

# WAYLAND REAL ESTATE

1<sup>st</sup> Quarter – January 2026 to March 2026

## What Sold the Last 3 Months ?

**16** Single  
Family Homes  
Sold

\$1,449,500

\$1,232,500

**32** Average  
Days to Offer

Average  
Sales Price

Median  
Sales Price

## Homes For Sale Last 3 Months ?

**7** Single  
Family Homes  
Typically For Sale

\$2,013,659

\$1,847,500

**86** Average  
Days on Market

Average List  
Price

Median List  
Price

### Some key highlights.....

- Fewer homes sold in the 1<sup>st</sup> Quarter (16) than in the 4th Quarter (38). About the same as Q3 2024 (19).
- 10 homes had 10 price reductions averaging -5.4%
- 42 New Listings compared to 34 same period last year
- 37 Units Pending compared to 19 same period last year.

**What does all of this mean?** The 1st Quarter tells a market story that is active, selective, and more encouraging than the raw closed sales number alone might suggest. While fewer homes closed in Q1 (19) compared to 4th Quarter (38), this is more in line with seasonal patterns and closely tracks the same period last year. More importantly, Market Activity beneath the surface strengthened meaningfully. New listings increased to 42 compared to 34 during the same period last year, giving buyers more options and signaling stronger seller confidence heading into the Spring Market. Pending sales nearly doubled year over year, rising to 37 from 19, which is a strong indicator that buyer demand remains healthy. Buyers are still engaged but continue to move thoughtfully and with a strong focus on value. We also saw 10 homes require price reductions, averaging 5.4%, reinforcing that pricing strategy continues to be one of the most important factors in determining how quickly a home gains traction. The takeaway for Sellers is clear: demand is present, inventory is improving, and homes that are priced and presented correctly are still moving well as we head into the busiest part of the year.

## Sellers Market or Buyers Market ?

Price Range	Sold Prior 12 Months	Current Inventory	Months of Inventory	Market
\$250K to \$499K	1	0	0.0	Seller's
\$500K to \$749K	4	0	0.0	Seller's
\$750K - \$999K	35	0	0.0	Seller's
\$1.0M – \$1.24M	31	0	0.0	Seller's
\$1.25M - \$1.49M	17	4	2.8	Seller's
\$1.5M – \$1.99M	27	1	0.4	Seller's
\$2.0M +	14	5	0.4	Seller's
<b>ALL RANGES</b>	<b>129</b>	<b>10</b>	<b>0.9</b>	<b>Seller's</b>

COMING SOON –  
Acorn Deck Home  
5 Bed, 3.0 Bath, Pool  
Open Concept  
4,000 SQFT  
27 Forty Acres Drive

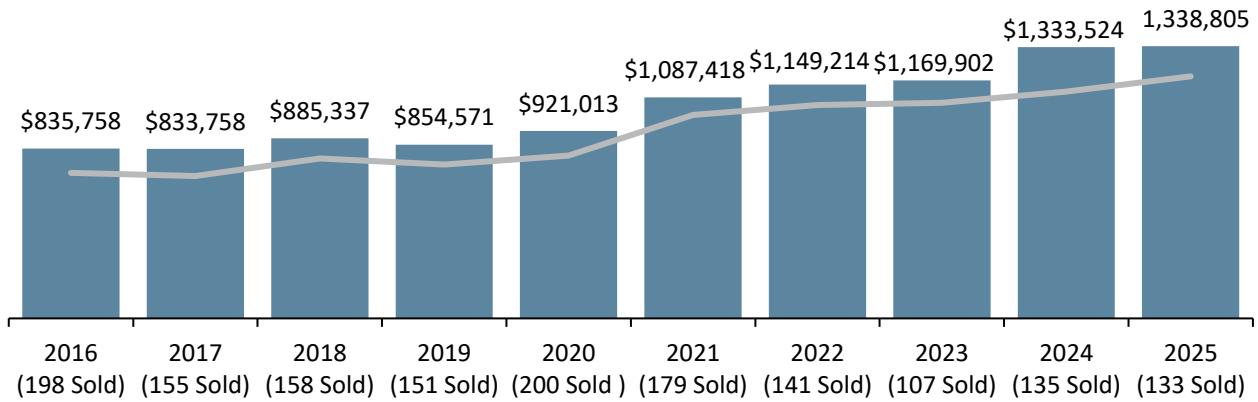


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## What Sold in the Last 3 Months? And for How Much?

22 Lake Shore Dr	\$310,000	262 Cochituate Rd	\$1,295,000
225 West Plain Street	\$645,000	125 Woodridge Road	\$1,377,500
8 Carpenter Road	\$660,000	26 Jeffrey Road	\$1,401,000
-233 Lakeshore Dr	\$750,000	93 Draper Rd	\$1,450,000
35 Snake Brook Road	\$800,000	1 Winthrop Ter	\$1,600,000
353 Old Connecticut Path	\$855,000	11 Barney Hill	\$2,100,000
10 Hayward Rd	\$950,000	15 Lewis Path	\$2,420,000
2 Melville Pl	\$1,100,000	19 Old Connecticut Path	\$2,950,000
37 Davelin Road	\$1,170,000	74 Old Connecticut Path	\$3,240,000

### Sold Price Last 10 Years



■ Average — Median

**PENDING -**  
Colonial, Open  
Concept, Steps to  
Conservation  
4 Beds, 2.5 Baths  
20 Hickory Hill  
Road **\$1,275,000**



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**PENDING -**  
Colonial, New  
Kitchen 3-Car Gar,  
4 Bed, 3.5 Bath  
54 Old Conn Path  
**\$1,525,000**



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