

Local Market Update – July 2023

A RESEARCH TOOL PROVIDED BY THE MASSACHUSETTS ASSOCIATION OF REALTORS®

Natick

Single-Family Properties

Key Metrics	July			Year to Date		
	2022	2023	+ / -	2022	2023	+ / -
Pending Sales	20	19	- 5.0%	184	159	- 13.6%
Closed Sales	26	28	+ 7.7%	173	142	- 17.9%
Median Sales Price*	\$886,500	\$1,062,500	+ 19.9%	\$912,000	\$878,000	- 3.7%
Inventory of Homes for Sale	44	19	- 56.8%	--	--	--
Months Supply of Inventory	1.7	0.9	- 47.1%	--	--	--
Cumulative Days on Market Until Sale	15	36	+ 140.0%	27	32	+ 18.5%
Percent of Original List Price Received*	104.5%	101.2%	- 3.2%	104.9%	102.1%	- 2.7%
New Listings	30	21	- 30.0%	229	182	- 20.5%

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

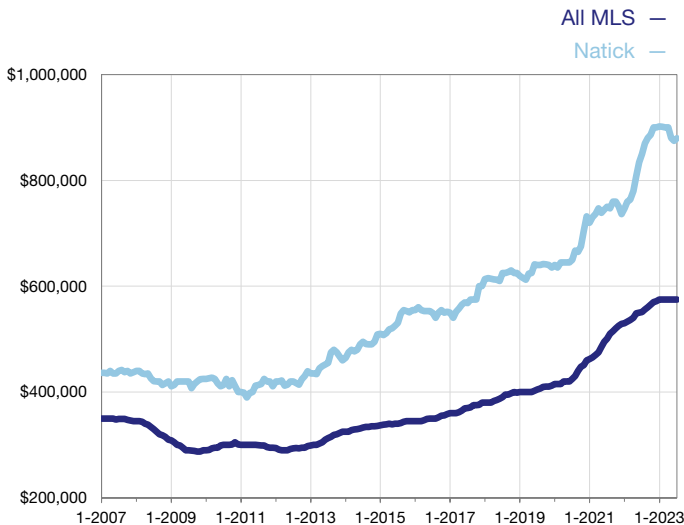
Condominium Properties

Key Metrics	July			Year to Date		
	2022	2023	+ / -	2022	2023	+ / -
Pending Sales	7	6	- 14.3%	80	61	- 23.8%
Closed Sales	16	8	- 50.0%	80	56	- 30.0%
Median Sales Price*	\$694,950	\$550,000	- 20.9%	\$635,500	\$657,500	+ 3.5%
Inventory of Homes for Sale	11	6	- 45.5%	--	--	--
Months Supply of Inventory	0.8	0.7	- 12.5%	--	--	--
Cumulative Days on Market Until Sale	17	21	+ 23.5%	20	26	+ 30.0%
Percent of Original List Price Received*	103.7%	103.2%	- 0.5%	103.2%	100.8%	- 2.3%
New Listings	9	9	0.0%	90	68	- 24.4%

* 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

