

Local Market Update – April 2021

A RESEARCH TOOL PROVIDED BY THE MASSACHUSETTS ASSOCIATION OF REALTORS®

Needham

Single-Family Properties

Key Metrics	April			Year to Date		
	2020	2021	+ / -	2020	2021	+ / -
Pending Sales	13	45	+ 246.2%	72	119	+ 65.3%
Closed Sales	20	24	+ 20.0%	61	73	+ 19.7%
Median Sales Price*	\$1,635,000	\$1,100,000	- 32.7%	\$1,200,000	\$1,380,000	+ 15.0%
Inventory of Homes for Sale	60	14	- 76.7%	--	--	--
Months Supply of Inventory	2.3	0.6	- 73.9%	--	--	--
Cumulative Days on Market Until Sale	49	12	- 75.5%	47	29	- 38.3%
Percent of Original List Price Received*	99.3%	107.7%	+ 8.5%	99.5%	102.1%	+ 2.6%
New Listings	21	39	+ 85.7%	123	130	+ 5.7%

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

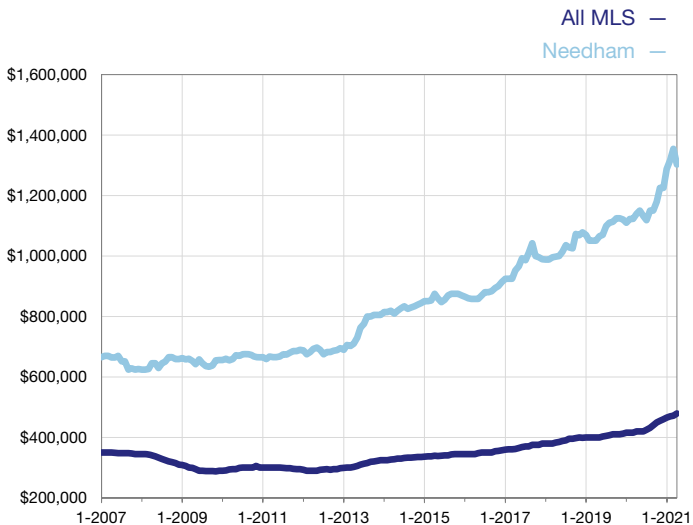
Condominium Properties

Key Metrics	April			Year to Date		
	2020	2021	+ / -	2020	2021	+ / -
Pending Sales	3	10	+ 233.3%	12	22	+ 83.3%
Closed Sales	2	3	+ 50.0%	14	18	+ 28.6%
Median Sales Price*	\$760,000	\$1,230,000	+ 61.8%	\$798,500	\$931,500	+ 16.7%
Inventory of Homes for Sale	3	8	+ 166.7%	--	--	--
Months Supply of Inventory	0.5	1.7	+ 240.0%	--	--	--
Cumulative Days on Market Until Sale	86	94	+ 9.3%	84	80	- 4.8%
Percent of Original List Price Received*	99.5%	100.0%	+ 0.5%	97.0%	96.5%	- 0.5%
New Listings	3	14	+ 366.7%	11	22	+ 100.0%

* 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

