

Local Market Update – June 2023

A RESEARCH TOOL PROVIDED BY THE MASSACHUSETTS ASSOCIATION OF REALTORS®

Needham

Single-Family Properties

Key Metrics	June			Year to Date		
	2022	2023	+ / -	2022	2023	+ / -
Pending Sales	31	40	+ 29.0%	168	147	- 12.5%
Closed Sales	49	45	- 8.2%	138	118	- 14.5%
Median Sales Price*	\$1,555,000	\$1,475,000	- 5.1%	\$1,545,000	\$1,350,000	- 12.6%
Inventory of Homes for Sale	48	38	- 20.8%	--	--	--
Months Supply of Inventory	2.1	1.9	- 9.5%	--	--	--
Cumulative Days on Market Until Sale	15	21	+ 40.0%	17	37	+ 117.6%
Percent of Original List Price Received*	108.6%	104.9%	- 3.4%	108.5%	101.2%	- 6.7%
New Listings	43	38	- 11.6%	220	189	- 14.1%

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

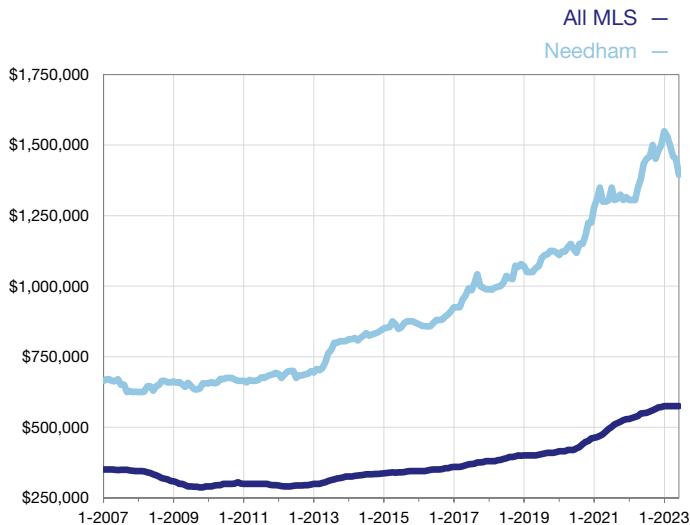
Condominium Properties

Key Metrics	June			Year to Date		
	2022	2023	+ / -	2022	2023	+ / -
Pending Sales	6	6	0.0%	35	22	- 37.1%
Closed Sales	6	9	+ 50.0%	28	25	- 10.7%
Median Sales Price*	\$1,106,000	\$1,270,000	+ 14.8%	\$790,000	\$1,220,000	+ 54.4%
Inventory of Homes for Sale	11	5	- 54.5%	--	--	--
Months Supply of Inventory	2.3	1.1	- 52.2%	--	--	--
Cumulative Days on Market Until Sale	13	38	+ 192.3%	27	54	+ 100.0%
Percent of Original List Price Received*	110.3%	101.5%	- 8.0%	103.1%	98.5%	- 4.5%
New Listings	8	6	- 25.0%	45	24	- 46.7%

* 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

