

Q2 2020 WAYLAND



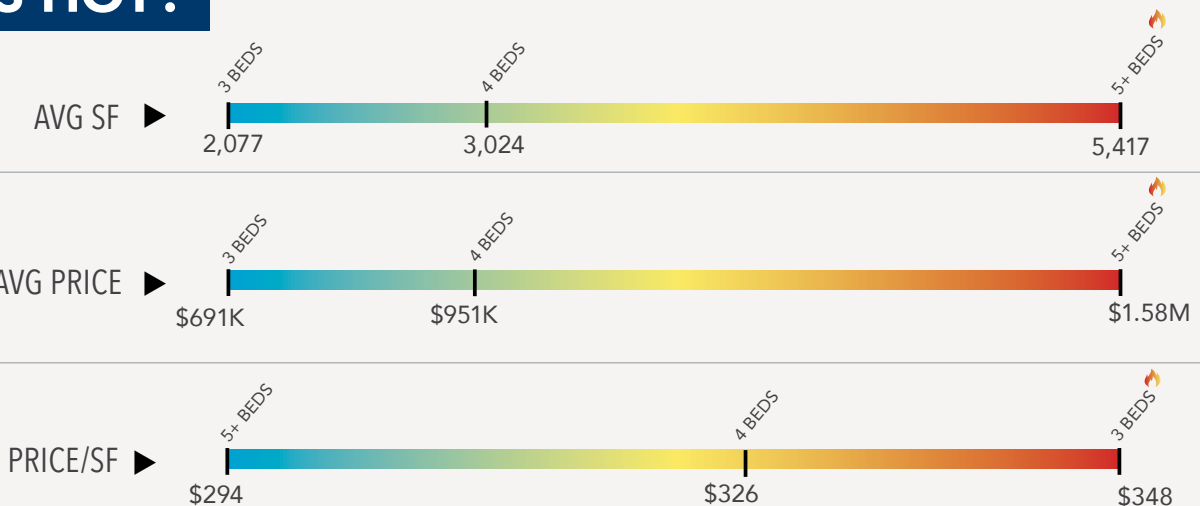
TRENDS & INSIGHTS

🔗 Much like what occurred in Weston, Wayland experienced a 12.5% increase in closings from Q2 2019 to Q2 2020 (48 last year versus 54 this year). Offering a lower price per square foot than neighboring towns Weston and Wellesley, Wayland provides an alternative for those who want to take advantage of Massachusetts' strong public school system without paying a premium.

- Wayland's two most expensive sales were both proximate to Wayland High School:
 - 164 & 168 Cochituate Road - \$1,950,000. Was originally listed for \$2,300,000, a 17.9% discount
 - 74 Old Connecticut Path - \$2,100,000. Was originally listed for \$2,275,000, an 8.3% discount
- Wayland had 12 homes sales under \$600,000 in Q2 2020, which is surprisingly a large number of units at this price point; last year had 9 units under \$600,000 sell in Q2.



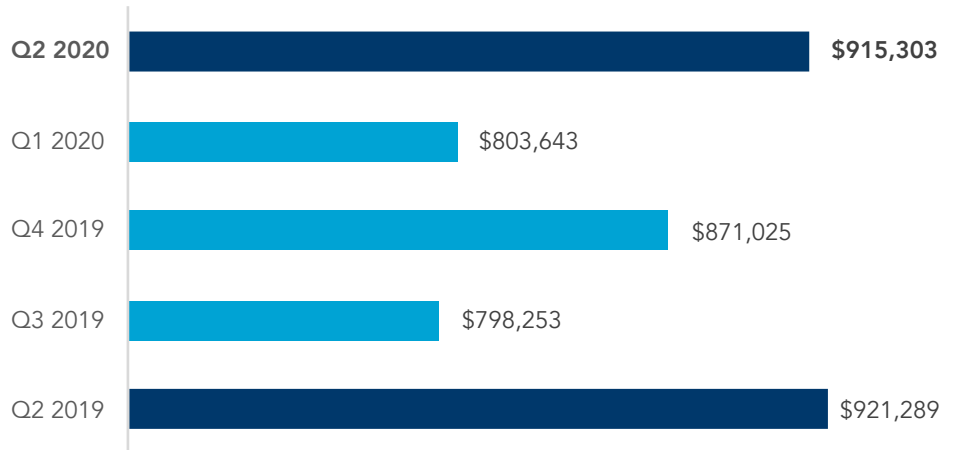
WHAT'S HOT?



AVERAGE SALES PRICE



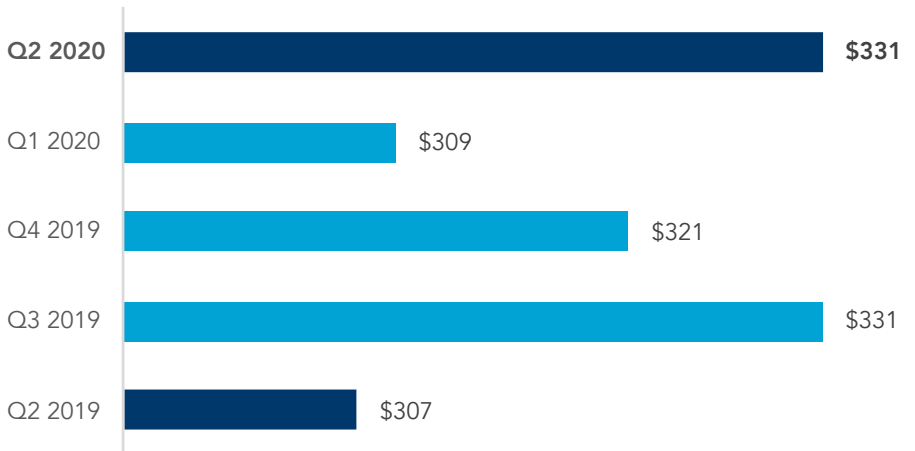
↓ **0.6%**
YEAR OVER YEAR
\$5,986
INCREASE



AVERAGE COST PER SQ FT



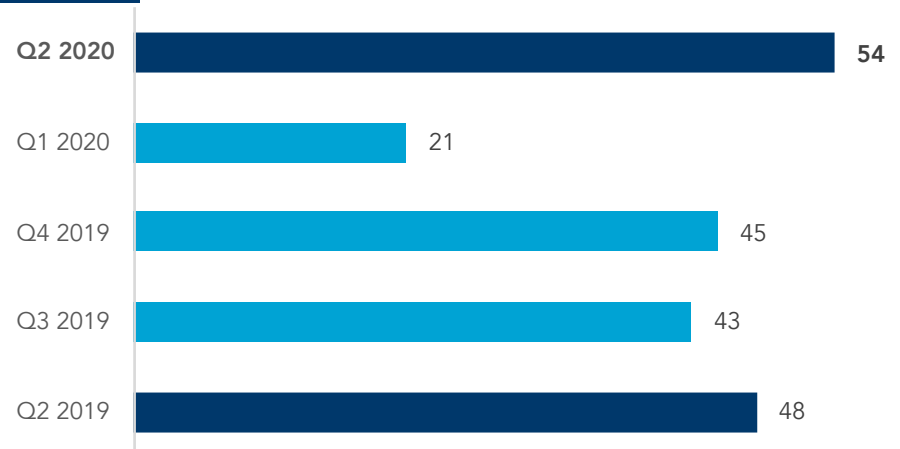
↑ **7.8%**
YEAR OVER YEAR
\$24
INCREASE



NUMBER OF CLOSINGS



↑ **12.5%**
YEAR OVER YEAR
6 UNIT
INCREASE



Note: Data is sourced from MLS, Single Family only