

# Q2 2020 LINCOLN

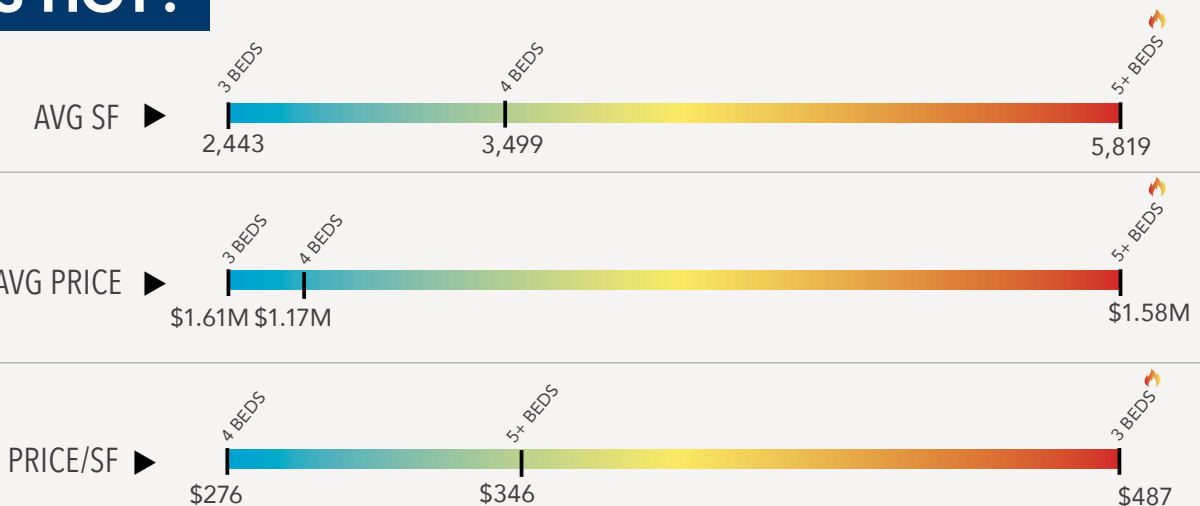


## TRENDS & INSIGHTS

- Lincoln actually experienced growth in number of sales on a percentage basis comparing Q2 in 2019 versus 2020 (23.1% increase, from 13 to 16 sales). Offering a lower price per square foot to potential buyers than Wellesley, Weston, or Concord, Lincoln is an appealing option for first-time homebuyers looking to take advantage of the strong public school system without paying a premium to be closer to Boston.
  - Last year in Q2, Lincoln had one sale of \$3,000,000 and one above \$2M (\$2,200,000). In Q2 2020, there were no sales over \$3M or \$2M (max sale price was \$1,955,000 for 42 Silver Hill Road)
    - Despite the softening of the top end of the market in Lincoln, overall average sales price from Q2 2019 to Q2 2020 rose by 2.9%



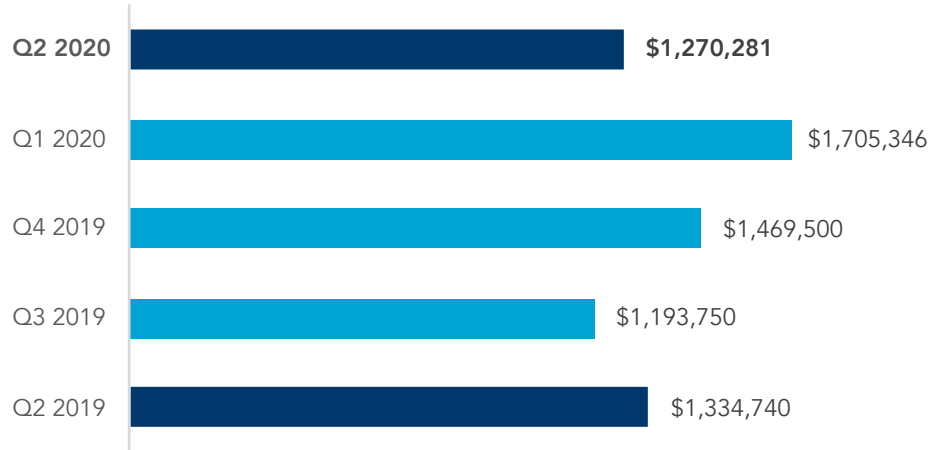
## WHAT'S HOT?



## AVERAGE SALES PRICE



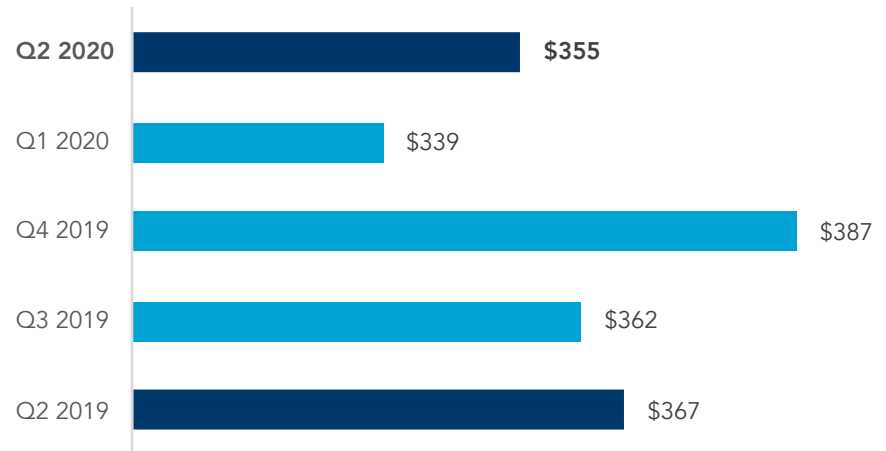
**↓ 4.8%**  
YEAR OVER YEAR  
**\$64,459**  
DECREASE



## AVERAGE COST PER SQ FT



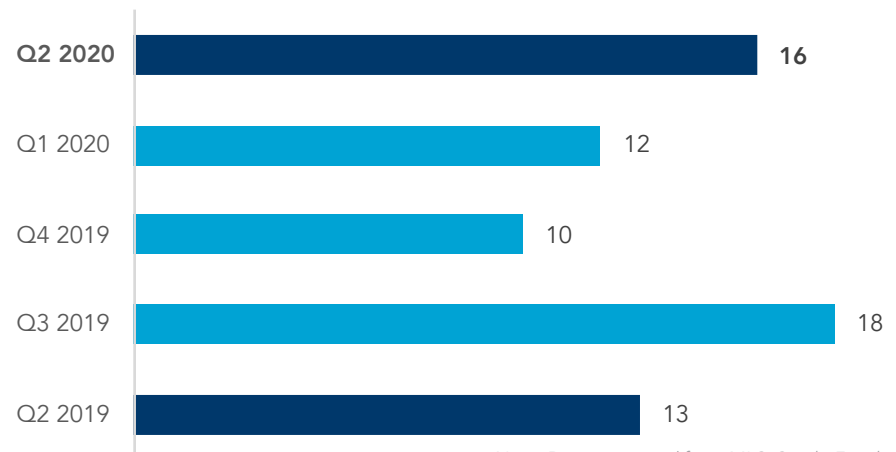
**↓ 3.3%**  
YEAR OVER YEAR  
**\$12**  
DECREASE



## NUMBER OF CLOSINGS



**↑ 23.1%**  
YEAR OVER YEAR  
**3 UNIT**  
DECREASE



*Note: Data is sourced from MLS, Single Family only*