

Wellesley, 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	45	41	-4	56	41	-15	57	0	-57	27	0	-27
Median Days on Market	31	40	9	63	131	68	34	0	-34	105	0	-105
Median List Price	\$3,295,000.00	\$3,385,000.00	\$90,000.00	\$3,095,000.00	\$3,385,000.00	\$290,000.00	\$3,395,000.00	\$0.00	-\$3,395,000.00	\$3,895,000.00	\$0.00	-\$3,895,000.00
Median List \$ / SqFt	\$667.75	\$664.71	-\$3.04	\$614.84	\$664.71	\$49.87	\$628.04	\$0.00	-\$628.04	\$664.96	\$0.00	-\$664.96
Approx. Absorption Rate	47.59%	52.44%	4.85%	39.58%	34.96%	-4.62%	39.47%	0.00%	-39.47%	84.26%	0.00%	-84.26%
Approx. Months Supply of Inventory	2.10	1.91	-0.19	2.53	2.86	0.33	2.53	0.00	-2.53	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	90	-14	137	0	-137	86	0	-86	37	0	-37
Median Original List Price	\$2,495,000.00	\$2,450,000.00	-\$45,000.00	\$2,400,000.00	\$0.00	-\$2,400,000.00	\$2,497,000.00	\$0.00	-\$2,497,000.00	\$1,975,000.00	\$0.00	-\$1,975,000.00
Median Original List \$ / SqFt	\$630.75	\$673.25	\$42.50	\$665.38	\$0.00	-\$665.38	\$652.10	\$0.00	-\$652.10	\$681.37	\$0.00	-\$681.37
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	0	-23	12	0	-12	2	0	-2
Median Original List Price	\$2,599,000.00	\$2,695,000.00	\$96,000.00	\$2,495,000.00	\$0.00	-\$2,495,000.00	\$1,835,000.00	\$0.00	-\$1,835,000.00	\$1,912,000.00	\$0.00	-\$1,912,000.00
Median Original List \$ / SqFt	\$627.09	\$708.09	\$81.00	\$656.01	\$0.00	-\$656.01	\$731.72	\$0.00	-\$731.72	\$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	0	-108	58	0	-58	50	0	-50
Median List Price	\$1,995,000.00	\$2,295,000.00	\$300,000.00	\$2,285,000.00	\$0.00	-\$2,285,000.00	\$2,124,500.00	\$0.00	-\$2,124,500.00	\$1,995,000.00	\$0.00	-\$1,995,000.00
Median List \$ / SqFt	\$627.70	\$620.81	-\$6.89	\$662.12	\$0.00	-\$662.12	\$649.62	\$0.00	-\$649.62	\$652.13	\$0.00	-\$652.13
Median Days to Offer	5	5	0	8	0	-8	14	0	-14	26	0	-26

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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	24	-16	92	0	-92	81	0	-81	59	0	-59
Median Days on Market	26	52	26	11	0	-11	20	0	-20	18	0	-18
Median Days to Offer	19	29	10	5	0	-5	9	0	-9	14	0	-14
Median Sale Price	\$2,130,000.00	\$1,947,500.00	-\$182,500.00	\$2,193,151.25	\$0.00	-\$2,193,151.25	\$2,270,000.00	\$0.00	-\$2,270,000.00	\$2,250,000.00	\$0.00	-\$2,250,000.00
Median Sale \$ / SqFt	\$643.71	\$650.43	\$6.72	\$656.12	\$0.00	-\$656.12	\$670.44	\$0.00	-\$670.44	\$651.59	\$0.00	-\$651.59
Median List Price	\$2,049,500.00	\$1,995,000.00	-\$54,500.00	\$2,122,500.00	\$0.00	-\$2,122,500.00	\$2,295,000.00	\$0.00	-\$2,295,000.00	\$1,995,000.00	\$0.00	-\$1,995,000.00
Median List \$ / SqFt	\$641.15	\$649.03	\$7.88	\$640.94	\$0.00	-\$640.94	\$659.38	\$0.00	-\$659.38	\$652.67	\$0.00	-\$652.67
Median Original List Price	\$2,099,500.00	\$2,149,500.00	\$50,000.00	\$2,172,000.00	\$0.00	-\$2,172,000.00	\$2,300,000.00	\$0.00	-\$2,300,000.00	\$1,995,000.00	\$0.00	-\$1,995,000.00
Median Original List \$ / SqFt	\$649.35	\$664.89	\$15.54	\$640.94	\$0.00	-\$640.94	\$665.38	\$0.00	-\$665.38	\$662.95	\$0.00	-\$662.95
Median Sale Price as % of List Price	98.51%	97.75%	-0.76%	100.00%	0.00%	-100%	98.34%	0.00%	-98.34%	99.00%	0.00%	-99%
Median Sale Price as % of Original List Price	97.26%	96.17%	-1.09%	100.00%	0.00%	-100%	97.56%	0.00%	-97.56%	97.43%	0.00%	-97.43%
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	350	-15	366	213	-153	367	127	-240	364	90	-274
Units Price Changed	88	79	-9	95	51	-44	81	16	-65	88	11	-77
Units Went Pending	267	276	9	277	167	-110	278	111	-167	280	61	-219
Units Sold	257	258	1	266	172	-94	270	86	-184	273	24	-249

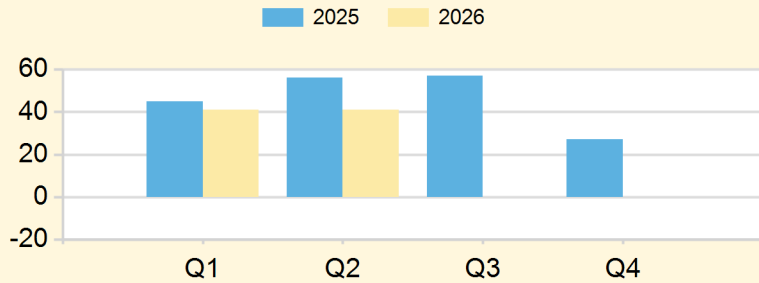
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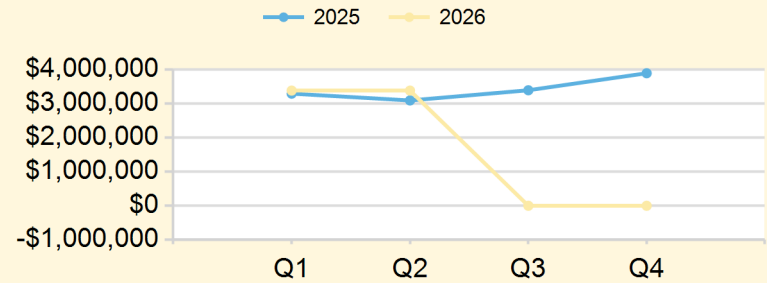
Single Family

Listing Inventory on the Last Day of Each Quarter



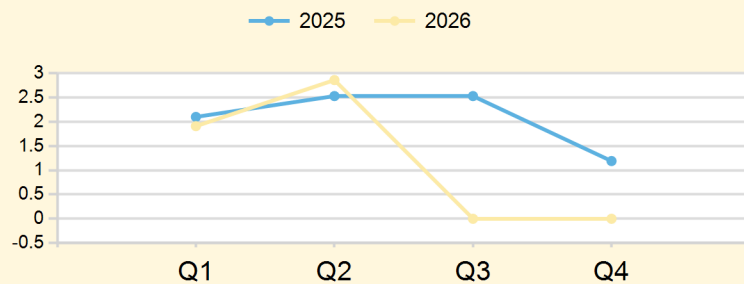
	Q1	Q2	Q3	Q4
2025	45	56	57	27
2026	41	41	0	0

Median List Price on the Last Day of Each Quarter



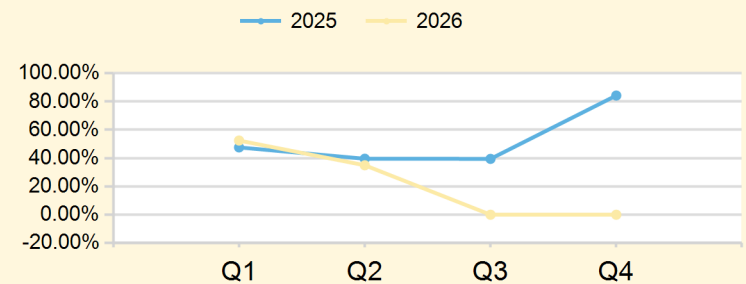
	Q1	Q2	Q3	Q4
2025	\$3,295,000.00	\$3,095,000.00	\$3,395,000.00	\$3,895,000.00
2026	\$3,385,000.00	\$3,385,000.00	\$0.00	\$0.00

Approx. Months supply per Quarter



	Q1	Q2	Q3	Q4
2025	2.10	2.53	2.53	1.19
2026	1.91	2.86	0.00	0.00

Approx. Absorption Rate Per Quarter



	Q1	Q2	Q3	Q4
2025	47.59%	39.58%	39.47%	84.26%
2026	52.44%	34.96%	0.00%	0.00%

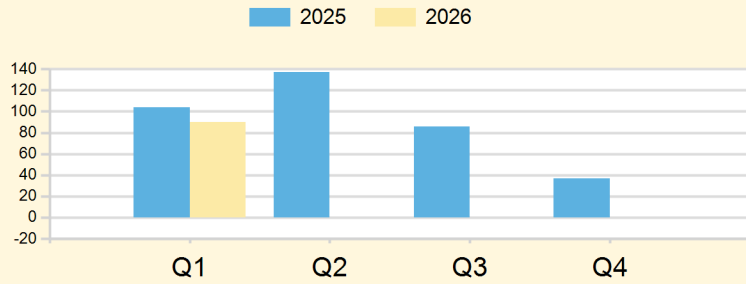
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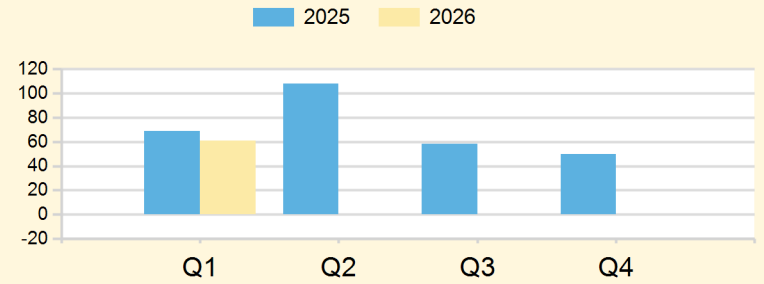
Single Family

Properties Listed During Each Quarter



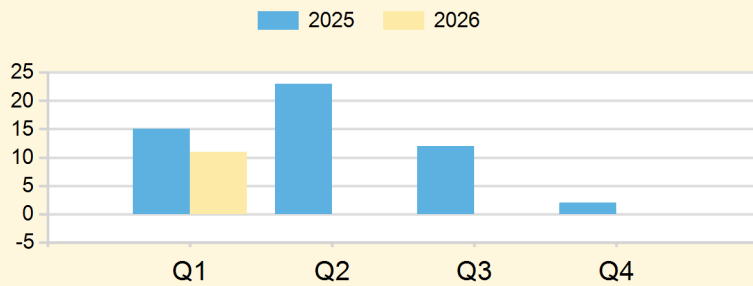
	Q1	Q2	Q3	Q4
2025	104	137	86	37
2026	90	0	0	0

Went Pending During Each Quarter



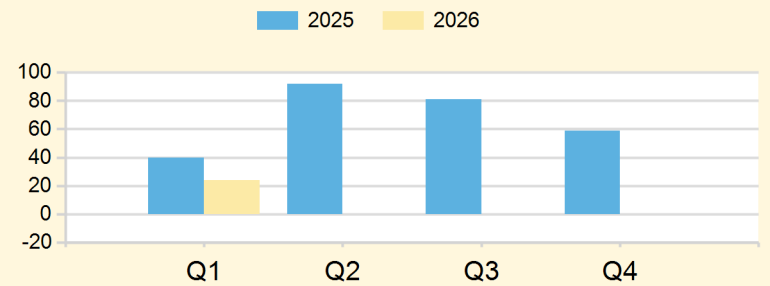
	Q1	Q2	Q3	Q4
2025	69	108	58	50
2026	61	0	0	0

Price Changed During Each Quarter



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

Sold Listings During Each Quarter



	Q1	Q2	Q3	Q4
2025	40	92	81	59
2026	24	0	0	0

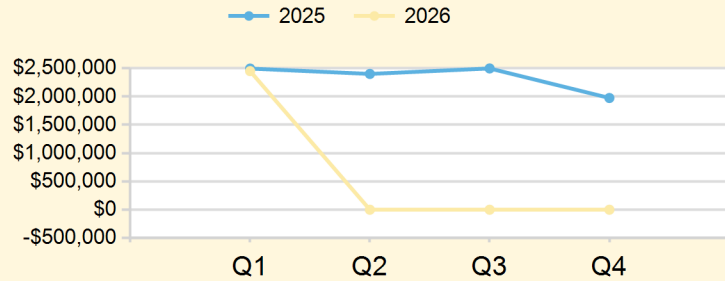
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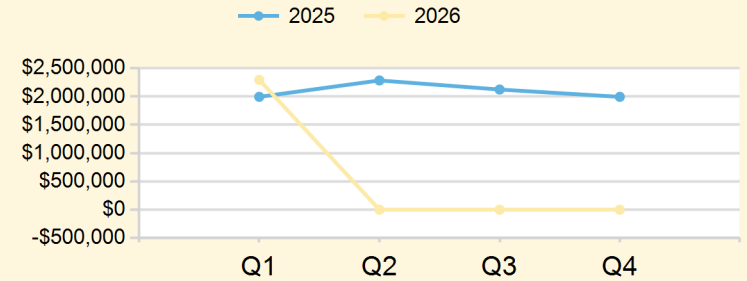
Single Family

Listed Properties - Median List Price For Each Quarter



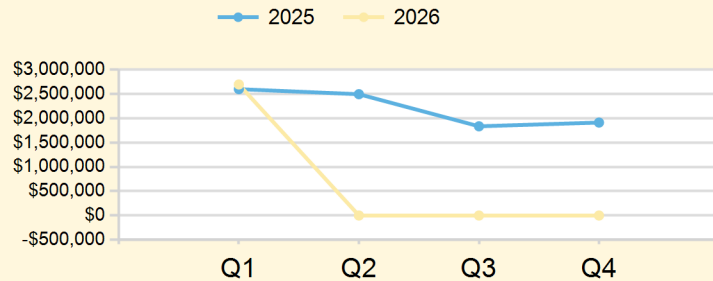
	Q1	Q2	Q3	Q4
2025	\$2,495,000.00	\$2,400,000.00	\$2,497,000.00	\$1,975,000.00
2026	\$2,450,000.00	\$0.00	\$0.00	\$0.00

Went Pending - Median List Price For Each Quarter



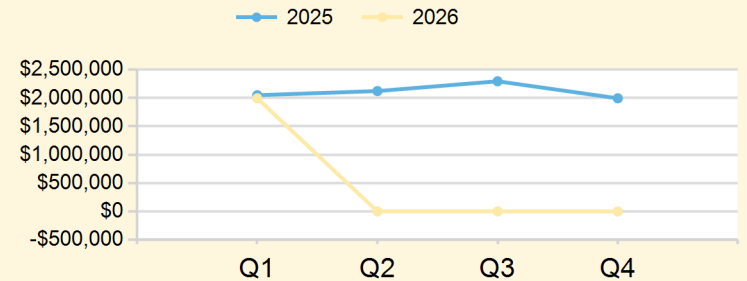
	Q1	Q2	Q3	Q4
2025	\$1,995,000.00	\$2,285,000.00	\$2,124,500.00	\$1,995,000.00
2026	\$2,295,000.00	\$0.00	\$0.00	\$0.00

Price Changed - Median List Price For Each Quarter



	Q1	Q2	Q3	Q4
2025	\$2,599,000.00	\$2,495,000.00	\$1,835,000.00	\$1,912,000.00
2026	\$2,695,000.00	\$0.00	\$0.00	\$0.00

Sold Listings - Median List Price For Each Quarter



	Q1	Q2	Q3	Q4
2025	\$2,049,500.00	\$2,122,500.00	\$2,295,000.00	\$1,995,000.00
2026	\$1,995,000.00	\$0.00	\$0.00	\$0.00

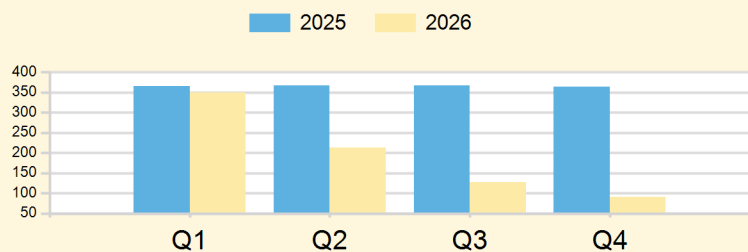
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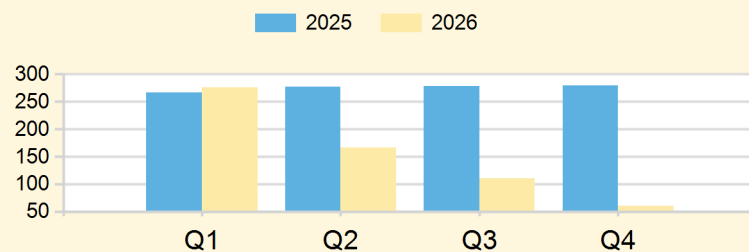
Single Family

Listed Between the Last Day of Each Quarter and 12 Months



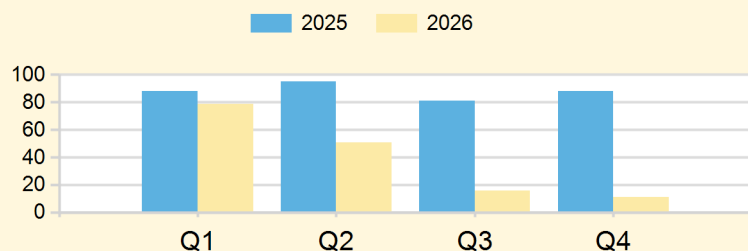
	Q1	Q2	Q3	Q4
2025	365	366	367	364
2026	350	213	127	90

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



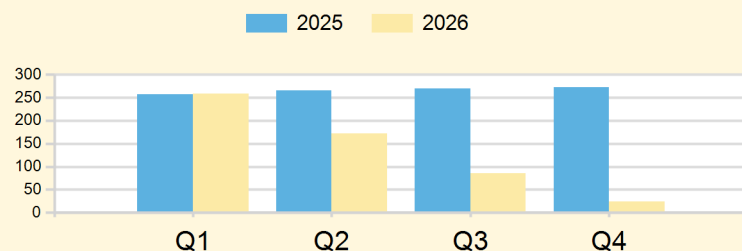
	Q1	Q2	Q3	Q4
2025	267	277	278	280
2026	276	167	111	61

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



	Q1	Q2	Q3	Q4
2025	88	95	81	88
2026	79	51	16	11

Sold Between the Last Day of Each Quarter and 12 Months



	Q1	Q2	Q3	Q4
2025	257	266	270	273
2026	258	172	86	24