

Wellesley, 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	22	45	23	42	56	14	46	57	11	15	57	42
Median Days on Market	39	31	-8	46	63	17	67	34	-33	118	126	8
Median List Price	\$3,224,500.00	\$3,295,000.00	\$70,500.00	\$2,887,500.00	\$3,095,000.00	\$207,500.00	\$2,924,500.00	\$3,395,000.00	\$470,500.00	\$4,199,900.00	\$3,395,000.00	-\$804,900.00
Median List \$ / SqFt	\$647.25	\$667.75	\$20.50	\$676.41	\$614.84	-\$61.57	\$653.41	\$628.04	-\$25.37	\$716.90	\$628.04	-\$88.86
Approx. Absorption Rate	86.74%	47.59%	-39.15%	46.83%	39.58%	-7.25%	44.57%	39.47%	-5.10%	141.67%	31.29%	-110.38%
Approx. Months Supply of Inventory	1.15	2.10	0.95	2.14	2.53	0.39	2.24	2.53	0.29	0.71	3.20	2.49
Listed (Per Quarter)	Q1			Q2			Q3			Q4		
	2024	2025	Var.	2024	2025	Var.	2024	2025	Var.	2024	2025*	Var.
Listing Units (Taken)	79	104	25	136	137	1	85	86	1	40	0	-40
Median Original List Price	\$2,400,000.00	\$2,495,000.00	\$95,000.00	\$2,295,000.00	\$2,400,000.00	\$105,000.00	\$2,095,000.00	\$2,497,000.00	\$402,000.00	\$2,524,900.00	\$0.00	-\$2,524,900.00
Median Original List \$ / SqFt	\$639.74	\$630.75	-\$8.99	\$650.61	\$665.38	\$14.77	\$652.04	\$652.10	\$0.06	\$623.85	\$0.00	-\$623.85
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)	4	15	11	23	23	0	24	12	-12	8	0	-8
Median Original List Price	\$4,097,450.00	\$2,599,000.00	-\$1,498,450.00	\$2,275,000.00	\$2,495,000.00	\$220,000.00	\$1,897,000.00	\$1,835,000.00	-\$62,000.00	\$3,195,000.00	\$0.00	-\$3,195,000.00
Median Original List \$ / SqFt	\$666.77	\$627.09	-\$39.68	\$636.62	\$656.01	\$19.39	\$721.42	\$731.72	\$10.30	\$606.38	\$0.00	-\$606.38
Went Pending (Per Quarter)	Q1			Q2			Q3			Q4		
	2024	2025	Var.	2024	2025	Var.	2024	2025	Var.	2024	2025*	Var.
Listing Units (Went Pending)	68	69	1	97	108	11	60	58	-2	45	0	-45
Median List Price	\$2,320,000.00	\$1,995,000.00	-\$325,000.00	\$2,095,000.00	\$2,285,000.00	\$190,000.00	\$1,942,500.00	\$2,124,500.00	\$182,000.00	\$2,295,000.00	\$0.00	-\$2,295,000.00
Median List \$ / SqFt	\$630.11	\$627.70	-\$2.41	\$642.02	\$662.12	\$20.10	\$623.01	\$651.37	\$28.36	\$618.33	\$0.00	-\$618.33
Median Days to Offer	5	5	0	5	8	3	10	8	-2	21	0	-21

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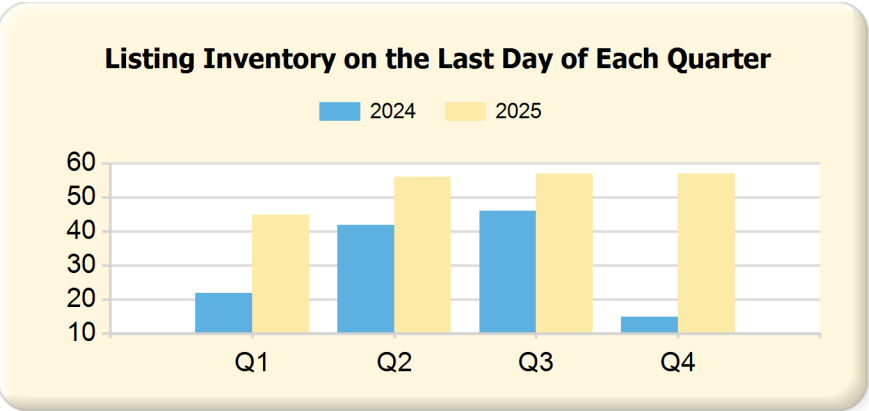
Sold (Per Quarter)	Q1			Q2			Q3			Q4		
	2024	2025	Var.	2024	2025	Var.	2024	2025	Var.	2024	2025*	Var.
Closed Units (Sold)	38	40	2	83	92	9	79	81	2	55	0	-55
Median Days on Market	19	26	7	12	11	-1	10	20	10	19	0	-19
Median Days to Offer	8	19	11	5	5	0	6	9	3	9	0	-9
Median Sale Price	\$2,201,000.00	\$2,130,000.00	-\$71,000.00	\$2,300,000.00	\$2,193,151.25	-\$106,848.75	\$1,975,000.00	\$2,270,000.00	\$295,000.00	\$2,150,000.00	\$0.00	-\$2,150,000.00
Median Sale \$ / SqFt	\$608.65	\$643.71	\$35.06	\$655.69	\$656.12	\$0.43	\$665.60	\$670.44	\$4.84	\$604.89	\$0.00	-\$604.89
Median List Price	\$2,247,500.00	\$2,049,500.00	-\$198,000.00	\$2,295,000.00	\$2,122,500.00	-\$172,500.00	\$1,975,000.00	\$2,295,000.00	\$320,000.00	\$2,195,000.00	\$0.00	-\$2,195,000.00
Median List \$ / SqFt	\$593.31	\$641.15	\$47.84	\$638.56	\$640.94	\$2.38	\$652.36	\$659.38	\$7.02	\$605.26	\$0.00	-\$605.26
Median Original List Price	\$2,357,500.00	\$2,099,500.00	-\$258,000.00	\$2,295,000.00	\$2,172,000.00	-\$123,000.00	\$1,975,000.00	\$2,300,000.00	\$325,000.00	\$2,195,000.00	\$0.00	-\$2,195,000.00
Median Original List \$ / SqFt	\$599.04	\$649.35	\$50.31	\$638.56	\$640.94	\$2.38	\$658.24	\$665.38	\$7.14	\$615.01	\$0.00	-\$615.01
Median Sale Price as % of List Price	98.32%	98.51%	0.19%	100.42%	100.00%	-0.42%	100.46%	98.34%	-2.12%	100.00%	0.00%	-100%
Median Sale Price as % of Original List Price	97.58%	97.26%	-0.32%	100.22%	100.00%	-0.22%	100.00%	97.56%	-2.44%	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	0	0	0
12-Month Activity	Q1			Q2			Q3			Q4		
	2024	2025	Var.	2024	2025	Var.	2024	2025	Var.	2024	2025*	Var.
Units Listed	287	365	78	324	366	42	346	367	21	341	327	-14
Units Price Changed	63	88	25	69	95	26	72	81	9	80	68	-12
Units Went Pending	237	267	30	248	277	29	264	278	14	266	233	-33
Units Sold	229	257	28	236	266	30	246	270	24	255	214	-41

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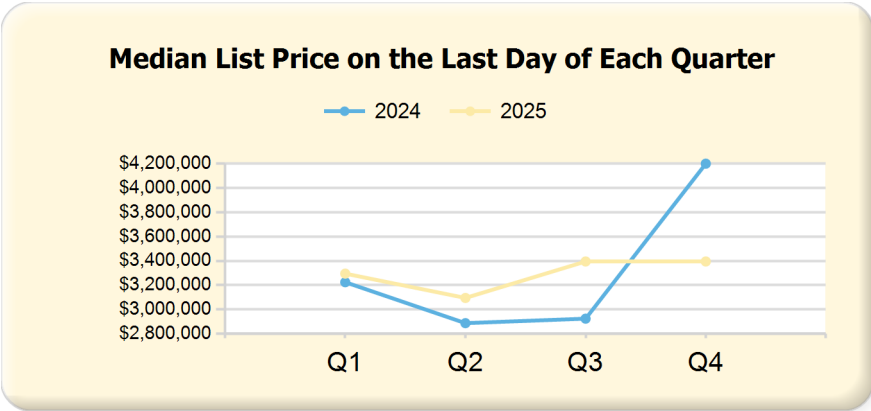
2025 vs. 2024 Per Quarter

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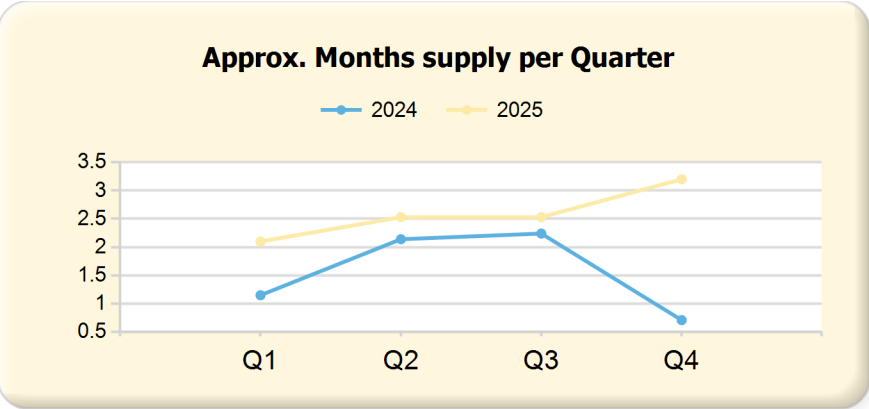
Single Family



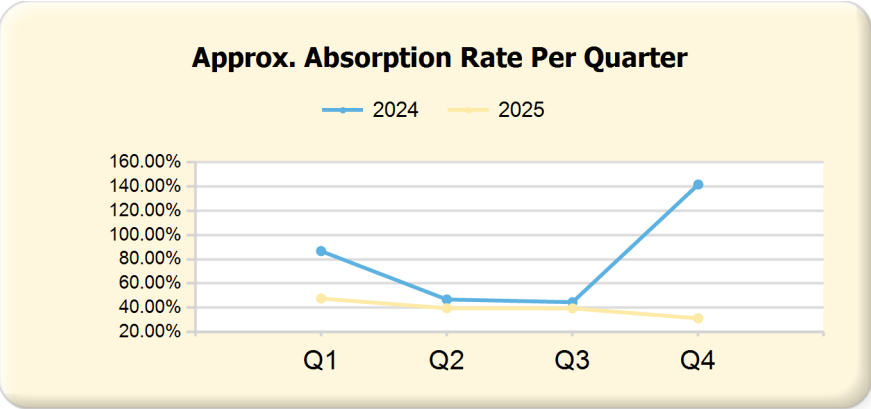
	Q1	Q2	Q3	Q4
2024	22	42	46	15
2025	45	56	57	57



	Q1	Q2	Q3	Q4
2024	\$3,224,500.00	\$2,887,500.00	\$2,924,500.00	\$4,199,900.00
2025	\$3,295,000.00	\$3,095,000.00	\$3,395,000.00	\$3,395,000.00



	Q1	Q2	Q3	Q4
2024	1.15	2.14	2.24	0.71
2025	2.10	2.53	2.53	3.20



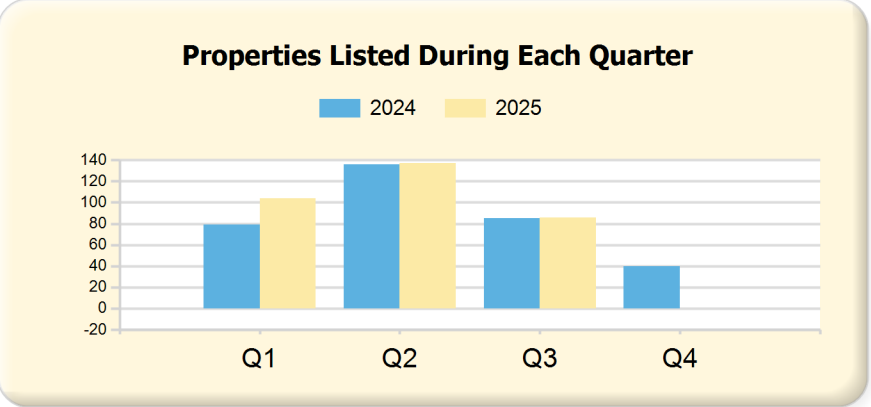
	Q1	Q2	Q3	Q4
2024	86.74%	46.83%	44.57%	141.67%
2025	47.59%	39.58%	39.47%	31.29%

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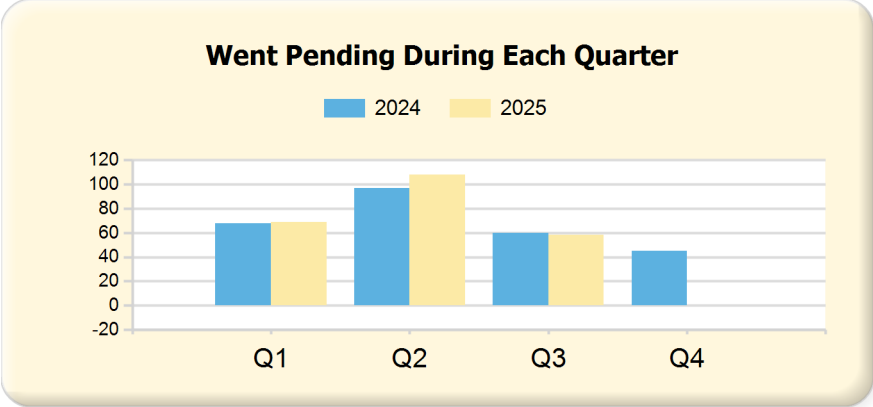
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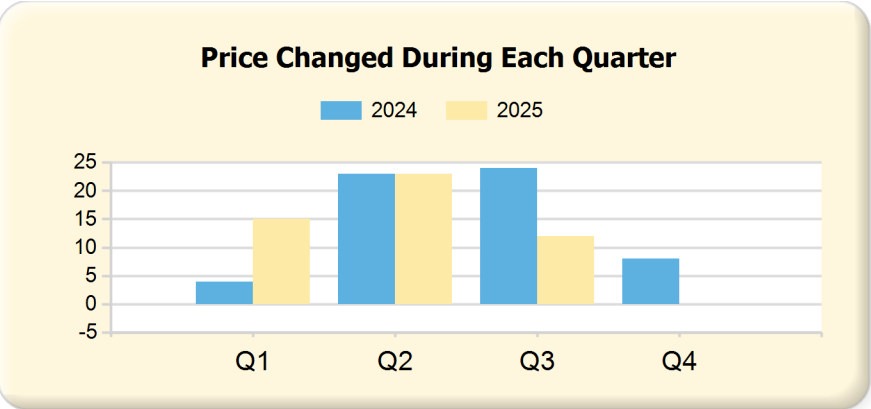
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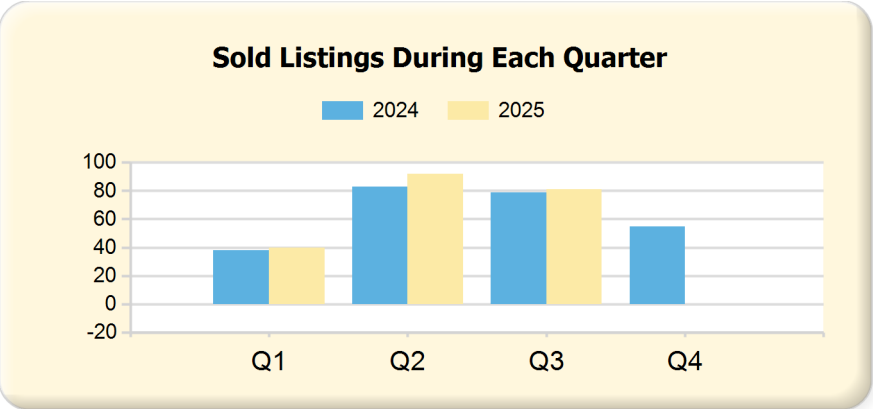
	Q1	Q2	Q3	Q4
2024	79	136	85	40
2025	104	137	86	0



	Q1	Q2	Q3	Q4
2024	68	97	60	45
2025	69	108	58	0



	Q1	Q2	Q3	Q4
2024	4	23	24	8
2025	15	23	12	0



	Q1	Q2	Q3	Q4
2024	38	83	79	55
2025	40	92	81	0

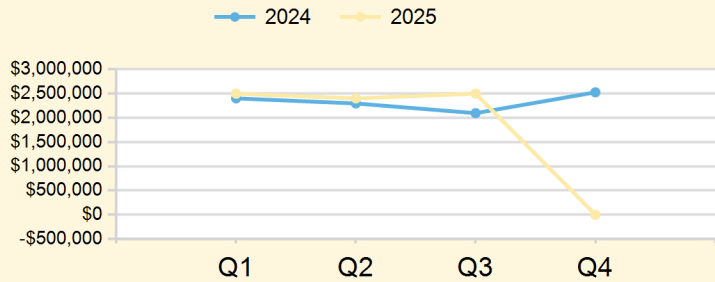
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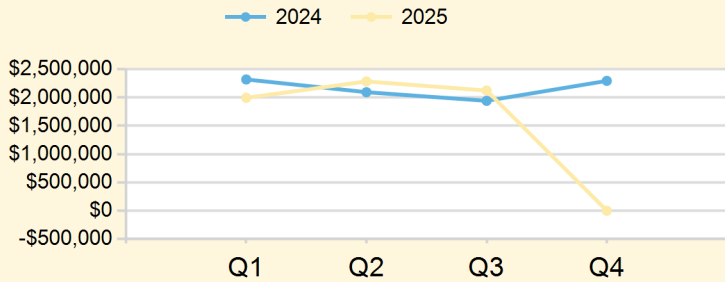
Single Family

Listed Properties - Median List Price For Each Quarter



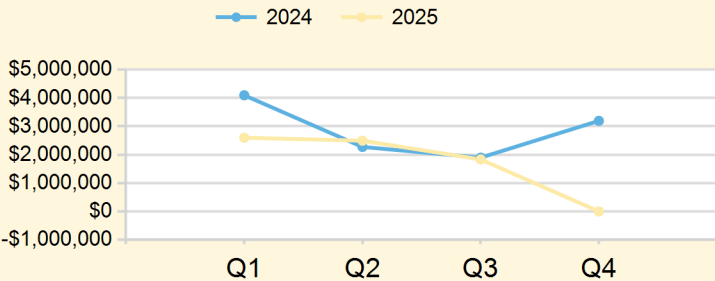
	Q1	Q2	Q3	Q4
2024	\$2,400,000.00	\$2,295,000.00	\$2,095,000.00	\$2,524,900.00
2025	\$2,495,000.00	\$2,400,000.00	\$2,497,000.00	\$0.00

Went Pending - Median List Price For Each Quarter



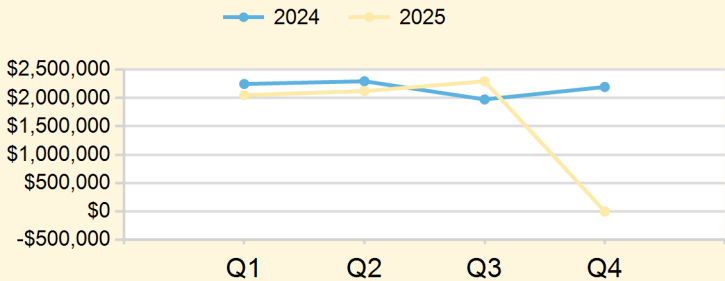
	Q1	Q2	Q3	Q4
2024	\$2,320,000.00	\$2,095,000.00	\$1,942,500.00	\$2,295,000.00
2025	\$1,995,000.00	\$2,285,000.00	\$2,124,500.00	\$0.00

Price Changed - Median List Price For Each Quarter



	Q1	Q2	Q3	Q4
2024	\$4,097,450.00	\$2,275,000.00	\$1,897,000.00	\$3,195,000.00
2025	\$2,599,000.00	\$2,495,000.00	\$1,835,000.00	\$0.00

Sold Listings - Median List Price For Each Quarter



	Q1	Q2	Q3	Q4
2024	\$2,247,500.00	\$2,295,000.00	\$1,975,000.00	\$2,195,000.00
2025	\$2,049,500.00	\$2,122,500.00	\$2,295,000.00	\$0.00

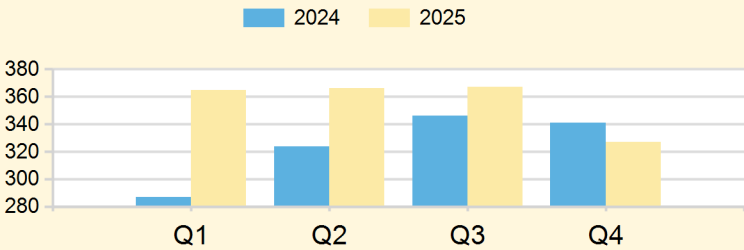
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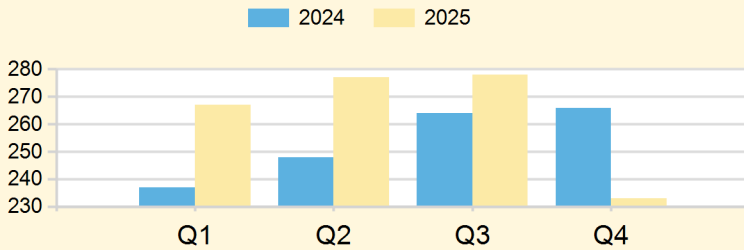
Single Family

Listed Between the Last Day of Each Quarter and 12 Months



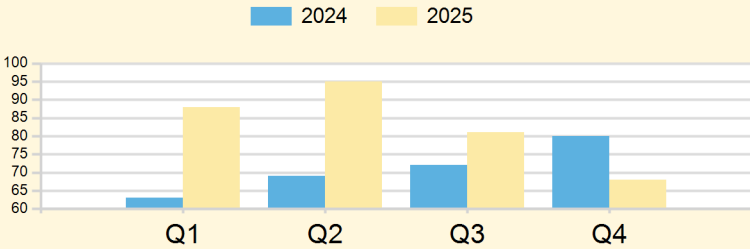
	Q1	Q2	Q3	Q4
2024	287	324	346	341
2025	365	366	367	327

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



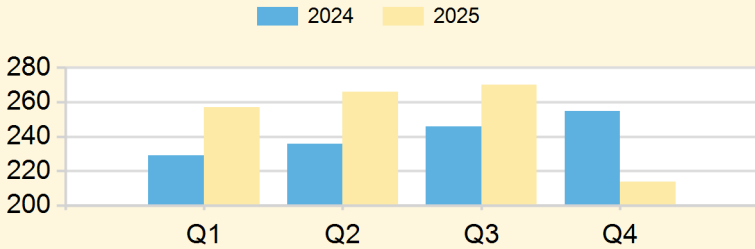
	Q1	Q2	Q3	Q4
2024	237	248	264	266
2025	267	277	278	233

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



	Q1	Q2	Q3	Q4
2024	63	69	72	80
2025	88	95	81	68

Sold Between the Last Day of Each Quarter and 12 Months



	Q1	Q2	Q3	Q4
2024	229	236	246	255
2025	257	266	270	214