Local Market Update – October 2026

A RESEARCH TOOL PROVIDED BY THE **MASSACHUSETTS ASSOCIATION OF REALTORS®**

Needham

Single-Family Properties

	October			Year to Date		
Key Metrics	**2025**	**2026**	**+ / –**	**2025**	**2026**	**+ / –**
Pending Sales	20	**25**	+ 25.0%	233	**226**	- 3.0%
Closed Sales	19	**16**	- 15.8%	222	**219**	- 1.4%
Median Sales Price*	$1,400,000	**$1,682,500**	+ 20.2%	$1,800,000	**$1,800,000**	0.0%
Inventory of Homes for Sale	49	**57**	+ 16.3%	--	--	--
Months Supply of Inventory	2.2	**2.8**	+ 27.3%	--	--	--
Cumulative Days on Market Until Sale	48	**50**	+ 4.2%	48	**43**	- 10.4%
Percent of Original List Price Received*	99.0%	**98.2%**	- 0.8%	100.6%	**99.0%**	- 1.6%
New Listings	24	**22**	- 8.3%	303	**295**	- 2.6%

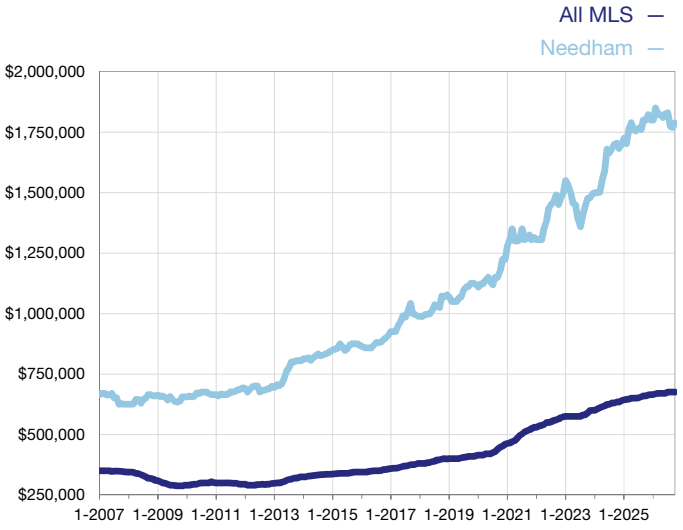
* Does not account for seller concessions. | Activity for one month can sometimes look extreme due to small sample size.

Condominium Properties

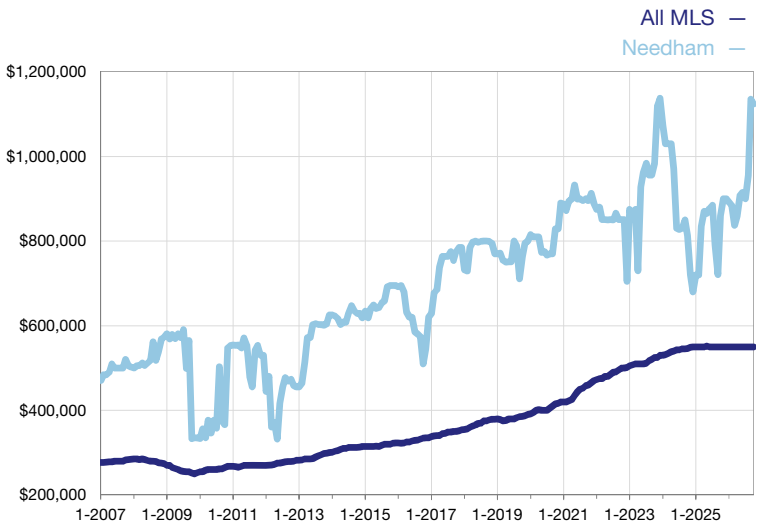
	October			Year to Date		
Key Metrics	**2025**	**2026**	**+ / –**	**2025**	**2026**	**+ / –**
Pending Sales	3	**3**	0.0%	33	**51**	+ 54.5%
Closed Sales	3	**6**	+ 100.0%	34	**49**	+ 44.1%
Median Sales Price*	$859,000	**$947,250**	+ 10.3%	$892,500	**$1,150,000**	+ 28.9%
Inventory of Homes for Sale	9	**11**	+ 22.2%	--	--	--
Months Supply of Inventory	2.9	**2.4**	- 17.2%	--	--	--
Cumulative Days on Market Until Sale	24	**85**	+ 254.2%	29	**64**	+ 120.7%
Percent of Original List Price Received*	100.0%	**97.0%**	- 3.0%	99.4%	**97.2%**	- 2.2%
New Listings	3	**7**	+ 133.3%	46	**68**	+ 47.8%

* 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



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