

Q2 2020 LEXINGTON



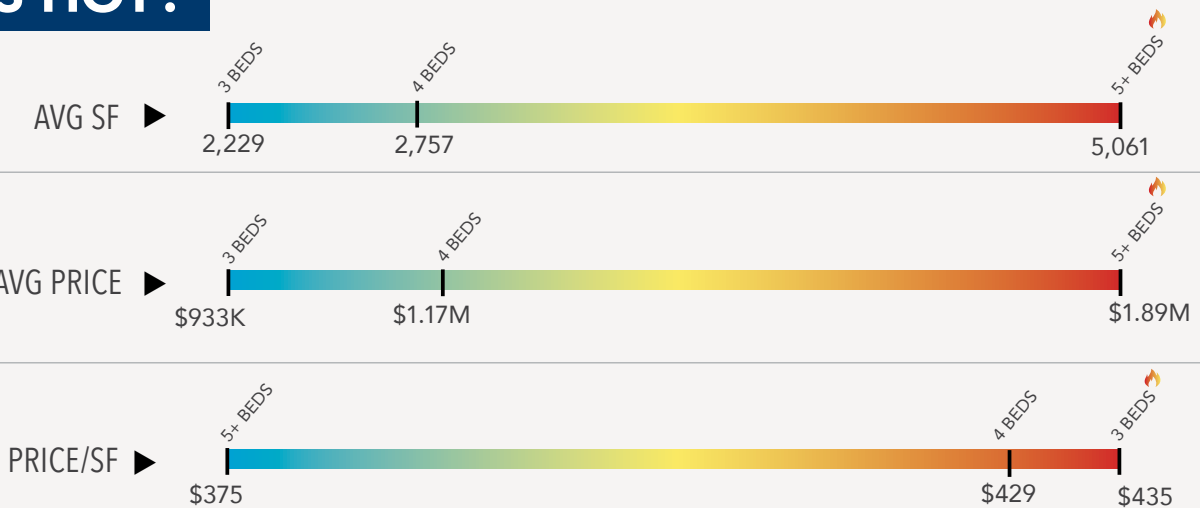
TRENDS & INSIGHTS

Lexington went from having 100 closings in Q2 2019 to 75 in Q2 2020, which is a steep decline relative to the rest of the MetroWest. Nevertheless, there were several noteworthy sales in Q2 2020, which caused a 6% increase in average sales price year over year.

- 4 Adams Street sold for \$3,000,000 and was the only \$3M or higher sale this quarter in Lexington. Was originally listed for \$3,285,000, a 9.5% discount from list
- Lexington had seven home sales under \$800,000 this quarter compared to 11 sales in Q2 2019, illustrating the effect of the rising average prices on the affordability for first time homebuyers



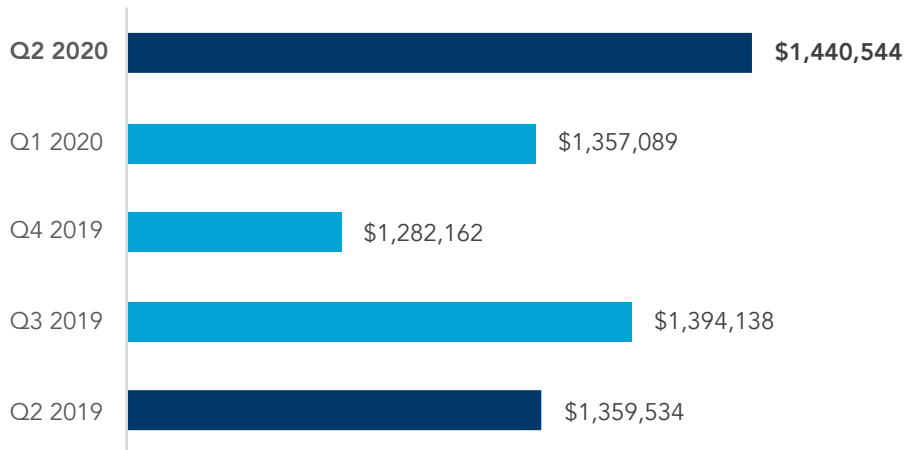
WHAT'S HOT?




AVERAGE SALES PRICE



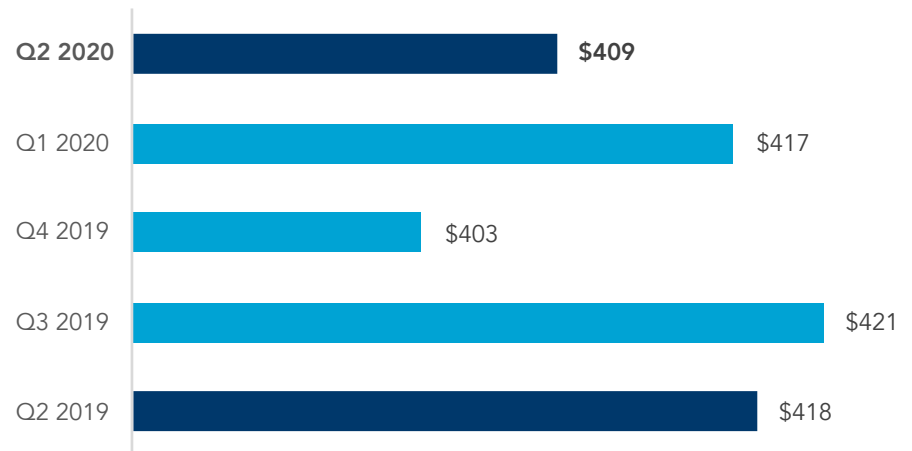
↑ 6.0%
YEAR OVER YEAR
\$81,010
INCREASE



AVERAGE COST PER SQ FT



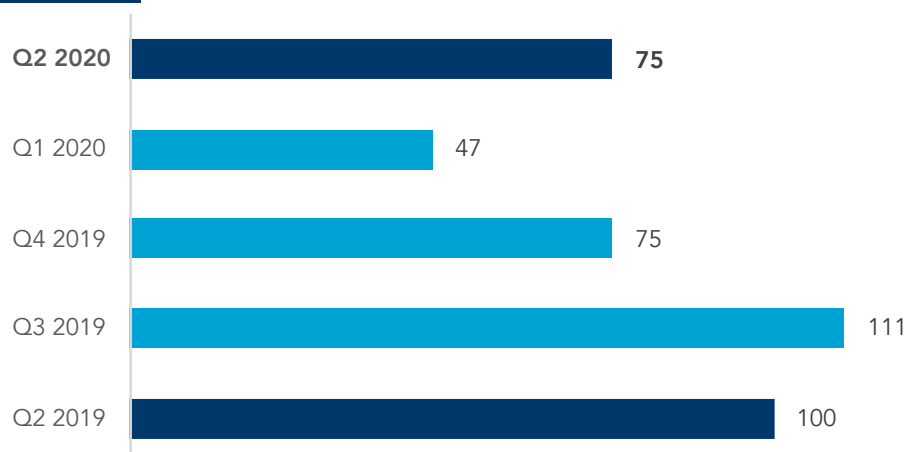
↓ 2.2%
YEAR OVER YEAR
\$9
DECREASE



NUMBER OF CLOSINGS



↓ 25%
YEAR OVER YEAR
25 UNIT
DECREASE



Note: Data is sourced from MLS, Single Family only