

Needham, 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	26	36	10	46	51	5	45	51	6	20	0	-20
Avg. Days on Market	50	61	11	61	70	9	71	162	91	112	0	-112
Avg. List Price	\$2,746,019.23	\$2,447,074.36	-\$298,944.87	\$2,723,017.39	\$2,408,150.75	-\$314,866.64	\$2,727,020.00	\$2,408,150.75	-\$318,869.25	\$2,502,094.95	\$0.00	-\$2,502,094.95
Avg. List \$ / SqFt	\$530.08	\$538.41	\$8.33	\$506.62	\$565.47	\$58.85	\$532.31	\$565.47	\$33.16	\$555.58	\$0.00	-\$555.58
Approx. Absorption Rate	77.88%	56.48%	-21.40%	43.12%	41.67%	-1.45%	46.30%	27.61%	-18.69%	105.42%	0.00%	-105.42%
Approx. Months Supply of Inventory	1.28	1.77	0.49	2.32	2.40	0.08	2.16	3.62	1.46	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	85	3	137	125	-12	71	0	-71	47	0	-47
Avg. Original List Price	\$2,267,713.27	\$2,198,476.34	-\$69,236.93	\$2,114,222.63	\$1,985,790.79	-\$128,431.84	\$2,342,023.24	\$0.00	-\$2,342,023.24	\$2,129,692.53	\$0.00	-\$2,129,692.53
Avg. Original List \$ / SqFt	\$545.49	\$553.03	\$7.54	\$550.84	\$564.02	\$13.18	\$554.55	\$0.00	-\$554.55	\$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	0	-14	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	\$0.00	-\$2,179,428.57	\$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	\$0.00	-\$535.76	\$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	0	-55	45	0	-45
Avg. List Price	\$2,143,399.82	\$2,048,981.80	-\$94,418.02	\$1,863,881.55	\$1,824,641.30	-\$39,240.25	\$1,978,048.18	\$0.00	-\$1,978,048.18	\$2,152,573.33	\$0.00	-\$2,152,573.33
Avg. List \$ / SqFt	\$537.17	\$556.55	\$19.38	\$556.88	\$546.16	-\$10.72	\$524.00	\$0.00	-\$524.00	\$593.55	\$0.00	-\$593.55
Avg. Days to Offer	24	28	4	18	20	2	38	0	-38	54	0	-54

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Single Family

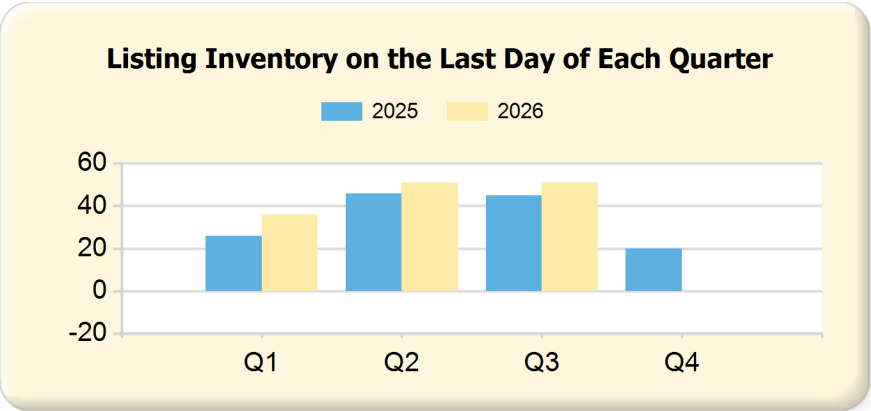
Sold (Per Quarter)	Q1			Q2			Q3			Q4		
	2025	2026	Var.	2025	2026	Var.	2025	2026*	Var.	2025	2026*	Var.
Closed Units (Sold)	48	39	-9	75	78	3	80	0	-80	50	0	-50
Avg. Days on Market	74	64	-10	34	33	-1	44	0	-44	56	0	-56
Avg. Days to Offer	37	46	9	14	18	4	27	0	-27	38	0	-38
Avg. Sale Price	\$2,117,458.33	\$2,282,574.05	\$165,115.72	\$1,969,716.01	\$1,947,076.06	-\$22,639.95	\$1,911,004.79	\$0.00	-\$1,911,004.79	\$1,822,640.00	\$0.00	-\$1,822,640.00
Avg. Sale \$ / SqFt	\$516.97	\$581.39	\$64.42	\$596.43	\$574.24	-\$22.19	\$540.81	\$0.00	-\$540.81	\$530.09	\$0.00	-\$530.09
Avg. List Price	\$2,144,164.54	\$2,337,074.36	\$192,909.82	\$1,929,531.84	\$1,935,001.27	\$5,469.43	\$1,913,386.25	\$0.00	-\$1,913,386.25	\$1,836,113.00	\$0.00	-\$1,836,113.00
Avg. List \$ / SqFt	\$517.44	\$594.22	\$76.78	\$568.90	\$561.93	-\$6.97	\$538.52	\$0.00	-\$538.52	\$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	\$1,952,935.88	\$13,650.71	\$1,955,782.50	\$0.00	-\$1,955,782.50	\$1,887,493.00	\$0.00	-\$1,887,493.00
Avg. Original List \$ / SqFt	\$525.87	\$602.44	\$76.57	\$570.60	\$567.05	-\$3.55	\$547.14	\$0.00	-\$547.14	\$542.13	\$0.00	-\$542.13
Avg. Sale Price as % of List Price	99.76%	98.03%	-1.73%	104.60%	102.19%	-2.41%	100.42%	0.00%	-100.42%	100.10%	0.00%	-100.10%
Avg. Sale Price as % of Original List Price	98.34%	96.60%	-1.74%	104.28%	101.30%	-2.98%	98.78%	0.00%	-98.78%	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	340	19	343	328	-15	341	259	-82	338	211	-127
Units Price Changed	69	98	29	93	94	1	90	64	-26	104	48	-56
Units Went Pending	250	265	15	266	269	3	266	214	-52	263	170	-93
Units Sold	243	244	1	238	255	17	250	169	-81	253	118	-135

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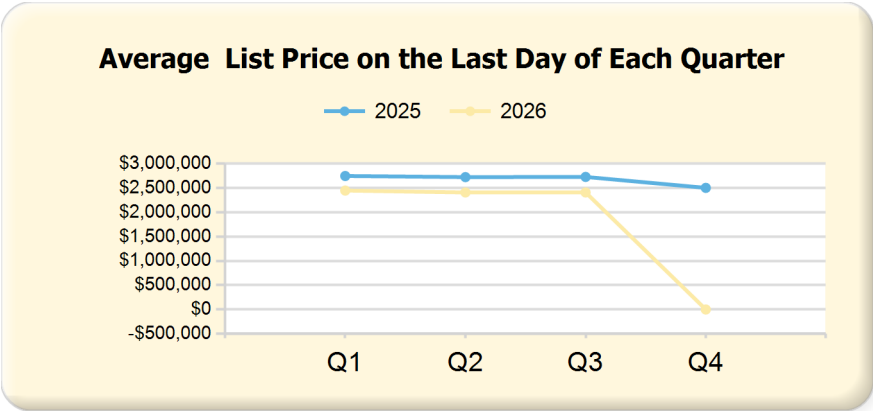
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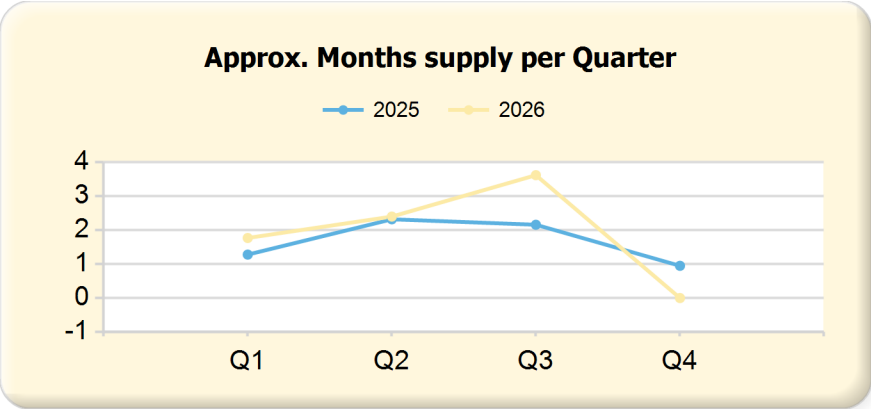
Single Family



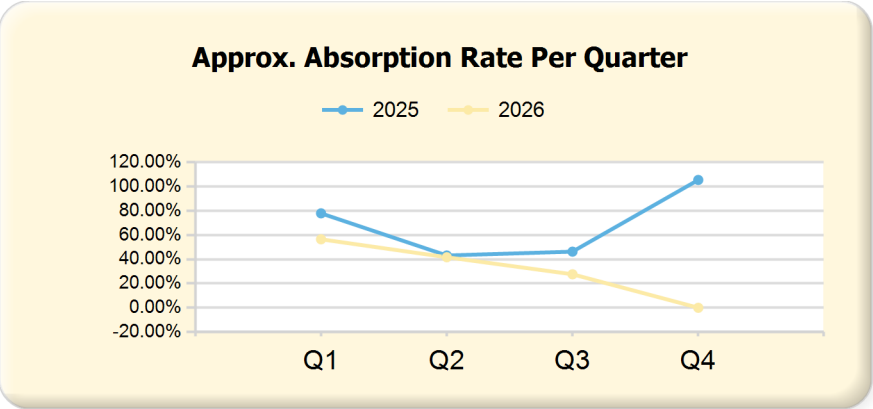
	Q1	Q2	Q3	Q4
2025	26	46	45	20
2026	36	51	51	0



	Q1	Q2	Q3	Q4
2025	\$2,746,019.23	\$2,723,017.39	\$2,727,020.00	\$2,502,094.95
2026	\$2,447,074.36	\$2,408,150.75	\$2,408,150.75	\$0.00



	Q1	Q2	Q3	Q4
2025	1.28	2.32	2.16	0.95
2026	1.77	2.40	3.62	0.00



	Q1	Q2	Q3	Q4
2025	77.88%	43.12%	46.30%	105.42%
2026	56.48%	41.67%	27.61%	0.00%

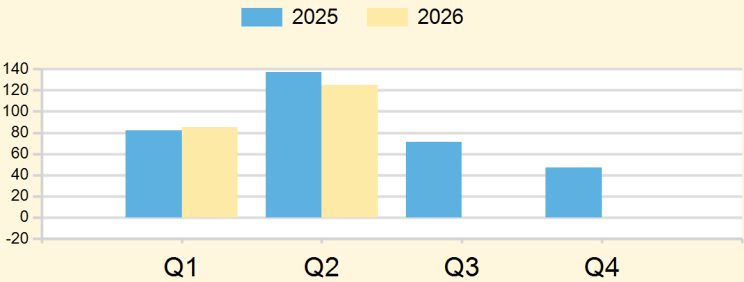
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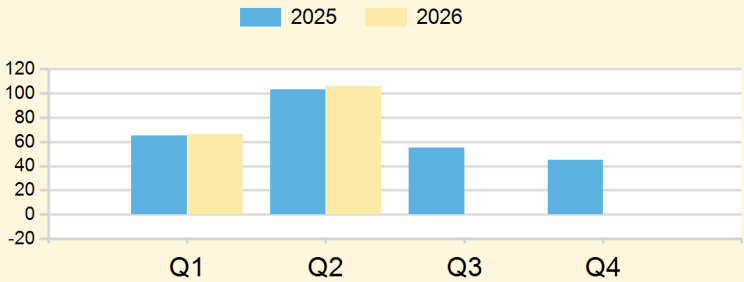
Single Family

Properties Listed During Each Quarter



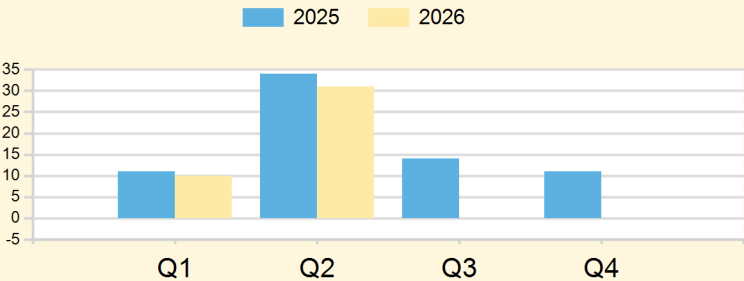
	Q1	Q2	Q3	Q4
2025	82	137	71	47
2026	85	125	0	0

Went Pending During Each Quarter



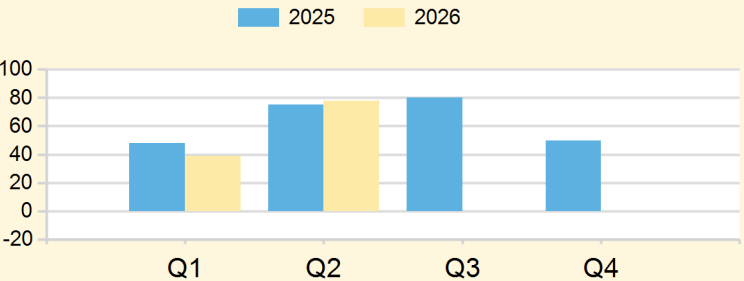
	Q1	Q2	Q3	Q4
2025	65	103	55	45
2026	66	106	0	0

Price Changed During Each Quarter



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

Sold Listings During Each Quarter



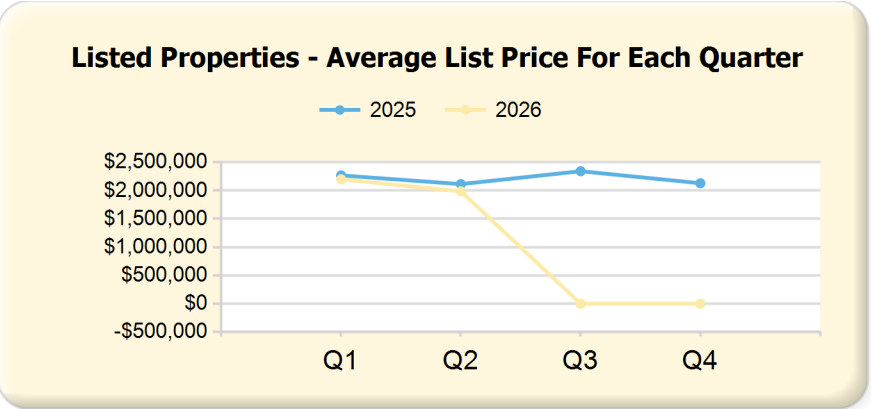
	Q1	Q2	Q3	Q4
2025	48	75	80	50
2026	39	78	0	0

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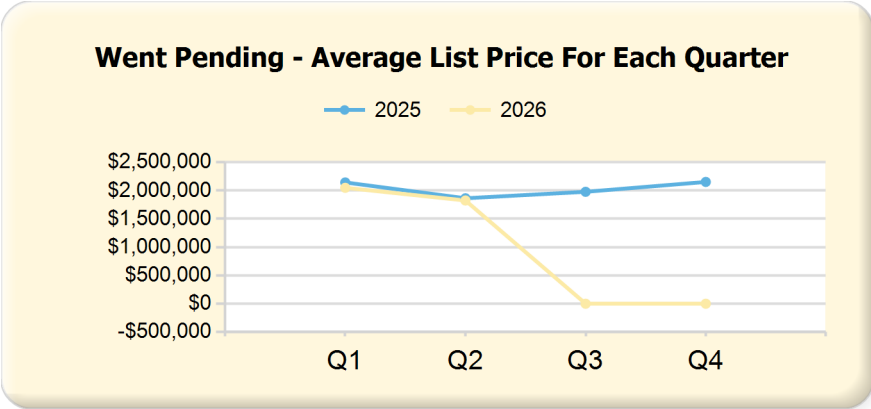
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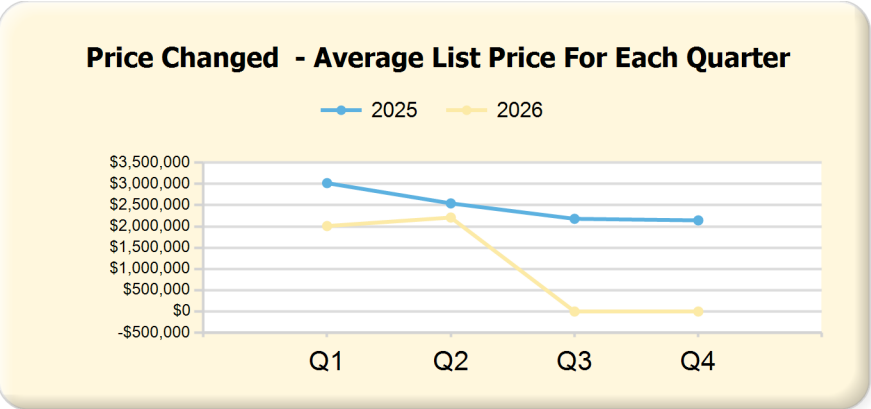
Single Family



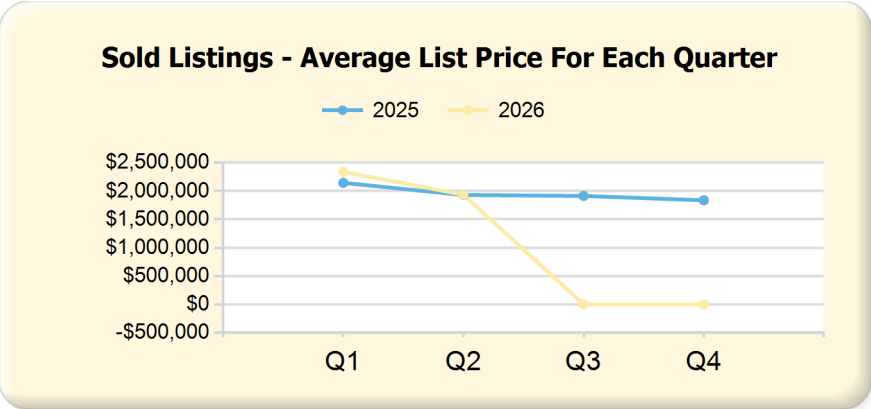
	Q1	Q2	Q3	Q4
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2026	\$2,198,476.34	\$1,985,790.79	\$0.00	\$0.00



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2026	\$2,048,981.80	\$1,824,641.30	\$0.00	\$0.00



	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	\$0.00	\$0.00



	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	\$1,935,001.27	\$0.00	\$0.00

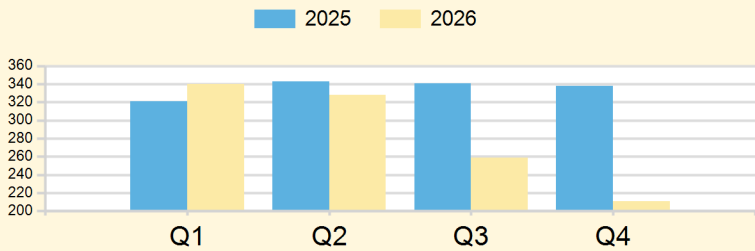
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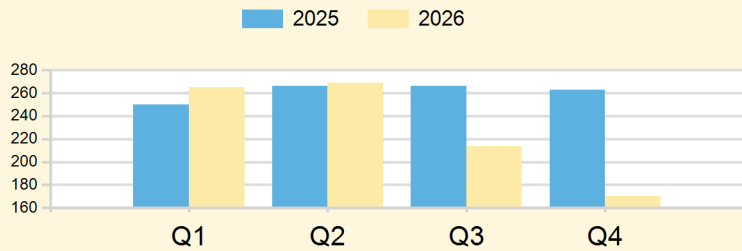
Single Family

Listed Between the Last Day of Each Quarter and 12 Months



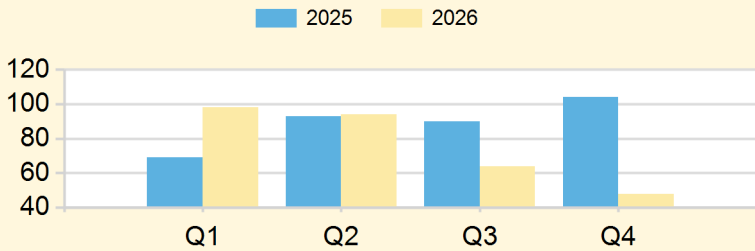
	Q1	Q2	Q3	Q4
2025	321	343	341	338
2026	340	328	259	211

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



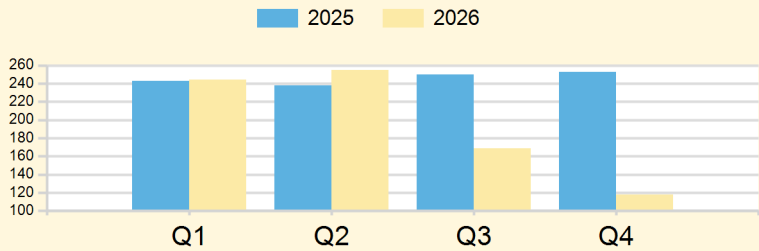
	Q1	Q2	Q3	Q4
2025	250	266	266	263
2026	265	269	214	170

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



	Q1	Q2	Q3	Q4
2025	69	93	90	104
2026	98	94	64	48

Sold Between the Last Day of Each Quarter and 12 Months



	Q1	Q2	Q3	Q4
2025	243	238	250	253
2026	244	255	169	118