

# Local Market Update – December 2021

A RESEARCH TOOL PROVIDED BY THE MASSACHUSETTS ASSOCIATION OF REALTORS®

## Natick

### Single-Family Properties

Key Metrics	December			Year to Date		
	2020	2021	+ / -	2020	2021	+ / -
Pending Sales	25	18	- 28.0%	374	343	- 8.3%
Closed Sales	31	30	- 3.2%	361	356	- 1.4%
Median Sales Price*	\$820,000	<b>\$682,500</b>	- 16.8%	\$732,000	<b>\$736,500</b>	+ 0.6%
Inventory of Homes for Sale	28	11	- 60.7%	--	--	--
Months Supply of Inventory	0.9	0.4	- 55.6%	--	--	--
Cumulative Days on Market Until Sale	42	30	- 28.6%	41	24	- 41.5%
Percent of Original List Price Received*	99.2%	<b>99.6%</b>	+ 0.4%	98.6%	<b>102.5%</b>	+ 4.0%
New Listings	20	14	- 30.0%	433	370	- 14.5%

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

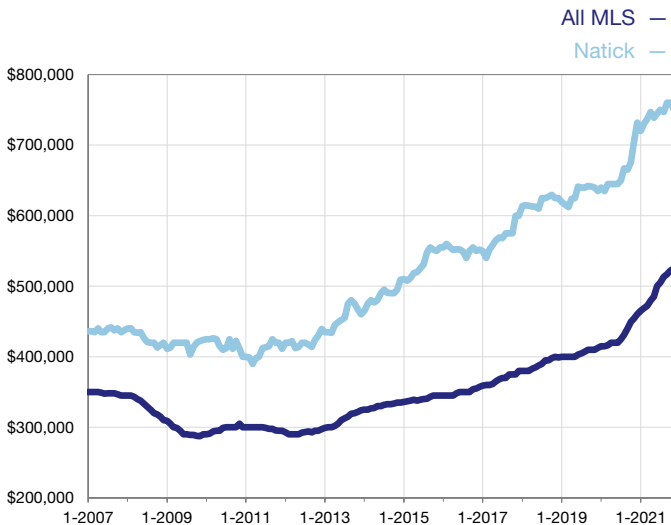
### Condominium Properties

Key Metrics	December			Year to Date		
	2020	2021	+ / -	2020	2021	+ / -
Pending Sales	11	8	- 27.3%	136	200	+ 47.1%
Closed Sales	15	11	- 26.7%	137	208	+ 51.8%
Median Sales Price*	\$526,000	<b>\$481,500</b>	- 8.5%	\$505,000	<b>\$502,500</b>	- 0.5%
Inventory of Homes for Sale	16	5	- 68.8%	--	--	--
Months Supply of Inventory	1.4	0.3	- 78.6%	--	--	--
Cumulative Days on Market Until Sale	43	15	- 65.1%	53	37	- 30.2%
Percent of Original List Price Received*	98.1%	<b>100.1%</b>	+ 2.0%	98.3%	<b>99.0%</b>	+ 0.7%
New Listings	5	5	0.0%	164	210	+ 28.0%

\* 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

