

Q2 2020 NATICK



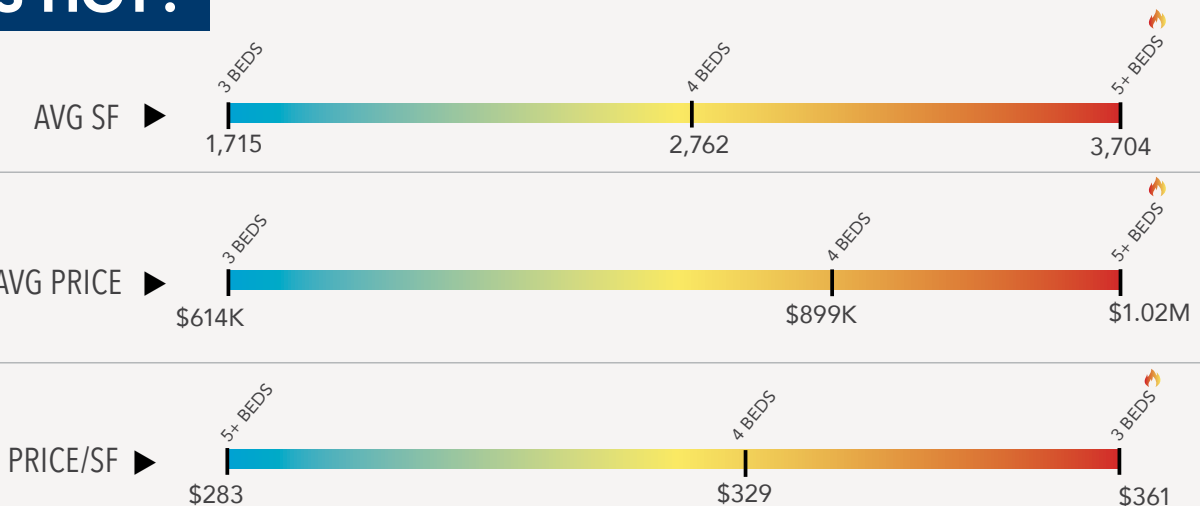
TRENDS & INSIGHTS

As we saw in neighboring town Framingham, Natick's prices also experienced a large increase when comparing Q2 2020 to Q2 2019 (10%). Unlike Framingham, however, Natick did not experience a sharp decline in number of closings during this time period at just a two sale decrease year over year (100 versus 98).

- One contributor to the spike in price this quarter is the number of homes that sold over \$1.5M in Natick this quarter (three) versus Q2 2019 (just one). The three homes were:
 - 7 Chieftain Lane - \$1,570,000 (listed for \$1,595,000, just a 1.5% discount)
 - 219 Eliot Street - \$1,551,000 (listed for \$1,525,000 and spent just 2 days on the market, perhaps a bidding war?)
 - 14 Hunters Lane - \$1,530,000 (listed for \$1,575,000, a 2.2% discount)



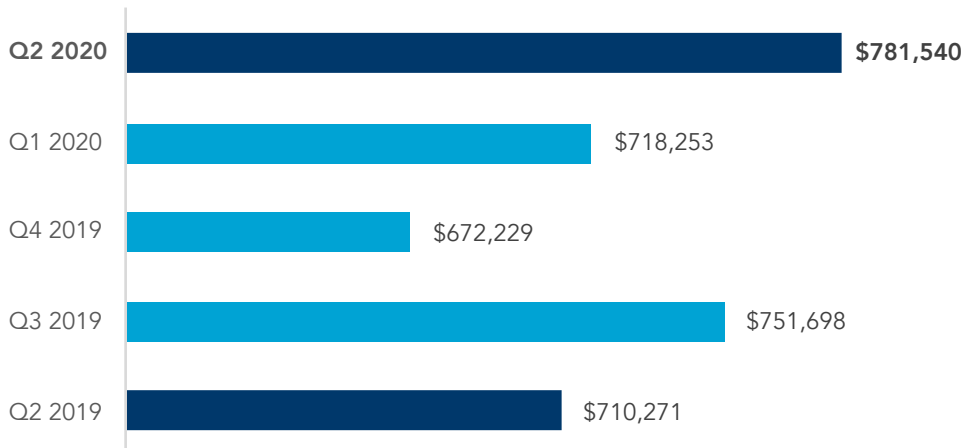
WHAT'S HOT?



AVERAGE SALES PRICE



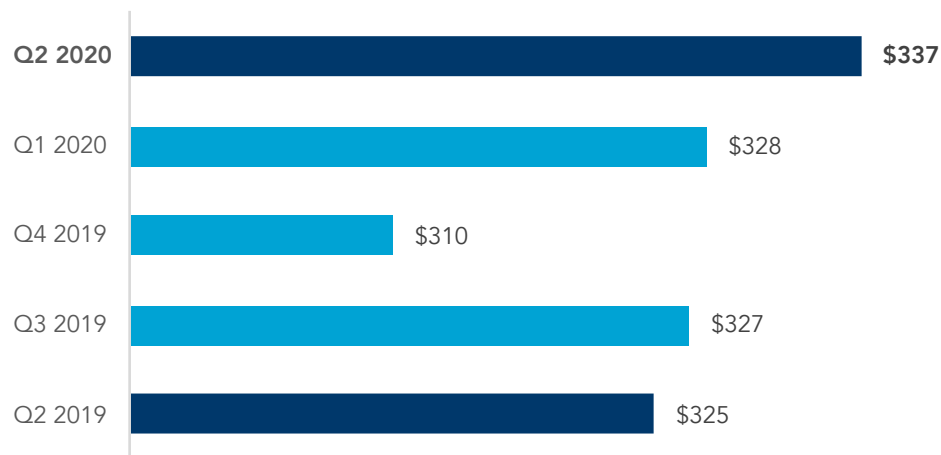
↑ 10%
YEAR OVER YEAR
\$71,269
INCREASE



AVERAGE COST PER SQ FT



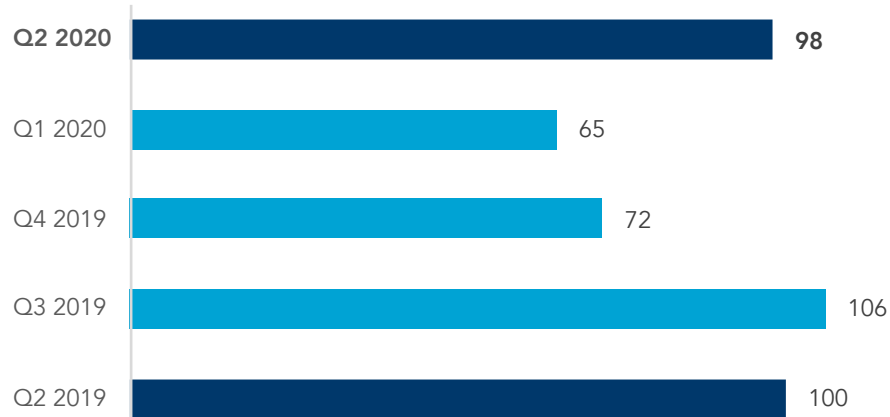
↑ 3.7%
YEAR OVER YEAR
\$12
INCREASE



NUMBER OF CLOSINGS



↓ 2%
YEAR OVER YEAR
2 UNIT
DECREASE



Note: Data is sourced from MLS, Single Family only