

# WAYLAND REAL ESTATE

2<sup>nd</sup> Quarter – April 2025 to June 2025

## What Sold the Last 3 Months ?

**41** Single  
Family Homes  
Sold

**17** Average  
Days to Offer

**\$1,305,560**

Average  
Sales Price

**\$1,080,000**

Median  
Sales Price

## Homes For Sale Last 3 Months ?

**16** Single  
Family Homes  
Typically For Sale

**57** Average  
Days on Market

**\$1,411,000**

Average List  
Price

**\$1,347,250**

Median List  
Price

### Some key highlights.....

- More homes sold in the 2nd Quarter (41) than in the 1<sup>st</sup> Quarter (19). More Sold than Q2 in 2024 (30).
- 19 homes had 34 price reductions averaging -5.2%
- 54 New Listings compared to 70 same period last year
- 49 Units Pending compared to 47 same period last year.

**What does all of this mean?** The 2nd Quarter typically sees a higher number of unit sales than the 1<sup>st</sup> Quarter, as the 1<sup>st</sup> Quarter reflects offers accepted during the holiday season. The key takeaway for the Quarter is that new listings were down compared to year ago, yet pending sales are equal compared to the same period in 2024. Open House activity has been up and down over the Quarter. While interest rates are trending slightly downward at the moment, economic uncertainty layered with the on again off again threat of tariffs have made some Buyers pause, especially Buyers that want to buy, but don't need to. Some Buyers are pausing. However, there is 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	12	0	0.0	Seller's
\$750K - \$999K	48	4	1.0	Seller's
\$1.0M – \$1.24M	22	4	2.2	Seller's
\$1.25M - \$1.49M	13	0	0.0	Seller's
\$1.5M – \$1.99M	30	3	1.2	Seller's
\$2.0M +	18	6	3.9	Balanced
<b>ALL RANGES</b>	<b>146</b>	<b>17</b>	<b>1.4</b>	<b>Seller's</b>

COMING SOON –  
Make it Your Own.  
Original Owner  
4 Bed, 2.5 Colonial  
16 Sears Road  
**\$1,089,000**

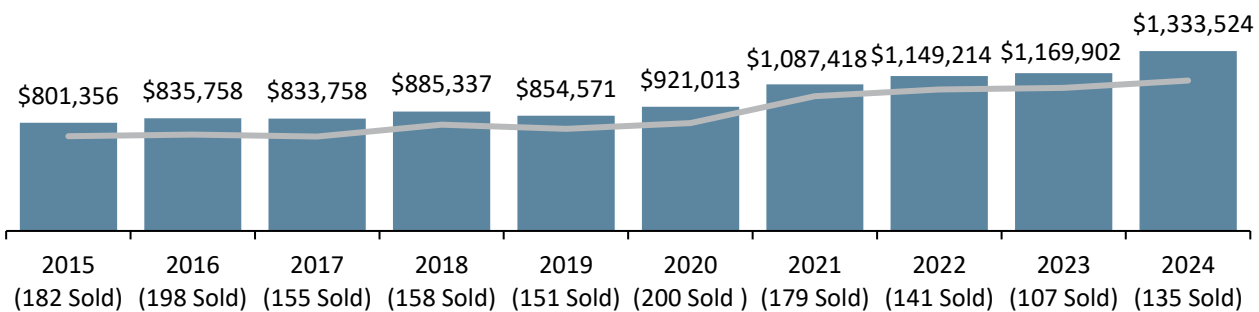


Listed by Coldwell Banker Realty – D McNeilly

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

13 Valley View Rd	\$770,000	13 Harrison street	\$935,000	9 Jeffrey Rd	\$1,337,000
23 Lake Rd	\$795,000	160 Oxbow Road	\$949,900	16 Green Way	\$1,548,400
15 Richard Rd	\$812,000	20 Dudley	\$1,035,000	15 Marshall Terr	\$1,560,000
22 Center St	\$822,955	22 Langdon Rd	\$1,060,000	19 Green Way	\$1,630,000
190 Main St	\$850,000	24 Red Barn Rd	\$1,060,000	14 Winthrop Rd	\$1,675,000
61 Cochituate Rd	\$860,000	79 Oxbow	\$1,070,000	227 Concord Rd	\$1,695,000
5 Pleasant St	\$875,000	94 School Street	\$1,080,000	16 Davelin Rd	\$1,745,000
142 Plain Rd	\$881,000	14 Sylvan Way	\$1,110,000	8 Webster Lane	\$1,975,000
262 Cochituate	\$896,700	30 Pilgrim Path	\$1,130,000	8 Waybridge Lane	\$2,210,000
53 Red Barn Rd	\$900,000	21 Charena Rd	\$1,175,000	124 Glezen Ln	\$2,260,000
9 Cole	\$900,000	64 Draper	\$1,175,000	2 Five Paths Court	\$2,275,000
10 Lakeview Rd	\$915,000	274 Cochituate Rd	\$1,200,000	72 Moore Road	\$2,425,000
17 Keith Rd	\$915,000	2 Goodman Lane	\$1,200,000	35 Covered Bridge	\$3,650,000
116 Lincoln Rd	\$920,000	146 Pelham Island	\$1,250,000		

### Sold Price Last 10 Years



**BUNGALOW -**  
Updated, charm  
3 Beds, 2.0 Baths,  
10 Morse Road  
**\$829,000**

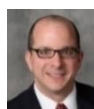


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**SOLD – Updated**  
Contemporary  
3 Beds, 2.5 Baths  
12 Red Barn Road  
**\$1,060,000**



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**Doug McNeilly**  
857-233-3295  
[doug.mcneilly@cbrealty.com](mailto:doug.mcneilly@cbrealty.com)

