

# Local Market Update – December 2023

A RESEARCH TOOL PROVIDED BY THE MASSACHUSETTS ASSOCIATION OF REALTORS®

## Natick

### Single-Family Properties

Key Metrics	December			Year to Date		
	2022	2023	+ / -	2022	2023	+ / -
Pending Sales	11	11	0.0%	282	244	- 13.5%
Closed Sales	31	13	- 58.1%	295	232	- 21.4%
Median Sales Price*	\$825,000	\$860,000	+ 4.2%	\$900,000	\$900,000	0.0%
Inventory of Homes for Sale	23	14	- 39.1%	--	--	--
Months Supply of Inventory	1.0	0.7	- 30.0%	--	--	--
Cumulative Days on Market Until Sale	31	33	+ 6.5%	29	33	+ 13.8%
Percent of Original List Price Received*	95.5%	99.3%	+ 4.0%	102.1%	101.4%	- 0.7%
New Listings	6	5	- 16.7%	335	284	- 15.2%

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

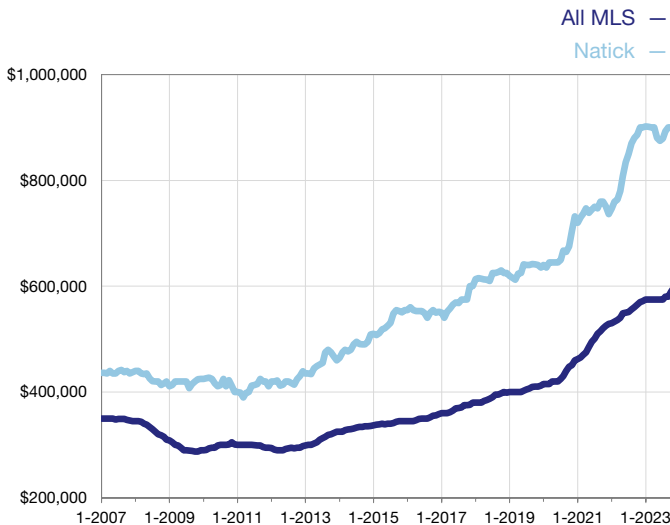
### Condominium Properties

Key Metrics	December			Year to Date		
	2022	2023	+ / -	2022	2023	+ / -
Pending Sales	6	3	- 50.0%	123	90	- 26.8%
Closed Sales	7	4	- 42.9%	128	88	- 31.3%
Median Sales Price*	\$289,000	\$525,500	+ 81.8%	\$546,500	\$610,500	+ 11.7%
Inventory of Homes for Sale	11	8	- 27.3%	--	--	--
Months Supply of Inventory	1.1	1.1	0.0%	--	--	--
Cumulative Days on Market Until Sale	22	39	+ 77.3%	22	24	+ 9.1%
Percent of Original List Price Received*	99.6%	97.6%	- 2.0%	101.7%	101.6%	- 0.1%
New Listings	4	1	- 75.0%	140	108	- 22.9%

\* 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

