

# WAYLAND REAL ESTATE

1st Quarter – January 2025 to March 2025

## What Sold the Last 3 Months ?

**19** Single  
Family Homes  
Sold

**\$1,329,837**

**\$1,350,000**

**49** Average  
Days to Offer

Average  
Sales Price

Median  
Sales Price

## Homes For Sale Last 3 Months ?

**11** Single  
Family Homes  
Typically For Sale

**\$1,741,093**

**\$1,347,250**

**97** Average  
Days on Market

Average List  
Price

Median List  
Price

### Some key highlights.....

- Fewer homes sold in the 1st Quarter (19) than in the 4<sup>th</sup> Quarter (36). Same Sold as Q1 in 2024 (19).
- 5 homes had 6 price reductions averaging -3.3%
- 18 New Listings compared to 11 same period last year
- 28 Units Pending compared to 19 same period last year.

**What does all of this mean?** The 1st Quarter typically sees lower sales, as the Quarter partially reflects offers accepted during the holiday season. The key takeaway for the Quarter is that both new listings and pending sales are up compared to the same period in 2024. Open Houses have been bustling with buyers, signaling strong interest. Given Wayland's small market, percentage increases can sometimes exaggerate trends, but the rise in inventory is a positive sign. Interest rates remain steady in the 6.5% range, which is also encouraging. However, there's a clear divide between homes that attract quick offers and those that sit on the market, making "Homes for Sale" data less reflective of actual market conditions. This highlights the importance of strategic pricing and strong presentation, as buyers are taking a more measured approach than before.

## Sellers Market or Buyers Market ?

Pric-e Range	Sold Prior 12 Months	Current Inventory	Months of Inventory	Market
\$250K to \$499K	3	0	0.0	Seller's
\$500K to \$749K	16	0	0.0	Seller's
\$750K - \$999K	41	10	2.9	Seller's
\$1.0M – \$1.24M	13	3	2.8	Seller's
\$1.25M - \$1.49M	17	0	0.0	Seller's
\$1.5M – \$1.99M	29	4	1.7	Seller's
\$2.0M +	15	3	2.4	Balanced
<b>ALL RANGES</b>	<b>134</b>	<b>20</b>	<b>1.8</b>	<b>Seller's</b>

**SOLD – Free Standing  
Condo. 1 Bedroom  
w/ Den. 2 Baths  
Private Yard  
1 Turkey Hill  
\$665,000**



Listed By - Coldwell Banker Realty – D McNeilly



Doug McNeilly  
857-233-3295  
doug.mcneilly@cbrealty.com



**COLDWELL BANKER  
REALTY**

# WAYLAND REAL ESTATE

**GREENWAYS -**  
Colonial  
4 Beds, 2.5 Baths,  
16 Green Way  
**\$1,550,000**



Listed by Coldwell Banker Realty - D Mosher

**SOLD - Updated**  
Antique w/ charm  
5 Beds, 3.5 Baths  
15 Training Field  
**\$1,775,000**



Listed by Coldwell Banker Realty - D Ferrini



**DOUG MCNEILLY**  
REALTOR



Wayland - Sudbury Regional Office  
447 Boston Post Road  
Sudbury, MA 01776

PRESORTED  
STANDARD  
U.S. POSTAGE  
**PAID**  
Permit No.78  
Sudbury, MA

## What Sold in the Last 3 Months? And for How Much?

89 Dudley Rd	\$690,000	15 Holiday Rd	\$1,035,000	59 Claypit Hill Rd	\$1,740,000
2 Meadowview Rd	\$862,500	3 Mellen Ln	\$1,200,000	5 Wallace Rd	\$1,757,500
175 Cochituate Rd	\$870,000	10 Pequot Rd	\$1,350,000	15 Training Field	\$1,775,000
68 Riverview Cir	\$889,900	19 Sears Rd	\$1,515,000	221 Boston Post Rd	\$1,784,000
11 Bald Rock Rd	\$975,000	296 Concord Rd	\$1,575,000	2 Windy Hill Ln	\$1,950,000
199 Oxbow Rd	\$995,000	84 Highland Cir	\$1,600,000		
12 Morrill Dr	\$1,000,000	61 Sherman Bridge	\$1,703,000		

## Sold Price Last 10 Years

