

Needham, MA Real Estate Market Review

2025 vs. 2024 Per Quarter

Prepared by Ryan Cook on Wednesday, October 01, 2025

Single Family

Listing Inventory	Q1			Q2			Q3			Q4		
	2024	2025	Var.	2024	2025	Var.	2024	2025	Var.	2024	2025*	Var.
Listing Units	20	26	6	39	46	7	44	45	1	24	46	22
Median Days on Market	40	26	-14	32	48	16	31	55	24	96	138	42
Median List Price	\$2,664,000.00	\$2,799,000.00	\$135,000.00	\$2,599,000.00	\$2,735,000.00	\$136,000.00	\$2,795,000.00	\$2,595,000.00	-\$200,000.00	\$2,835,500.00	\$2,587,000.00	-\$248,500.00
Median List \$ / SqFt	\$500.38	\$520.34	\$19.96	\$504.63	\$491.10	-\$13.53	\$508.08	\$500.28	-\$7.80	\$487.01	\$503.92	\$16.91
Approx. Absorption Rate	99.17%	77.88%	-21.29%	52.56%	43.12%	-9.44%	44.89%	46.30%	1.41%	78.82%	36.78%	-42.04%
Approx. Months Supply of Inventory	1.01	1.28	0.27	1.90	2.32	0.42	2.23	2.16	-0.07	1.27	2.72	1.45
Listed (Per Quarter)	Q1			Q2			Q3			Q4		
	2024	2025	Var.	2024	2025	Var.	2024	2025	Var.	2024	2025*	Var.
Listing Units (Taken)	66	82	16	115	137	22	74	71	-3	50	1	-49
Median Original List Price	\$1,597,500.00	\$2,362,500.00	\$765,000.00	\$1,799,000.00	\$1,850,000.00	\$51,000.00	\$2,272,500.00	\$1,980,000.00	-\$292,500.00	\$1,774,500.00	\$1,795,000.00	\$20,500.00
Median Original List \$ / SqFt	\$506.65	\$537.53	\$30.88	\$521.82	\$537.03	\$15.21	\$517.83	\$552.06	\$34.23	\$522.56	\$731.16	\$208.60
Listed & Price Changed (Per Quarter)	Q1			Q2			Q3			Q4		
	2024	2025	Var.	2024	2025	Var.	2024	2025	Var.	2024	2025*	Var.
Listing Units (Price Changed)	6	11	5	13	34	21	13	14	1	6	0	-6
Median Original List Price	\$2,174,000.00	\$3,150,000.00	\$976,000.00	\$1,395,000.00	\$2,649,500.00	\$1,254,500.00	\$2,195,000.00	\$2,074,500.00	-\$120,500.00	\$1,249,500.00	\$0.00	-\$1,249,500.00
Median Original List \$ / SqFt	\$456.40	\$491.10	\$34.70	\$538.89	\$498.00	-\$40.89	\$542.47	\$552.05	\$9.58	\$505.62	\$0.00	-\$505.62
Went Pending (Per Quarter)	Q1			Q2			Q3			Q4		
	2024	2025	Var.	2024	2025	Var.	2024	2025	Var.	2024	2025*	Var.
Listing Units (Went Pending)	59	65	6	89	103	14	51	55	4	50	0	-50
Median List Price	\$1,495,000.00	\$1,950,000.00	\$455,000.00	\$1,599,000.00	\$1,749,000.00	\$150,000.00	\$1,749,000.00	\$1,895,000.00	\$146,000.00	\$1,684,500.00	\$0.00	-\$1,684,500.00
Median List \$ / SqFt	\$500.00	\$520.20	\$20.20	\$521.82	\$540.62	\$18.80	\$536.64	\$530.12	-\$6.52	\$517.38	\$0.00	-\$517.38
Median Days to Offer	6	5	-1	6	6	0	6	24	18	17	0	-17

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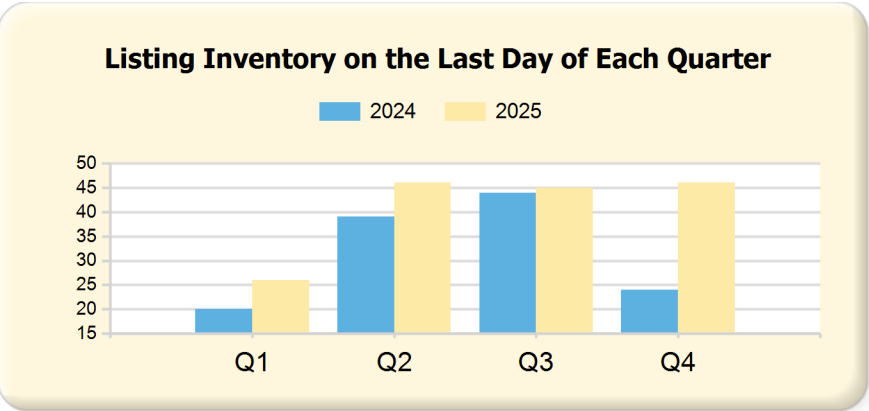
Sold (Per Quarter)	Q1			Q2			Q3			Q4		
	2024	2025	Var.	2024	2025	Var.	2024	2025	Var.	2024	2025*	Var.
Closed Units (Sold)	32	48	16	80	75	-5	69	80	11	46	0	-46
Median Days on Market	16	27	11	15	13	-2	14	20	6	19	0	-19
Median Days to Offer	7	17	10	6	5	-1	6	9	3	7	0	-7
Median Sale Price	\$1,495,000.00	\$1,900,000.00	\$405,000.00	\$1,805,000.00	\$1,765,000.00	-\$40,000.00	\$1,750,000.00	\$1,837,500.00	\$87,500.00	\$1,494,000.00	\$0.00	-\$1,494,000.00
Median Sale \$ / SqFt	\$500.71	\$503.00	\$2.29	\$520.98	\$577.62	\$56.64	\$540.90	\$516.26	-\$24.64	\$525.61	\$0.00	-\$525.61
Median List Price	\$1,387,500.00	\$1,922,500.00	\$535,000.00	\$1,745,000.00	\$1,650,000.00	-\$95,000.00	\$1,675,000.00	\$1,792,500.00	\$117,500.00	\$1,449,500.00	\$0.00	-\$1,449,500.00
Median List \$ / SqFt	\$505.61	\$488.62	-\$16.99	\$510.62	\$554.65	\$44.03	\$521.82	\$524.16	\$2.34	\$531.28	\$0.00	-\$531.28
Median Original List Price	\$1,387,500.00	\$1,922,500.00	\$535,000.00	\$1,794,000.00	\$1,650,000.00	-\$144,000.00	\$1,675,000.00	\$1,822,000.00	\$147,000.00	\$1,519,000.00	\$0.00	-\$1,519,000.00
Median Original List \$ / SqFt	\$508.27	\$494.37	-\$13.90	\$513.53	\$554.65	\$41.12	\$522.90	\$527.72	\$4.82	\$535.19	\$0.00	-\$535.19
Median Sale Price as % of List Price	100.00%	100.00%	0%	102.71%	102.40%	-0.31%	101.79%	100.00%	-1.79%	100.00%	0.00%	-100%
Median Sale Price as % of Original List Price	98.72%	98.57%	-0.15%	102.37%	102.40%	0.03%	101.79%	99.40%	-2.39%	100.00%	0.00%	-100%
Sold Units - Short Sale	0	0	0	0	0	0	0	0	0	0	0	0
Sold Units - Lender-Owned	0	0	0	0	0	0	0	0	0	1	0	-1
12-Month Activity	Q1			Q2			Q3			Q4		
	2024	2025	Var.	2024	2025	Var.	2024	2025	Var.	2024	2025*	Var.
Units Listed	296	321	25	288	343	55	300	341	41	305	292	-13
Units Price Changed	66	69	3	58	93	35	57	90	33	66	78	12
Units Went Pending	265	250	-15	249	266	17	246	266	20	245	218	-27
Units Sold	238	243	5	246	238	-8	237	250	13	227	203	-24

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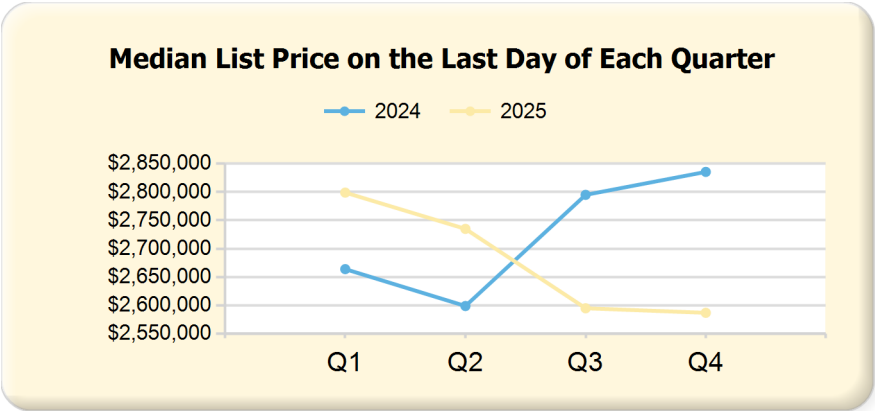
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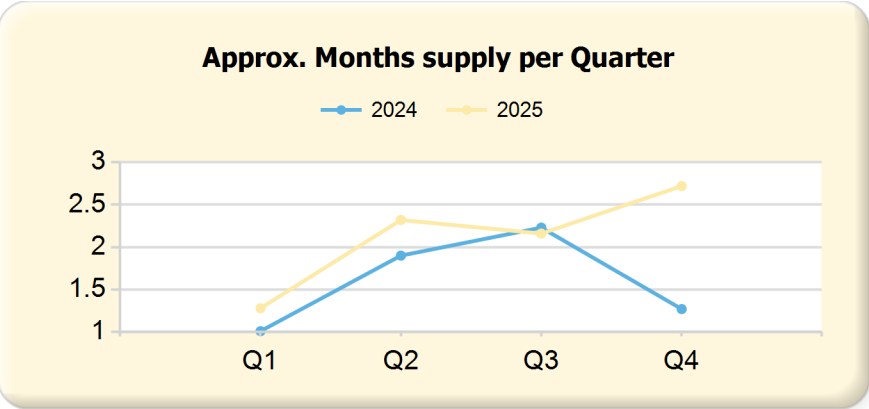
Single Family



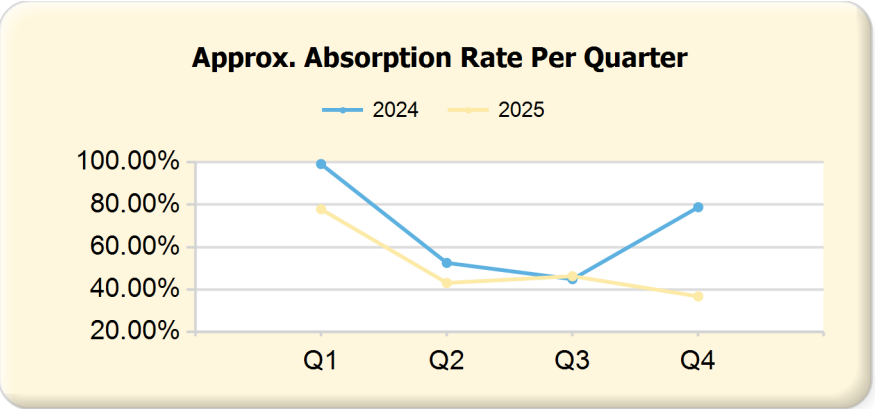
	Q1	Q2	Q3	Q4
2024	20	39	44	24
2025	26	46	45	46



	Q1	Q2	Q3	Q4
2024	\$2,664,000.00	\$2,599,000.00	\$2,795,000.00	\$2,835,500.00
2025	\$2,799,000.00	\$2,735,000.00	\$2,595,000.00	\$2,587,000.00



	Q1	Q2	Q3	Q4
2024	1.01	1.90	2.23	1.27
2025	1.28	2.32	2.16	2.72



	Q1	Q2	Q3	Q4
2024	99.17%	52.56%	44.89%	78.82%
2025	77.88%	43.12%	46.30%	36.78%

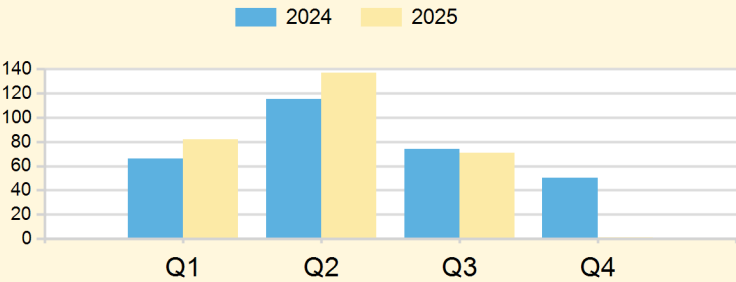
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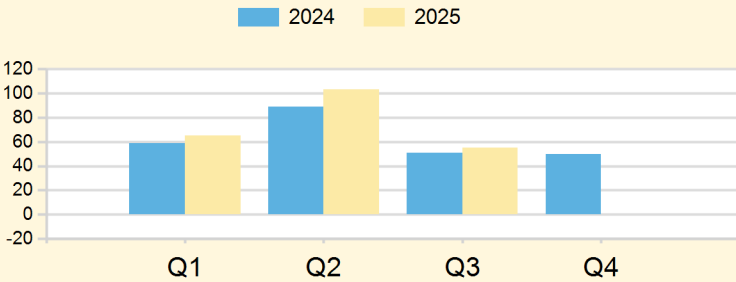
Single Family

Properties Listed During Each Quarter



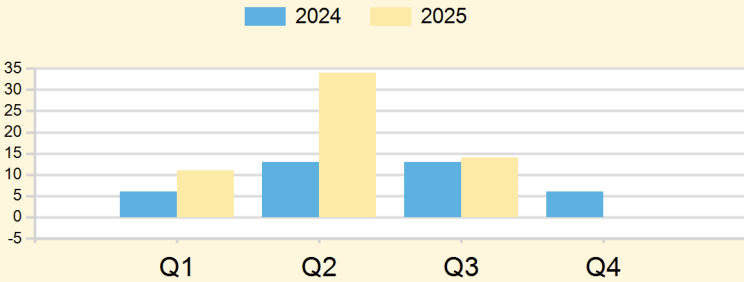
	Q1	Q2	Q3	Q4
2024	66	115	74	50
2025	82	137	71	1

Went Pending During Each Quarter



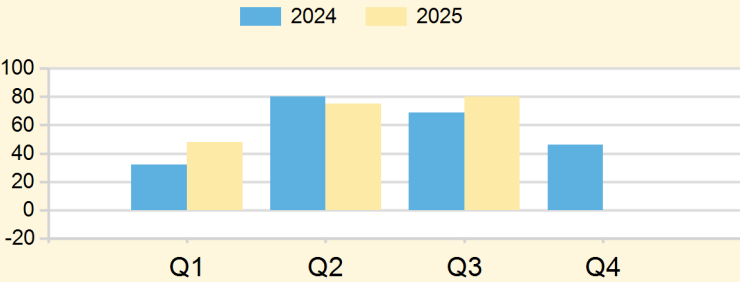
	Q1	Q2	Q3	Q4
2024	59	89	51	50
2025	65	103	55	0

Price Changed During Each Quarter



	Q1	Q2	Q3	Q4
2024	6	13	13	6
2025	11	34	14	0

Sold Listings During Each Quarter



	Q1	Q2	Q3	Q4
2024	32	80	69	46
2025	48	75	80	0

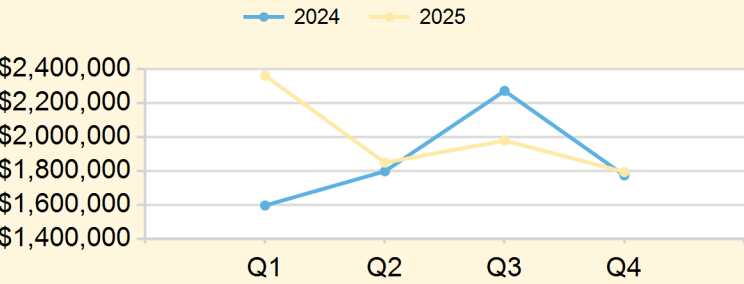
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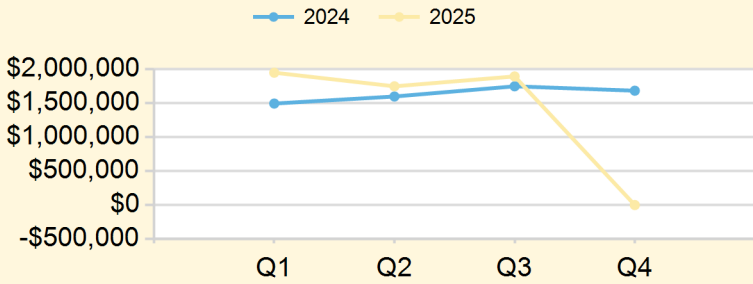
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Listed Properties - Median List Price For Each Quarter



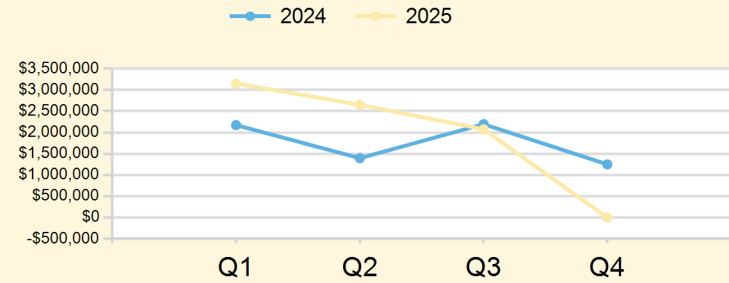
	Q1	Q2	Q3	Q4
2024	\$1,597,500.00	\$1,799,000.00	\$2,272,500.00	\$1,774,500.00
2025	\$2,362,500.00	\$1,850,000.00	\$1,980,000.00	\$1,795,000.00

Went Pending - Median List Price For Each Quarter



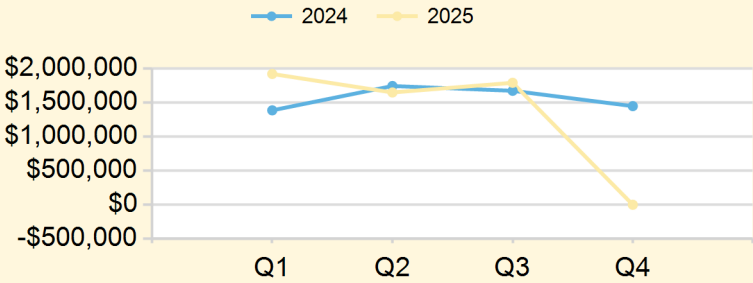
	Q1	Q2	Q3	Q4
2024	\$1,495,000.00	\$1,599,000.00	\$1,749,000.00	\$1,684,500.00
2025	\$1,950,000.00	\$1,749,000.00	\$1,895,000.00	\$0.00

Price Changed - Median List Price For Each Quarter



	Q1	Q2	Q3	Q4
2024	\$2,174,000.00	\$1,395,000.00	\$2,195,000.00	\$1,249,500.00
2025	\$3,150,000.00	\$2,649,500.00	\$2,074,500.00	\$0.00

Sold Listings - Median List Price For Each Quarter



	Q1	Q2	Q3	Q4
2024	\$1,387,500.00	\$1,745,000.00	\$1,675,000.00	\$1,449,500.00
2025	\$1,922,500.00	\$1,650,000.00	\$1,792,500.00	\$0.00

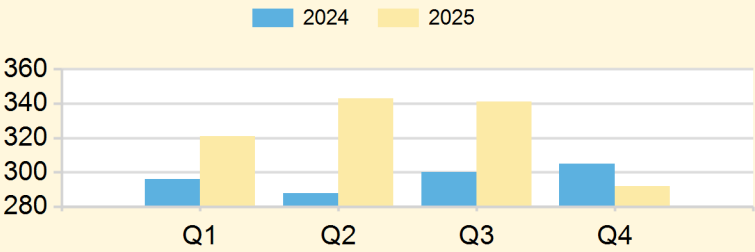
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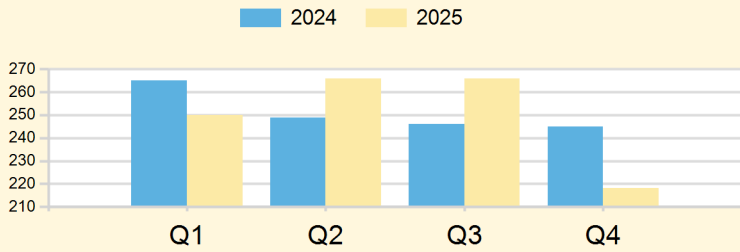
Single Family

Listed Between the Last Day of Each Quarter and 12 Months



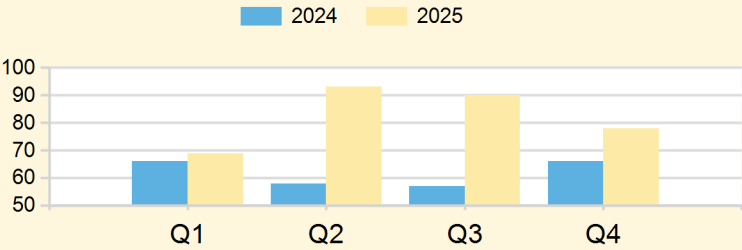
	Q1	Q2	Q3	Q4
2024	296	288	300	305
2025	321	343	341	292

Went Pending Between the Last Day of Each Quarter and 12 Months



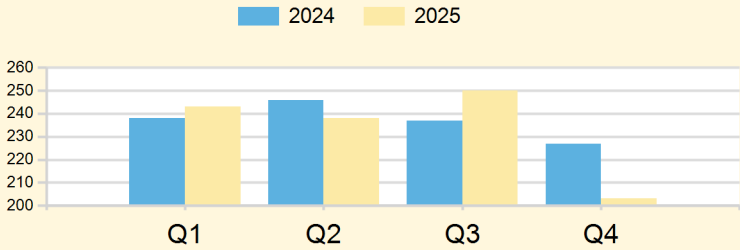
	Q1	Q2	Q3	Q4
2024	265	249	246	245
2025	250	266	266	218

Price Changed Between the Last Day of Each Quarter and 12 Months



	Q1	Q2	Q3	Q4
2024	66	58	57	66
2025	69	93	90	78

Sold Between the Last Day of Each Quarter and 12 Months



	Q1	Q2	Q3	Q4
2024	238	246	237	227
2025	243	238	250	203