Local Market Update – October 2026

A RESEARCH TOOL PROVIDED BY THE **MASSACHUSETTS ASSOCIATION OF REALTORS®**

Natick

Single-Family Properties

	October			Year to Date		
Key Metrics	**2025**	**2026**	**+ / –**	**2025**	**2026**	**+ / –**
Pending Sales	22	**15**	- 31.8%	263	**230**	- 12.5%
Closed Sales	28	**11**	- 60.7%	254	**233**	- 8.3%
Median Sales Price*	$1,030,750	**$859,000**	- 16.7%	$1,100,000	**$1,075,000**	- 2.3%
Inventory of Homes for Sale	52	**45**	- 13.5%	--	--	--
Months Supply of Inventory	2.1	**2.1**	0.0%	--	--	--
Cumulative Days on Market Until Sale	31	**37**	+ 19.4%	35	**37**	+ 5.7%
Percent of Original List Price Received*	99.8%	**99.6%**	- 0.2%	101.3%	**100.2%**	- 1.1%
New Listings	24	**16**	- 33.3%	327	**292**	- 10.7%

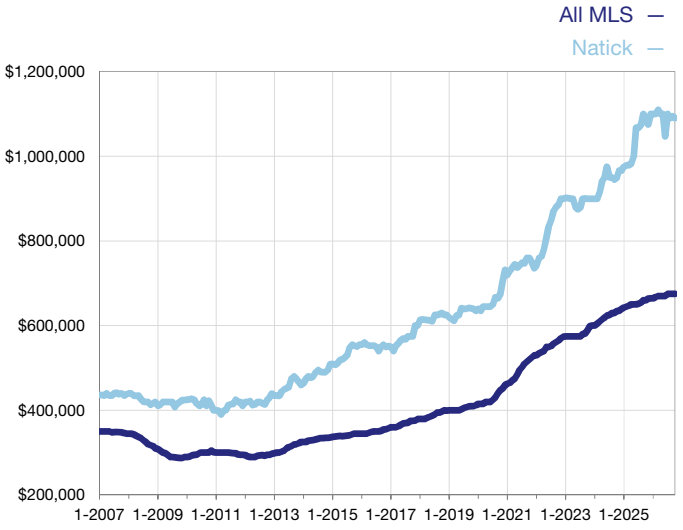
* Does not account for seller concessions. | Activity for one month can sometimes look extreme due to small sample size.

Condominium Properties

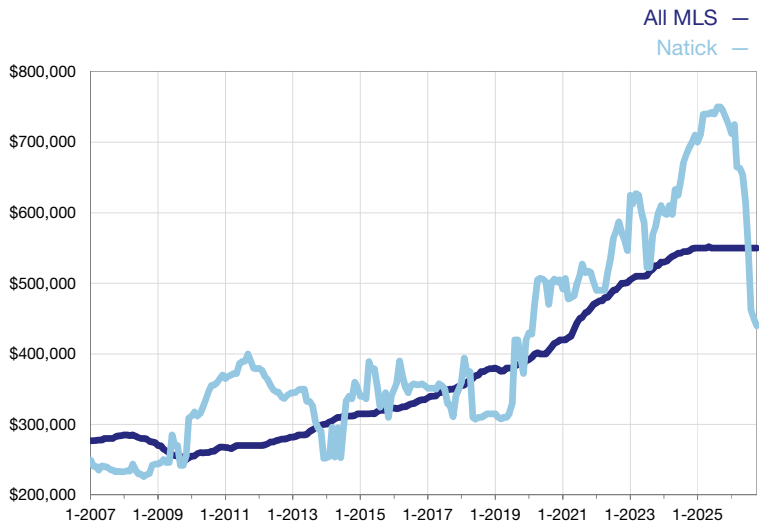
	October			Year to Date		
Key Metrics	**2025**	**2026**	**+ / –**	**2025**	**2026**	**+ / –**
Pending Sales	11	**9**	- 18.2%	102	**132**	+ 29.4%
Closed Sales	9	**7**	- 22.2%	97	**129**	+ 33.0%
Median Sales Price*	$420,000	**$324,500**	- 22.7%	$735,000	**$450,000**	- 38.8%
Inventory of Homes for Sale	30	**24**	- 20.0%	--	--	--
Months Supply of Inventory	3.2	**2.0**	- 37.5%	--	--	--
Cumulative Days on Market Until Sale	42	**92**	+ 119.0%	38	**41**	+ 7.9%
Percent of Original List Price Received*	97.6%	**95.4%**	- 2.3%	98.3%	**97.9%**	- 0.4%
New Listings	14	**16**	+ 14.3%	137	**155**	+ 13.1%

* 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



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