

Wellesley, MA Real Estate Market Review

2026 vs. 2025 Per Quarter

Prepared by Ryan Cook on Tuesday, June 30, 2026

Single Family

Listing Inventory	Q1			Q2			Q3			Q4		
	2025	2026	Var.	2025	2026	Var.	2025	2026*	Var.	2025	2026*	Var.
Listing Units	45	42	-3	56	58	2	57	58	1	27	0	-27
Avg. Days on Market	70	93	23	93	90	-3	82	182	100	135	0	-135
Avg. List Price	\$4,108,273.29	\$3,939,247.62	-\$169,025.67	\$3,635,141.05	\$3,385,387.91	-\$249,753.14	\$3,632,978.86	\$3,385,387.91	-\$247,590.95	\$3,968,925.93	\$0.00	-\$3,968,925.93
Avg. List \$ / SqFt	\$689.65	\$715.18	\$25.53	\$643.16	\$682.37	\$39.21	\$644.99	\$682.37	\$37.38	\$668.15	\$0.00	-\$668.15
Approx. Absorption Rate	47.59%	51.39%	3.80%	39.58%	36.78%	-2.80%	39.47%	24.43%	-15.04%	84.26%	0.00%	-84.26%
Approx. Months Supply of Inventory	2.10	1.95	-0.15	2.53	2.72	0.19	2.53	4.09	1.56	1.19	0.00	-1.19
Listed (Per Quarter)	Q1			Q2			Q3			Q4		
	2025	2026	Var.	2025	2026	Var.	2025	2026*	Var.	2025	2026*	Var.
Listing Units (Taken)	104	92	-12	137	134	-3	86	0	-86	37	0	-37
Avg. Original List Price	\$2,900,113.44	\$2,892,024.99	-\$8,088.45	\$2,863,908.03	\$2,847,050.73	-\$16,857.30	\$2,989,183.65	\$0.00	-\$2,989,183.65	\$2,801,162.16	\$0.00	-\$2,801,162.16
Avg. Original List \$ / SqFt	\$660.81	\$690.90	\$30.09	\$675.89	\$683.99	\$8.10	\$673.79	\$0.00	-\$673.79	\$697.14	\$0.00	-\$697.14
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)	15	11	-4	23	23	0	12	0	-12	2	0	-2
Avg. Original List Price	\$3,499,800.00	\$3,066,636.36	-\$433,163.64	\$2,776,782.61	\$2,963,304.35	\$186,521.74	\$2,764,733.33	\$0.00	-\$2,764,733.33	\$1,912,000.00	\$0.00	-\$1,912,000.00
Avg. Original List \$ / SqFt	\$682.32	\$720.90	\$38.58	\$644.24	\$689.24	\$45.00	\$819.31	\$0.00	-\$819.31	\$765.47	\$0.00	-\$765.47
Went Pending (Per Quarter)	Q1			Q2			Q3			Q4		
	2025	2026	Var.	2025	2026	Var.	2025	2026*	Var.	2025	2026*	Var.
Listing Units (Went Pending)	69	61	-8	108	102	-6	58	0	-58	50	0	-50
Avg. List Price	\$2,244,084.06	\$2,528,752.46	\$284,668.40	\$2,590,716.67	\$2,656,793.13	\$66,076.46	\$2,526,067.24	\$0.00	-\$2,526,067.24	\$2,620,295.98	\$0.00	-\$2,620,295.98
Avg. List \$ / SqFt	\$649.56	\$639.55	-\$10.01	\$671.81	\$668.37	-\$3.44	\$651.76	\$0.00	-\$651.76	\$657.97	\$0.00	-\$657.97
Avg. Days to Offer	20	22	2	18	24	6	30	0	-30	42	0	-42

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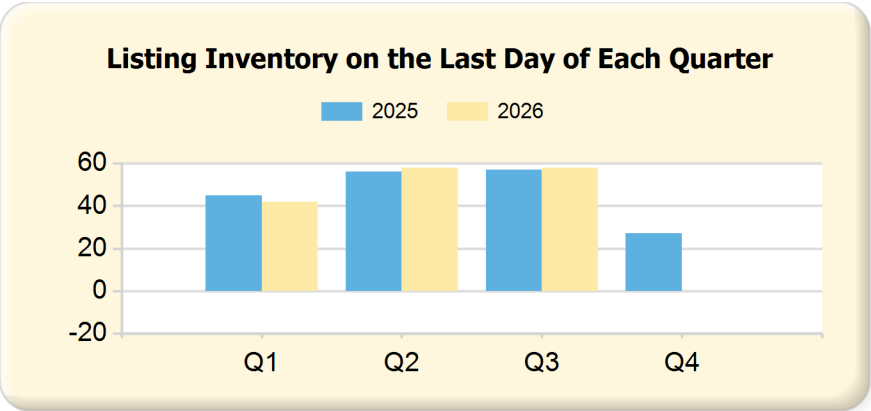
Sold (Per Quarter)	Q1			Q2			Q3			Q4		
	2025	2026	Var.	2025	2026	Var.	2025	2026*	Var.	2025	2026*	Var.
Closed Units (Sold)	40	25	-15	92	83	-9	81	0	-81	59	0	-59
Avg. Days on Market	58	82	24	25	37	12	33	0	-33	43	0	-43
Avg. Days to Offer	42	43	1	16	23	7	21	0	-21	28	0	-28
Avg. Sale Price	\$2,330,625.00	\$2,196,720.00	-\$133,905.00	\$2,372,201.80	\$2,588,084.04	\$215,882.24	\$2,635,659.32	\$0.00	-\$2,635,659.32	\$2,498,072.32	\$0.00	-\$2,498,072.32
Avg. Sale \$ / SqFt	\$664.89	\$632.76	-\$32.13	\$669.83	\$659.86	-\$9.97	\$651.63	\$0.00	-\$651.63	\$665.83	\$0.00	-\$665.83
Avg. List Price	\$2,373,465.00	\$2,235,959.96	-\$137,505.04	\$2,351,911.96	\$2,567,738.55	\$215,826.59	\$2,687,746.91	\$0.00	-\$2,687,746.91	\$2,559,335.59	\$0.00	-\$2,559,335.59
Avg. List \$ / SqFt	\$664.11	\$640.17	-\$23.94	\$661.71	\$644.34	-\$17.37	\$658.85	\$0.00	-\$658.85	\$671.63	\$0.00	-\$671.63
Avg. Original List Price	\$2,402,545.00	\$2,282,079.96	-\$120,465.04	\$2,367,716.30	\$2,585,509.64	\$217,793.34	\$2,724,228.40	\$0.00	-\$2,724,228.40	\$2,673,608.47	\$0.00	-\$2,673,608.47
Avg. Original List \$ / SqFt	\$671.67	\$654.36	-\$17.31	\$666.99	\$647.49	-\$19.50	\$667.22	\$0.00	-\$667.22	\$701.63	\$0.00	-\$701.63
Avg. Sale Price as % of List Price	99.88%	98.57%	-1.31%	101.69%	102.43%	0.74%	99.00%	0.00%	-99%	99.21%	0.00%	-99.21%
Avg. Sale Price as % of Original List Price	98.71%	96.65%	-2.06%	101.02%	101.97%	0.95%	97.69%	0.00%	-97.69%	96.93%	0.00%	-96.93%
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	365	352	-13	366	349	-17	367	263	-104	364	226	-138
Units Price Changed	88	79	-9	95	89	-6	81	54	-27	88	49	-39
Units Went Pending	267	276	9	277	269	-8	278	213	-65	280	163	-117
Units Sold	257	259	2	266	256	-10	270	170	-100	273	108	-165

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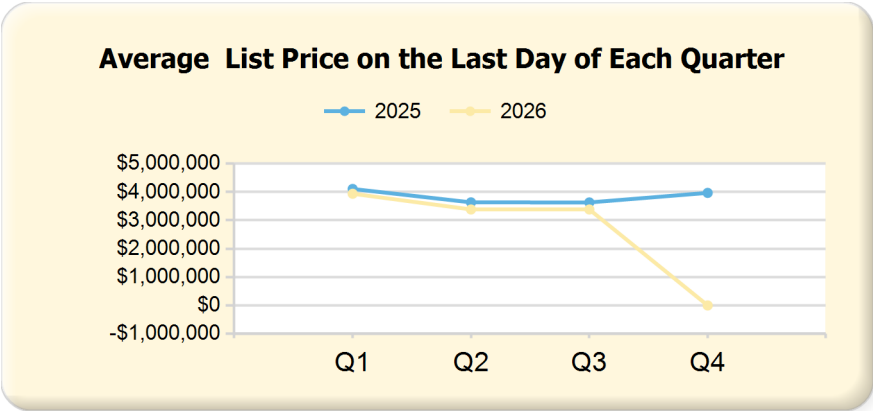
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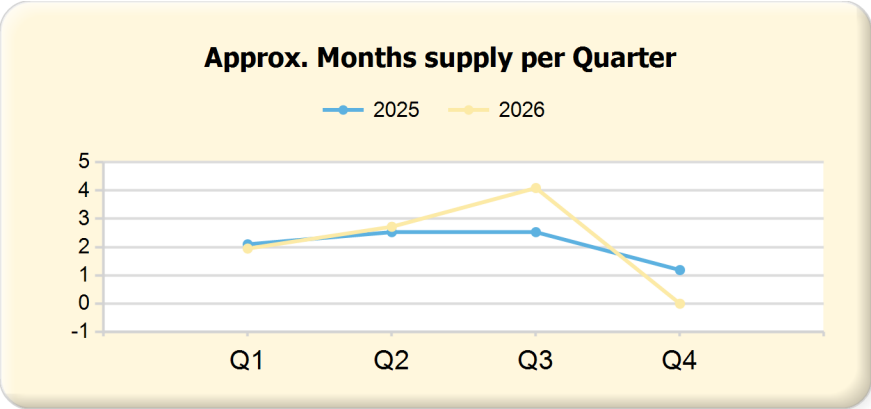
Single Family



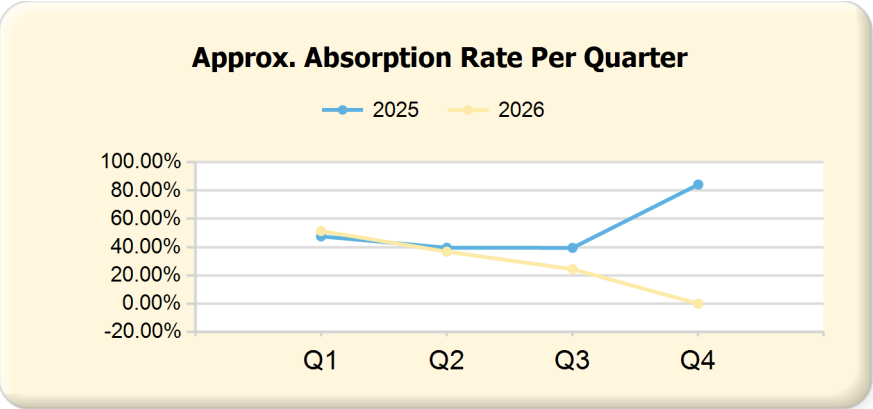
	Q1	Q2	Q3	Q4
2025	45	56	57	27
2026	42	58	58	0



	Q1	Q2	Q3	Q4
2025	\$4,108,273.29	\$3,635,141.05	\$3,632,978.86	\$3,968,925.93
2026	\$3,939,247.62	\$3,385,387.91	\$3,385,387.91	\$0.00



	Q1	Q2	Q3	Q4
2025	2.10	2.53	2.53	1.19
2026	1.95	2.72	4.09	0.00



	Q1	Q2	Q3	Q4
2025	47.59%	39.58%	39.47%	84.26%
2026	51.39%	36.78%	24.43%	0.00%

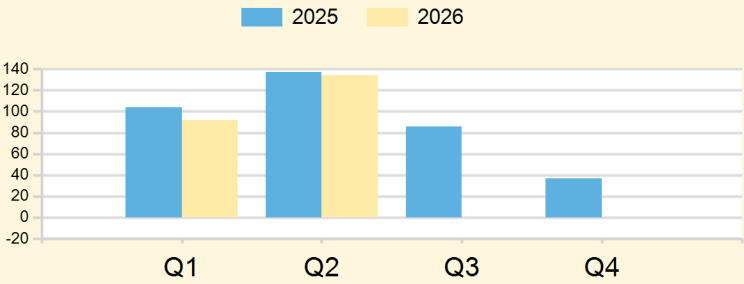
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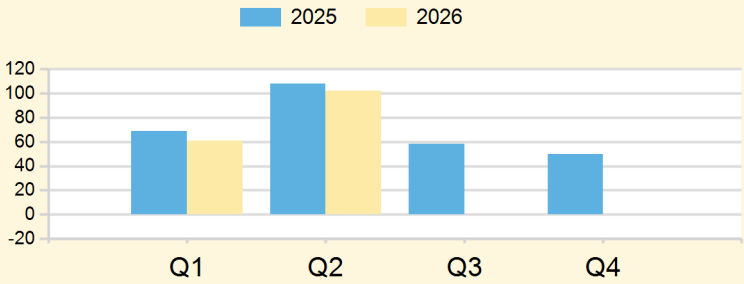
Single Family

Properties Listed During Each Quarter



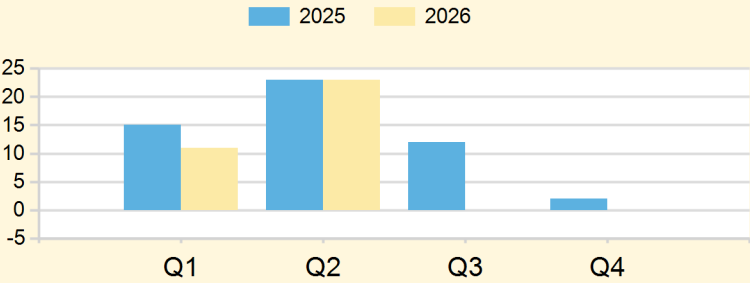
	Q1	Q2	Q3	Q4
2025	104	137	86	37
2026	92	134	0	0

Went Pending During Each Quarter



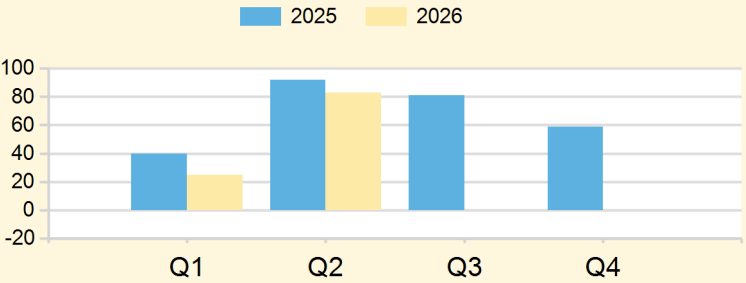
	Q1	Q2	Q3	Q4
2025	69	108	58	50
2026	61	102	0	0

Price Changed During Each Quarter



	Q1	Q2	Q3	Q4
2025	15	23	12	2
2026	11	23	0	0

Sold Listings During Each Quarter



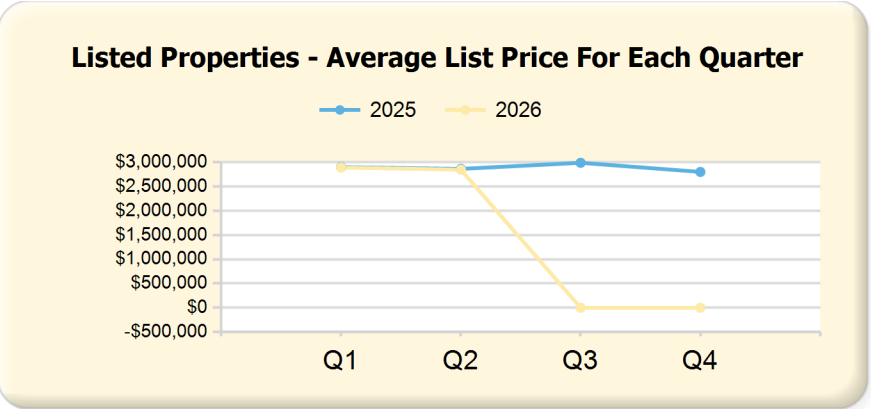
	Q1	Q2	Q3	Q4
2025	40	92	81	59
2026	25	83	0	0

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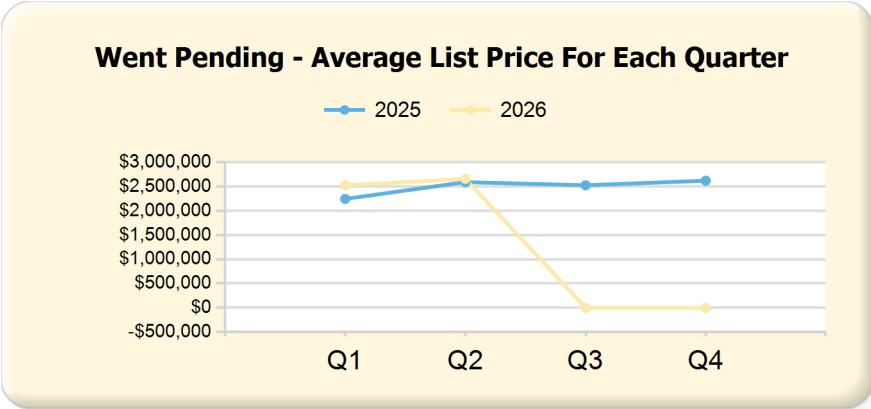
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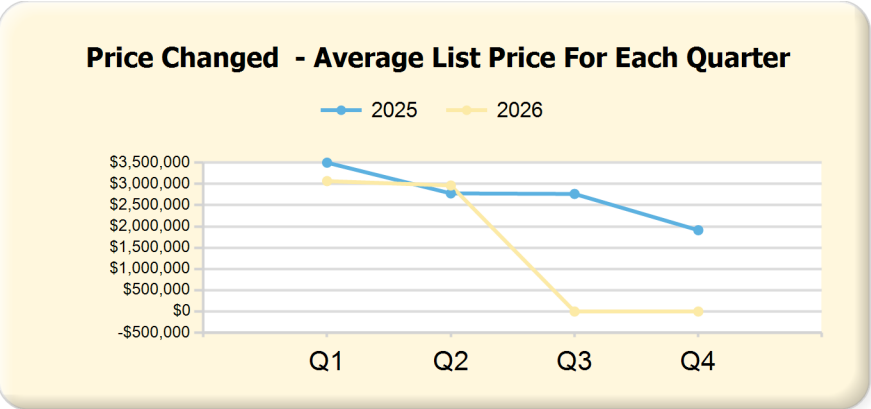
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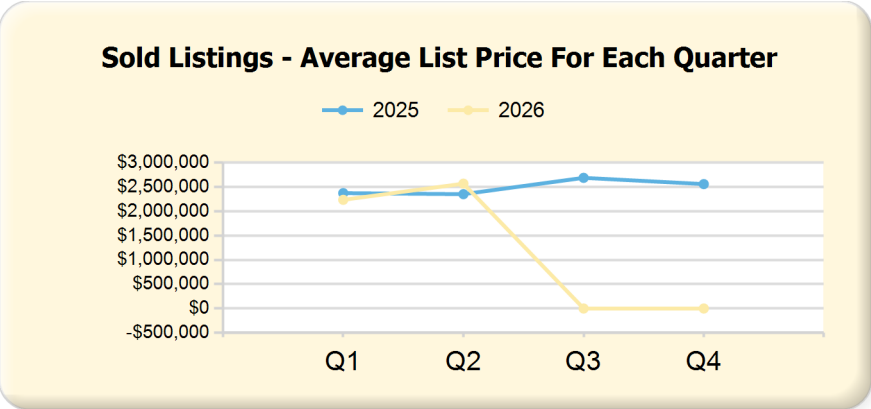
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2026	\$2,892,024.99	\$2,847,050.73	\$0.00	\$0.00



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2026	\$3,066,636.36	\$2,963,304.35	\$0.00	\$0.00



	Q1	Q2	Q3	Q4
2025	\$2,373,465.00	\$2,351,911.96	\$2,687,746.91	\$2,559,335.59
2026	\$2,235,959.96	\$2,567,738.55	\$0.00	\$0.00

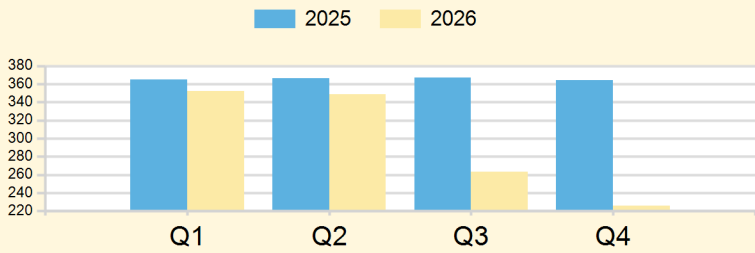
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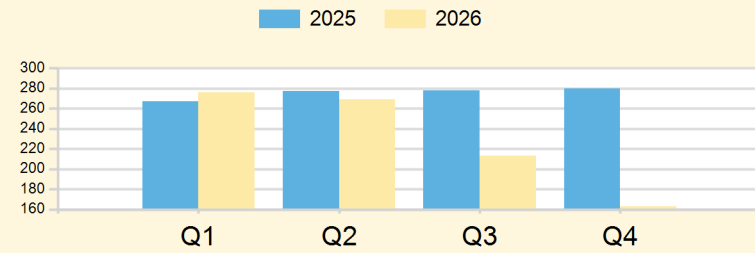
Single Family

Listed Between the Last Day of Each Quarter and 12 Months



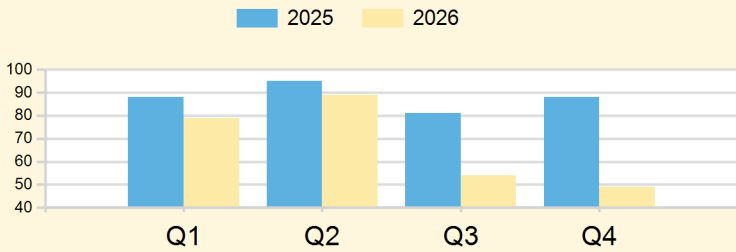
	Q1	Q2	Q3	Q4
2025	365	366	367	364
2026	352	349	263	226

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



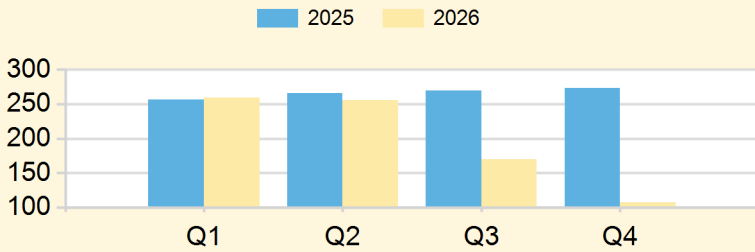
	Q1	Q2	Q3	Q4
2025	267	277	278	280
2026	276	269	213	163

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



	Q1	Q2	Q3	Q4
2025	88	95	81	88
2026	79	89	54	49

Sold Between the Last Day of Each Quarter and 12 Months



	Q1	Q2	Q3	Q4
2025	257	266	270	273
2026	259	256	170	108