

Local Market Update – December 2025

A RESEARCH TOOL PROVIDED BY THE MASSACHUSETTS ASSOCIATION OF REALTORS®

Needham

Single-Family Properties

Key Metrics	December			Year to Date		
	2024	2025	+ / -	2024	2025	+ / -
Pending Sales	13	18	+ 38.5%	229	258	+ 12.7%
Closed Sales	14	14	0.0%	227	252	+ 11.0%
Median Sales Price*	\$1,950,000	\$1,805,000	- 7.4%	\$1,700,000	\$1,800,000	+ 5.9%
Inventory of Homes for Sale	30	23	- 23.3%	--	--	--
Months Supply of Inventory	1.6	1.1	- 31.3%	--	--	--
Cumulative Days on Market Until Sale	51	67	+ 31.4%	39	49	+ 25.6%
Percent of Original List Price Received*	96.2%	96.2%	0.0%	101.9%	100.2%	- 1.7%
New Listings	6	6	0.0%	289	327	+ 13.1%

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

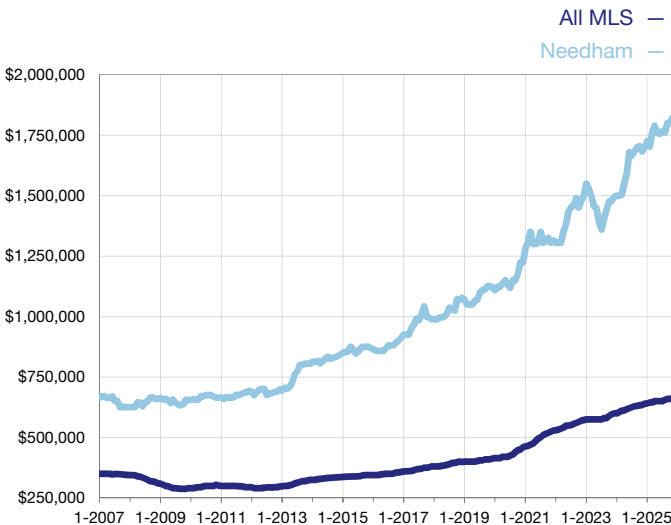
Condominium Properties

Key Metrics	December			Year to Date		
	2024	2025	+ / -	2024	2025	+ / -
Pending Sales	3	3	0.0%	41	37	- 9.8%
Closed Sales	0	2	--	37	37	0.0%
Median Sales Price*	\$0	\$765,000	--	\$680,000	\$900,000	+ 32.4%
Inventory of Homes for Sale	4	3	- 25.0%	--	--	--
Months Supply of Inventory	1.1	1.0	- 9.1%	--	--	--
Cumulative Days on Market Until Sale	0	69	--	28	32	+ 14.3%
Percent of Original List Price Received*	0.0%	98.4%	--	101.4%	99.0%	- 2.4%
New Listings	3	3	0.0%	48	50	+ 4.2%

* 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

