Needham, MA Real Estate Market Review

2026 vs. 2025 Per Quarter

Prepared by Ryan Cook on Wednesday, September 30, 2026

Single Family

Listing Inventory	Q1			Q2			Q3			Q4		
	2025	2026	Var.	2025	2026	Var.	2025	2026	Var.	2025	2026*	Var.
Listing Units	26	35	9	46	50	4	45	57	12	20	57	37
Avg. Days on Market	50	62	12	61	71	10	71	82	11	112	174	62
Avg. List Price	$2,746,019.23	$2,457,019.34	-$288,999.89	$2,723,017.39	$2,432,213.76	-$290,803.63	$2,727,020.00	$2,456,447.14	-$270,572.86	$2,502,094.95	$2,456,447.14	-$45,647.81
Avg. List $ / SqFt	$530.08	$541.46	$11.38	$506.62	$564.30	$57.68	$532.31	$579.74	$47.43	$555.58	$579.74	$24.16
Approx. Absorption Rate	77.88%	58.10%	-19.78%	43.12%	43.17%	0.05%	46.30%	36.99%	-9.31%	105.42%	29.53%	-75.89%
Approx. Months Supply of Inventory	1.28	1.72	0.44	2.32	2.32	0.00	2.16	2.70	0.54	0.95	3.39	2.44

Listed (Per Quarter)	Q1			Q2			Q3			Q4		
	2025	2026	Var.	2025	2026	Var.	2025	2026	Var.	2025	2026*	Var.
Listing Units (Taken)	82	84	2	137	125	-12	71	79	8	47	0	-47
Avg. Original List Price	$2,267,713.27	$2,199,660.58	-$68,052.69	$2,114,222.63	$1,985,790.79	-$128,431.84	$2,342,023.24	$2,083,460.73	-$258,562.51	$2,129,692.53	$0.00	-$2,129,692.53
Avg. Original List $ / SqFt	$545.49	$554.47	$8.98	$550.84	$563.50	$12.66	$554.55	$577.15	$22.60	$614.03	$0.00	-$614.03

Listed & Price Changed (Per Quarter)	Q1			Q2			Q3			Q4		
	2025	2026	Var.	2025	2026	Var.	2025	2026	Var.	2025	2026*	Var.
Listing Units (Price Changed)	11	10	-1	34	31	-3	14	14	0	11	0	-11
Avg. Original List Price	$3,019,090.91	$2,009,890.00	-$1,009,200.91	$2,542,461.76	$2,209,580.61	-$332,881.15	$2,179,428.57	$1,921,992.79	-$257,435.78	$2,143,150.00	$0.00	-$2,143,150.00
Avg. Original List $ / SqFt	$506.23	$569.22	$62.99	$521.32	$568.30	$46.98	$535.76	$539.57	$3.81	$587.29	$0.00	-$587.29

Went Pending (Per Quarter)	Q1			Q2			Q3			Q4		
	2025	2026	Var.	2025	2026	Var.	2025	2026	Var.	2025	2026*	Var.
Listing Units (Went Pending)	65	66	1	103	106	3	55	57	2	45	0	-45
Avg. List Price	$2,143,399.82	$2,048,981.80	-$94,418.02	$1,863,881.55	$1,817,575.26	-$46,306.29	$1,978,048.18	$2,023,932.89	$45,884.71	$2,152,573.33	$0.00	-$2,152,573.33
Avg. List $ / SqFt	$537.17	$556.55	$19.38	$556.88	$547.61	-$9.27	$524.00	$546.39	$22.39	$593.55	$0.00	-$593.55
Avg. Days to Offer	24	28	4	18	21	3	38	37	-1	54	0	-54

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2026 vs. 2025 Per Quarter

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Single Family

Sold (Per Quarter)	Q1			Q2			Q3			Q4		
	2025	2026	Var.	2025	2026	Var.	2025	2026	Var.	2025	2026*	Var.
Closed Units (Sold)	48	39	-9	75	82	7	80	80	0	50	0	-50
Avg. Days on Market	74	64	-10	34	33	-1	44	37	-7	56	0	-56
Avg. Days to Offer	37	46	9	14	17	3	27	24	-3	38	0	-38
Avg. Sale Price	$2,117,458.33	$2,282,574.05	$165,115.72	$1,969,716.01	$1,951,974.79	-$17,741.22	$1,911,004.79	$1,923,054.50	$12,049.71	$1,822,640.00	$0.00	-$1,822,640.00
Avg. Sale $ / SqFt	$516.97	$581.39	$64.42	$596.43	$572.15	-$24.28	$540.81	$550.52	$9.71	$530.09	$0.00	-$530.09
Avg. List Price	$2,144,164.54	$2,337,074.36	$192,909.82	$1,929,531.84	$1,940,708.52	$11,176.68	$1,913,386.25	$1,940,857.08	$27,470.83	$1,836,113.00	$0.00	-$1,836,113.00
Avg. List $ / SqFt	$517.44	$594.22	$76.78	$568.90	$560.63	-$8.27	$538.52	$550.41	$11.89	$530.13	$0.00	-$530.13
Avg. Original List Price	$2,184,933.31	$2,381,894.87	$196,961.56	$1,939,285.17	$1,957,768.28	$18,483.11	$1,955,782.50	$1,971,484.88	$15,702.38	$1,887,493.00	$0.00	-$1,887,493.00
Avg. Original List $ / SqFt	$525.87	$602.44	$76.57	$570.60	$565.50	-$5.10	$547.14	$558.32	$11.18	$542.13	$0.00	-$542.13
Avg. Sale Price as % of List Price	99.76%	98.03%	-1.73%	104.60%	102.03%	-2.57%	100.42%	99.90%	-0.52%	100.10%	0.00%	-100.10%
Avg. Sale Price as % of Original List Price	98.34%	96.60%	-1.74%	104.28%	101.18%	-3.10%	98.78%	98.52%	-0.26%	97.94%	0.00%	-97.94%
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	0	0	0

12-Month Activity	Q1			Q2			Q3			Q4		
	2025	2026	Var.	2025	2026	Var.	2025	2026	Var.	2025	2026*	Var.
Units Listed	321	339	18	343	327	-16	341	337	-4	338	289	-49
Units Price Changed	69	98	29	93	94	1	90	87	-3	104	71	-33
Units Went Pending	250	265	15	266	269	3	266	264	-2	263	220	-43
Units Sold	243	244	1	238	259	21	250	253	3	253	202	-51

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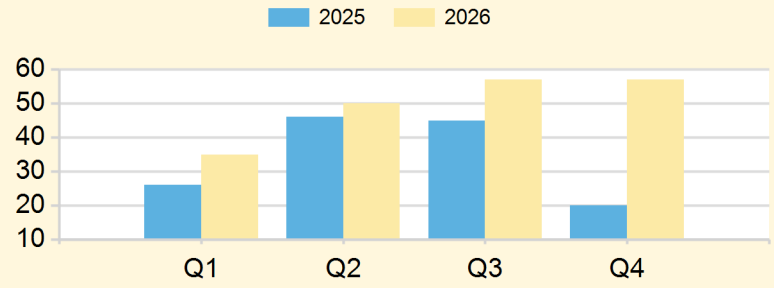
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2026 vs. 2025 Per Quarter

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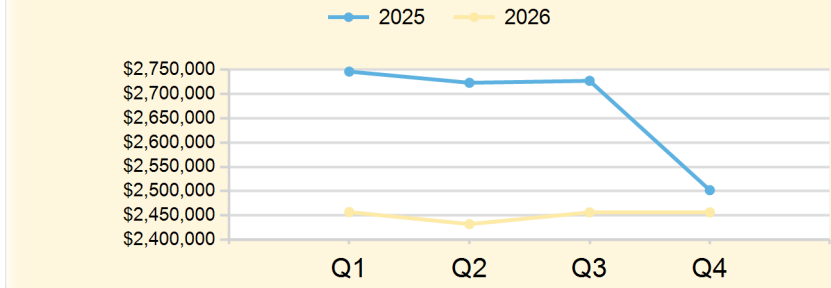
Single Family

Listing Inventory on the Last Day of Each Quarter



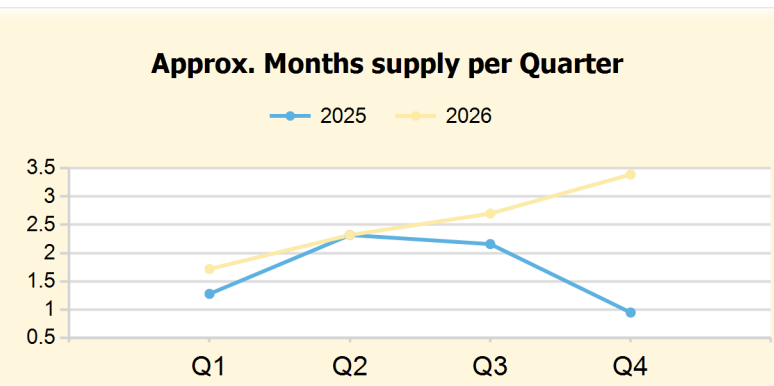
	Q1	Q2	Q3	Q4
2025	26	46	45	20
2026	35	50	57	57

Average List Price on the Last Day of Each Quarter



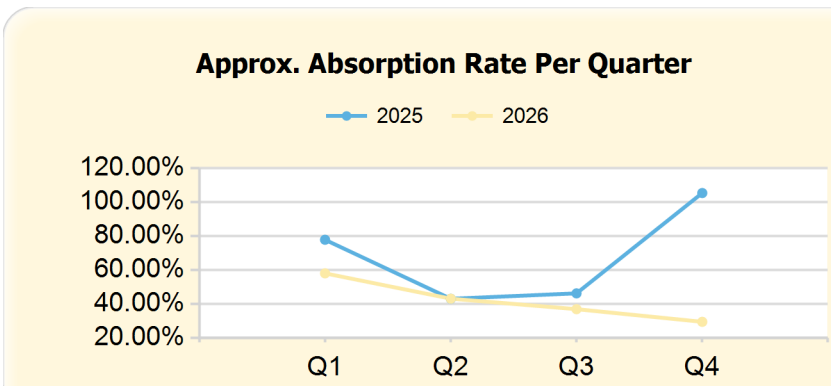
	Q1	Q2	Q3	Q4
2025	$2,746,019.23	$2,723,017.39	$2,727,020.00	$2,502,094.95
2026	$2,457,019.34	$2,432,213.76	$2,456,447.14	$2,456,447.14

Approx. Months supply per Quarter



	Q1	Q2	Q3	Q4
2025	1.28	2.32	2.16	0.95
2026	1.72	2.32	2.70	3.39

Approx. Absorption Rate Per Quarter



	Q1	Q2	Q3	Q4
2025	77.88%	43.12%	46.30%	105.42%
2026	58.10%	43.17%	36.99%	29.53%

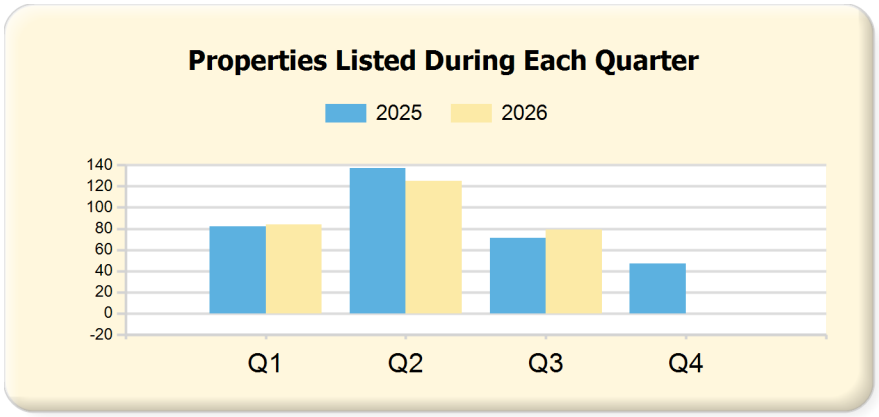
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Needham, MA Real Estate Market Review

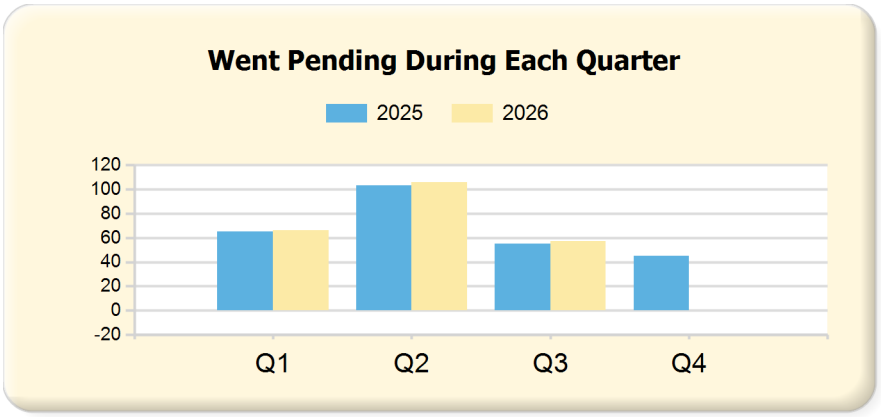
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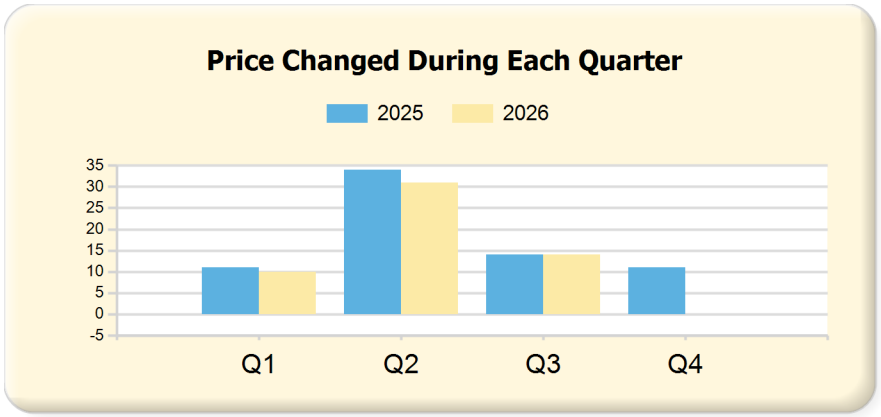
Single Family



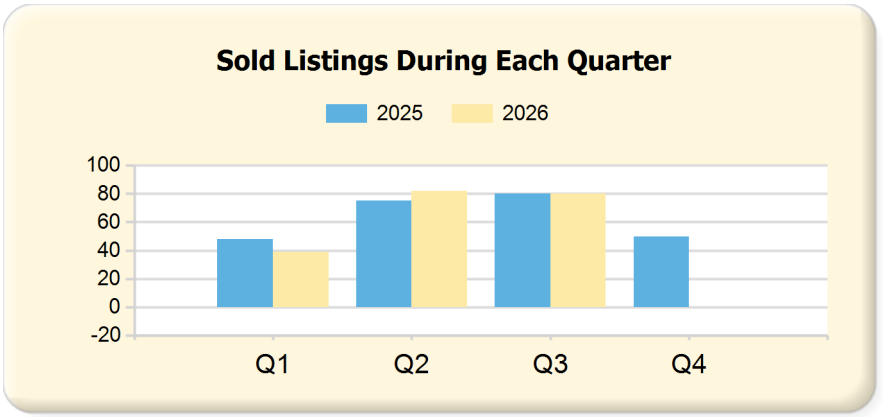
	Q1	Q2	Q3	Q4
2025	82	137	71	47
2026	84	125	79	0



	Q1	Q2	Q3	Q4
2025	65	103	55	45
2026	66	106	57	0



	Q1	Q2	Q3	Q4
2025	11	34	14	11
2026	10	31	14	0



	Q1	Q2	Q3	Q4
2025	48	75	80	50
2026	39	82	80	0

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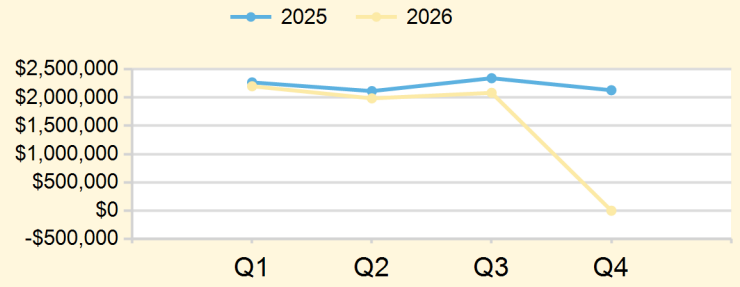
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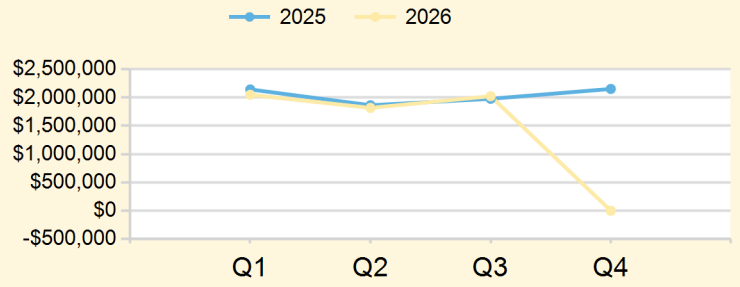
Single Family

Listed Properties - Average List Price For Each Quarter



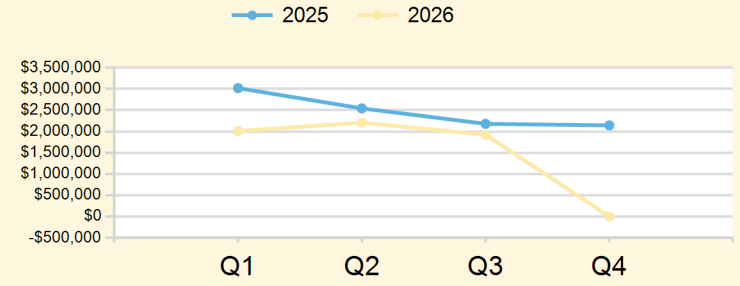
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2025	$2,267,713.27	$2,114,222.63	$2,342,023.24	$2,129,692.53
2026	$2,199,660.58	$1,985,790.79	$2,083,460.73	$0.00

Went Pending - Average List Price For Each Quarter



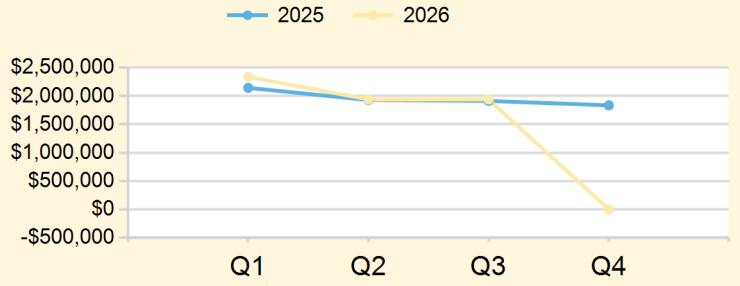
	Q1	Q2	Q3	Q4
2025	$2,143,399.82	$1,863,881.55	$1,978,048.18	$2,152,573.33
2026	$2,048,981.80	$1,817,575.26	$2,023,932.89	$0.00

Price Changed - Average List Price For Each Quarter



	Q1	Q2	Q3	Q4
2025	$3,019,090.91	$2,542,461.76	$2,179,428.57	$2,143,150.00
2026	$2,009,890.00	$2,209,580.61	$1,921,992.79	$0.00

Sold Listings - Average List Price For Each Quarter



	Q1	Q2	Q3	Q4
2025	$2,144,164.54	$1,929,531.84	$1,913,386.25	$1,836,113.00
2026	$2,337,074.36	$1,940,708.52	$1,940,857.08	$0.00

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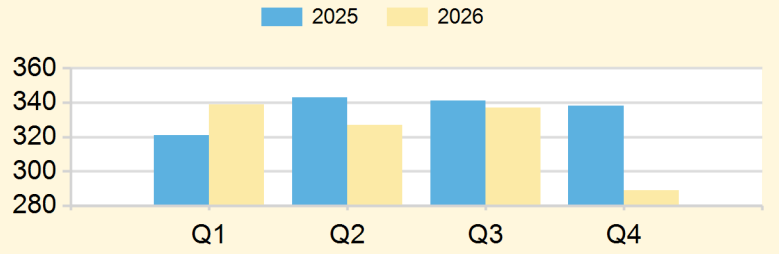
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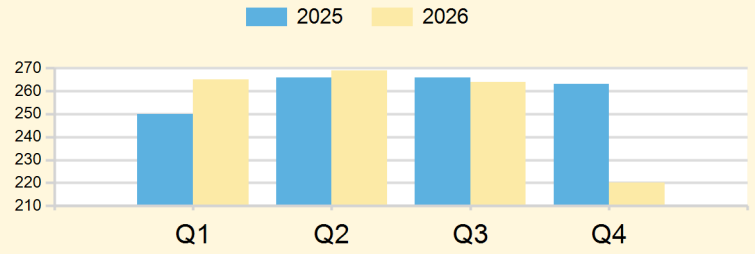
Single Family

Listed Between the Last Day of Each Quarter and 12 Months



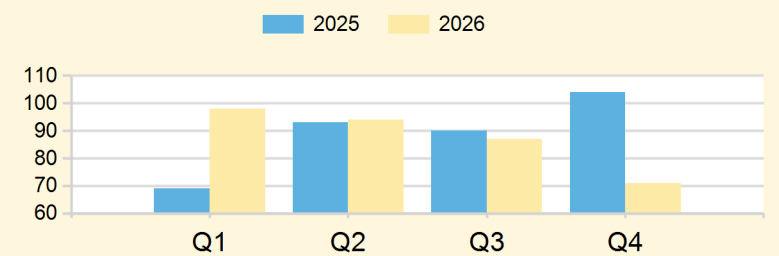
	Q1	Q2	Q3	Q4
2025	321	343	341	338
2026	339	327	337	289

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



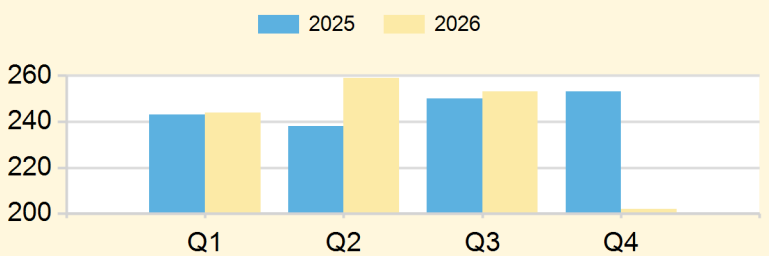
	Q1	Q2	Q3	Q4
2025	250	266	266	263
2026	265	269	264	220

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



	Q1	Q2	Q3	Q4
2025	69	93	90	104
2026	98	94	87	71

Sold Between the Last Day of Each Quarter and 12 Months



	Q1	Q2	Q3	Q4
2025	243	238	250	253
2026	244	259	253	202

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