

# Local Market Update – March 2021

A RESEARCH TOOL PROVIDED BY THE MASSACHUSETTS ASSOCIATION OF REALTORS®

## Wellesley

### Single-Family Properties

Key Metrics	March			Year to Date		
	2020	2021	+ / -	2020	2021	+ / -
Pending Sales	24	54	+ 125.0%	68	95	+ 39.7%
Closed Sales	18	16	- 11.1%	45	49	+ 8.9%
Median Sales Price*	\$1,615,000	\$1,691,500	+ 4.7%	\$1,645,000	\$1,507,000	- 8.4%
Inventory of Homes for Sale	62	12	- 80.6%	--	--	--
Months Supply of Inventory	2.4	0.4	- 83.3%	--	--	--
Cumulative Days on Market Until Sale	65	73	+ 12.3%	105	74	- 29.5%
Percent of Original List Price Received*	98.9%	97.8%	- 1.1%	95.4%	97.0%	+ 1.7%
New Listings	38	45	+ 18.4%	112	95	- 15.2%

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

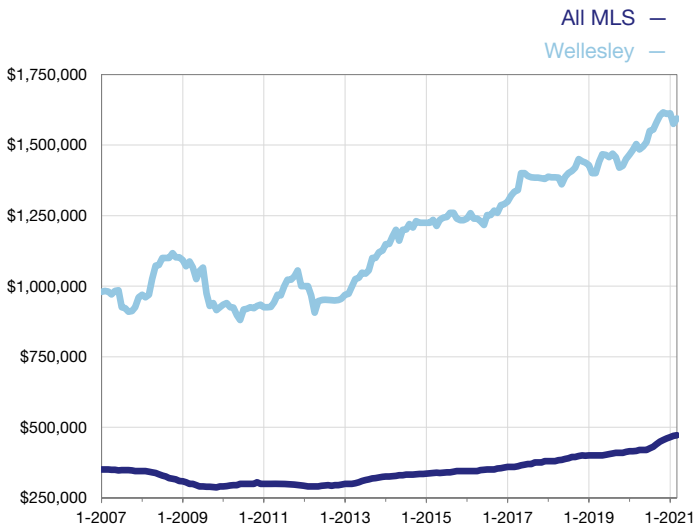
### Condominium Properties

Key Metrics	March			Year to Date		
	2020	2021	+ / -	2020	2021	+ / -
Pending Sales	0	3	--	5	8	+ 60.0%
Closed Sales	2	6	+ 200.0%	5	13	+ 160.0%
Median Sales Price*	\$489,000	\$910,000	+ 86.1%	\$535,000	\$865,000	+ 61.7%
Inventory of Homes for Sale	8	9	+ 12.5%	--	--	--
Months Supply of Inventory	3.4	2.4	- 29.4%	--	--	--
Cumulative Days on Market Until Sale	30	94	+ 213.3%	81	75	- 7.4%
Percent of Original List Price Received*	94.5%	97.6%	+ 3.3%	90.6%	96.3%	+ 6.3%
New Listings	6	6	0.0%	9	10	+ 11.1%

\* 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

