

Q2 2020 CONCORD



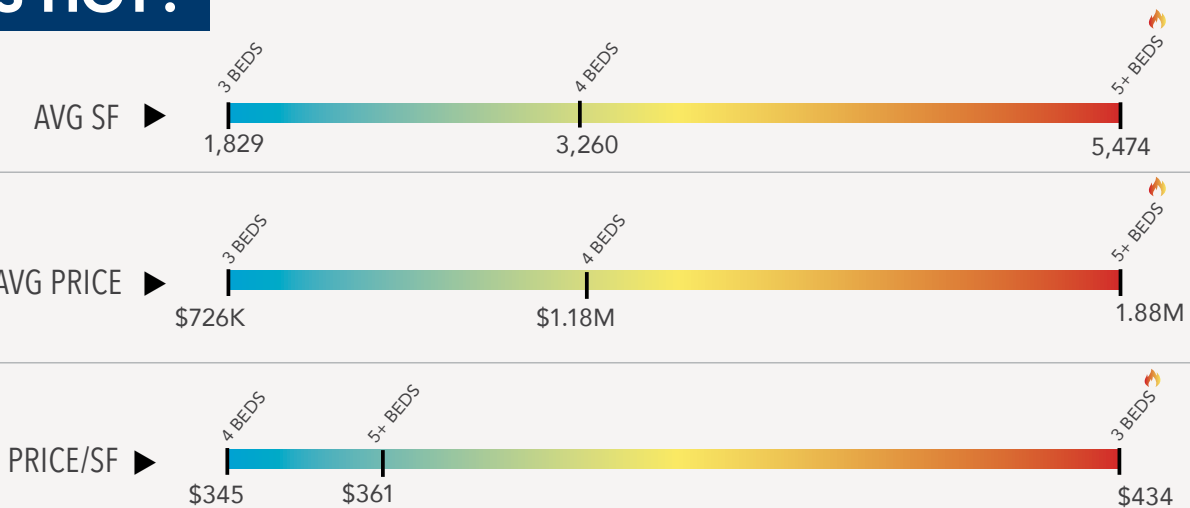
TRENDS & INSIGHTS

Despite Concord's 21.2% decrease in closings from Q2 2019 (85) to Q2 2020 (67), Concord has two \$3.5M+ closings this past quarter, one of which was over \$4M. To put that in perspective, in Q2 2019, the highest sale was \$3,200,000, so even despite the global pandemic, the top of the market in Concord is being pushed to new heights.

- 55 Captain Miles Lane: Sold for \$4,250,000, listed for \$4,550,000 (a 7.1% discount)
- 291 Musterfield Road: Sold for \$3,500,000, listed for \$4,300,000 (a massive 22.9% discount)



WHAT'S HOT?



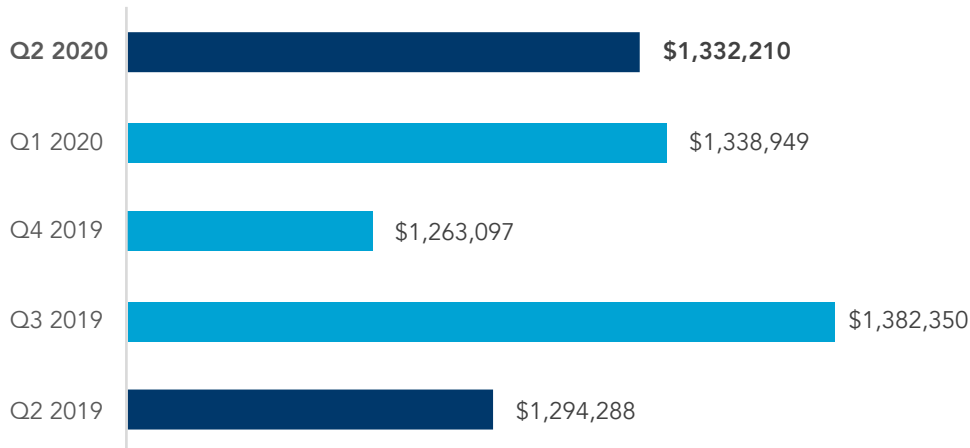
AVERAGE SALES PRICE



↑ 2.9%

YEAR OVER YEAR

\$37,922
DECREASE



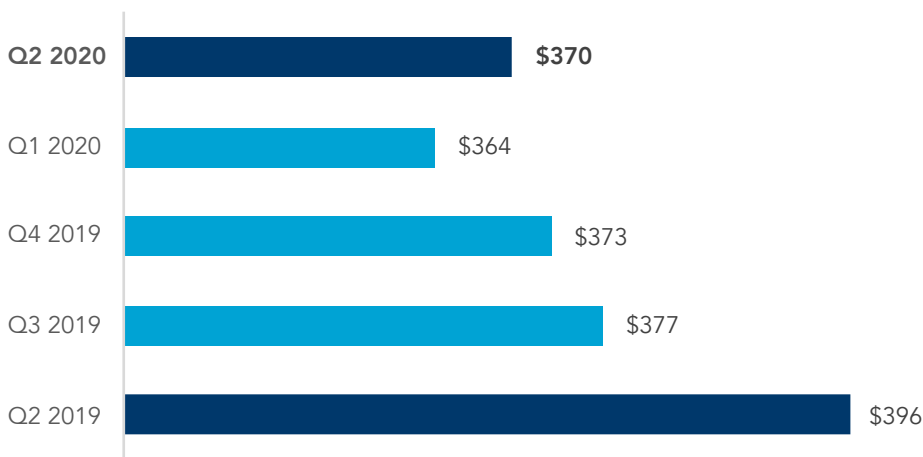
AVERAGE COST PER SQ FT



↓ 6.6%

YEAR OVER YEAR

\$26
INCREASE



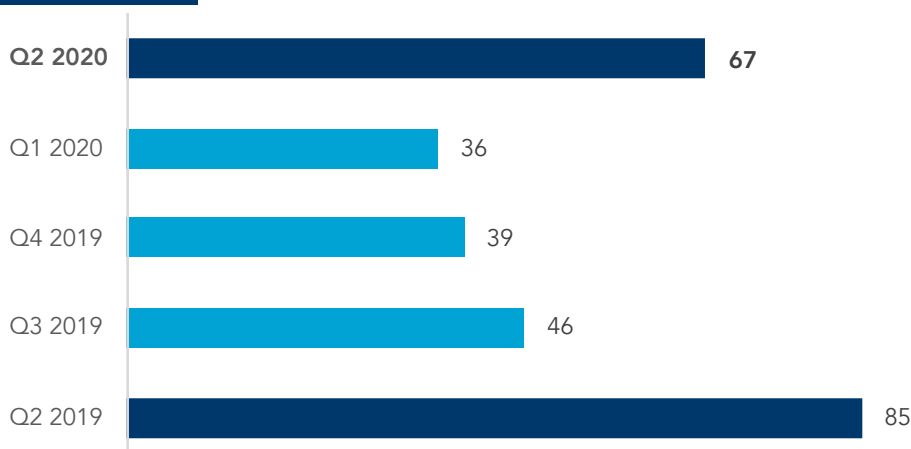
NUMBER OF CLOSINGS



↓ 21.2%

YEAR OVER YEAR

18 UNIT
DECREASE



Note: Data is sourced from MLS, Single Family only