

Wellesley, MA Area Market Review

2013 - 2017 As of December 6, 2017

Prepared by The Gillach Group on Wednesday, December 06, 2017

Single Family

Listing Inventory on December 6	2013	2014	2015	2016	2017
Listing Units	60	78	99	97	68
Average Days on Market	186	167	139	180	139
Average List Price	\$2,594,329.78	\$2,260,588.45	\$2,184,524.84	\$2,225,584.40	\$2,365,098.51
Average List \$ / SqFt	\$450.20	\$479.11	\$469.03	\$452.91	\$476.28
Approximate Absorption Rate	46.39%	33.76%	27.69%	28.26%	44.98%
Approximate Months Supply of Inventory	2.16	2.96	3.61	3.54	2.22
Listed (Year to Date)	2013	2014	2015	2016	2017
Listing Units (Taken)	425	445	509	493	445
Average Original List Price	\$1,555,532.60	\$1,613,588.05	\$1,620,686.12	\$1,756,390.91	\$1,758,057.49
Average Original List \$ / SqFt	\$424.85	\$464.67	\$462.88	\$472.57	\$476.33
Went Pending (Year to Date)	2013	2014	2015	2016	2017
Listing Units (Went Pending)	338	323	354	343	366
Average List Price	\$1,389,994.07	\$1,485,195.28	\$1,399,216.06	\$1,567,958.21	\$1,583,239.81
Average List \$ / SqFt	\$415.52	\$445.60	\$452.54	\$457.23	\$461.08
Average Days to Offer	57	56	46	71	67
Listed & Price Changed (Year to Date)	2013	2014	2015	2016	2017
Listing Units (Price Changed)	128	144	166	182	142
Average Original List Price	\$1,623,165.53	\$1,678,672.83	\$1,688,726.80	\$1,900,379.05	\$1,810,855.63
Average Original List \$ / SqFt	\$437.43	\$470.96	\$469.47	\$477.05	\$478.05
Sold (Year to Date)	2013	2014	2015	2016	2017
Closed Units (Sold)	307	294	306	307	344
Average Days on Market	81	86	80	91	96
Average Days to Offer	54	54	50	64	70
Average Sale Price	\$1,327,241.21	\$1,443,585.06	\$1,388,812.59	\$1,473,971.29	\$1,553,083.76
Average Sale \$ / SqFt	\$400.77	\$438.65	\$440.75	\$443.82	\$449.48
Average List Price	\$1,378,762.53	\$1,488,352.97	\$1,443,704.86	\$1,524,959.18	\$1,604,252.57
Average List \$ / SqFt	\$411.50	\$444.85	\$451.53	\$456.65	\$460.84
Average Original List Price	\$1,410,612.37	\$1,521,508.42	\$1,473,423.49	\$1,583,444.88	\$1,651,449.08
Average Original List \$ / SqFt	\$420.13	\$453.45	\$460.35	\$469.68	\$472.34
Average Sale Price as % of List Price	97.45%	98.63%	97.73%	97.23%	97.54%
Average Sale Price as % of Original List Price	95.62%	97.02%	96.03%	94.86%	95.39%
Average Sale Price as % of Assessed Price	N/A	N/A	N/A	N/A	N/A
Sold Units - Short Sale	2	2	1	0	0
Sold Units - Lender-Owned	0	0	1	0	0
12-Month Activity as of December 6	2013	2014	2015	2016	2017
Units Listed	431	451	515	495	450
Units Price Changed	129	144	167	183	145
Units Went Pending	352	336	368	362	377
Units Sold	334	316	329	329	367

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Condominium

Listing Inventory on December 6	2013	2014	2015	2016	2017
Listing Units	8	22	11	6	5
Average Days on Market	100	112	167	114	16
Average List Price	\$626,862.50	\$580,073.50	\$871,545.45	\$1,291,666.67	\$919,600.00
Average List \$ / SqFt	\$421.40	\$426.18	\$476.94	\$471.53	\$443.46
Approximate Absorption Rate	22.92%	17.42%	40.91%	55.56%	73.33%
Approximate Months Supply of Inventory	4.36	5.74	2.44	1.80	1.36
Listed (Year to Date)	2013	2014	2015	2016	2017
Listing Units (Taken)	36	75	56	40	45
Average Original List Price	\$646,105.56	\$713,225.56	\$842,268.16	\$1,085,625.00	\$888,642.22
Average Original List \$ / SqFt	\$415.79	\$460.64	\$495.20	\$522.66	\$476.44
Went Pending (Year to Date)	2013	2014	2015	2016	2017
Listing Units (Went Pending)	25	51	62	43	36
Average List Price	\$669,920.00	\$691,188.24	\$731,693.81	\$1,031,860.47	\$817,613.89
Average List \$ / SqFt	\$401.17	\$443.50	\$468.77	\$526.57	\$464.79
Average Days to Offer	20	74	88	36	39
Listed & Price Changed (Year to Date)	2013	2014	2015	2016	2017
Listing Units (Price Changed)	11	14	12	11	17
Average Original List Price	\$566,536.36	\$725,414.29	\$892,009.75	\$1,380,272.73	\$932,158.82
Average Original List \$ / SqFt	\$419.58	\$470.63	\$451.65	\$506.79	\$462.71
Sold (Year to Date)	2013	2014	2015	2016	2017
Closed Units (Sold)	22	44	51	36	44
Average Days on Market	44	68	107	78	49
Average Days to Offer	34	57	90	47	35
Average Sale Price	\$666,052.23	\$653,012.36	\$707,925.25	\$882,527.78	\$890,167.05
Average Sale \$ / SqFt	\$388.92	\$419.85	\$471.91	\$520.07	\$463.13
Average List Price	\$672,909.09	\$653,220.45	\$711,233.67	\$903,583.33	\$900,570.45
Average List \$ / SqFt	\$392.43	\$420.59	\$476.79	\$532.42	\$466.64
Average Original List Price	\$680,181.82	\$662,422.73	\$712,968.96	\$931,000.00	\$906,338.64
Average Original List \$ / SqFt	\$397.13	\$426.83	\$477.43	\$543.34	\$469.20
Average Sale Price as % of List Price	99.10%	99.49%	98.92%	97.89%	99.09%
Average Sale Price as % of Original List Price	98.26%	97.98%	98.82%	96.35%	98.41%
Average Sale Price as % of Assessed Price	521.89%	N/A	N/A	N/A	N/A
Sold Units - Short Sale	0	0	0	0	0
Sold Units - Lender-Owned	0	0	0	0	0
12-Month Activity as of December 6	2013	2014	2015	2016	2017
Units Listed	36	75	60	47	45
Units Price Changed	11	14	16	14	17
Units Went Pending	27	52	63	46	37
Units Sold	22	46	54	40	44

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Multi Family

Listing Inventory on December 6	2013	2014	2015	2016	2017
Listing Units	3	0	1	1	1
Average Days on Market	79	0	35	107	119
Average List Price	\$1,003,333.33	\$0.00	\$1,475,000.00	\$899,000.00	\$3,200,000.00
Average List \$ / SqFt	\$392.36	\$0.00	\$474.28	\$251.33	\$397.32
Approximate Absorption Rate	8.33%	0.00%	16.67%	50.00%	16.67%
Approximate Months Supply of Inventory	12.00	0.00	6.00	2.00	6.00
Listed (Year to Date)	2013	2014	2015	2016	2017
Listing Units (Taken)	9	3	14	6	4
Average Original List Price	\$950,766.67	\$1,021,000.00	\$1,182,214.29	\$1,713,166.33	\$1,873,250.00
Average Original List \$ / SqFt	\$336.25	\$409.02	\$381.70	\$350.54	\$442.96
Went Pending (Year to Date)	2013	2014	2015	2016	2017
Listing Units (Went Pending)	4	3	7	6	1
Average List Price	\$805,725.00	\$987,666.67	\$1,160,285.71	\$1,807,816.67	\$899,000.00
Average List \$ / SqFt	\$302.08	\$392.87	\$388.80	\$337.59	\$379.81
Average Days to Offer	54	22	32	86	1
Listed & Price Changed (Year to Date)	2013	2014	2015	2016	2017
Listing Units (Price Changed)	2	1	2	4	0
Average Original List Price	\$711,500.00	\$899,000.00	\$1,035,000.00	\$1,019,749.50	\$0.00
Average Original List \$ / SqFt	\$361.82	\$435.35	\$340.08	\$324.20	\$0.00
Sold (Year to Date)	2013	2014	2015	2016	2017
Closed Units (Sold)	3	4	2	6	2
Average Days on Market	29	200	17	76	70
Average Days to Offer	29	52	9	68	59
Average Sale Price	\$988,000.00	\$821,000.00	\$1,009,000.00	\$1,862,243.67	\$845,875.00
Average Sale \$ / SqFt	\$362.87	\$326.03	\$528.97	\$318.78	\$295.70
Average List Price	\$994,666.67	\$923,000.00	\$863,500.00	\$1,891,316.67	\$899,000.00
Average List \$ / SqFt	\$366.49	\$361.29	\$456.83	\$338.36	\$315.57
Average Original List Price	\$1,006,333.33	\$948,000.00	\$863,500.00	\$1,977,333.17	\$949,499.50
Average Original List \$ / SqFt	\$372.91	\$373.40	\$456.83	\$363.21	\$329.69
Average Sale Price as % of List Price	99.02%	91.49%	116.14%	94.19%	94.09%
Average Sale Price as % of Original List Price	97.37%	88.88%	116.14%	89.13%	89.24%
Average Sale Price as % of Assessed Price	N/A	122.97%	136.54%	917,603.73%	115.67%
Sold Units - Short Sale	0	0	0	0	0
Sold Units - Lender-Owned	0	0	0	0	0
12-Month Activity as of December 6	2013	2014	2015	2016	2017
Units Listed	9	3	14	6	4
Units Price Changed	2	1	2	4	0
Units Went Pending	4	3	7	6	2
Units Sold	3	4	2	6	2

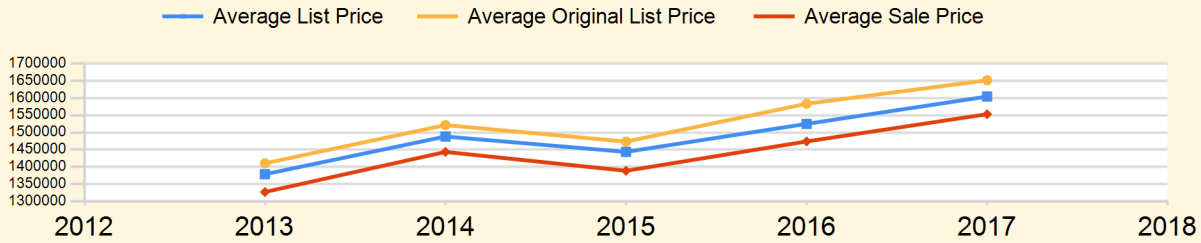
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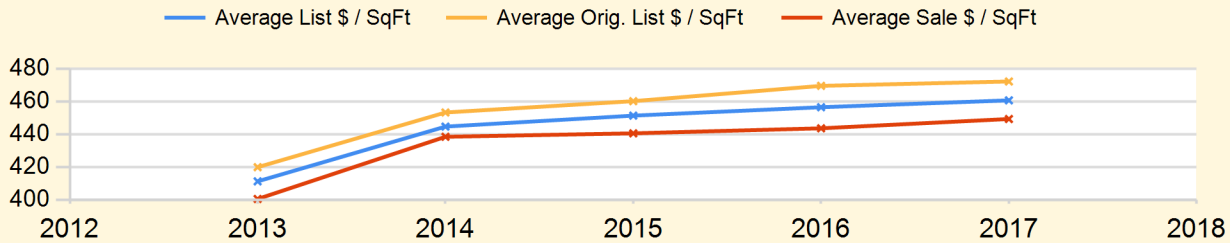
Single Family

Average Price (Sold Inventory - Year to Date)



Solds / Year	2013	2014	2015	2016	2017
List Price	\$1,378,762.53	\$1,488,352.97	\$1,443,704.86	\$1,524,959.18	\$1,604,252.57
Original List Price	\$1,410,612.37	\$1,521,508.42	\$1,473,423.49	\$1,583,444.88	\$1,651,449.08
Sale Price	\$1,327,241.21	\$1,443,585.06	\$1,388,812.59	\$1,473,971.29	\$1,553,083.76

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



Solds / Year	2013	2014	2015	2016	2017
List \$ / SqFt	\$411.50	\$444.85	\$451.53	\$456.65	\$460.84
Orig. List \$ / SqFt	\$420.13	\$453.45	\$460.35	\$469.68	\$472.34
Sale \$ / SqFt	\$400.77	\$438.65	\$440.75	\$443.82	\$449.48

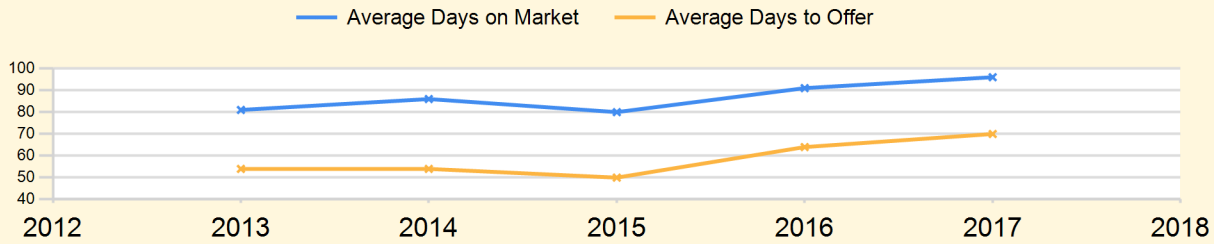
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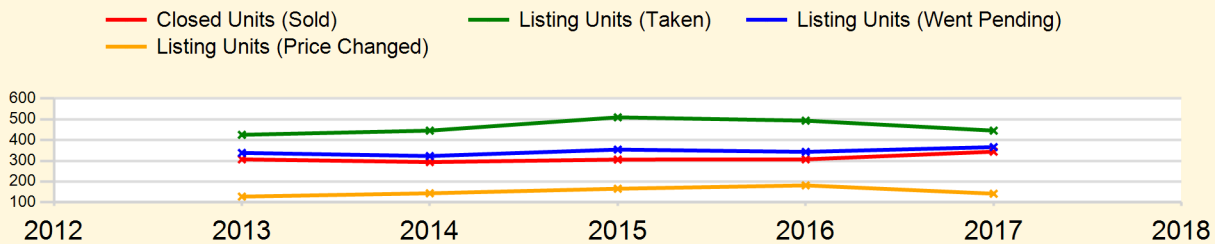
Single Family

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



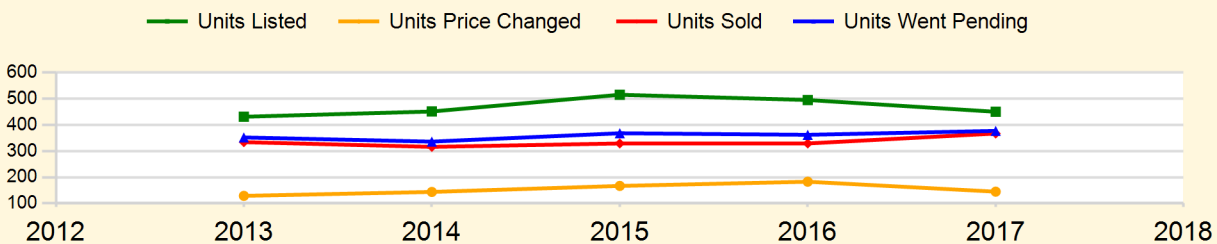
Solds / Year	2013	2014	2015	2016	2017
Days on Market	81	86	80	91	96
Days to Offer	54	54	50	64	70

Listing Units (Year to Date)



Category / Year	2013	2014	2015	2016	2017
Units Sold	307	294	306	307	344
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Units Taken	425	445	509	493	445
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12 Months Activity



Category / Year	2013	2014	2015	2016	2017
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Units Price Changed	129	144	167	183	145
Units Sold	334	316	329	329	367
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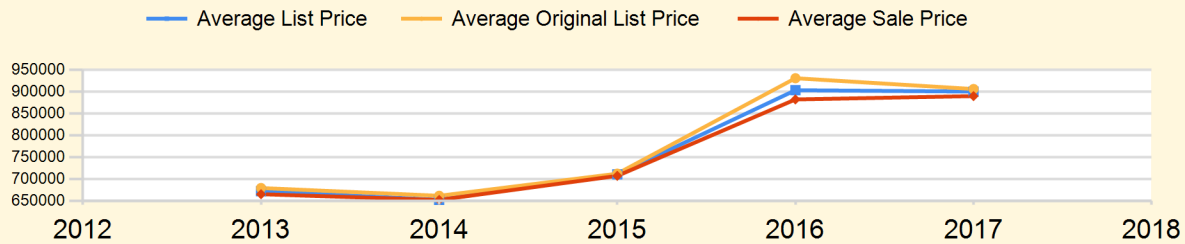
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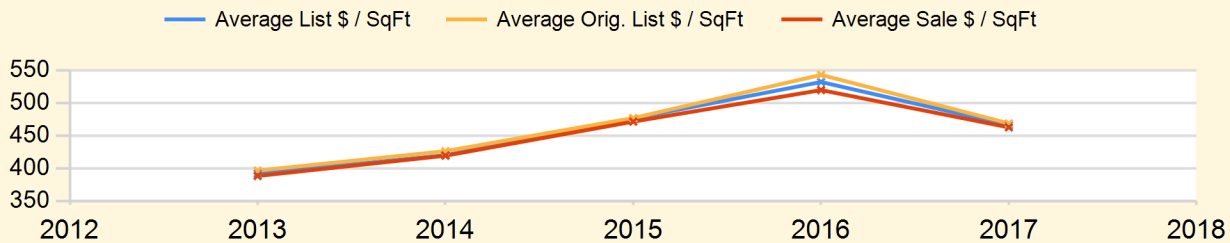
Condominium

Average Price (Sold Inventory - Year to Date)



Solds / Year	2013	2014	2015	2016	2017
List Price	\$672,909.09	\$653,220.45	\$711,233.67	\$903,583.33	\$900,570.45
Original List Price	\$680,181.82	\$662,422.73	\$712,968.96	\$931,000.00	\$906,338.64
Sale Price	\$666,052.23	\$653,012.36	\$707,925.25	\$882,527.78	\$890,167.05

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



Solds / Year	2013	2014	2015	2016	2017
List \$ / SqFt	\$392.43	\$420.59	\$476.79	\$532.42	\$466.64
Orig. List \$ / SqFt	\$397.13	\$426.83	\$477.43	\$543.34	\$469.20
Sale \$ / SqFt	\$388.92	\$419.85	\$471.91	\$520.07	\$463.13

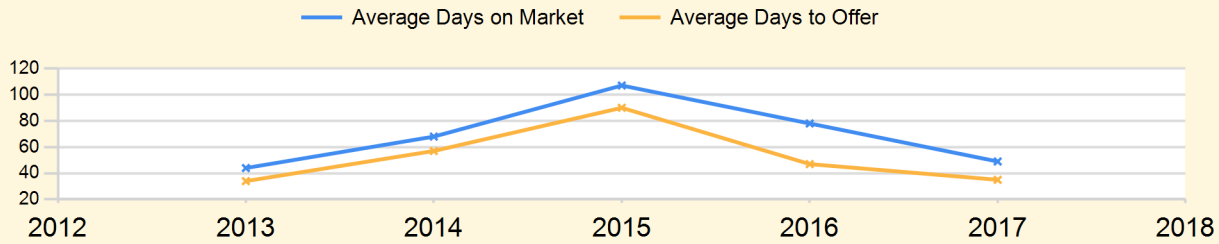
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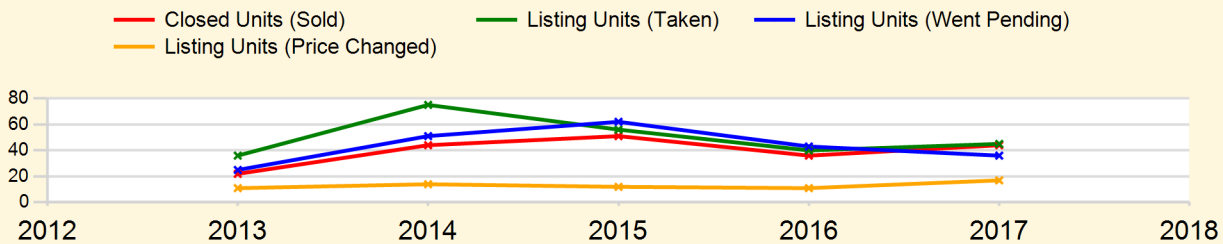
Condominium

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



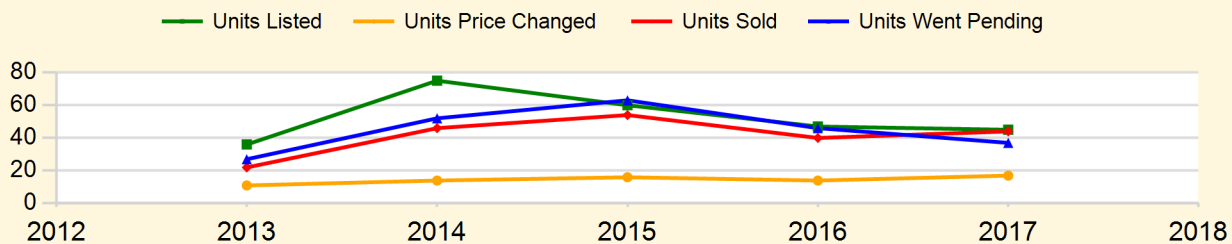
Solds / Year	2013	2014	2015	2016	2017
Days on Market	44	68	107	78	49
Days to Offer	34	57	90	47	35

Listing Units (Year to Date)



Category / Year	2013	2014	2015	2016	2017
Units Sold	22	44	51	36	44
Units Price Changed	11	14	12	11	17
Units Taken	36	75	56	40	45
Units Went Pending	25	51	62	43	36

12 Months Activity



Category / Year	2013	2014	2015	2016	2017
Units Listed	36	75	60	47	45
Units Price Changed	11	14	16	14	17
Units Sold	22	46	54	40	44
Units Went Pending	27	52	63	46	37

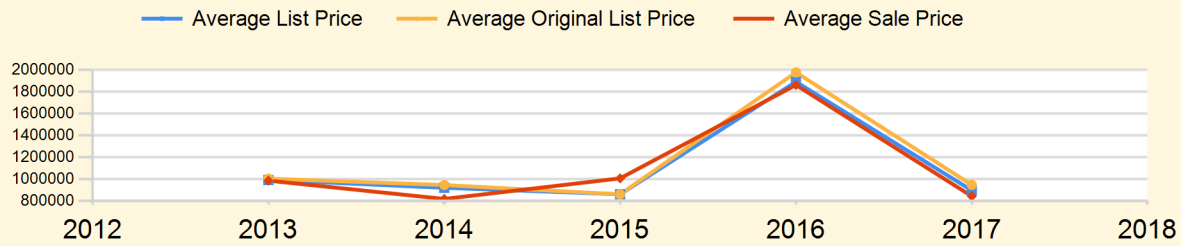
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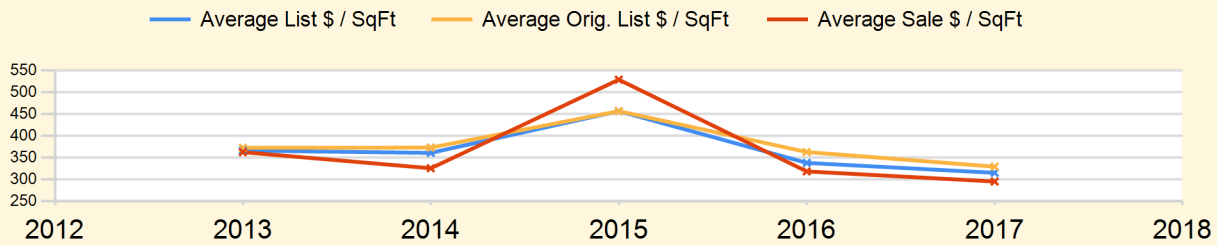
Multi Family

Average Price (Sold Inventory - Year to Date)



Solds / Year	2013	2014	2015	2016	2017
List Price	\$994,666.67	\$923,000.00	\$863,500.00	\$1,891,316.67	\$899,000.00
Original List Price	\$1,006,333.33	\$948,000.00	\$863,500.00	\$1,977,333.33	\$949,499.50
Sale Price	\$988,000.00	\$821,000.00	\$1,009,000.00	\$1,862,243.67	\$845,875.00

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



Solds / Year	2013	2014	2015	2016	2017
List \$ / SqFt	\$366.49	\$361.29	\$456.83	\$338.36	\$315.57
Orig. List \$ / SqFt	\$372.91	\$373.40	\$456.83	\$363.21	\$329.69
Sale \$ / SqFt	\$362.87	\$326.03	\$528.97	\$318.78	\$295.70

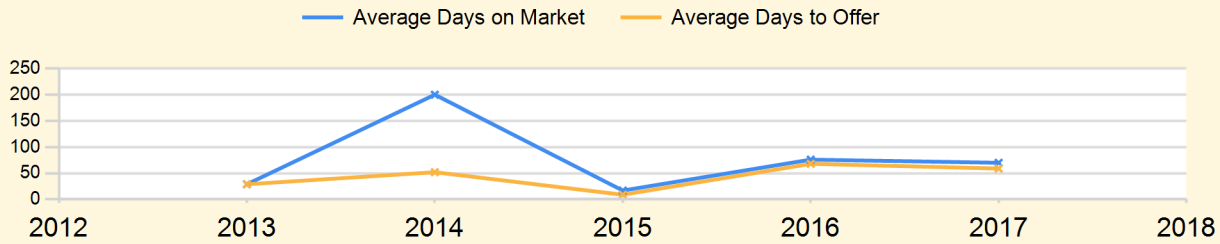
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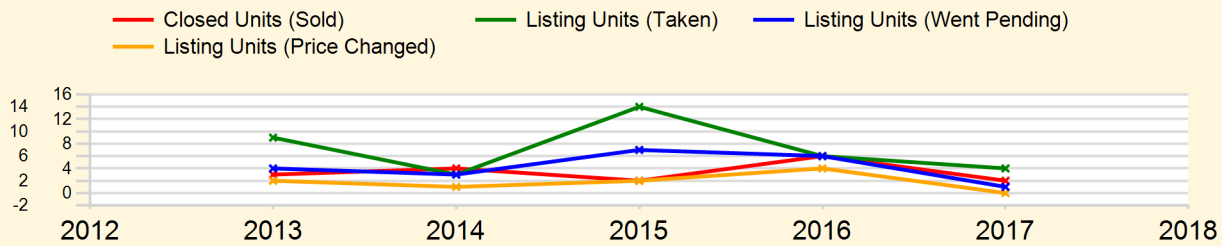
Multi Family

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



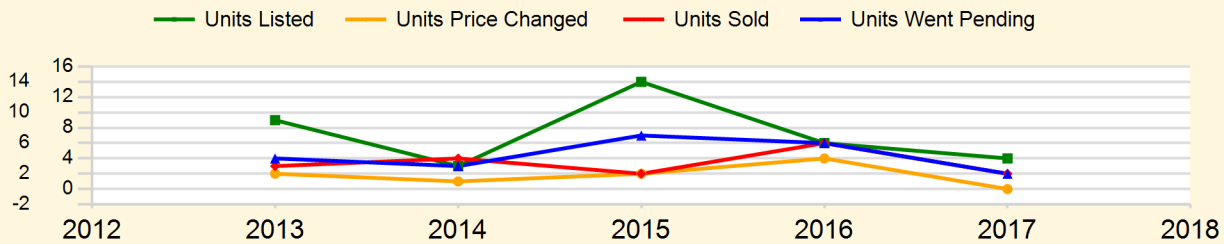
Solds / Year	2013	2014	2015	2016	2017
Days on Market	29	200	17	76	70
Days to Offer	29	52	9	68	59

Listing Units (Year to Date)



Category / Year	2013	2014	2015	2016	2017
Units Sold	3	4	2	6	2
Units Price Changed	2	1	2	4	0
Units Taken	9	3	14	6	4
Units Went Pending	4	3	7	6	1

12 Months Activity



Category / Year	2013	2014	2015	2016	2017
Units Listed	9	3	14	6	4
Units Price Changed	2	1	2	4	0
Units Sold	3	4	2	6	2
Units Went Pending	4	3	7	6	2