

WAYLAND REAL ESTATE

4th Quarter – October 2025 to December 2025 & Year End Review

What Sold the Last 3 Months ?

38 Single Family Homes Sold

\$1,329,648

\$1,244,000

28 Average Days to Offer

Average Sales Price

Median Sales Price

Homes For Sale Last 3 Months ?

14 Single Family Homes Typically For Sale

\$1,647,875

\$1,357,250

86 Average Days on Market

Average List Price

Median List Price

Some key highlights.....

- More homes sold in the 4th Quarter (38) than in the 3rd Quarter (35). About the same as Q3 2024 (37).
- 14 homes had 23 price reductions averaging -10.2%

- 14 New Listings compared to 25 same period last year
- 28 Units Pending compared to 33 same period last year.

What does all of this mean? The 4th Quarter told a clear story — buyers are still active and ready to move when a home feels well-priced and well-presented. We saw more closings in Q4 than in Q3, and the Average Days to Offer improved to 28 days, which shows that good homes are still finding the right buyer without much delay. At the same time, several homes needed meaningful price reductions to get traction, reminding us that today's buyers are thoughtful, value-focused, and willing to wait for the right fit. Fewer new listings came on the market than we typically see this time of year, and while pending sales were slightly softer than last year, the homes that remained on the market tended to be higher-priced and on much longer — a sign that pricing strategy matters more than ever. Zooming out to the full year, 2025 looked remarkably similar to 2024 in both total sales and average price — essentially a steady market rather than a dramatic one. The difference this year wasn't about big shifts in value, but about execution: preparation, presentation, and pricing made the biggest impact on results.

Sellers Market or Buyers Market ?

Price Range	Sold Prior 12 Months	Current Inventory	Months of Inventory	Market
\$250K to \$499K	0	0	0.0	Seller's
\$500K to \$749K	4	1	3.0	Seller's
\$750K - \$999K	36	0	0.0	Seller's
\$1.0M - \$1.24M	33	1	0.4	Seller's
\$1.25M - \$1.49M	14	0	0.0	Seller's
\$1.5M - \$1.99M	35	1	0.3	Seller's
\$2.0M +	11	1	0.0	Seller's
ALL RANGES	133	4	0.4	Seller's

SOLD – Updated & Expanded, Happy Hollow Location
4 Bed, 4.5 Bath Cape
37 Pequot Road
\$1,650,000

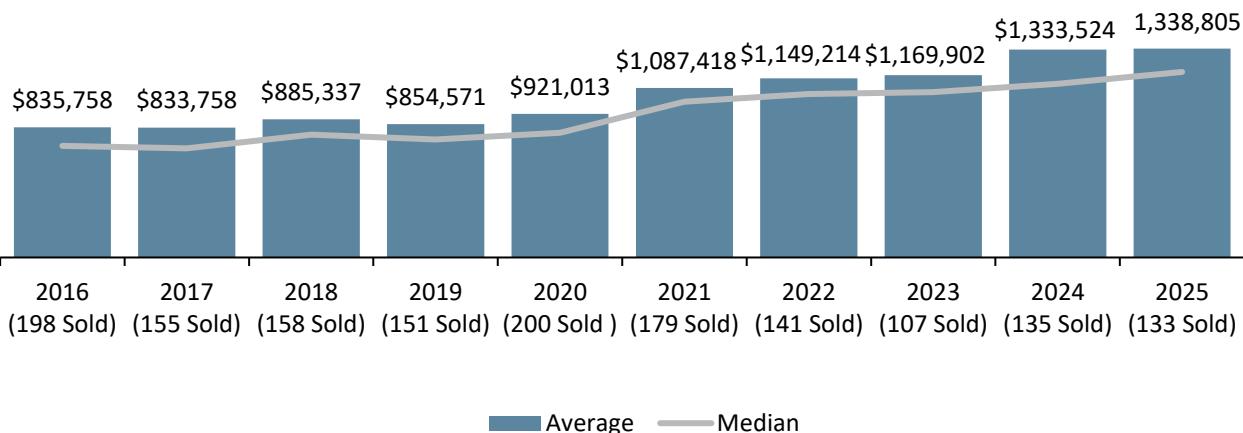


Buyer Represented by Coldwell Banker Realty – D McNeilly

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

8 Parkridge Rd	\$660,000	25 Rolling Lane	\$1,075,000	153 Old Conn Path	\$1,590,000
62 E Plain St	\$660,000	9 French Ave	\$1,075,000	8 Sandy Hill Rd	\$1,650,000
35 Wallace Rd	\$705,000	22 Glezen Ln	\$1,140,000	37 Pequot Rd	\$1,650,000
43 Plain Rd	\$800,000	142 Pelham Island	\$1,175,000	11 White Pine Knoll	\$1,650,000
15 Crest Rd	\$800,000	96 Lake Shore Dr	\$1,190,000	17 Smokey Hill Rd	\$1,660,000
3 Keith Rd	\$830,000	5 Brook Trail Rd	\$1,238,000	15 Parkridge Rd	\$1,665,000
14 Lundy Ln	\$899,000	3 Tally Ho Ln	\$1,250,000	50 Three Ponds	\$1,730,000
47 Pequot	\$900,000	31 White Rd	\$1,275,000	28 York Rd	\$1,750,000
25 Lee Rd	\$931,000	28 Joyce Rd	\$1,285,000	115 Draper Rd	\$1,955,000
37 Pemberton Rd	\$990,000	208 Cochituate Rd	\$1,290,000	32 Pemberton	\$2,300,000
28 Knollwood Ln	\$1,015,000	11 Grove St	\$1,375,000	2 Forest Hill Rd	\$2,420,000
177 Main St	\$1,050,000	15 Rolling Ln	\$1,425,000	24 Claypit Hill Rd	\$2,950,000
260 Cochituate Rd	\$1,073,625	7 Shaw Drive	\$1,450,000		

Sold Price Last 10 Years



SOLD – Antique, Make your own updates, Abuts Conservation 4 Beds, 3.5 Baths 142 Pelham Island Road \$1,175,000



Listed by Coldwell Banker Realty – L. Hart

SOLD – European Style Mini Estate, 4 Bed, 3F 2H Bath 24 Claypit Road \$2,950,000



Listed by Coldwell Banker Realty – L. Kincannon



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