Wellesley, 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	45	42	-3	56	51	-5	57	48	-9	27	48	21
Avg. Days on Market	70	93	23	93	87	-6	82	85	3	135	177	42
Avg. List Price	$4,108,273.29	$3,939,247.62	-$169,025.67	$3,635,141.05	$3,376,833.31	-$258,307.74	$3,632,978.86	$3,274,500.00	-$358,478.86	$3,968,925.93	$3,274,500.00	-$694,425.93
Avg. List $ / SqFt	$689.65	$107,723.68	$107,034.03	$643.16	$79,001.06	$78,357.90	$644.99	$691.96	$46.97	$668.15	$691.96	$23.81
Approx. Absorption Rate	47.59%	51.39%	3.80%	39.58%	42.81%	3.23%	39.47%	44.44%	4.97%	84.26%	33.68%	-50.58%
Approx. Months Supply of Inventory	2.10	1.95	-0.15	2.53	2.34	-0.19	2.53	2.25	-0.28	1.19	2.97	1.78

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	133	-4	86	78	-8	37	0	-37
Avg. Original List Price	$2,900,113.44	$2,892,024.99	-$8,088.45	$2,863,908.03	$2,850,449.61	-$13,458.42	$2,989,183.65	$2,683,633.29	-$305,550.36	$2,801,162.16	$0.00	-$2,801,162.16
Avg. Original List $ / SqFt	$660.81	$54,487.55	$53,826.74	$675.89	$682.28	$6.39	$673.79	$671.53	-$2.26	$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	22	-1	12	12	0	2	0	-2
Avg. Original List Price	$3,499,800.00	$3,066,636.36	-$433,163.64	$2,776,782.61	$2,989,136.36	$212,353.75	$2,764,733.33	$2,369,833.33	-$394,900.00	$1,912,000.00	$0.00	-$1,912,000.00
Avg. Original List $ / SqFt	$682.32	$450,656.52	$449,974.20	$644.24	$679.14	$34.90	$819.31	$700.25	-$119.06	$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	104	-4	58	62	4	50	0	-50
Avg. List Price	$2,244,084.06	$2,528,752.46	$284,668.40	$2,590,716.67	$2,684,537.49	$93,820.82	$2,526,067.24	$2,650,353.16	$124,285.92	$2,620,295.98	$0.00	-$2,620,295.98
Avg. List $ / SqFt	$649.56	$639.55	-$10.01	$671.81	$668.72	-$3.09	$651.76	$642.26	-$9.50	$657.97	$0.00	-$657.97
Avg. Days to Offer	20	22	2	18	26	8	30	46	16	42	0	-42

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Wellesley, MA Real Estate Market Review

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)	40	25	-15	92	89	-3	81	80	-1	59	0	-59
Avg. Days on Market	58	82	24	25	37	12	33	33	0	43	0	-43
Avg. Days to Offer	42	43	1	16	23	7	21	23	2	28	0	-28
Avg. Sale Price	$2,330,625.00	$2,196,720.00	-$133,905.00	$2,372,201.80	$2,619,617.70	$247,415.90	$2,635,659.32	$2,833,145.31	$197,485.99	$2,498,072.32	$0.00	-$2,498,072.32
Avg. Sale $ / SqFt	$664.89	$632.76	-$32.13	$669.83	$657.16	-$12.67	$651.63	$680.58	$28.95	$665.83	$0.00	-$665.83
Avg. List Price	$2,373,465.00	$2,235,959.96	-$137,505.04	$2,351,911.96	$2,609,801.12	$257,889.16	$2,687,746.91	$2,888,217.49	$200,470.58	$2,559,335.59	$0.00	-$2,559,335.59
Avg. List $ / SqFt	$664.11	$640.17	-$23.94	$661.71	$644.67	-$17.04	$658.85	$688.88	$30.03	$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	$2,633,284.27	$265,567.97	$2,724,228.40	$2,918,742.49	$194,514.09	$2,673,608.47	$0.00	-$2,673,608.47
Avg. Original List $ / SqFt	$671.67	$654.36	-$17.31	$666.99	$648.89	-$18.10	$667.22	$695.21	$27.99	$701.63	$0.00	-$701.63
Avg. Sale Price as % of List Price	99.88%	98.57%	-1.31%	101.69%	101.94%	0.25%	99.00%	98.81%	-0.19%	99.21%	0.00%	-99.21%
Avg. Sale Price as % of Original List Price	98.71%	96.65%	-2.06%	101.02%	101.34%	0.32%	97.69%	97.99%	0.30%	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	348	-18	367	340	-27	364	303	-61
Units Price Changed	88	79	-9	95	88	-7	81	75	-6	88	70	-18
Units Went Pending	267	276	9	277	271	-6	278	274	-4	280	224	-56
Units Sold	257	259	2	266	262	-4	270	256	-14	273	194	-79

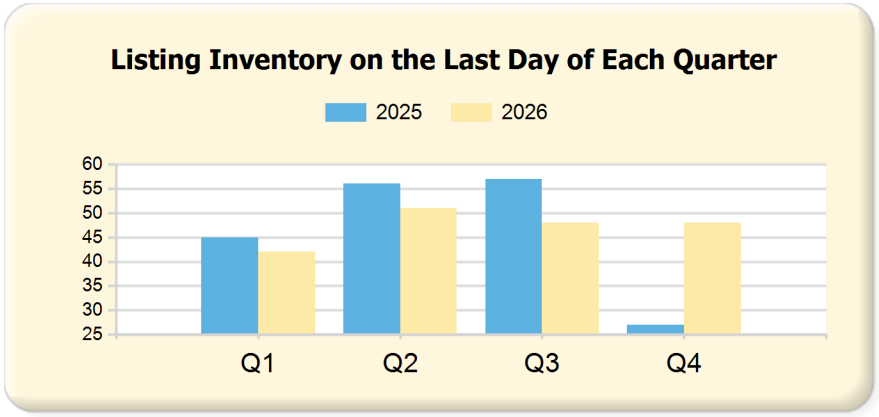
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Wellesley, MA Real Estate Market Review

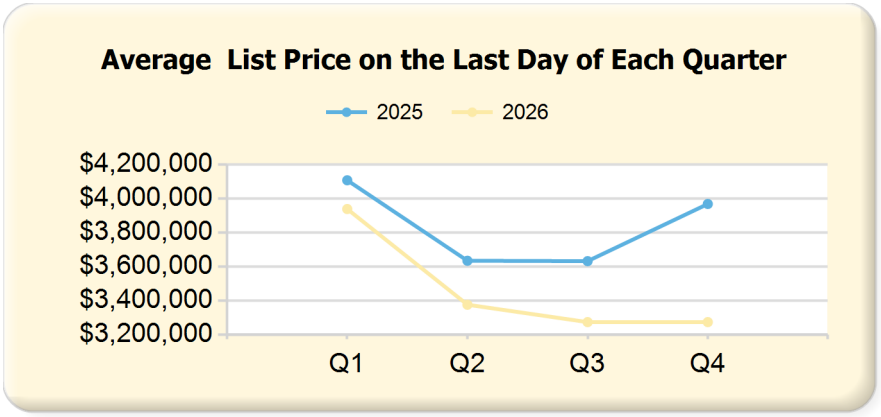
2026 vs. 2025 Per Quarter

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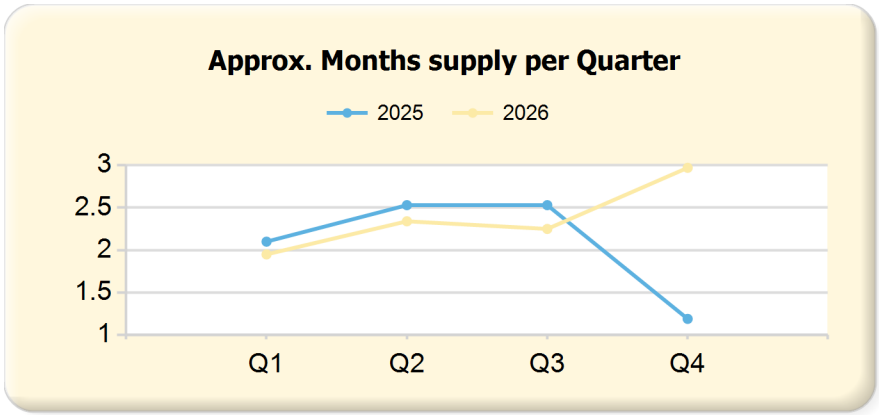
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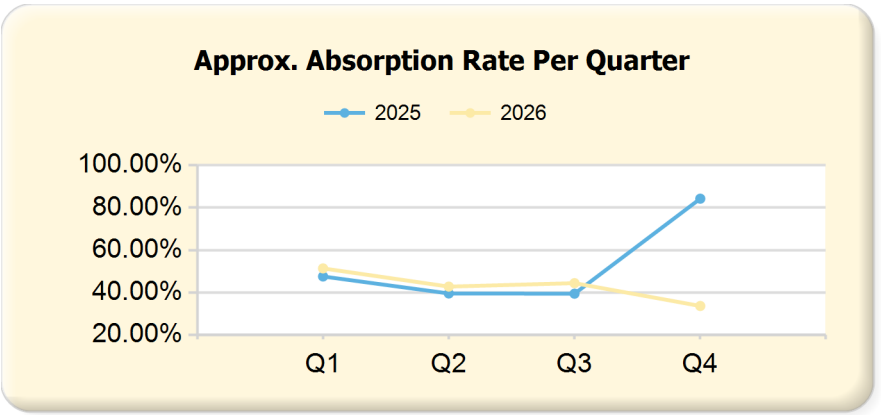
	Q1	Q2	Q3	Q4
2025	45	56	57	27
2026	42	51	48	48



	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	$3,376,833.31	$3,274,500.00	$3,274,500.00



	Q1	Q2	Q3	Q4
2025	2.10	2.53	2.53	1.19
2026	1.95	2.34	2.25	2.97



	Q1	Q2	Q3	Q4
2025	47.59%	39.58%	39.47%	84.26%
2026	51.39%	42.81%	44.44%	33.68%

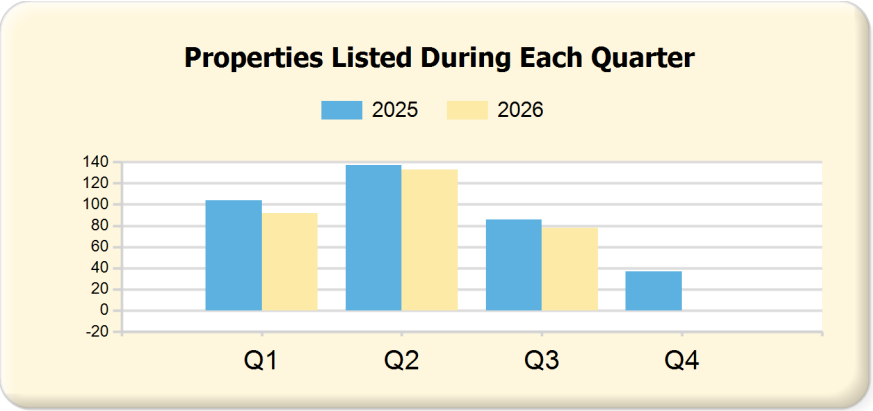
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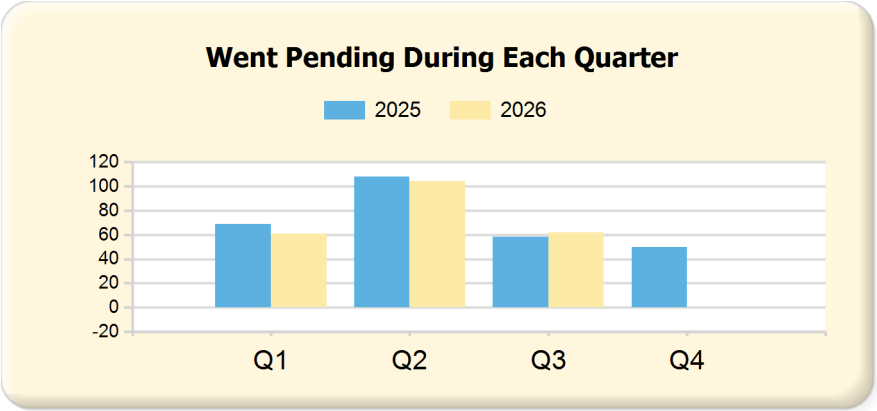
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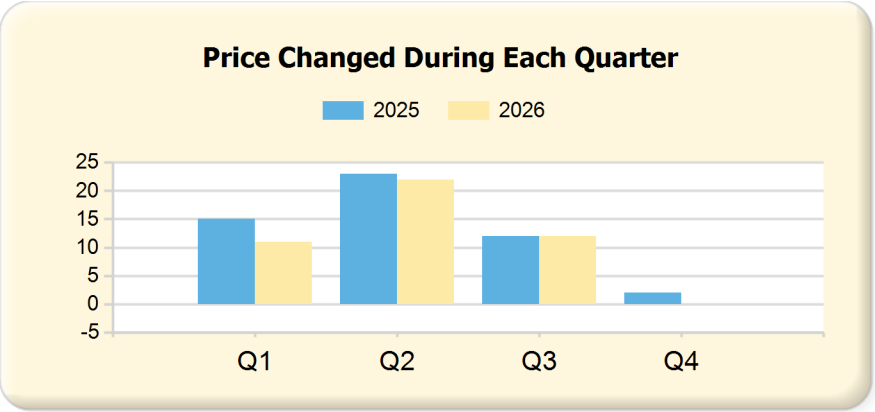
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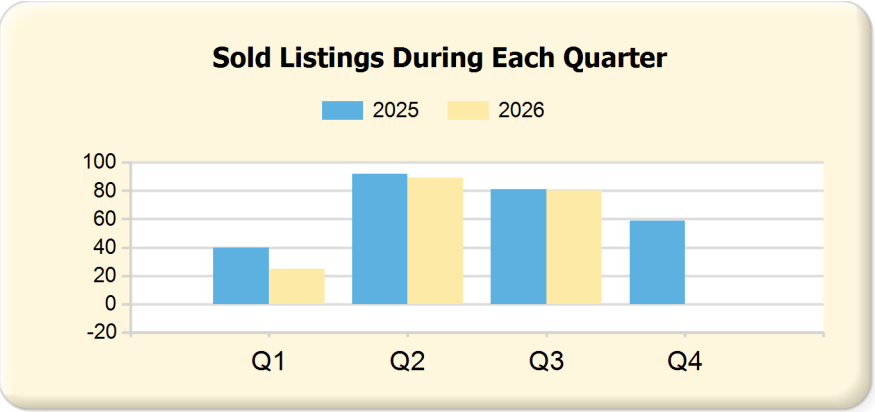
	Q1	Q2	Q3	Q4
2025	104	137	86	37
2026	92	133	78	0



	Q1	Q2	Q3	Q4
2025	69	108	58	50
2026	61	104	62	0



	Q1	Q2	Q3	Q4
2025	15	23	12	2
2026	11	22	12	0



	Q1	Q2	Q3	Q4
2025	40	92	81	59
2026	25	89	80	0

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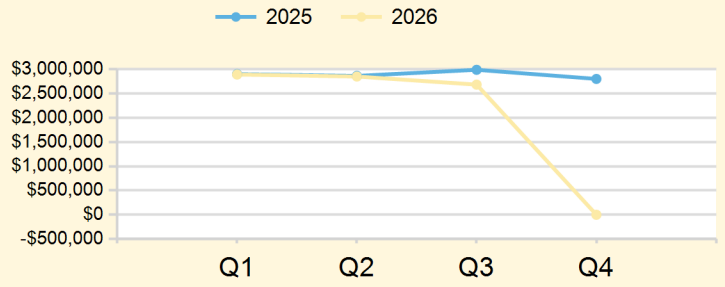
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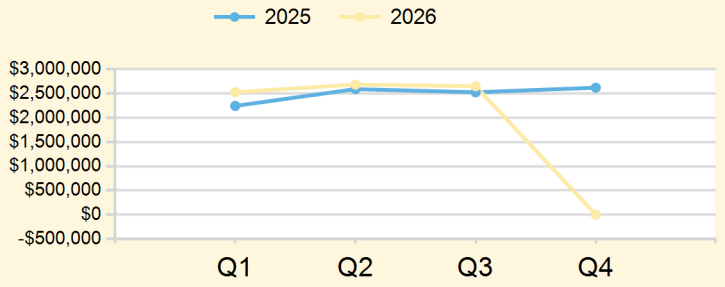
Single Family

Listed Properties - Average List Price For Each Quarter



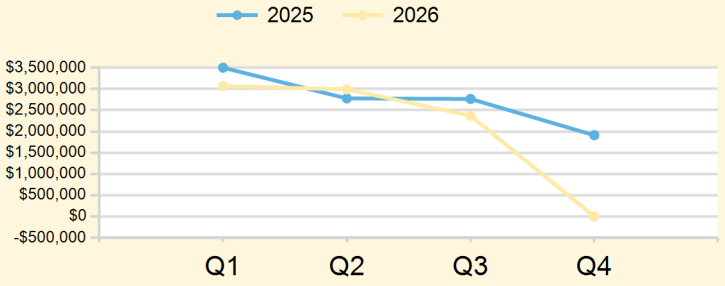
	Q1	Q2	Q3	Q4
2025	$2,900,113.44	$2,863,908.03	$2,989,183.65	$2,801,162.16
2026	$2,892,024.99	$2,850,449.61	$2,683,633.29	$0.00

Went Pending - Average List Price For Each Quarter



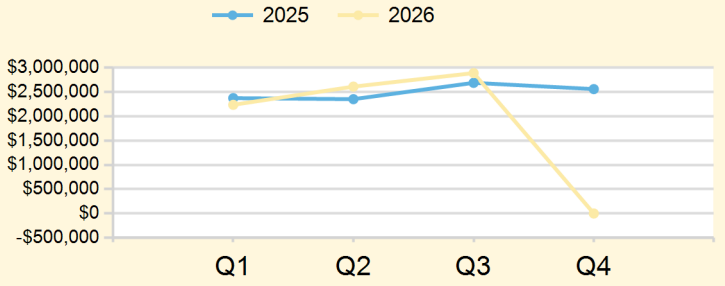
	Q1	Q2	Q3	Q4
2025	$2,244,084.06	$2,590,716.67	$2,526,067.24	$2,620,295.98
2026	$2,528,752.46	$2,684,537.49	$2,650,353.16	$0.00

Price Changed - Average List Price For Each Quarter



	Q1	Q2	Q3	Q4
2025	$3,499,800.00	$2,776,782.61	$2,764,733.33	$1,912,000.00
2026	$3,066,636.36	$2,989,136.36	$2,369,833.33	$0.00

Sold Listings - Average List Price For Each Quarter



	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	$2,609,801.12	$2,888,217.49	$0.00

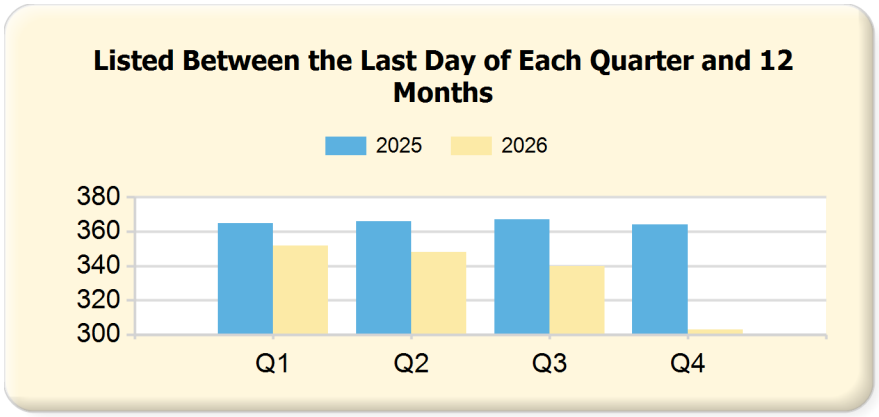
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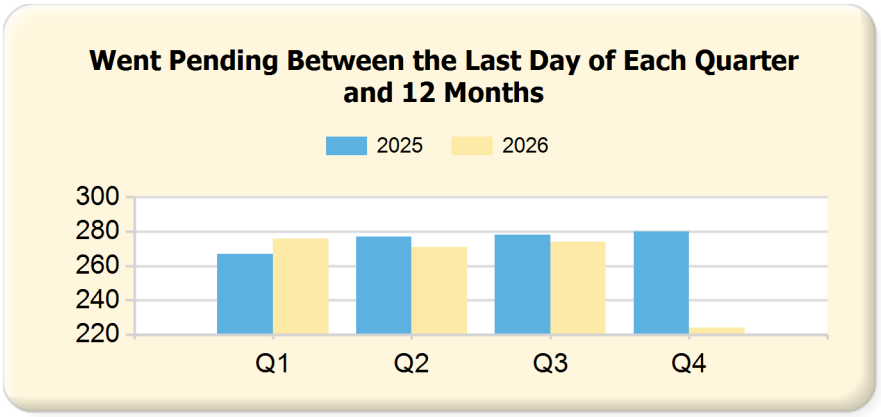
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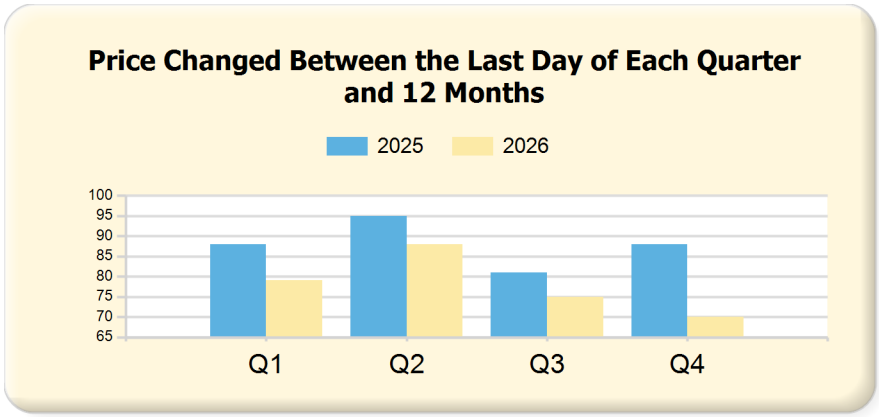
Single Family



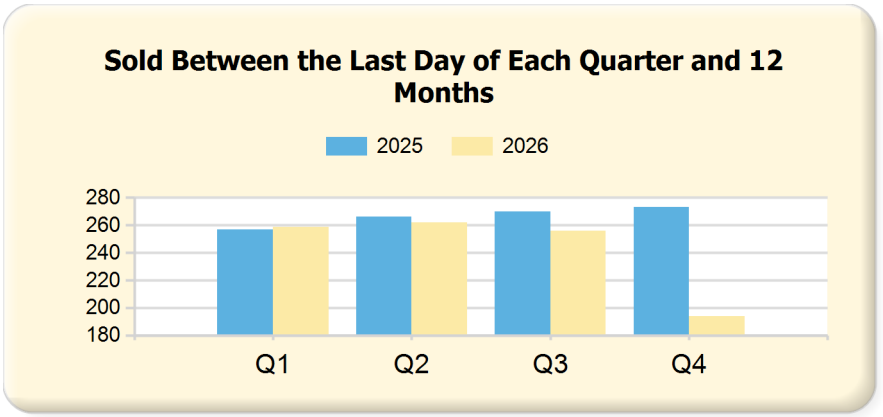
	Q1	Q2	Q3	Q4
2025	365	366	367	364
2026	352	348	340	303



	Q1	Q2	Q3	Q4
2025	267	277	278	280
2026	276	271	274	224



	Q1	Q2	Q3	Q4
2025	88	95	81	88
2026	79	88	75	70



	Q1	Q2	Q3	Q4
2025	257	266	270	273
2026	259	262	256	194

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