

Q2 2020 WESTON



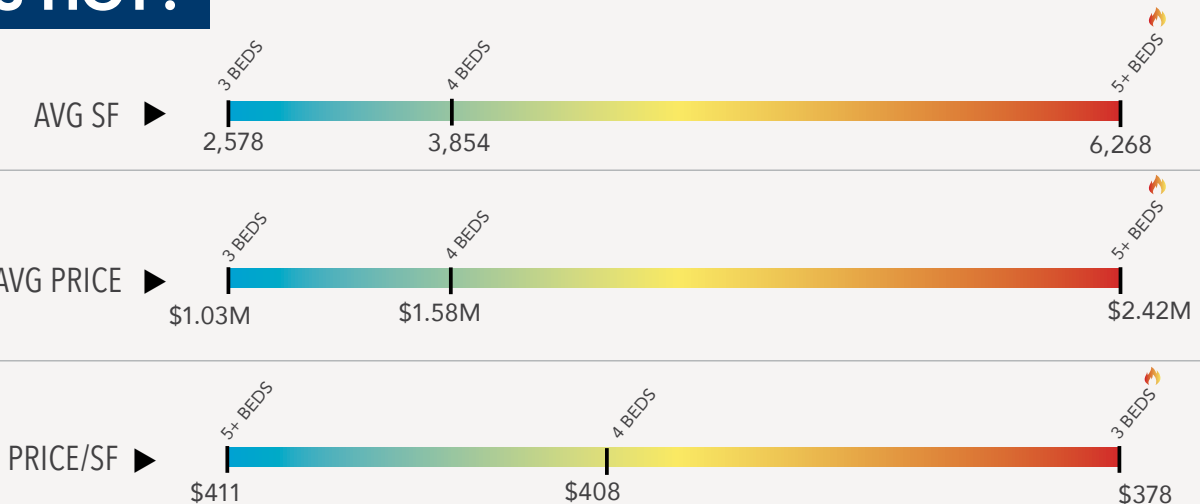
TRENDS & INSIGHTS

Weston is one of the few towns in the MetroWest that actually saw an increase in the number of units closed from Q2 2019 to Q2 2020 (40 in 2019 versus 47 in 2020). This is indicative of what is occurring in the national real estate market: the pandemic has not had as drastic of an impact on buyer demand in blue chip suburb locations (Weston, Newton, and Brookline) as it has on the demand of Boston luxury units.

- With a 17.5% increase in closing during the pandemic year over year, Weston had the largest overall percentage increase in sales out of any town in the MetroWest during Q2 2020
- Weston had two sales for over \$4M in Q2 2020, but both of them had significant discounts from list price:
 - 200 Lexington - \$4,260,000. Was originally listed for \$4,495,000
 - 6 Walnut - \$4,400,000. Was originally listed for \$4,975,000.
 - In Q2 2019, there were five sales over \$4M
- Of all the towns in the MetroWest, Weston is the least supply constrained with 2.39 months of supply



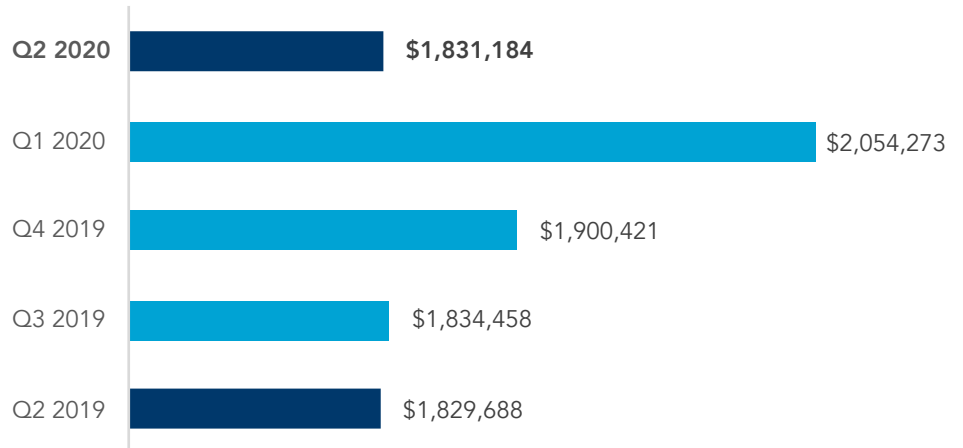
WHAT'S HOT?



AVERAGE SALES PRICE



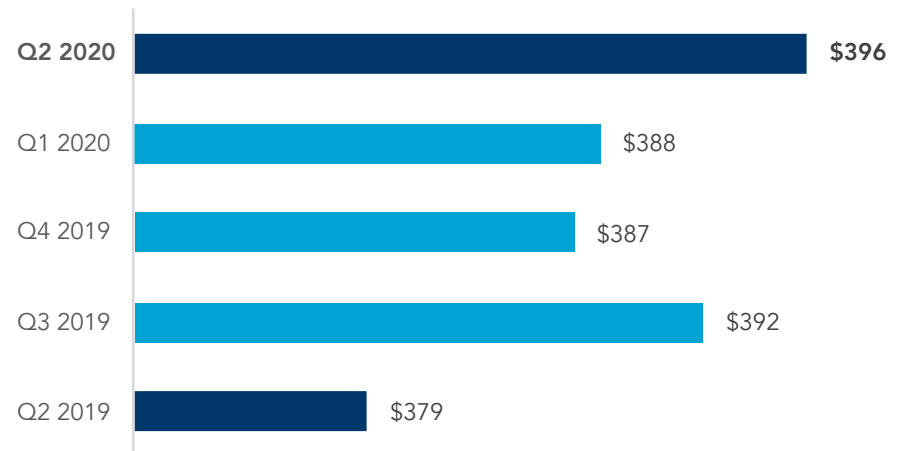
↑ **0.1%**
YEAR OVER YEAR
\$1,496
INCREASE



AVERAGE COST PER SQ FT



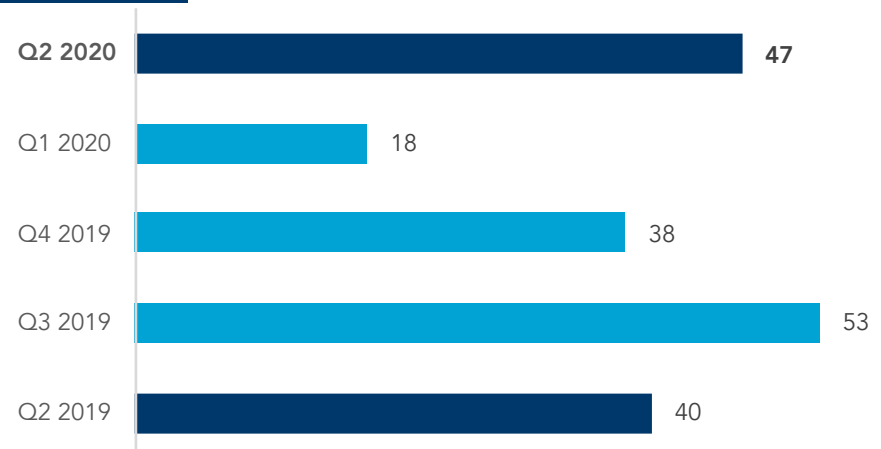
↑ **4.5%**
YEAR OVER YEAR
\$17
INCREASE



NUMBER OF CLOSINGS



↑ **17.5%**
YEAR OVER YEAR
7 UNIT
INCREASE



Note: Data is sourced from MLS, Single Family only