

Local Market Update – January 2024

A RESEARCH TOOL PROVIDED BY THE MASSACHUSETTS ASSOCIATION OF REALTORS®

Needham

Single-Family Properties

Key Metrics	January			Year to Date		
	2023	2024	+ / -	2023	2024	+ / -
Pending Sales	8	12	+ 50.0%	8	12	+ 50.0%
Closed Sales	11	12	+ 9.1%	11	12	+ 9.1%
Median Sales Price*	\$1,906,500	\$1,645,000	- 13.7%	\$1,906,500	\$1,645,000	- 13.7%
Inventory of Homes for Sale	32	24	- 25.0%	--	--	--
Months Supply of Inventory	1.4	1.2	- 14.3%	--	--	--
Cumulative Days on Market Until Sale	71	53	- 25.4%	71	53	- 25.4%
Percent of Original List Price Received*	91.2%	99.2%	+ 8.8%	91.2%	99.2%	+ 8.8%
New Listings	17	18	+ 5.9%	17	18	+ 5.9%

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

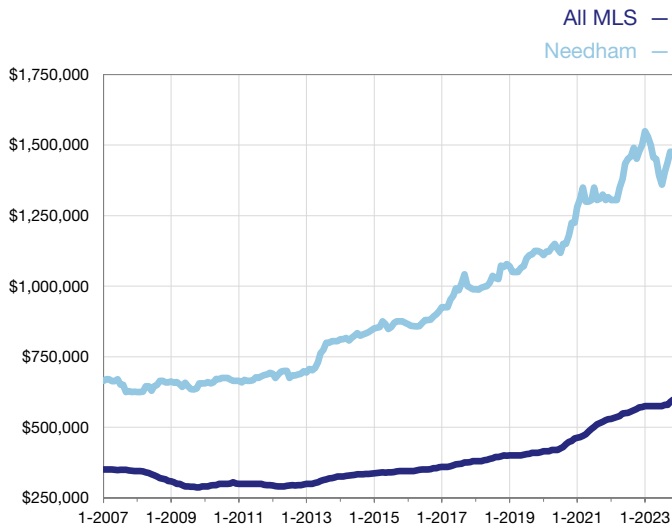
Condominium Properties

Key Metrics	January			Year to Date		
	2023	2024	+ / -	2023	2024	+ / -
Pending Sales	4	4	0.0%	4	4	0.0%
Closed Sales	5	1	- 80.0%	5	1	- 80.0%
Median Sales Price*	\$1,200,000	\$400,000	- 66.7%	\$1,200,000	\$400,000	- 66.7%
Inventory of Homes for Sale	3	4	+ 33.3%	--	--	--
Months Supply of Inventory	0.5	1.1	+ 120.0%	--	--	--
Cumulative Days on Market Until Sale	63	41	- 34.9%	63	41	- 34.9%
Percent of Original List Price Received*	96.4%	97.6%	+ 1.2%	96.4%	97.6%	+ 1.2%
New Listings	3	3	0.0%	3	3	0.0%

* 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

