

WAYLAND REAL ESTATE

3rd Quarter – July 2025 to September 2025

What Sold the Last 3 Months ?

35 Single
Family Homes
Sold

31 Average
Days to Offer

\$1,392,500

Average
Sales Price

\$1,250,000

Median
Sales Price

Homes For Sale Last 3 Months ?

20 Single
Family Homes
Typically For Sale

57 Average
Days on Market

\$1,647,875

Average List
Price

\$1,512,500

Median List
Price

Some key highlights.....

- Fewer homes sold in the 3rd Quarter (35) than in the 2nd Quarter (41). More Sold in Q2 2024 (49).
- 35 homes had 48 price reductions averaging -9.3%
- 47 New Listings compared to 40 same period last year
- 36 Units Pending compared to 37 same period last year.

What does all of this mean? The 3rd Quarter typically sees a lower number of unit sales than the 2nd Quarter, as the 2nd Quarter reflects the Summer Market which is historically quieter than the Spring Market. The key takeaway for the Quarter is that Average Days to Offer increased from 17 Days to 31 Days and number of Price Reductions and Percentage of the Price Reductions were noticeably up – with average price reductions pushing 10%. That shows a disconnect between Seller expectations and the market. 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. While rates did dip to near 6.0%, they are back in the high 6% range, which is keeping some Buyers waiting for lower rates again since there were just teased. That 0.8% difference on \$1M purchase with \$800K mortgage is \$400/month or \$4,800/year. That’s real.

Sellers Market or Buyers Market ?

Pric-e Range	Sold Prior 12 Months	Current Inventory	Months of Inventory	Market
\$250K to \$499K	2	0	0.0	Seller's
\$500K to \$749K	5	1	2.4	Seller's
\$750K - \$999K	42	3	0.9	Seller's
\$1.0M – \$1.24M	27	5	2.2	Seller's
\$1.25M - \$1.49M	12	1	1.0	Seller's
\$1.5M – \$1.99M	29	5	2.1	Seller's
\$2.0M +	14	6	5.1	Buyer's
ALL RANGES	131	61	2.1	Seller's

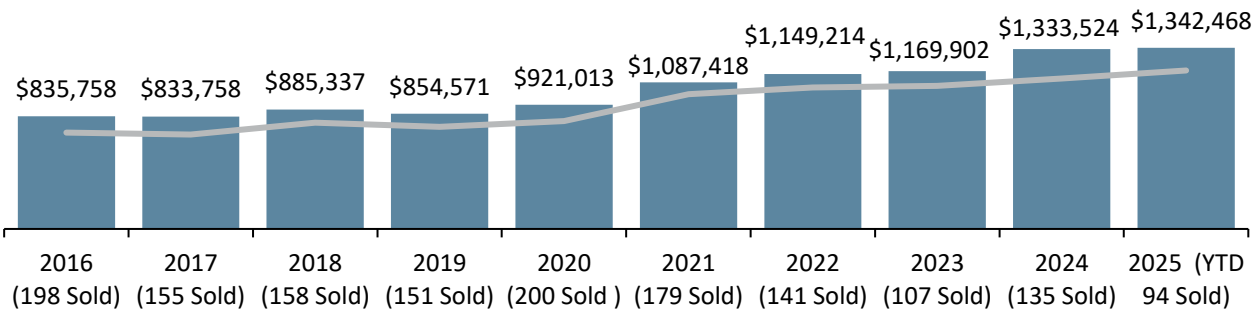
JUST SOLD – Make it
Your Own. Original
Owner
4 Bed, 2.5 Colonial
16 Sears Road
\$1,100,000



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

10 Morse Rd	\$860,000	214 Glezen Lane	\$1,090,000	26 Deer Run	\$1,600,000
225 Commonwealth	\$860,000	138 Pelham Island	\$1,100,000	418 Old Conn Path	\$1,619,000
31-33 Mathews Dr	\$865,000	12 Rolling Ln	\$1,139,000	134 School Street	\$1,625,000
9 Oak Street	\$890,000	19 Hickory Hill Rd	\$1,175,000	7 Waybridge Lane	\$1,750,000
3 White Rd	\$900,000	54 Red Barn Rd	\$1,215,000	22 Forest Hill Rd	\$1,858,000
51 Moore Rd	\$975,000	37 Alden Rd	\$1,250,000	7 Spencer Circle	\$1,920,000
50 Barney Hill Road	\$975,000	14 Joyce Rd	\$1,285,000	28 Woodland Rd	\$1,948,363
8 Gage Rd	\$983,000	7 Spruce Tree Lane	\$1,320,000	25 Glen Rd	\$1,975,000
65 Riverview Circle	\$1,000,000	41 Concord Road	\$1,395,000	8 Poets Path	\$2,225,000
34 Brooks Road	\$1,010,000	46 High Rock Road	\$1,400,000	27 Covered Bridge	\$2,575,000
38 Lakeshore Drive	\$1,030,000	15 Peck	\$1,527,200	88 Glezen Ln	\$2,800,000
27 Alden Rd	\$1,050,000	32 Overlook Rd	\$1,550,000		

Sold Price Last 10 Years



CAPE - Updated,
Expanded
4 Beds, 3.5 Baths,
37 Pequot Road
\$1,759,000



Listed by Coldwell Banker Realty - L Hart

SOLD - Updated
Colonial, Private
4 Beds, 3.5 Baths
153 Old Conn
Path \$1,590,000



Listed by Coldwell Banker Realty - J Berry



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