

Local Market Update – October 2023

A RESEARCH TOOL PROVIDED BY THE MASSACHUSETTS ASSOCIATION OF REALTORS®

Natick

Single-Family Properties

Key Metrics	October			Year to Date		
	2022	2023	+ / -	2022	2023	+ / -
Pending Sales	30	21	- 30.0%	248	219	- 11.7%
Closed Sales	19	20	+ 5.3%	244	198	- 18.9%
Median Sales Price*	\$1,025,000	\$938,000	- 8.5%	\$907,000	\$915,500	+ 0.9%
Inventory of Homes for Sale	42	27	- 35.7%	--	--	--
Months Supply of Inventory	1.7	1.3	- 23.5%	--	--	--
Cumulative Days on Market Until Sale	37	49	+ 32.4%	28	33	+ 17.9%
Percent of Original List Price Received*	97.9%	100.2%	+ 2.3%	103.4%	102.0%	- 1.4%
New Listings	29	20	- 31.0%	311	261	- 16.1%

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

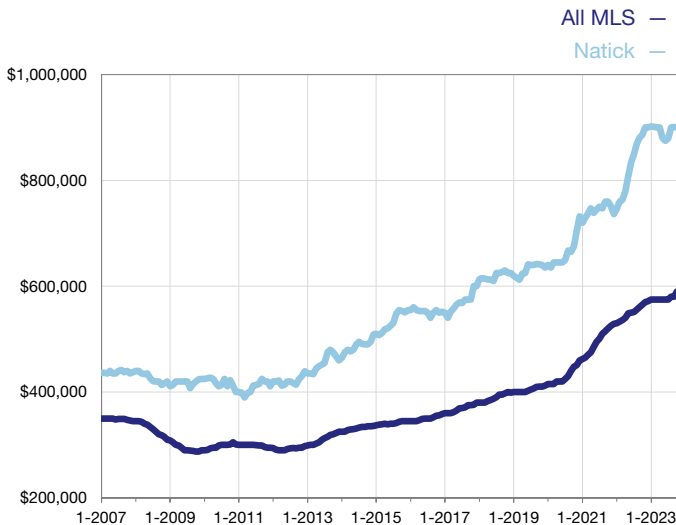
Condominium Properties

Key Metrics	October			Year to Date		
	2022	2023	+ / -	2022	2023	+ / -
Pending Sales	12	7	- 41.7%	111	82	- 26.1%
Closed Sales	13	7	- 46.2%	111	76	- 31.5%
Median Sales Price*	\$345,000	\$455,000	+ 31.9%	\$599,900	\$625,000	+ 4.2%
Inventory of Homes for Sale	13	11	- 15.4%	--	--	--
Months Supply of Inventory	1.2	1.4	+ 16.7%	--	--	--
Cumulative Days on Market Until Sale	24	14	- 41.7%	20	23	+ 15.0%
Percent of Original List Price Received*	99.3%	104.5%	+ 5.2%	102.1%	101.8%	- 0.3%
New Listings	9	13	+ 44.4%	128	100	- 21.9%

* 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

