

Local Market Update – January 2023

A RESEARCH TOOL PROVIDED BY THE MASSACHUSETTS ASSOCIATION OF REALTORS®

Needham

Single-Family Properties

| Key Metrics | January | | | Year to Date | | |
|--|-------------|--------------------|----------|--------------|--------------------|----------|
| | 2022 | 2023 | + / - | 2022 | 2023 | + / - |
| Pending Sales | 8 | 15 | + 87.5% | 8 | 15 | + 87.5% |
| Closed Sales | 12 | 11 | - 8.3% | 12 | 11 | - 8.3% |
| Median Sales Price* | \$1,217,500 | \$1,906,500 | + 56.6% | \$1,217,500 | \$1,906,500 | + 56.6% |
| Inventory of Homes for Sale | 18 | 15 | - 16.7% | -- | -- | -- |
| Months Supply of Inventory | 0.8 | 0.7 | - 12.5% | -- | -- | -- |
| Cumulative Days on Market Until Sale | 20 | 71 | + 255.0% | 20 | 71 | + 255.0% |
| Percent of Original List Price Received* | 109.4% | 91.2% | - 16.6% | 109.4% | 91.2% | - 16.6% |
| New Listings | 15 | 19 | + 26.7% | 15 | 19 | + 26.7% |

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

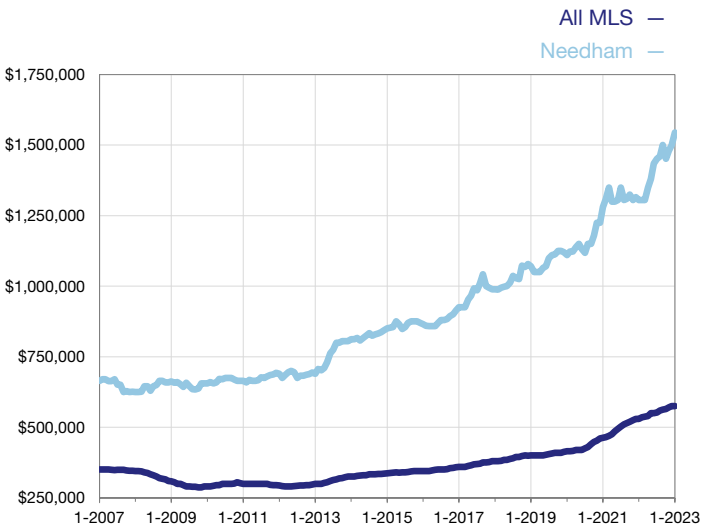
Condominium Properties

| Key Metrics | January | | | Year to Date | | |
|--|-----------|--------------------|----------|--------------|--------------------|----------|
| | 2022 | 2023 | + / - | 2022 | 2023 | + / - |
| Pending Sales | 2 | 5 | + 150.0% | 2 | 5 | + 150.0% |
| Closed Sales | 5 | 5 | 0.0% | 5 | 5 | 0.0% |
| Median Sales Price* | \$655,000 | \$1,200,000 | + 83.2% | \$655,000 | \$1,200,000 | + 83.2% |
| Inventory of Homes for Sale | 5 | 3 | - 40.0% | -- | -- | -- |
| Months Supply of Inventory | 1.0 | 0.5 | - 50.0% | -- | -- | -- |
| Cumulative Days on Market Until Sale | 72 | 63 | - 12.5% | 72 | 63 | - 12.5% |
| Percent of Original List Price Received* | 96.1% | 96.4% | + 0.3% | 96.1% | 96.4% | + 0.3% |
| New Listings | 5 | 4 | - 20.0% | 5 | 4 | - 20.0% |

* 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

