THE Q3 2026 REPORT · WELLESLEY & METROWEST · SINGLE-FAMILY

Weston slowed down. *Sudbury sped up.*

487 sales, July to September 2026, vs. the same quarter last year · Data from MLS PIN

ELKE | COMPASS

#1 Compass agent, Wellesley*

The scoreboard

Q3 2026 vs. Q3 2025 · 10 towns

TOWN	SALES	MEDIAN PRICE	YOY	DAYS TO OFFER	YOY	OVER ASK	YOY	$ / SQ FT	YOY
Wellesley STORY 3	82	$2.48M	+9.3%	6	−3	43%	+6 pts	$682	+1.7%
Dover ◆	21	$2.05M	−0.7%	30	+14	14%	−19 pts	$456	+5.9%
Medfield	33	$1.22M	+8.8%	5	−1	52%	−6 pts	$413	−7.0%
Natick	77	$1.14M	+17.0%	6	−1	43%	−10 pts	$461	−0.6%
Needham	82	$1.71M	−6.9%	12	+3	35%	−10 pts	$534	+3.5%
Sherborn ◆	19	$1.60M	+14.3%	7	0	63%	+9 pts	$438	+5.8%
Sudbury STORY 2	67	$1.18M	−7.8%	7	−14	42%	+19 pts	$400	+4.0%
Wayland	37	$1.18M	−5.6%	18	+6	32%	+4 pts	$443	−3.5%
Weston STORY 1	32	$2.33M	−12.2%	64	+46	13%	−9 pts	$545	−6.4%
Westwood	37	$1.43M	+14.4%	7	−6	46%	−8 pts	$492	−0.7%
All 10 towns	**487**	**$1.52M**	−1.6%	**9**	−3	**39%**	−1 pt	**$483**	−1.3%

◆ Under 25 sales this quarter: read changes with care. Days to offer is the median; YoY is the change in days.

Three stories from Q3

Each backed by 30+ sales

STORY 1 · WESTON

Weston slowed down.

64 days to offer, up from 18

Only 9% of Weston homes had an offer in week one, down from 32%. Most sat past a month and sold at 92% of their original price.

STORY 2 · SUDBURY

Sudbury sped up.

7 days to offer, down from 21

Half of Sudbury homes had an offer in week one, up from 28%. Sold over asking jumped from 23% to 42%, the biggest rise in any town.

STORY 3 · WELLESLEY

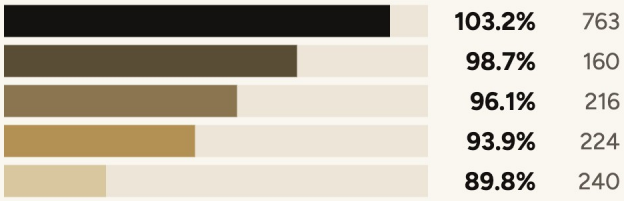
Wellesley held its price.

+9.3% median, now $2.48M

Up while the region dipped 1.6%. 43% sold over asking, up from 37%, and the median home had an offer in 6 days.

What waiting costs

All 10 towns, past 12 months · median sale price as % of original list



On the $1.5M median, week one vs. 60+ days is about $200,000. Price cuts: 380 homes took one and sold at 91% of original.

SEEN THIS QUARTER

A buyer at one of my Wellesley listings put the listing photos into ChatGPT and restyled the rooms in her own taste. She walked in already picturing her furniture in the living room. She made an offer and bought the home!

Elke

Top 5 sales of the quarter

closed July 1 to September 30

$9.29M
76 Robin Rd, Weston
5 bd · 8,633 sf · 60 days to offer

$9.28M
52 Valley Rd, Wellesley
7 bd · 11,124 sf · 63 days to offer

$6.30M
222 Grove St, Wellesley
6 bd · 8,093 sf · 64 days to offer

$6.10M
14 Greylock Rd, Wellesley
6 bd · 10,197 sf · 5 days to offer

$6.00M
9 Bellevue Rd, Wellesley
6 bd · 7,569 sf · 46 days to offer

Data from MLS Property Information Network (MLS PIN), single-family sales closed 7/1–9/30/26 vs. 7/1–9/30/25; waiting chart 10/1/25–9/30/26. Deemed reliable but not guaranteed. Days to offer = list date to first Under Agreement. Over ask = sale above final list price. $/sq ft = sale price ÷ total finished sq ft, incl. finished lower level.

***RealTrends Verified 2026: #1 individual Compass agent, Wellesley.**

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