

Local Market Update – March 2023

A RESEARCH TOOL PROVIDED BY THE MASSACHUSETTS ASSOCIATION OF REALTORS®

Wayland

Single-Family Properties

| Key Metrics | March | | | Year to Date | | |
|--|-----------|------------------|----------|--------------|------------------|---------|
| | 2022 | 2023 | + / - | 2022 | 2023 | + / - |
| Pending Sales | 6 | 12 | + 100.0% | 22 | 20 | - 9.1% |
| Closed Sales | 11 | 6 | - 45.5% | 23 | 13 | - 43.5% |
| Median Sales Price* | \$950,000 | \$995,000 | + 4.7% | \$850,000 | \$870,000 | + 2.4% |
| Inventory of Homes for Sale | 11 | 9 | - 18.2% | -- | -- | -- |
| Months Supply of Inventory | 0.8 | 0.8 | 0.0% | -- | -- | -- |
| Cumulative Days on Market Until Sale | 11 | 50 | + 354.5% | 25 | 47 | + 88.0% |
| Percent of Original List Price Received* | 107.1% | 104.9% | - 2.1% | 104.6% | 100.4% | - 4.0% |
| New Listings | 10 | 13 | + 30.0% | 31 | 24 | - 22.6% |

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

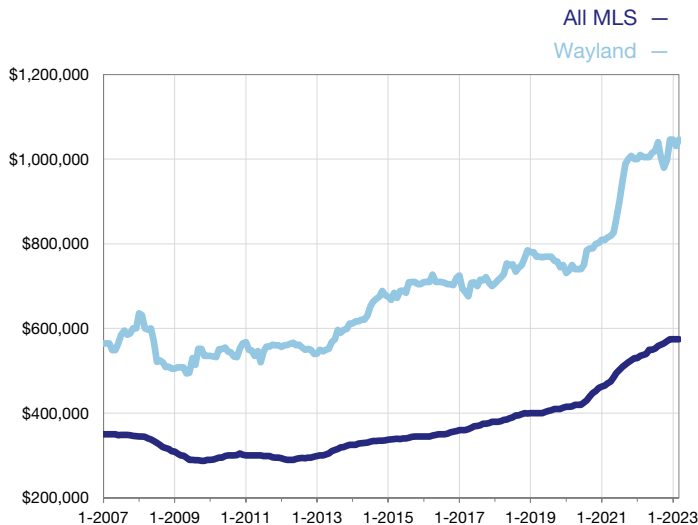
Condominium Properties

| Key Metrics | March | | | Year to Date | | |
|--|-----------|-------------|----------|--------------|------------------|---------|
| | 2022 | 2023 | + / - | 2022 | 2023 | + / - |
| Pending Sales | 5 | 3 | - 40.0% | 10 | 4 | - 60.0% |
| Closed Sales | 2 | 0 | - 100.0% | 4 | 5 | + 25.0% |
| Median Sales Price* | \$685,000 | \$0 | - 100.0% | \$733,750 | \$545,000 | - 25.7% |
| Inventory of Homes for Sale | 4 | 2 | - 50.0% | -- | -- | -- |
| Months Supply of Inventory | 1.1 | 0.7 | - 36.4% | -- | -- | -- |
| Cumulative Days on Market Until Sale | 16 | 0 | - 100.0% | 28 | 43 | + 53.6% |
| Percent of Original List Price Received* | 105.5% | 0.0% | - 100.0% | 108.7% | 94.8% | - 12.8% |
| New Listings | 6 | 3 | - 50.0% | 12 | 5 | - 58.3% |

* 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

