

# Q2 2020 WELLESLEY



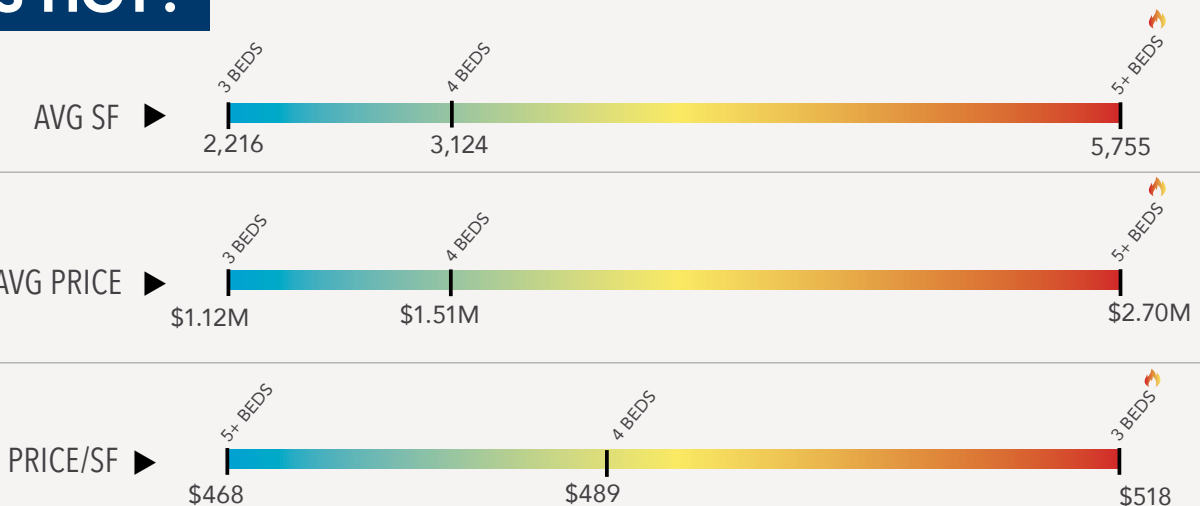
## TRENDS & INSIGHTS

Wellesley has experienced significant price growth from Q2 2019 to Q2 2020 (10.8%) due to the three sales over \$4M that closed this quarter despite a fewer number of sales. Despite having 27 more sales in Q2 2019, there was one less sale over \$4M, skewing average pricing upwards in Q2 2020.

- Two of Wellesley's biggest closings occurred on Woodcliff Road:
  - 15 Woodcliff Road - \$4,000,000
  - 68 Woodcliff Road - \$3,895,000
- Despite strong pricing growth, Wellesley was not immune to the COVID-19 impact; the number of closings declined by 25.5% year over year in Q2 2020
  - Conversely, Weston, a neighboring suburb with a similar demographic profile, actually saw number of closings increase by 17.5% during this timeframe



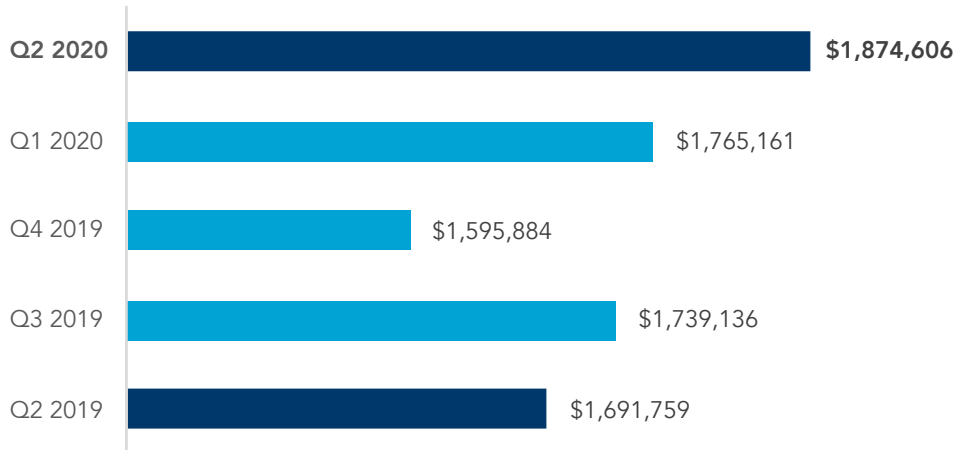
## WHAT'S HOT?



## AVERAGE SALES PRICE



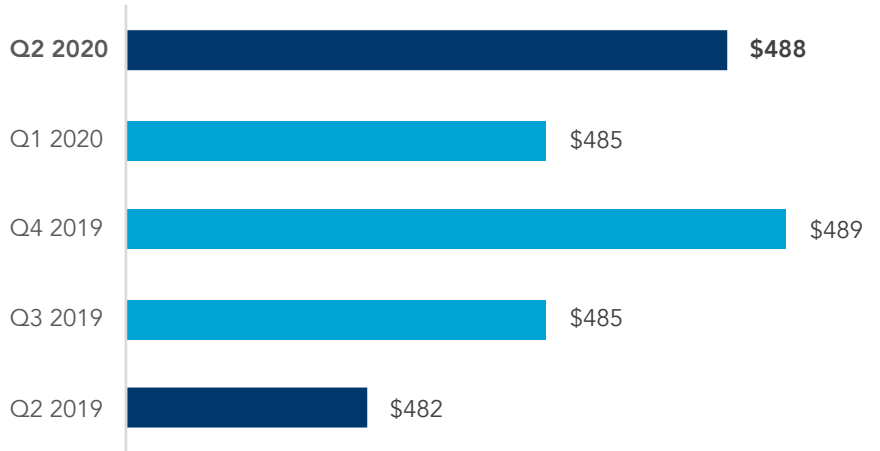
**↑ 10.8%**  
 YEAR OVER YEAR  
**\$182,847**  
 INCREASE



## AVERAGE COST PER SQ FT



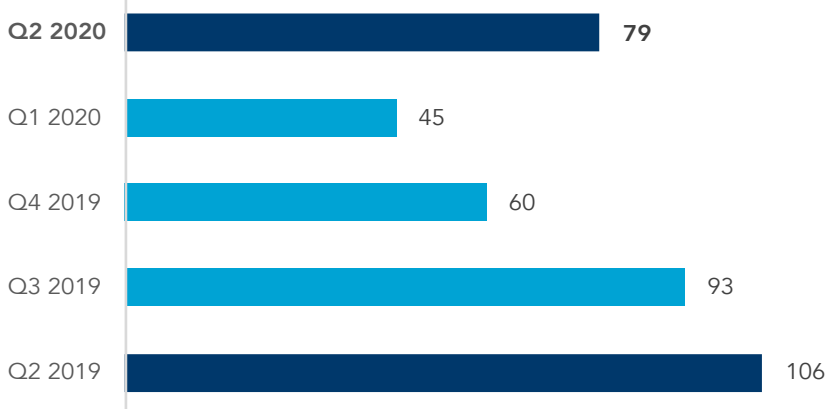
**↑ 1.2%**  
 YEAR OVER YEAR  
**\$6**  
 INCREASE



## NUMBER OF CLOSINGS



**↓ 25.5%**  
 YEAR OVER YEAR  
**27 UNIT**  
 DECREASE



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