

Local Market Update – March 2023

A RESEARCH TOOL PROVIDED BY THE MASSACHUSETTS ASSOCIATION OF REALTORS®

Natick

Single-Family Properties

Key Metrics	March			Year to Date		
	2022	2023	+ / -	2022	2023	+ / -
Pending Sales	34	26	- 23.5%	73	50	- 31.5%
Closed Sales	24	9	- 62.5%	51	29	- 43.1%
Median Sales Price*	\$862,500	\$785,000	- 9.0%	\$825,000	\$792,500	- 3.9%
Inventory of Homes for Sale	25	30	+ 20.0%	--	--	--
Months Supply of Inventory	0.9	1.4	+ 55.6%	--	--	--
Cumulative Days on Market Until Sale	31	29	- 6.5%	47	36	- 23.4%
Percent of Original List Price Received*	104.1%	102.1%	- 1.9%	100.9%	97.8%	- 3.1%
New Listings	44	40	- 9.1%	91	75	- 17.6%

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

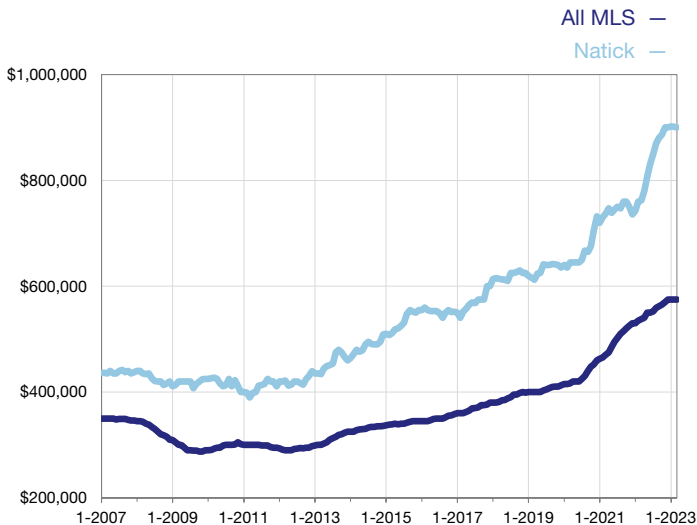
Condominium Properties

Key Metrics	March			Year to Date		
	2022	2023	+ / -	2022	2023	+ / -
Pending Sales	14	9	- 35.7%	29	25	- 13.8%
Closed Sales	12	10	- 16.7%	25	23	- 8.0%
Median Sales Price*	\$333,500	\$464,000	+ 39.1%	\$479,000	\$705,000	+ 47.2%
Inventory of Homes for Sale	7	6	- 14.3%	--	--	--
Months Supply of Inventory	0.5	0.6	+ 20.0%	--	--	--
Cumulative Days on Market Until Sale	15	10	- 33.3%	21	35	+ 66.7%
Percent of Original List Price Received*	105.0%	101.4%	- 3.4%	102.8%	98.5%	- 4.2%
New Listings	14	12	- 14.3%	33	27	- 18.2%

* 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

