

Local Market Update – November 2016

A RESEARCH TOOL PROVIDED BY THE MASSACHUSETTS ASSOCIATION OF REALTORS®

Wellesley

Single-Family Properties

Key Metrics	November			Year to Date		
	2015	2016	+ / -	2015	2016	+ / -
Pending Sales	23	26	+ 13.0%	319	311	- 2.5%
Closed Sales	25	27	+ 8.0%	305	298	- 2.3%
Median Sales Price*	\$1,050,000	\$1,530,000	+ 45.7%	\$1,240,000	\$1,290,000	+ 4.0%
Inventory of Homes for Sale	117	109	- 6.8%	--	--	--
Months Supply of Inventory	4.2	4.1	- 2.4%	--	--	--
Cumulative Days on Market Until Sale	73	113	+ 54.8%	74	91	+ 23.0%
Percent of Original List Price Received*	95.5%	90.9%	- 4.8%	96.1%	94.5%	- 1.7%
New Listings	29	20	- 31.0%	495	487	- 1.6%

* Does not account for seller concessions. | Activity for one month can sometimes look extreme due to small sample size.

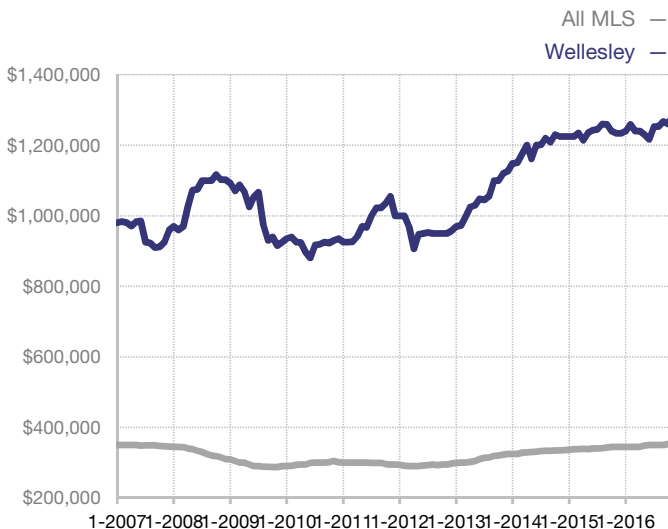
Condominium Properties

Key Metrics	November			Year to Date		
	2015	2016	+ / -	2015	2016	+ / -
Pending Sales	5	5	0.0%	57	38	- 33.3%
Closed Sales	6	2	- 66.7%	50	35	- 30.0%
Median Sales Price*	\$1,362,500	\$1,747,500	+ 28.3%	\$575,000	\$787,000	+ 36.9%
Inventory of Homes for Sale	11	7	- 36.4%	--	--	--
Months Supply of Inventory	2.4	2.1	- 12.5%	--	--	--
Cumulative Days on Market Until Sale	48	19	- 60.4%	108	80	- 25.9%
Percent of Original List Price Received*	98.7%	99.0%	+ 0.3%	98.8%	96.2%	- 2.6%
New Listings	3	0	- 100.0%	54	40	- 25.9%

* Does not account for seller concessions. | Activity for one month can sometimes look extreme due to small sample size.

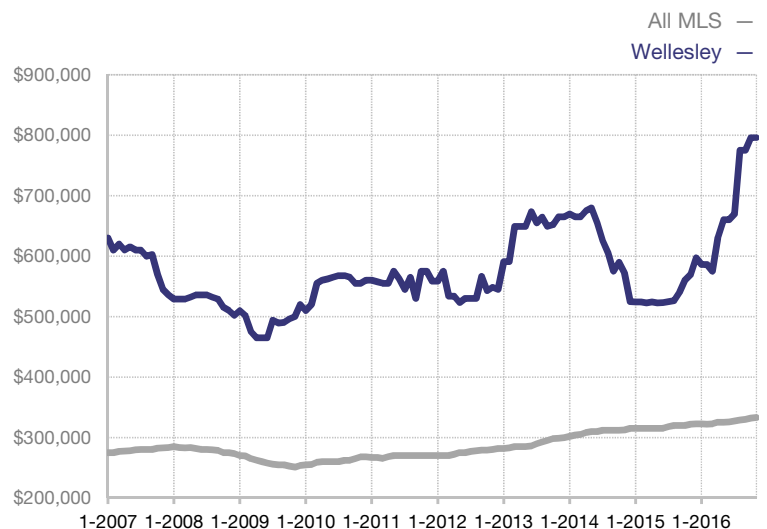
Median Sales Price – Single-Family Properties

Rolling 12-Month Calculation



Median Sales Price – Condominium Properties

Rolling 12-Month Calculation



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