Original List Price Received*	99.1%	101.1%	+ 2.0%	98.0%	98.4%	+ 0.4%
New Listings	9	17	+ 88.9%	48	91	+ 89.6%

* 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

