

# Needham, MA Real Estate Market Review

## 2026 vs. 2025 Per Quarter

Prepared by Ryan Cook on Tuesday, March 31, 2026

### Single Family

Listing Inventory	Q1			Q2			Q3			Q4		
	2025	2026	Var.	2025	2026*	Var.	2025	2026*	Var.	2025	2026*	Var.
Listing Units	26	38	12	46	38	-8	45	0	-45	20	0	-20
Median Days on Market	26	34	8	48	125	77	55	0	-55	66	0	-66
Median List Price	\$2,799,000.00	\$2,124,250.00	-\$674,750.00	\$2,735,000.00	\$2,124,250.00	-\$610,750.00	\$2,595,000.00	\$0.00	-\$2,595,000.00	\$2,473,450.00	\$0.00	-\$2,473,450.00
Median List \$ / SqFt	\$520.34	\$506.10	-\$14.24	\$491.10	\$506.10	\$15.00	\$500.28	\$0.00	-\$500.28	\$513.58	\$0.00	-\$513.58
Approx. Absorption Rate	77.88%	53.07%	-24.81%	43.12%	38.38%	-4.74%	46.30%	0.00%	-46.30%	105.42%	0.00%	-105.42%
Approx. Months Supply of Inventory	1.28	1.88	0.60	2.32	2.61	0.29	2.16	0.00	-2.16	0.95	0.00	-0.95
Listed (Per Quarter)	Q1			Q2			Q3			Q4		
	2025	2026	Var.	2025	2026*	Var.	2025	2026*	Var.	2025	2026*	Var.
Listing Units (Taken)	82	87	5	137	0	-137	71	0	-71	48	0	-48
Median Original List Price	\$2,362,500.00	\$1,825,000.00	-\$537,500.00	\$1,850,000.00	\$0.00	-\$1,850,000.00	\$1,980,000.00	\$0.00	-\$1,980,000.00	\$2,181,500.00	\$0.00	-\$2,181,500.00
Median Original List \$ / SqFt	\$537.53	\$531.25	-\$6.28	\$537.03	\$0.00	-\$537.03	\$552.06	\$0.00	-\$552.06	\$562.73	\$0.00	-\$562.73
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	9	-2	34	0	-34	14	0	-14	11	0	-11
Median Original List Price	\$3,150,000.00	\$1,749,900.00	-\$1,400,100.00	\$2,649,500.00	\$0.00	-\$2,649,500.00	\$2,074,500.00	\$0.00	-\$2,074,500.00	\$2,497,750.00	\$0.00	-\$2,497,750.00
Median Original List \$ / SqFt	\$491.10	\$561.80	\$70.70	\$498.00	\$0.00	-\$498.00	\$552.05	\$0.00	-\$552.05	\$480.51	\$0.00	-\$480.51
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	0	-103	55	0	-55	45	0	-45
Median List Price	\$1,950,000.00	\$1,872,500.00	-\$77,500.00	\$1,749,000.00	\$0.00	-\$1,749,000.00	\$1,895,000.00	\$0.00	-\$1,895,000.00	\$1,995,000.00	\$0.00	-\$1,995,000.00
Median List \$ / SqFt	\$520.20	\$532.72	\$12.52	\$540.62	\$0.00	-\$540.62	\$530.12	\$0.00	-\$530.12	\$549.85	\$0.00	-\$549.85
Median Days to Offer	5	7	2	6	0	-6	21	0	-21	33	0	-33

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Sold (Per Quarter)	Q1			Q2			Q3			Q4		
	2025	2026	Var.	2025	2026*	Var.	2025	2026*	Var.	2025	2026*	Var.
Closed Units (Sold)	48	37	-11	75	0	-75	80	0	-80	50	0	-50
Median Days on Market	27	32	5	13	0	-13	20	0	-20	22	0	-22
Median Days to Offer	17	17	0	5	0	-5	9	0	-9	16	0	-16
Median Sale Price	\$1,900,000.00	\$2,430,000.00	\$530,000.00	\$1,765,000.00	\$0.00	-\$1,765,000.00	\$1,837,500.00	\$0.00	-\$1,837,500.00	\$1,651,000.00	\$0.00	-\$1,651,000.00
Median Sale \$ / SqFt	\$503.00	\$538.49	\$35.49	\$577.62	\$0.00	-\$577.62	\$516.26	\$0.00	-\$516.26	\$527.17	\$0.00	-\$527.17
Median List Price	\$1,922,500.00	\$2,450,000.00	\$527,500.00	\$1,650,000.00	\$0.00	-\$1,650,000.00	\$1,792,500.00	\$0.00	-\$1,792,500.00	\$1,599,500.00	\$0.00	-\$1,599,500.00
Median List \$ / SqFt	\$488.62	\$538.28	\$49.66	\$554.65	\$0.00	-\$554.65	\$524.16	\$0.00	-\$524.16	\$527.24	\$0.00	-\$527.24
Median Original List Price	\$1,922,500.00	\$2,499,000.00	\$576,500.00	\$1,650,000.00	\$0.00	-\$1,650,000.00	\$1,822,000.00	\$0.00	-\$1,822,000.00	\$1,599,500.00	\$0.00	-\$1,599,500.00
Median Original List \$ / SqFt	\$494.37	\$542.59	\$48.22	\$554.65	\$0.00	-\$554.65	\$527.72	\$0.00	-\$527.72	\$550.96	\$0.00	-\$550.96
Median Sale Price as % of List Price	100.00%	97.13%	-2.87%	102.40%	0.00%	-102.40%	100.00%	0.00%	-100%	99.55%	0.00%	-99.55%
Median Sale Price as % of Original List Price	98.57%	97.00%	-1.57%	102.40%	0.00%	-102.40%	99.40%	0.00%	-99.40%	98.29%	0.00%	-98.29%
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	343	22	343	206	-137	341	137	-204	339	88	-251
Units Price Changed	69	97	28	93	54	-39	90	24	-66	104	9	-95
Units Went Pending	250	265	15	266	165	-101	266	110	-156	263	66	-197
Units Sold	243	242	-1	238	175	-63	250	89	-161	253	38	-215

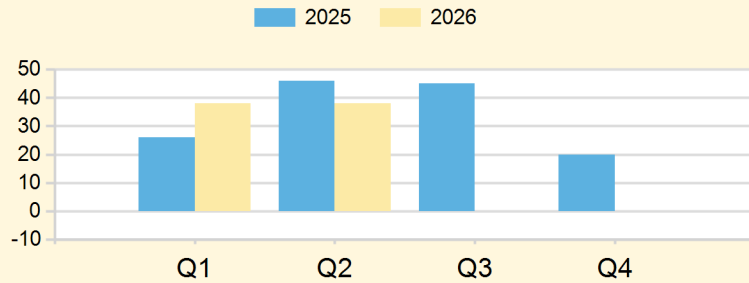
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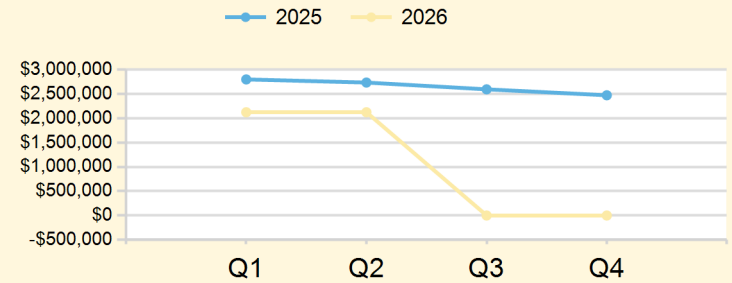
### Single Family

#### Listing Inventory on the Last Day of Each Quarter



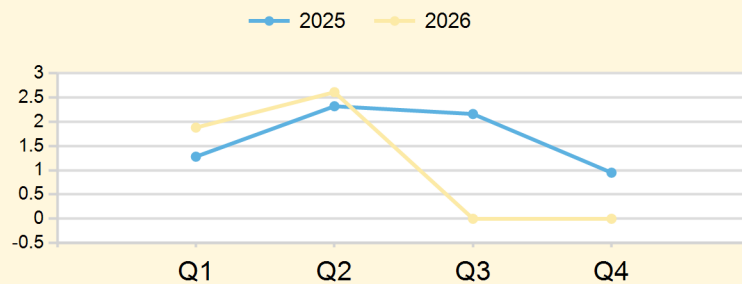
	Q1	Q2	Q3	Q4
2025	26	46	45	20
2026	38	38	0	0

#### Median List Price on the Last Day of Each Quarter



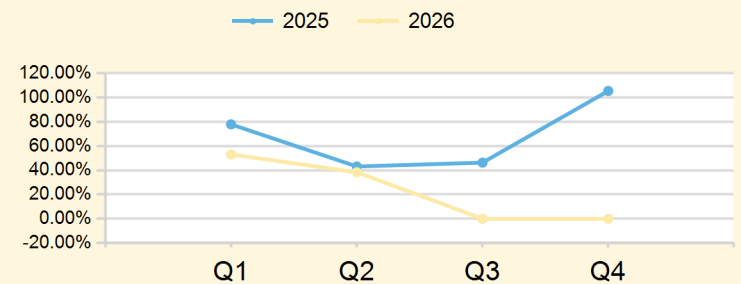
	Q1	Q2	Q3	Q4
2025	\$2,799,000.00	\$2,735,000.00	\$2,595,000.00	\$2,473,450.00
2026	\$2,124,250.00	\$2,124,250.00	\$0.00	\$0.00

#### Approx. Months supply per Quarter



	Q1	Q2	Q3	Q4
2025	1.28	2.32	2.16	0.95
2026	1.88	2.61	0.00	0.00

#### Approx. Absorption Rate Per Quarter



	Q1	Q2	Q3	Q4
2025	77.88%	43.12%	46.30%	105.42%
2026	53.07%	38.38%	0.00%	0.00%

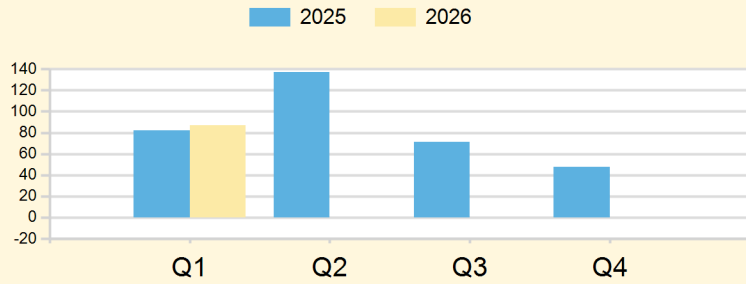
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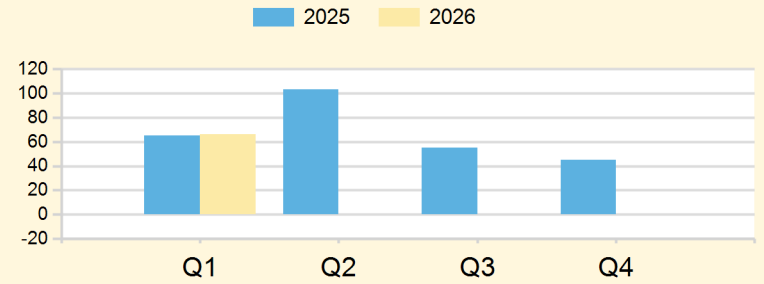
### Single Family

**Properties Listed During Each Quarter**



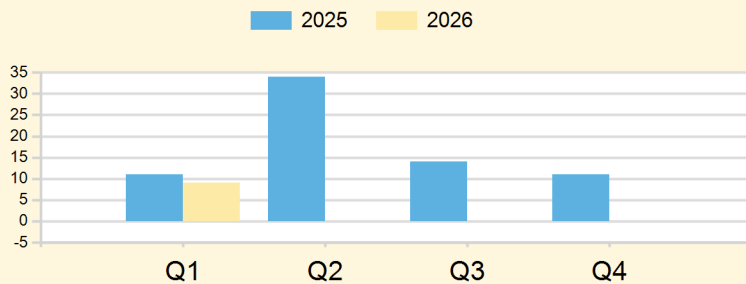
	Q1	Q2	Q3	Q4
2025	82	137	71	48
2026	87	0	0	0

**Went Pending During Each Quarter**



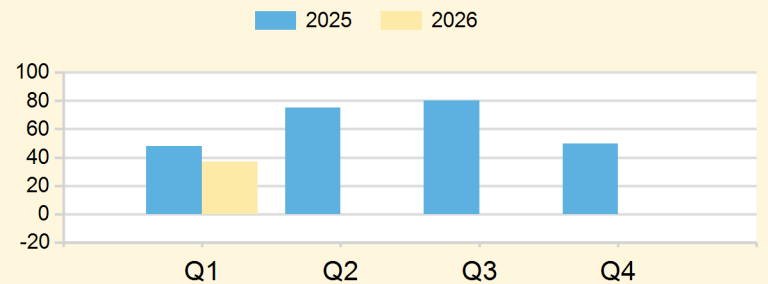
	Q1	Q2	Q3	Q4
2025	65	103	55	45
2026	66	0	0	0

**Price Changed During Each Quarter**



	Q1	Q2	Q3	Q4
2025	11	34	14	11
2026	9	0	0	0

**Sold Listings During Each Quarter**



	Q1	Q2	Q3	Q4
2025	48	75	80	50
2026	37	0	0	0

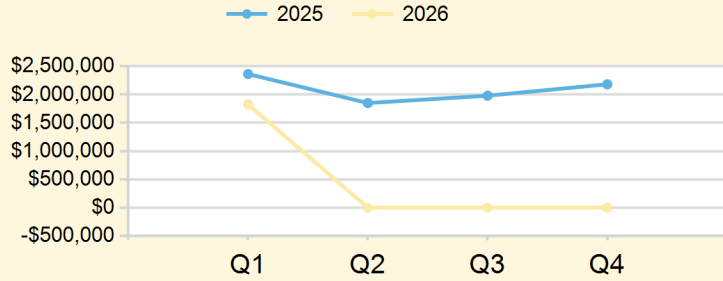
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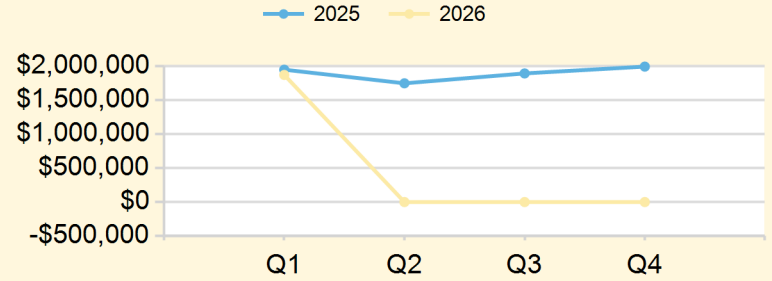
### Single Family

**Listed Properties - Median List Price For Each Quarter**



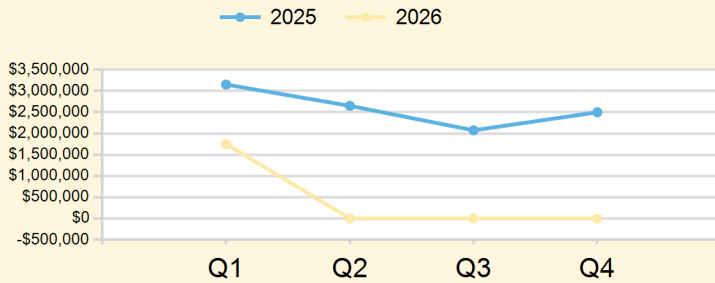
	Q1	Q2	Q3	Q4
2025	\$2,362,500.00	\$1,850,000.00	\$1,980,000.00	\$2,181,500.00
2026	\$1,825,000.00	\$0.00	\$0.00	\$0.00

**Went Pending - Median List Price For Each Quarter**



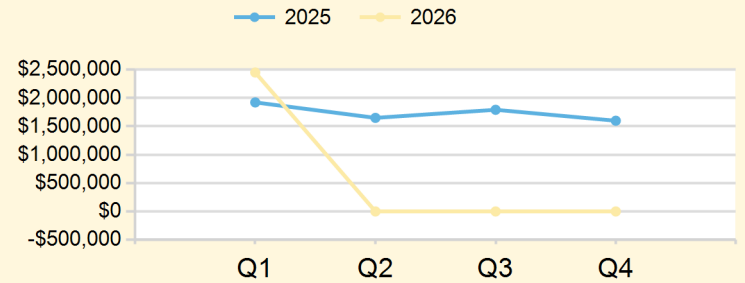
	Q1	Q2	Q3	Q4
2025	\$1,950,000.00	\$1,749,000.00	\$1,895,000.00	\$1,995,000.00
2026	\$1,872,500.00	\$0.00	\$0.00	\$0.00

**Price Changed - Median List Price For Each Quarter**



	Q1	Q2	Q3	Q4
2025	\$3,150,000.00	\$2,649,500.00	\$2,074,500.00	\$2,497,750.00
2026	\$1,749,900.00	\$0.00	\$0.00	\$0.00

**Sold Listings - Median List Price For Each Quarter**



	Q1	Q2	Q3	Q4
2025	\$1,922,500.00	\$1,650,000.00	\$1,792,500.00	\$1,599,500.00
2026	\$2,450,000.00	\$0.00	\$0.00	\$0.00

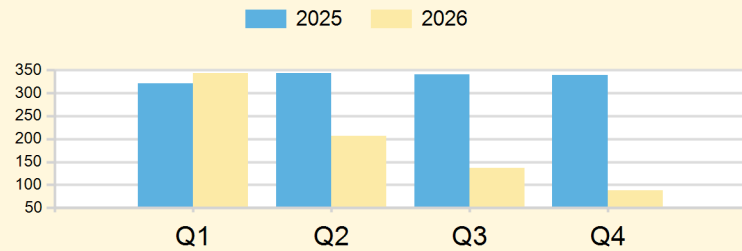
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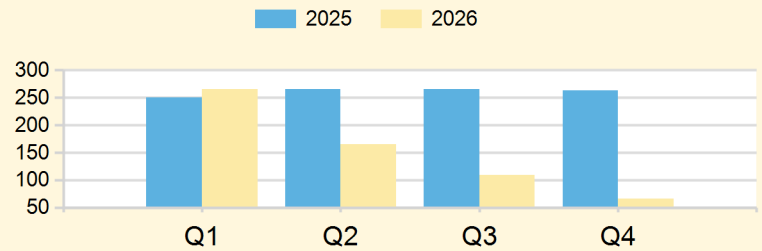
### Single Family

**Listed Between the Last Day of Each Quarter and 12 Months**



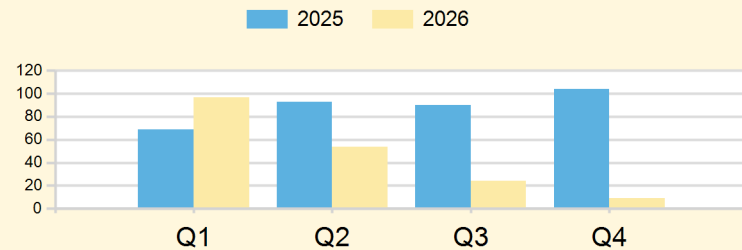
	Q1	Q2	Q3	Q4
2025	321	343	341	339
2026	343	206	137	88

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



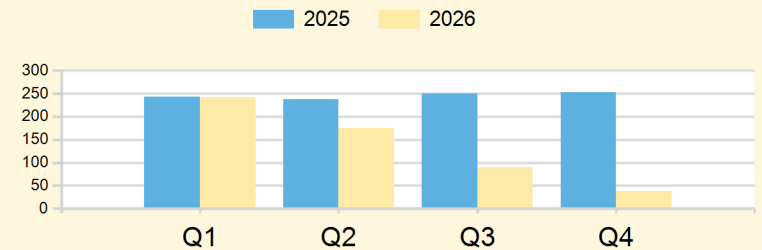
	Q1	Q2	Q3	Q4
2025	250	266	266	263
2026	265	165	110	66

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



	Q1	Q2	Q3	Q4
2025	69	93	90	104
2026	97	54	24	9

**Sold Between the Last Day of Each Quarter and 12 Months**



	Q1	Q2	Q3	Q4
2025	243	238	250	253
2026	242	175	89	38