

Local Market Update – April 2024

A RESEARCH TOOL PROVIDED BY THE MASSACHUSETTS ASSOCIATION OF REALTORS®

Needham

Single-Family Properties

Key Metrics	April			Year to Date		
	2023	2024	+ / -	2023	2024	+ / -
Pending Sales	27	32	+ 18.5%	67	84	+ 25.4%
Closed Sales	11	21	+ 90.9%	55	53	- 3.6%
Median Sales Price*	\$995,000	\$1,530,000	+ 53.8%	\$1,260,000	\$1,501,000	+ 19.1%
Inventory of Homes for Sale	49	28	- 42.9%	--	--	--
Months Supply of Inventory	2.5	1.3	- 48.0%	--	--	--
Cumulative Days on Market Until Sale	17	36	+ 111.8%	50	41	- 18.0%
Percent of Original List Price Received*	100.8%	101.6%	+ 0.8%	97.8%	102.3%	+ 4.6%
New Listings	38	37	- 2.6%	106	100	- 5.7%

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

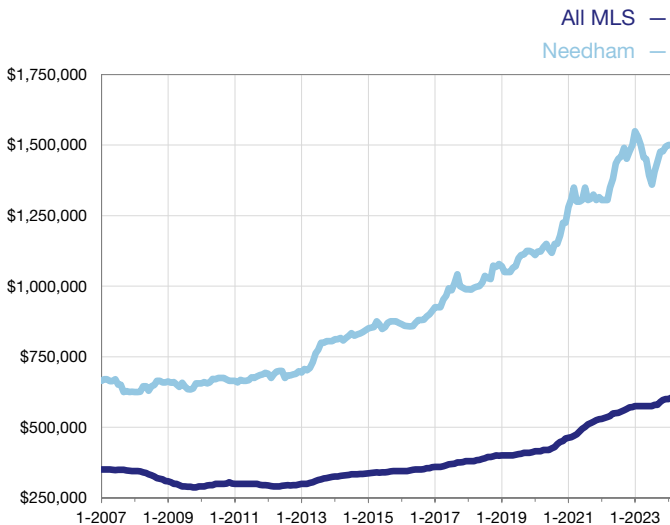
Condominium Properties

Key Metrics	April			Year to Date		
	2023	2024	+ / -	2023	2024	+ / -
Pending Sales	2	3	+ 50.0%	11	13	+ 18.2%
Closed Sales	1	2	+ 100.0%	13	9	- 30.8%
Median Sales Price*	\$415,000	\$1,082,500	+ 160.8%	\$1,180,000	\$790,000	- 33.1%
Inventory of Homes for Sale	4	7	+ 75.0%	--	--	--
Months Supply of Inventory	0.8	1.9	+ 137.5%	--	--	--
Cumulative Days on Market Until Sale	232	56	- 75.9%	70	38	- 45.7%
Percent of Original List Price Received*	96.5%	100.0%	+ 3.6%	95.8%	100.3%	+ 4.7%
New Listings	5	9	+ 80.0%	12	16	+ 33.3%

* 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

