

Local Market Update – March 2024

A RESEARCH TOOL PROVIDED BY THE MASSACHUSETTS ASSOCIATION OF REALTORS®

Natick

Single-Family Properties

Key Metrics	March			Year to Date		
	2023	2024	+ / -	2023	2024	+ / -
Pending Sales	23	29	+ 26.1%	46	63	+ 37.0%
Closed Sales	9	19	+ 111.1%	29	49	+ 69.0%
Median Sales Price*	\$785,000	\$1,001,800	+ 27.6%	\$792,500	\$880,000	+ 11.0%
Inventory of Homes for Sale	33	19	- 42.4%	--	--	--
Months Supply of Inventory	1.6	0.9	- 43.8%	--	--	--
Cumulative Days on Market Until Sale	29	46	+ 58.6%	36	41	+ 13.9%
Percent of Original List Price Received*	102.1%	100.8%	- 1.3%	97.8%	99.4%	+ 1.6%
New Listings	38	27	- 28.9%	70	71	+ 1.4%

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

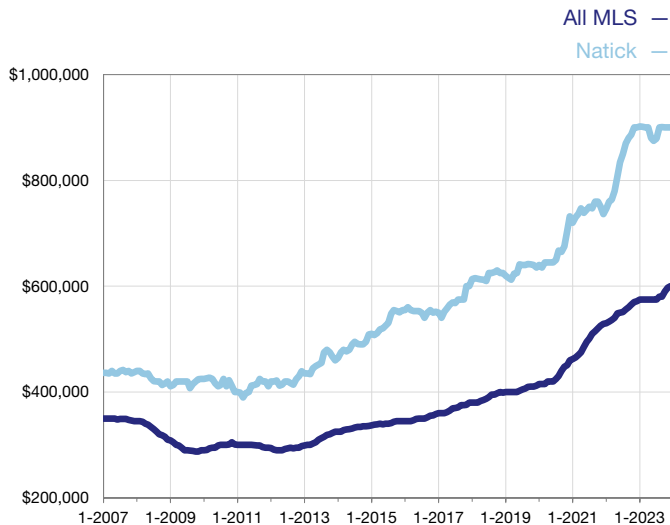
Condominium Properties

Key Metrics	March			Year to Date		
	2023	2024	+ / -	2023	2024	+ / -
Pending Sales	9	11	+ 22.2%	25	25	0.0%
Closed Sales	10	6	- 40.0%	23	15	- 34.8%
Median Sales Price*	\$464,000	\$554,000	+ 19.4%	\$705,000	\$662,000	- 6.1%
Inventory of Homes for Sale	13	11	- 15.4%	--	--	--
Months Supply of Inventory	1.3	1.5	+ 15.4%	--	--	--
Cumulative Days on Market Until Sale	10	21	+ 110.0%	35	19	- 45.7%
Percent of Original List Price Received*	101.4%	103.7%	+ 2.3%	98.5%	101.3%	+ 2.8%
New Listings	12	9	- 25.0%	27	30	+ 11.1%

* 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

