

Wayland, MA Area Market Review

2014 - 2018 As of December 31, 2018

Prepared by Marilyn Messenger on Wednesday, January 09, 2019

Single Family

| Listing Inventory on December 31 | 2014 | 2015 | 2016 | 2017 | 2018 |
|--|----------------|----------------|--------------|----------------|--------------|
| Listing Units | 31 | 24 | 17 | 16 | 15 |
| Median Days on Market | 117 | 135 | 102 | 148 | 59 |
| Median List Price | \$1,269,000.00 | \$1,084,500.00 | \$849,900.00 | \$1,023,999.50 | \$764,500.00 |
| Median List \$ / SqFt | \$329.61 | \$278.30 | \$321.74 | \$302.02 | \$317.53 |
| Approximate Absorption Rate | 35.48% | 63.54% | 97.55% | 80.21% | 87.78% |
| Approximate Months Supply of Inventory | 2.82 | 1.57 | 1.03 | 1.25 | 1.14 |
| Listed (Year to Date) | 2014 | 2015 | 2016 | 2017 | 2018 |
| Listing Units (Taken) | 208 | 252 | 236 | 205 | 192 |
| Median Original List Price | \$697,000.00 | \$771,000.00 | \$745,000.00 | \$799,000.00 | \$799,900.00 |
| Median Original List \$ / SqFt | \$290.98 | \$297.65 | \$309.45 | \$313.67 | \$324.84 |
| Went Pending (Year to Date) | 2014 | 2015 | 2016 | 2017 | 2018 |
| Listing Units (Went Pending) | 155 | 199 | 198 | 168 | 165 |
| Median List Price | \$668,000.00 | \$709,000.00 | \$698,000.00 | \$729,000.00 | \$779,000.00 |
| Median List \$ / SqFt | \$279.92 | \$286.50 | \$304.66 | \$303.96 | \$321.36 |
| Median Days to Offer | 21 | 15 | 14 | 10 | 11 |
| Listed & Price Changed (Year to Date) | 2014 | 2015 | 2016 | 2017 | 2018 |
| Listing Units (Price Changed) | 70 | 95 | 75 | 62 | 46 |
| Median Original List Price | \$654,500.00 | \$764,900.00 | \$949,000.00 | \$807,500.00 | \$822,000.00 |
| Median Original List \$ / SqFt | \$298.20 | \$299.24 | \$306.57 | \$316.10 | \$339.13 |
| Sold (Year to Date) | 2014 | 2015 | 2016 | 2017 | 2018 |
| Closed Units (Sold) | 132 | 183 | 198 | 154 | 158 |
| Median Days on Market | 43 | 49 | 42 | 24 | 25 |
| Median Days to Offer | 17 | 16 | 14 | 11 | 11 |
| Median Sale Price | \$684,000.00 | \$705,000.00 | \$720,000.00 | \$700,000.00 | \$787,000.00 |
| Median Sale \$ / SqFt | \$278.60 | \$279.76 | \$298.42 | \$303.83 | \$319.22 |
| Median List Price | \$672,000.00 | \$709,000.00 | \$711,500.00 | \$724,500.00 | \$799,000.00 |
| Median List \$ / SqFt | \$283.81 | \$286.50 | \$303.66 | \$304.69 | \$317.39 |
| Median Original List Price | \$684,000.00 | \$725,000.00 | \$719,500.00 | \$729,450.00 | \$799,000.00 |
| Median Original List \$ / SqFt | \$287.89 | \$297.86 | \$307.29 | \$313.10 | \$322.81 |
| Median Sale Price as % of List Price | 97.82% | 98.18% | 98.35% | 98.70% | 100% |
| Median Sale Price as % of Original List Price | 96.59% | 97.36% | 97.91% | 98.12% | 99.61% |
| Median Sale Price as % of Assessed Price | N/A | N/A | N/A | N/A | N/A |
| Sold Units - Short Sale | 1 | 2 | 1 | 0 | 1 |
| Sold Units - Lender-Owned | 1 | 2 | 3 | 1 | 1 |
| 12-Month Activity as of December 31 | 2014 | 2015 | 2016 | 2017 | 2018 |
| Units Listed | 208 | 252 | 237 | 205 | 192 |
| Units Price Changed | 70 | 95 | 75 | 62 | 46 |
| Units Went Pending | 155 | 199 | 198 | 168 | 165 |
| Units Sold | 132 | 183 | 199 | 154 | 158 |

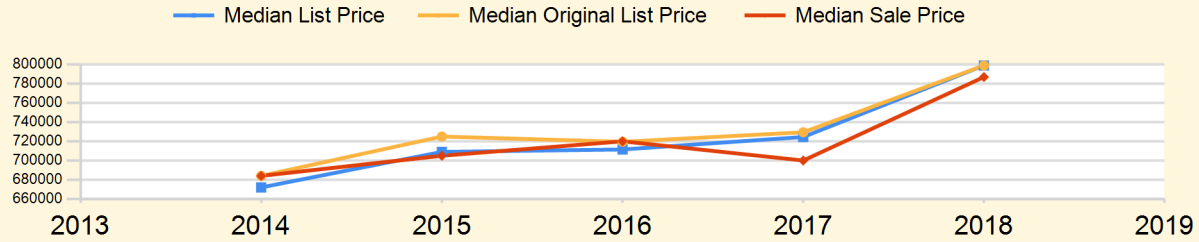
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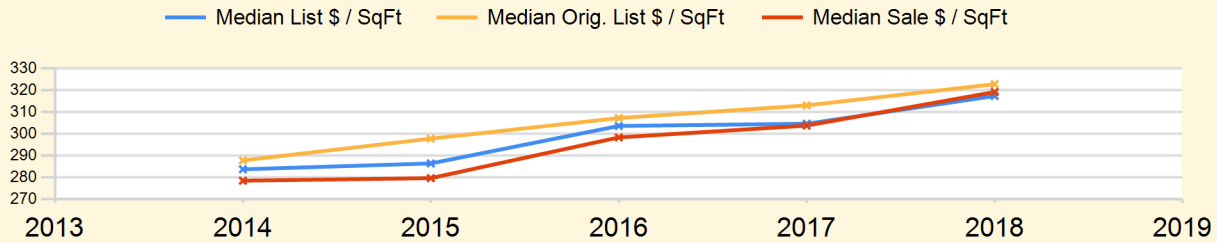
Single Family

Median Price (Sold Inventory - Year to Date)



| Solds / Year | 2014 | 2015 | 2016 | 2017 | 2018 |
|---------------------|--------------|--------------|--------------|--------------|--------------|
| List Price | \$672,000.00 | \$709,000.00 | \$711,500.00 | \$724,500.00 | \$799,000.00 |
| Original List Price | \$684,000.00 | \$725,000.00 | \$719,500.00 | \$729,450.00 | \$799,000.00 |
| Sale Price | \$684,000.00 | \$705,000.00 | \$720,000.00 | \$700,000.00 | \$787,000.00 |

Median Price / SqFt (Sold Inventory - Year to Date)



| Solds / Year | 2014 | 2015 | 2016 | 2017 | 2018 |
|----------------------|----------|----------|----------|----------|----------|
| List \$ / SqFt | \$283.81 | \$286.50 | \$303.66 | \$304.69 | \$317.39 |
| Orig. List \$ / SqFt | \$287.89 | \$297.86 | \$307.29 | \$313.10 | \$322.81 |
| Sale \$ / SqFt | \$278.60 | \$279.76 | \$298.42 | \$303.83 | \$319.22 |

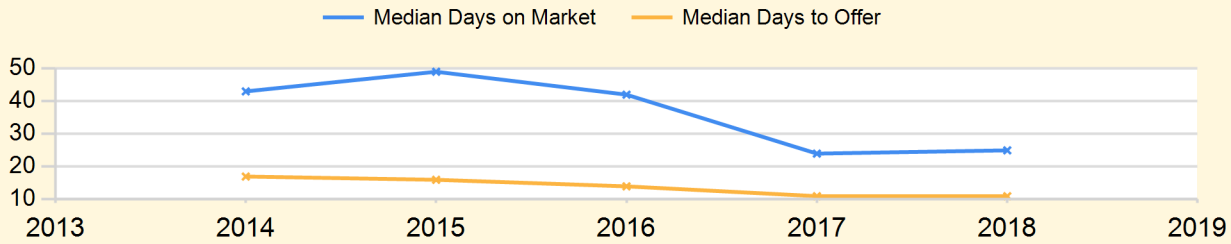
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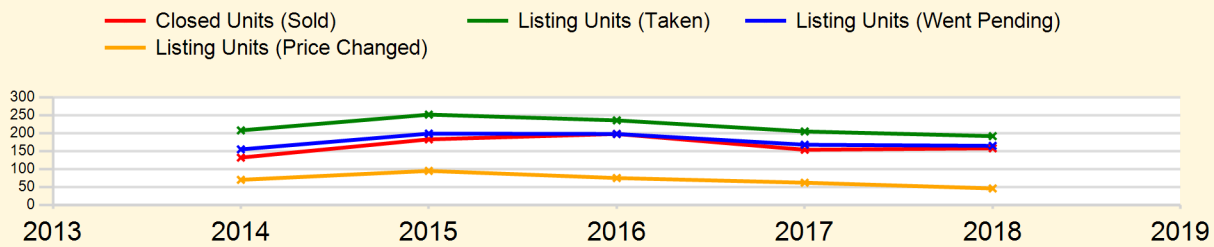
Single Family

Median Days to Offer (Sold Inventory - Year to Date)



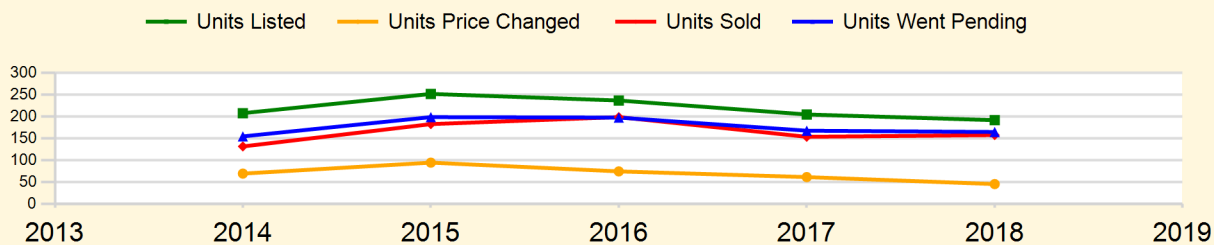
| Solds / Year | 2014 | 2015 | 2016 | 2017 | 2018 |
|----------------|------|------|------|------|------|
| Days on Market | 43 | 49 | 42 | 24 | 25 |
| Days to Offer | 17 | 16 | 14 | 11 | 11 |

Listing Units (Year to Date)



| Category / Year | 2014 | 2015 | 2016 | 2017 | 2018 |
|---------------------|------|------|------|------|------|
| Units Sold | 132 | 183 | 198 | 154 | 158 |
| Units Price Changed | 70 | 95 | 75 | 62 | 46 |
| Units Taken | 208 | 252 | 236 | 205 | 192 |
| Units Went Pending | 155 | 199 | 198 | 168 | 165 |

12 Months Activity



| Category / Year | 2014 | 2015 | 2016 | 2017 | 2018 |
|---------------------|------|------|------|------|------|
| Units Listed | 208 | 252 | 237 | 205 | 192 |
| Units Price Changed | 70 | 95 | 75 | 62 | 46 |
| Units Sold | 132 | 183 | 199 | 154 | 158 |
| Units Went Pending | 155 | 199 | 198 | 168 | 165 |