

Local Market Update – December 2025

A RESEARCH TOOL PROVIDED BY THE MASSACHUSETTS ASSOCIATION OF REALTORS®

Natick

Single-Family Properties

Key Metrics	December			Year to Date		
	2024	2025	+ / -	2024	2025	+ / -
Pending Sales	17	18	+ 5.9%	250	297	+ 18.8%
Closed Sales	15	19	+ 26.7%	254	288	+ 13.4%
Median Sales Price*	\$840,000	\$1,217,000	+ 44.9%	\$966,500	\$1,100,000	+ 13.8%
Inventory of Homes for Sale	26	16	- 38.5%	--	--	--
Months Supply of Inventory	1.2	0.6	- 50.0%	--	--	--
Cumulative Days on Market Until Sale	46	54	+ 17.4%	31	36	+ 16.1%
Percent of Original List Price Received*	98.5%	96.9%	- 1.6%	100.6%	100.9%	+ 0.3%
New Listings	7	5	- 28.6%	312	344	+ 10.3%

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

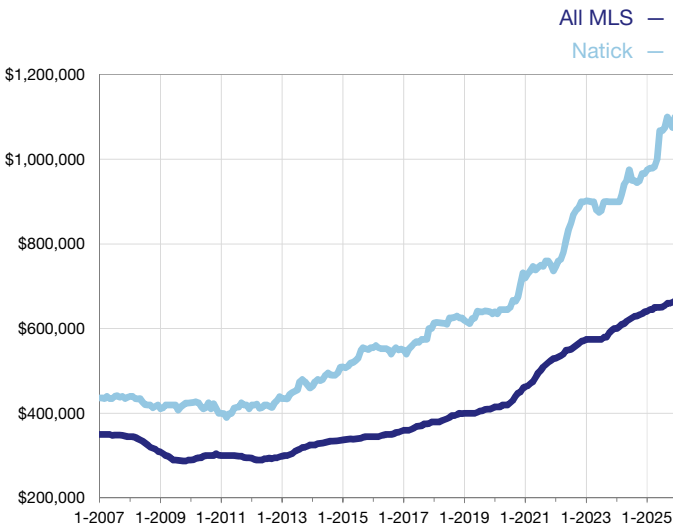
Condominium Properties

Key Metrics	December			Year to Date		
	2024	2025	+ / -	2024	2025	+ / -
Pending Sales	3	4	+ 33.3%	110	116	+ 5.5%
Closed Sales	5	5	0.0%	111	111	0.0%
Median Sales Price*	\$910,000	\$357,000	- 60.8%	\$710,000	\$725,000	+ 2.1%
Inventory of Homes for Sale	10	16	+ 60.0%	--	--	--
Months Supply of Inventory	1.1	1.7	+ 54.5%	--	--	--
Cumulative Days on Market Until Sale	124	28	- 77.4%	34	38	+ 11.8%
Percent of Original List Price Received*	90.1%	97.1%	+ 7.8%	99.4%	98.0%	- 1.4%
New Listings	3	4	+ 33.3%	128	150	+ 17.2%

* 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

