

# Wellesley, MA Area Market Review

2017 - 2021 As of December 29, 2021

Prepared by Joe Wolvek on Wednesday, December 29, 2021

## Single Family

<b>Listing Inventory on December 29</b>	<b>2017</b>	<b>2018</b>	<b>2019</b>	<b>2020</b>	<b>2021</b>
Listing Units	54	39	42	19	10
Average Days on Market	171	197	120	108	88
Average List Price	\$2,412,512.96	\$2,445,389.72	\$2,572,969.05	\$2,853,305.26	\$4,952,400.00
Average List \$ / SqFt	\$483.04	\$491.23	\$496.20	\$553.98	\$678.12
Approximate Absorption Rate	57.41%	74.36%	60.91%	150.00%	274.17%
Approximate Months Supply of Inventory	1.74	1.34	1.64	0.67	0.36
<b>Listed (Year to Date)</b>	<b>2017</b>	<b>2018</b>	<b>2019</b>	<b>2020</b>	<b>2021</b>
Listing Units (Taken)	446	455	423	429	390
Average Original List Price	\$1,758,149.29	\$1,791,610.67	\$1,917,472.52	\$1,981,149.15	\$2,020,784.84
Average Original List \$ / SqFt	\$476.42	\$492.27	\$500.86	\$509.55	\$558.46
<b>Went Pending (Year to Date)</b>	<b>2017</b>	<b>2018</b>	<b>2019</b>	<b>2020</b>	<b>2021</b>
Listing Units (Went Pending)	376	366	328	364	342
Average List Price	\$1,588,437.95	\$1,637,309.43	\$1,754,863.07	\$1,871,741.99	\$1,934,438.26
Average List \$ / SqFt	\$459.49	\$475.98	\$491.21	\$500.88	\$548.48
Average Days to Offer	64	50	52	38	18
<b>Listed &amp; Price Changed (Year to Date)</b>	<b>2017</b>	<b>2018</b>	<b>2019</b>	<b>2020</b>	<b>2021</b>
Listing Units (Price Changed)	142	151	142	119	66
Average Original List Price	\$1,796,306.33	\$2,011,988.74	\$2,096,057.66	\$2,035,468.80	\$2,074,448.48
Average Original List \$ / SqFt	\$477.90	\$490.90	\$492.07	\$520.16	\$582.78
<b>Sold (Year to Date)</b>	<b>2017</b>	<b>2018</b>	<b>2019</b>	<b>2020</b>	<b>2021</b>
Closed Units (Sold)	367	347	307	342	326
Average Days on Market	93	70	68	58	32
Average Days to Offer	67	49	48	39	21
Average Sale Price	\$1,538,865.57	\$1,613,660.15	\$1,666,728.55	\$1,841,117.13	\$1,953,737.98
Average Sale \$ / SqFt	\$449.04	\$467.26	\$479.59	\$494.48	\$557.00
Average List Price	\$1,589,584.15	\$1,659,719.46	\$1,706,866.04	\$1,888,718.38	\$1,919,320.24
Average List \$ / SqFt	\$460.53	\$476.18	\$486.35	\$503.42	\$543.41
Average Original List Price	\$1,636,523.12	\$1,699,658.66	\$1,752,824.36	\$1,928,704.93	\$1,940,646.93
Average Original List \$ / SqFt	\$472.24	\$486.55	\$496.65	\$512.62	\$549.10
Average Sale Price as % of List Price	97.52%	98.11%	98.49%	98.34%	102.58%
Average Sale Price as % of Original List Price	95.30%	96.08%	96.60%	96.70%	101.62%
Sold Units - Short Sale	0	0	0	1	1
Sold Units - Lender-Owned	0	0	0	0	0
<b>12-Month Activity as of December 29</b>	<b>2017</b>	<b>2018</b>	<b>2019</b>	<b>2020</b>	<b>2021</b>
Units Listed	446	455	423	430	390
Units Price Changed	142	151	142	119	66
Units Went Pending	377	366	329	364	342
Units Sold	372	348	307	342	329

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## Condominium

<b>Listing Inventory on December 29</b>	<b>2017</b>	<b>2018</b>	<b>2019</b>	<b>2020</b>	<b>2021</b>
Listing Units	4	2	8	9	4
Average Days on Market	33	97	130	94	200
Average List Price	\$859,750.00	\$757,000.00	\$855,874.88	\$1,152,666.67	\$2,081,250.00
Average List \$ / SqFt	\$462.20	\$519.60	\$519.99	\$586.52	\$576.25
Approximate Absorption Rate	91.67%	150.00%	27.08%	29.63%	87.50%
Approximate Months Supply of Inventory	1.09	0.67	3.69	3.37	1.14
<b>Listed (Year to Date)</b>	<b>2017</b>	<b>2018</b>	<b>2019</b>	<b>2020</b>	<b>2021</b>
Listing Units (Taken)	45	41	36	63	53
Average Original List Price	\$888,642.22	\$915,475.61	\$860,297.22	\$1,003,711.11	\$1,124,739.60
Average Original List \$ / SqFt	\$476.44	\$543.30	\$533.77	\$535.81	\$534.82
<b>Went Pending (Year to Date)</b>	<b>2017</b>	<b>2018</b>	<b>2019</b>	<b>2020</b>	<b>2021</b>
Listing Units (Went Pending)	37	37	26	51	45
Average List Price	\$826,570.27	\$867,072.97	\$836,142.31	\$1,029,735.27	\$1,066,582.20
Average List \$ / SqFt	\$462.06	\$525.52	\$540.74	\$527.40	\$540.57
Average Days to Offer	39	33	30	56	41
<b>Listed &amp; Price Changed (Year to Date)</b>	<b>2017</b>	<b>2018</b>	<b>2019</b>	<b>2020</b>	<b>2021</b>
Listing Units (Price Changed)	18	15	13	20	11
Average Original List Price	\$924,761.11	\$1,120,120.00	\$860,453.85	\$877,295.00	\$1,058,981.82
Average Original List \$ / SqFt	\$457.27	\$567.38	\$543.08	\$581.53	\$523.86
<b>Sold (Year to Date)</b>	<b>2017</b>	<b>2018</b>	<b>2019</b>	<b>2020</b>	<b>2021</b>
Closed Units (Sold)	44	36	26	32	41
Average Days on Market	49	42	38	68	54
Average Days to Offer	35	35	31	62	36
Average Sale Price	\$890,167.05	\$865,163.89	\$814,246.15	\$898,234.38	\$953,912.20
Average Sale \$ / SqFt	\$463.13	\$523.66	\$530.04	\$506.46	\$536.60
Average List Price	\$900,570.45	\$872,241.67	\$832,026.92	\$918,328.09	\$971,675.59
Average List \$ / SqFt	\$466.64	\$526.45	\$541.62	\$518.87	\$544.69
Average Original List Price	\$906,338.64	\$906,847.22	\$843,915.38	\$941,121.88	\$985,117.05
Average Original List \$ / SqFt	\$469.20	\$540.67	\$549.76	\$534.28	\$553.46
Average Sale Price as % of List Price	99.09%	99.32%	97.68%	97.74%	98.38%
Average Sale Price as % of Original List Price	98.41%	97.39%	96.29%	95.36%	97.03%
Sold Units - Short Sale	0	0	0	0	0
Sold Units - Lender-Owned	0	0	0	0	0
<b>12-Month Activity as of December 29</b>	<b>2017</b>	<b>2018</b>	<b>2019</b>	<b>2020</b>	<b>2021</b>
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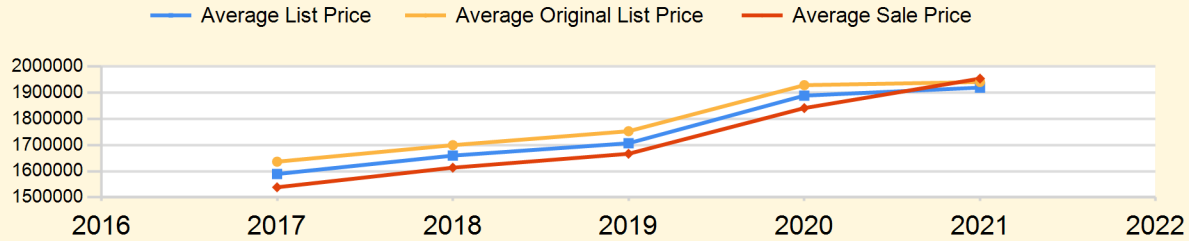
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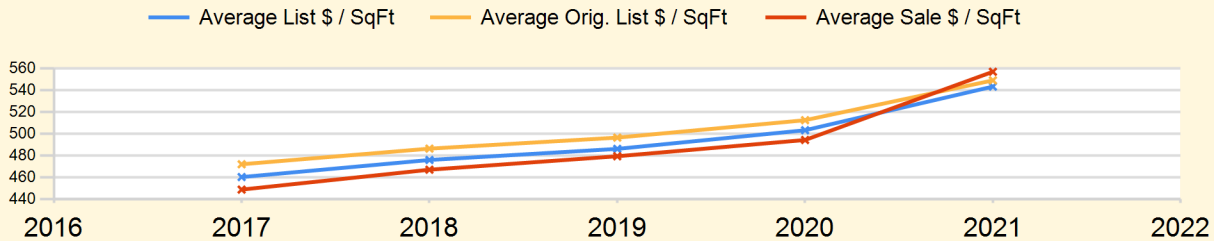
## Single Family

### Average Price (Sold Inventory - Year to Date)



Solds / Year	2017	2018	2019	2020	2021
List Price	\$1,589,584.15	\$1,659,719.46	\$1,706,866.04	\$1,888,718.38	\$1,919,320.24
Original List Price	\$1,636,523.12	\$1,699,658.66	\$1,752,824.36	\$1,928,704.93	\$1,940,646.93
Sale Price	\$1,538,865.57	\$1,613,660.15	\$1,666,728.55	\$1,841,117.13	\$1,953,737.98

### Average Price / SqFt (Sold Inventory - Year to Date)



Solds / Year	2017	2018	2019	2020	2021
List \$ / SqFt	\$460.53	\$476.18	\$486.35	\$503.42	\$543.41
Orig. List \$ / SqFt	\$472.24	\$486.55	\$496.65	\$512.62	\$549.10
Sale \$ / SqFt	\$449.04	\$467.26	\$479.59	\$494.48	\$557.00

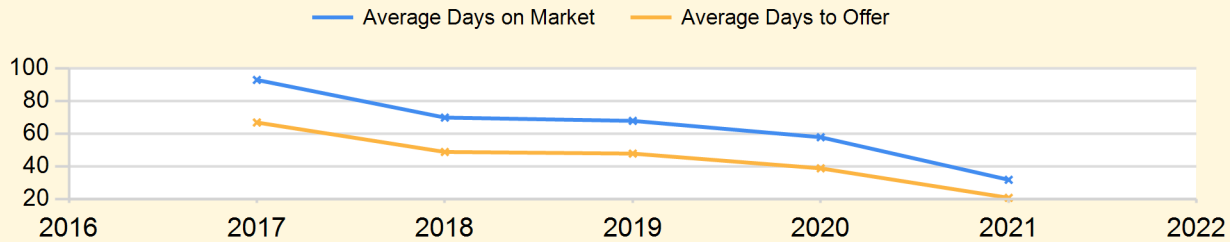
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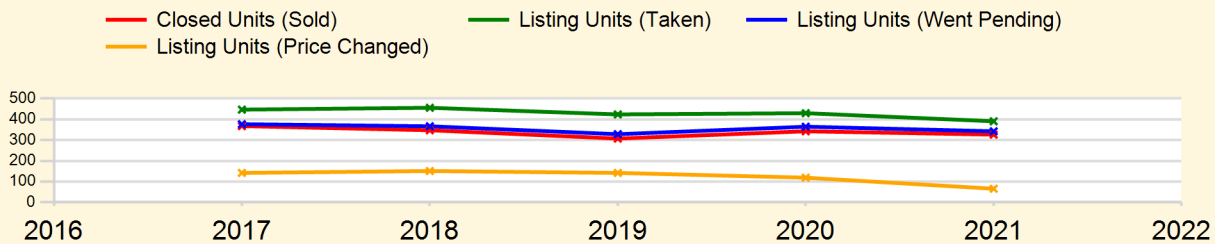
## Single Family

### Average Days to Offer (Sold Inventory - Year to Date)



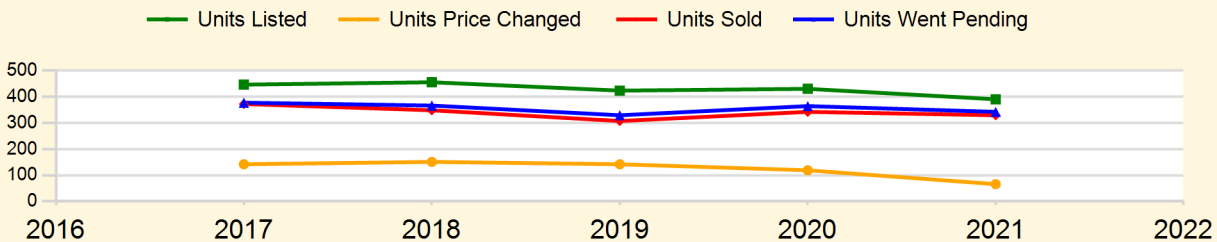
Solds / Year	2017	2018	2019	2020	2021
Days on Market	93	70	68	58	32
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### Listing Units (Year to Date)



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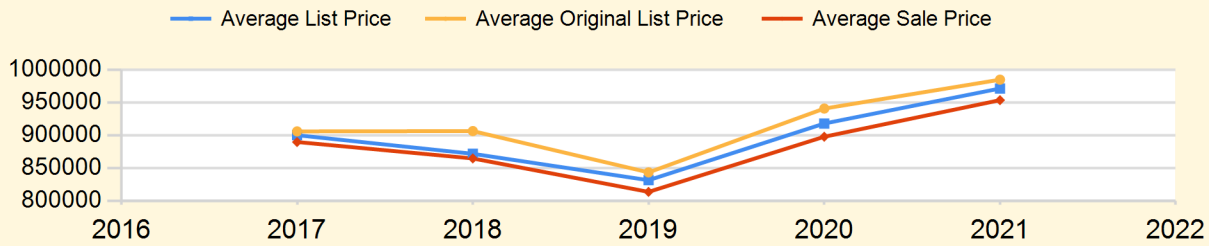
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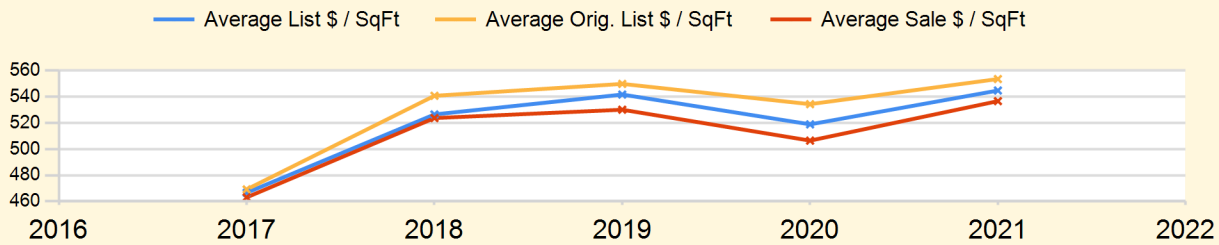
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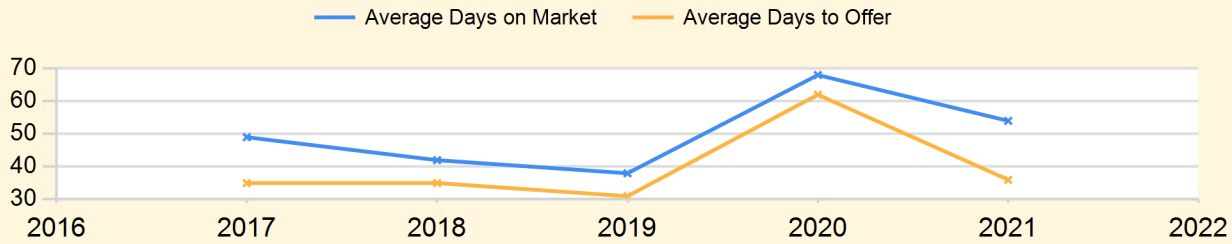
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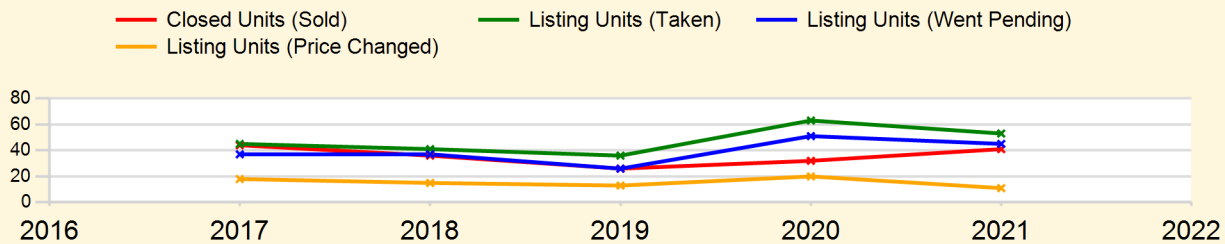
## Condominium

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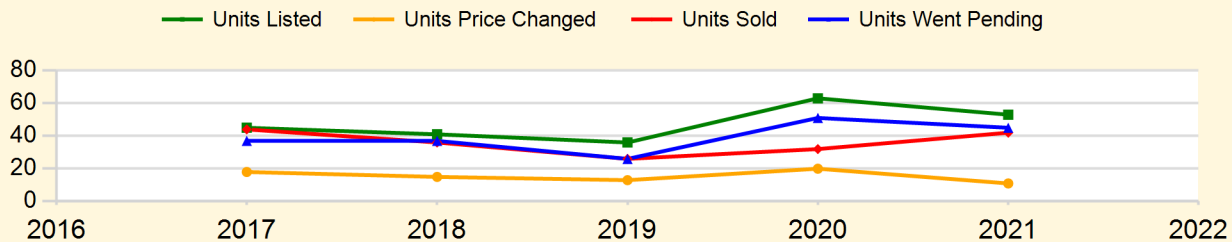
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