

Local Market Update – August 2023

A RESEARCH TOOL PROVIDED BY THE MASSACHUSETTS ASSOCIATION OF REALTORS®

Wayland

Single-Family Properties

| Key Metrics | August | | | Year to Date | | |
|--|-------------|--------------------|----------|--------------|--------------------|---------|
| | 2022 | 2023 | + / - | 2022 | 2023 | + / - |
| Pending Sales | 9 | 6 | - 33.3% | 110 | 77 | - 30.0% |
| Closed Sales | 28 | 15 | - 46.4% | 102 | 69 | - 32.4% |
| Median Sales Price* | \$1,207,500 | \$1,000,042 | - 17.2% | \$1,070,000 | \$1,120,000 | + 4.7% |
| Inventory of Homes for Sale | 11 | 16 | + 45.5% | -- | -- | -- |
| Months Supply of Inventory | 0.8 | 1.8 | + 125.0% | -- | -- | -- |
| Cumulative Days on Market Until Sale | 17 | 23 | + 35.3% | 20 | 25 | + 25.0% |
| Percent of Original List Price Received* | 105.2% | 102.4% | - 2.7% | 106.9% | 104.7% | - 2.1% |
| New Listings | 7 | 7 | 0.0% | 124 | 94 | - 24.2% |

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

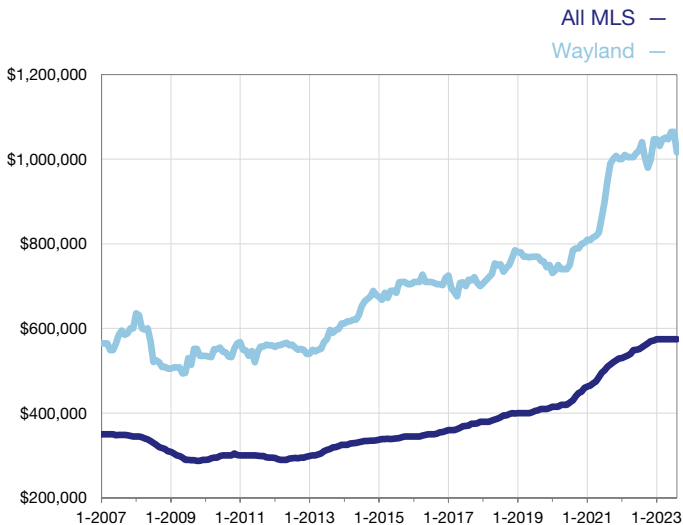
Condominium Properties

| Key Metrics | August | | | Year to Date | | |
|--|-----------|--------------------|----------|--------------|------------------|---------|
| | 2022 | 2023 | + / - | 2022 | 2023 | + / - |
| Pending Sales | 2 | 0 | - 100.0% | 29 | 14 | - 51.7% |
| Closed Sales | 7 | 2 | - 71.4% | 27 | 15 | - 44.4% |
| Median Sales Price* | \$685,000 | \$1,007,500 | + 47.1% | \$775,000 | \$970,000 | + 25.2% |
| Inventory of Homes for Sale | 3 | 1 | - 66.7% | -- | -- | -- |
| Months Supply of Inventory | 1.0 | 0.4 | - 60.0% | -- | -- | -- |
| Cumulative Days on Market Until Sale | 24 | 43 | + 79.2% | 23 | 43 | + 87.0% |
| Percent of Original List Price Received* | 103.9% | 91.9% | - 11.5% | 106.8% | 95.6% | - 10.5% |
| New Listings | 1 | 1 | 0.0% | 33 | 15 | - 54.5% |

* 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

