

# Local Market Update – November 2023

A RESEARCH TOOL PROVIDED BY THE MASSACHUSETTS ASSOCIATION OF REALTORS®

## Natick

### Single-Family Properties

Key Metrics	November			Year to Date		
	2022	2023	+ / -	2022	2023	+ / -
Pending Sales	23	20	- 13.0%	271	233	- 14.0%
Closed Sales	20	20	0.0%	264	219	- 17.0%
Median Sales Price*	\$887,500	<b>\$861,250</b>	- 3.0%	\$902,000	<b>\$915,000</b>	+ 1.4%
Inventory of Homes for Sale	33	27	- 18.2%	--	--	--
Months Supply of Inventory	1.4	1.3	- 7.1%	--	--	--
Cumulative Days on Market Until Sale	38	33	- 13.2%	29	33	+ 13.8%
Percent of Original List Price Received*	97.3%	97.1%	- 0.2%	102.9%	101.5%	- 1.4%
New Listings	18	18	0.0%	329	279	- 15.2%

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

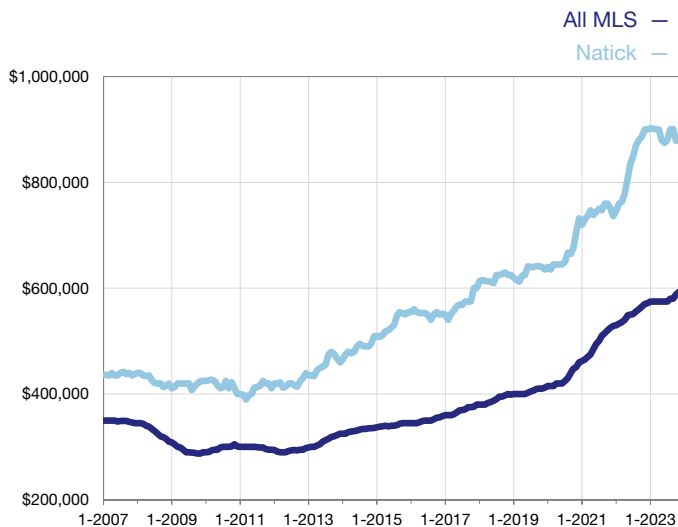
### Condominium Properties

Key Metrics	November			Year to Date		
	2022	2023	+ / -	2022	2023	+ / -
Pending Sales	6	8	+ 33.3%	117	89	- 23.9%
Closed Sales	10	8	- 20.0%	121	84	- 30.6%
Median Sales Price*	\$430,000	<b>\$465,000</b>	+ 8.1%	\$569,000	<b>\$623,000</b>	+ 9.5%
Inventory of Homes for Sale	13	10	- 23.1%	--	--	--
Months Supply of Inventory	1.2	1.3	+ 8.3%	--	--	--
Cumulative Days on Market Until Sale	39	24	- 38.5%	22	23	+ 4.5%
Percent of Original List Price Received*	99.1%	101.3%	+ 2.2%	101.8%	101.8%	0.0%
New Listings	8	8	0.0%	136	107	- 21.3%

\* 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

