

# Local Market Update – April 2023

A RESEARCH TOOL PROVIDED BY THE MASSACHUSETTS ASSOCIATION OF REALTORS®

## Needham

### Single-Family Properties

Key Metrics	April			Year to Date		
	2022	2023	+ / -	2022	2023	+ / -
Pending Sales	29	35	+ 20.7%	97	75	- 22.7%
Closed Sales	28	11	- 60.7%	63	55	- 12.7%
Median Sales Price*	\$1,475,000	<b>\$995,000</b>	- 32.5%	\$1,450,000	<b>\$1,260,000</b>	- 13.1%
Inventory of Homes for Sale	43	40	- 7.0%	--	--	--
Months Supply of Inventory	1.8	2.0	+ 11.1%	--	--	--
Cumulative Days on Market Until Sale	22	17	- 22.7%	21	50	+ 138.1%
Percent of Original List Price Received*	108.3%	100.8%	- 6.9%	108.4%	97.8%	- 9.8%
New Listings	50	42	- 16.0%	135	111	- 17.8%

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

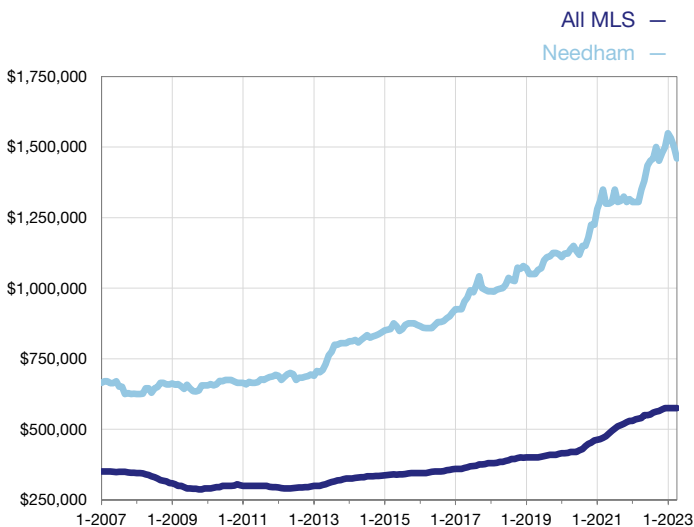
### Condominium Properties

Key Metrics	April			Year to Date		
	2022	2023	+ / -	2022	2023	+ / -
Pending Sales	9	5	- 44.4%	20	14	- 30.0%
Closed Sales	1	1	0.0%	11	13	+ 18.2%
Median Sales Price*	\$1,160,000	<b>\$415,000</b>	- 64.2%	\$850,000	<b>\$1,180,000</b>	+ 38.8%
Inventory of Homes for Sale	7	3	- 57.1%	--	--	--
Months Supply of Inventory	1.4	0.6	- 57.1%	--	--	--
Cumulative Days on Market Until Sale	12	232	+ 1,833.3%	43	70	+ 62.8%
Percent of Original List Price Received*	100.9%	96.5%	- 4.4%	99.4%	95.8%	- 3.6%
New Listings	7	6	- 14.3%	25	14	- 44.0%

\* 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

