

Local Market Update – July 2023

A RESEARCH TOOL PROVIDED BY THE MASSACHUSETTS ASSOCIATION OF REALTORS®

Wellesley

Single-Family Properties

| Key Metrics | July | | | Year to Date | | |
|--|-------------|--------------------|----------|--------------|--------------------|---------|
| | 2022 | 2023 | + / - | 2022 | 2023 | + / - |
| Pending Sales | 20 | 10 | - 50.0% | 205 | 160 | - 22.0% |
| Closed Sales | 34 | 27 | - 20.6% | 195 | 144 | - 26.2% |
| Median Sales Price* | \$1,867,500 | \$1,990,000 | + 6.6% | \$2,000,000 | \$1,915,000 | - 4.3% |
| Inventory of Homes for Sale | 31 | 34 | + 9.7% | -- | -- | -- |
| Months Supply of Inventory | 1.2 | 1.7 | + 41.7% | -- | -- | -- |
| Cumulative Days on Market Until Sale | 14 | 36 | + 157.1% | 19 | 30 | + 57.9% |
| Percent of Original List Price Received* | 104.0% | 101.8% | - 2.1% | 106.7% | 102.7% | - 3.7% |
| New Listings | 22 | 20 | - 9.1% | 237 | 186 | - 21.5% |

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

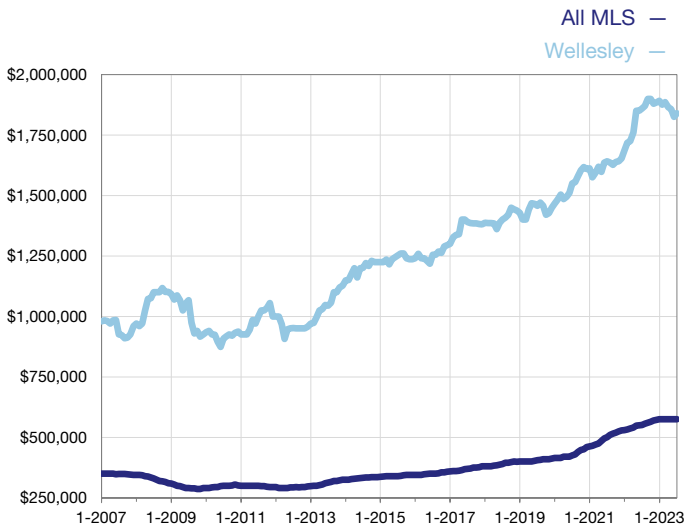
Condominium Properties

| Key Metrics | July | | | Year to Date | | |
|--|-----------|--------------------|---------|--------------|--------------------|---------|
| | 2022 | 2023 | + / - | 2022 | 2023 | + / - |
| Pending Sales | 3 | 3 | 0.0% | 43 | 27 | - 37.2% |
| Closed Sales | 3 | 2 | - 33.3% | 25 | 18 | - 28.0% |
| Median Sales Price* | \$835,000 | \$1,270,000 | + 52.1% | \$1,100,000 | \$1,020,000 | - 7.3% |
| Inventory of Homes for Sale | 13 | 11 | - 15.4% | -- | -- | -- |
| Months Supply of Inventory | 2.6 | 2.6 | 0.0% | -- | -- | -- |
| Cumulative Days on Market Until Sale | 69 | 26 | - 62.3% | 69 | 47 | - 31.9% |
| Percent of Original List Price Received* | 98.5% | 94.0% | - 4.6% | 102.6% | 98.1% | - 4.4% |
| New Listings | 5 | 4 | - 20.0% | 59 | 47 | - 20.3% |

* 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

