

# Local Market Update – June 2023

A RESEARCH TOOL PROVIDED BY THE MASSACHUSETTS ASSOCIATION OF REALTORS®

## Natick

### Single-Family Properties

Key Metrics	June			Year to Date		
	2022	2023	+ / -	2022	2023	+ / -
Pending Sales	23	27	+ 17.4%	164	139	- 15.2%
Closed Sales	39	37	- 5.1%	147	114	- 22.4%
Median Sales Price*	\$931,000	\$900,000	- 3.3%	\$920,000	\$863,750	- 6.1%
Inventory of Homes for Sale	37	23	- 37.8%	--	--	--
Months Supply of Inventory	1.4	1.1	- 21.4%	--	--	--
Cumulative Days on Market Until Sale	15	14	- 6.7%	29	32	+ 10.3%
Percent of Original List Price Received*	107.6%	105.7%	- 1.8%	105.0%	102.3%	- 2.6%
New Listings	40	23	- 42.5%	199	160	- 19.6%

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

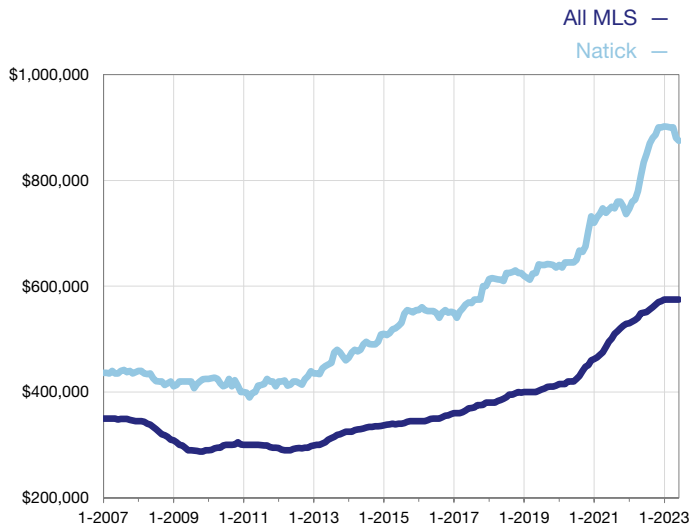
### Condominium Properties

Key Metrics	June			Year to Date		
	2022	2023	+ / -	2022	2023	+ / -
Pending Sales	12	11	- 8.3%	73	56	- 23.3%
Closed Sales	16	10	- 37.5%	64	48	- 25.0%
Median Sales Price*	\$710,000	\$655,000	- 7.7%	\$625,000	\$657,500	+ 5.2%
Inventory of Homes for Sale	9	6	- 33.3%	--	--	--
Months Supply of Inventory	0.6	0.7	+ 16.7%	--	--	--
Cumulative Days on Market Until Sale	18	29	+ 61.1%	20	27	+ 35.0%
Percent of Original List Price Received*	103.4%	101.7%	- 1.6%	103.1%	100.4%	- 2.6%
New Listings	17	7	- 58.8%	81	59	- 27.2%

\* 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

