

WAYLAND REAL ESTATE

2nd Quarter – April 2026 to June 2026

What Sold the Last 3 Months ?

46 Single
Family Homes
Sold

22 Average
Days to Offer

\$1,513,242

Average
Sales Price

\$1,362,500

Median
Sales Price

Homes For Sale Last 3 Months ?

16 Single
Family Homes
Typically For Sale

41 Average
Days on Market

\$1,906,233

Average List
Price

\$1,858,750

Median List
Price

Some key highlights.....

- More homes sold in the 2nd Quarter (46) than in the 1st Quarter (16). About the same as Q2 2025 (41).
- 22 homes had 27 price reductions averaging -5.8%
- 57 New Listings compared to 54 same period last year
- 46 Units Pending compared to 49 same period last year.

What does all of this mean? The 2nd Quarter continued to show a healthy market, with sales rebounding from the slower first quarter and closely matching last year's pace. Inventory continued to increase, giving buyers more choices while overall market conditions still favored sellers. The biggest shift was in buyer behavior. Well-priced, well-prepared homes continued to attract strong interest and move quickly, while homes perceived as overpriced often required price reductions and still struggled to generate offers. This trend was evident across several price ranges, including below \$1 million, where increased inventory has created more competition than many sellers would expect. Overall, buyers remain active but are taking a disciplined approach, carefully weighing price, condition, and value before making decisions. The takeaway for sellers remains consistent: today's market still rewards thoughtful preparation, strategic pricing, and strong marketing. Homes that enter the market positioned correctly continue to achieve the best results, while ambitious pricing is being met with increased resistance.

Sellers Market or Buyers Market ?

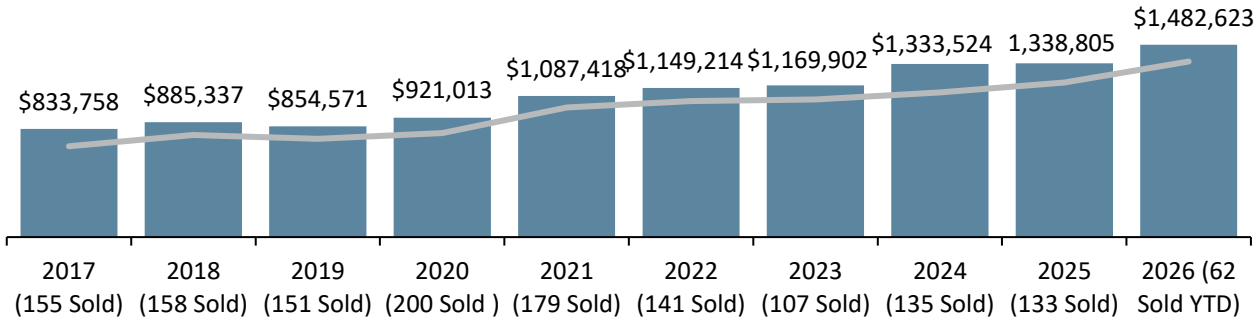
Price Range	Sold Prior 12 Months	Current Inventory	Months of Inventory	Market
\$250K to \$499K	1	0	0.0	Seller's
\$500K to \$749K	7	3	5.1	Balanced
\$750K - \$999K	27	7	3.1	Balanced
\$1.0M – \$1.24M	28	1	0.4	Seller's
\$1.25M - \$1.49M	22	2	1.1	Seller's
\$1.5M – \$1.99M	31	4	1.5	Seller's
\$2.0M +	18	7	4.6	Balanced
ALL RANGES	134	24	2.4	Seller's

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



Listed by Coldwell Banker Realty – L. Hart

Sold Price Last 10 Years



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

26 Pine Ridge Rd	\$582,500	17 Glezen Ln	\$1,200,000	127 Glezen Ln	\$1,800,000
454 Old Conn Path	\$680,000	55 Sherman's Bridge	\$1,215,000	291 Concord Rd	\$1,850,000
78 E. Plain St	\$700,000	20 Hickory Hill Rd	\$1,225,000	26 Decatur Ln	\$1,900,000
41 Peck Ave	\$806,000	16 Hampshire Rd	\$1,280,000	32 Highland Circle	\$1,900,000
13 Rich Valley Rd	\$810,000	2 Old Sudbury Rd	\$1,300,000	435 Old Conn Path	\$1,999,999
13 Shawmut Ave Ext	\$827,000	133 Glezen Ln	\$1,346,125	58 Rice Rd	\$2,045,000
95 Woodridge Rd	\$860,000	33 Oak Hill Rd	\$1,360,000	22 Pine Ridge Rd	\$2,110,000
226 Stonebridge Rd	\$890,000	16 Wayland Hills Rd	\$1,365,000	1 Cole Road	\$2,250,000
7 Gregory Lane	\$900,000	138 W. Plain St	\$1,425,000	23 Covered Bridge	\$2,310,000
20 Lee Road	\$940,000	25 Moore Rd	\$1,460,000	142 Buckskin Dr	\$2,495,000
35 Wallace Rd	\$950,000	28 Brooks Rd	\$1,500,000	6 Dairy Farm Ln	\$2,500,000
218 Old Conn Path	\$1,012,000	11 Green Way	\$1,505,000	101 Draper Rd	\$2,800,000
71 Glezen Ln	\$1,022,000	16 Castle Rd	\$1,565,000	2 Moore Rd	\$3,200,000
156 Boston Post Rd	\$1,087,500	85 Lake Road Ter	\$1,640,000	4 Peartree Ln	\$3,300,000
8 Hobbs Road	\$1,165,000	54 Old Conn Path	\$1,651,000		
37 Orchard Ln	\$1,180,000	5 Griffin Circle	\$1,700,000		

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



Listed by Coldwell Banker Realty - D McNeilly

PEDNING - Steps to Rail Trail, 4 Bed, 2.5 Bath
18 Coolidage Road
\$1,200,000



Listed by Coldwell Banker Realty - J Berry



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