

Local Market Update – March 2026

A RESEARCH TOOL PROVIDED BY THE MASSACHUSETTS ASSOCIATION OF REALTORS®

Natick

Single-Family Properties

Key Metrics	March			Year to Date		
	2025	2026	+ / -	2025	2026	+ / -
Pending Sales	30	31	+ 3.3%	63	72	+ 14.3%
Closed Sales	17	22	+ 29.4%	45	55	+ 22.2%
Median Sales Price*	\$1,075,000	\$1,187,500	+ 10.5%	\$1,025,000	\$1,100,000	+ 7.3%
Inventory of Homes for Sale	37	27	- 27.0%	--	--	--
Months Supply of Inventory	1.8	1.1	- 38.9%	--	--	--
Cumulative Days on Market Until Sale	20	46	+ 130.0%	49	58	+ 18.4%
Percent of Original List Price Received*	102.4%	101.1%	- 1.3%	99.3%	98.6%	- 0.7%
New Listings	42	44	+ 4.8%	81	84	+ 3.7%

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

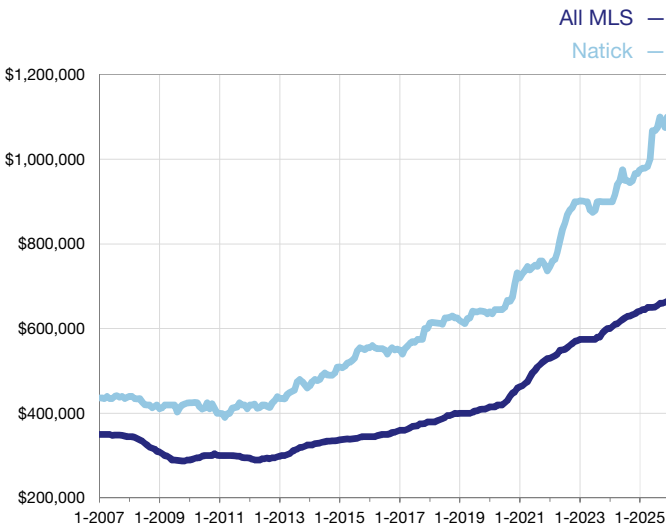
Condominium Properties

Key Metrics	March			Year to Date		
	2025	2026	+ / -	2025	2026	+ / -
Pending Sales	12	18	+ 50.0%	27	40	+ 48.1%
Closed Sales	10	16	+ 60.0%	23	27	+ 17.4%
Median Sales Price*	\$1,002,450	\$435,000	- 56.6%	\$860,000	\$536,500	- 37.6%
Inventory of Homes for Sale	13	13	0.0%	--	--	--
Months Supply of Inventory	1.4	1.2	- 14.3%	--	--	--
Cumulative Days on Market Until Sale	66	62	- 6.1%	65	54	- 16.9%
Percent of Original List Price Received*	98.1%	97.5%	- 0.6%	97.3%	97.1%	- 0.2%
New Listings	14	16	+ 14.3%	30	40	+ 33.3%

* 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

