

# Local Market Update – August 2023

A RESEARCH TOOL PROVIDED BY THE MASSACHUSETTS ASSOCIATION OF REALTORS®

## Natick

### Single-Family Properties

Key Metrics	August			Year to Date		
	2022	2023	+ / -	2022	2023	+ / -
Pending Sales	13	20	+ 53.8%	197	176	- 10.7%
Closed Sales	30	23	- 23.3%	203	165	- 18.7%
Median Sales Price*	\$880,000	\$1,092,500	+ 24.1%	\$902,000	\$905,000	+ 0.3%
Inventory of Homes for Sale	34	30	- 11.8%	--	--	--
Months Supply of Inventory	1.4	1.4	0.0%	--	--	--
Cumulative Days on Market Until Sale	20	23	+ 15.0%	26	31	+ 19.2%
Percent of Original List Price Received*	102.2%	102.1%	- 0.1%	104.5%	102.1%	- 2.3%
New Listings	14	25	+ 78.6%	243	208	- 14.4%

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

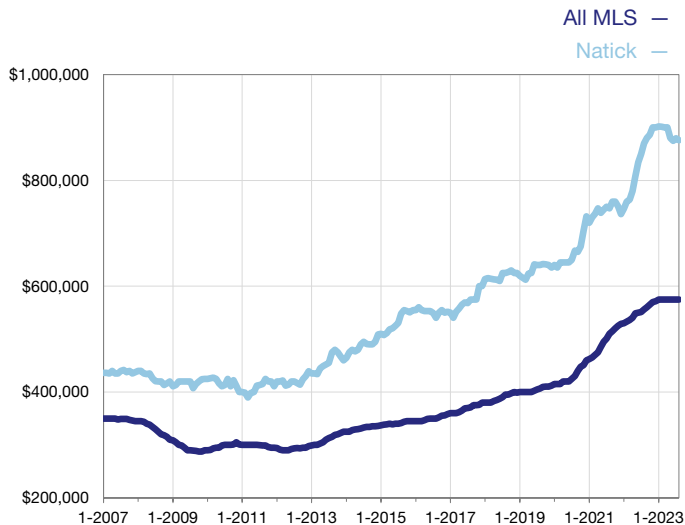
### Condominium Properties

Key Metrics	August			Year to Date		
	2022	2023	+ / -	2022	2023	+ / -
Pending Sales	11	6	- 45.5%	91	66	- 27.5%
Closed Sales	8	6	- 25.0%	88	62	- 29.5%
Median Sales Price*	\$532,000	\$511,591	- 3.8%	\$630,000	\$637,500	+ 1.2%
Inventory of Homes for Sale	11	7	- 36.4%	--	--	--
Months Supply of Inventory	0.9	0.9	0.0%	--	--	--
Cumulative Days on Market Until Sale	14	10	- 28.6%	19	25	+ 31.6%
Percent of Original List Price Received*	98.7%	104.6%	+ 6.0%	102.8%	101.2%	- 1.6%
New Listings	13	7	- 46.2%	104	75	- 27.9%

\* 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

