

Q2 2020 WINCHESTER



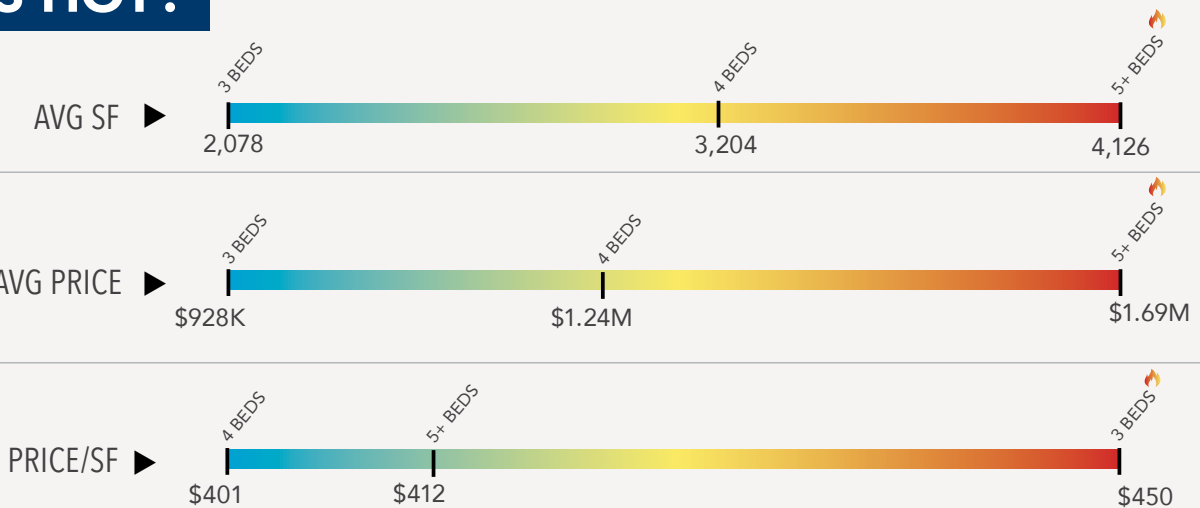
TRENDS & INSIGHTS

In Q2 2020, we saw Winchester's single family home pricing change very little compared to Q2 2019 (only a 2% decline). During the same timeframe, however, closings dropped sharply by 21.1% (from 71 to 56), illustrating the pandemic's impact on buyer demand.


- On the supply side, in June 2019, there were 58 single family homes on the market, and in June 2020, only 33, a 43% drop.
- The condo market has actually experienced an increase in number of closings from Q2 2019 to Q2 2020 (14 then versus 16 now). This is primarily due to several resales in newer buildings this quarter (Graystone at Winchester, Winning Farm of Winchester, and Dix on the Pond).



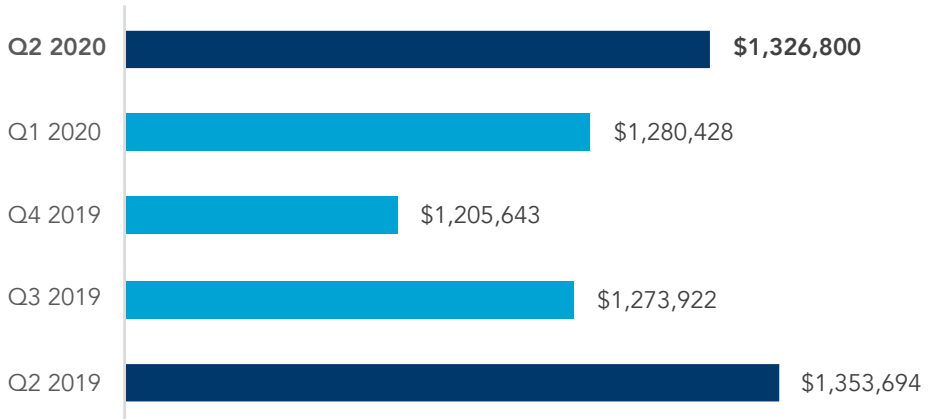
WHAT'S HOT?




AVERAGE SALES PRICE



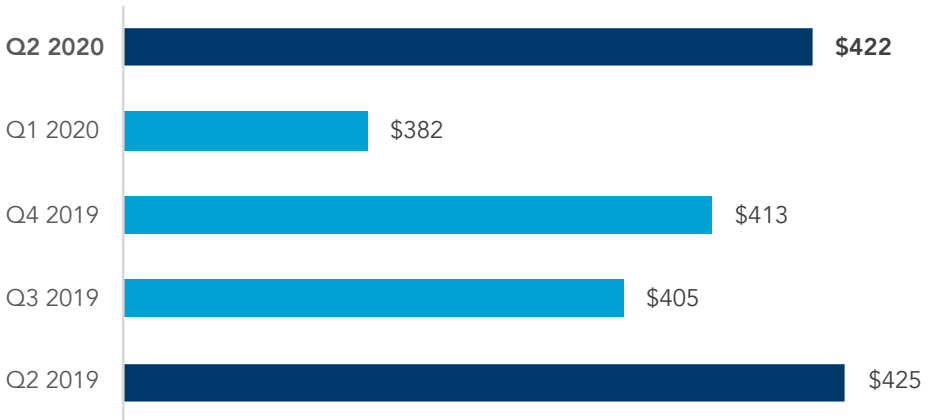
↓ 2%
YEAR OVER YEAR
\$26,894
DECREASE



AVERAGE COST PER SQ FT



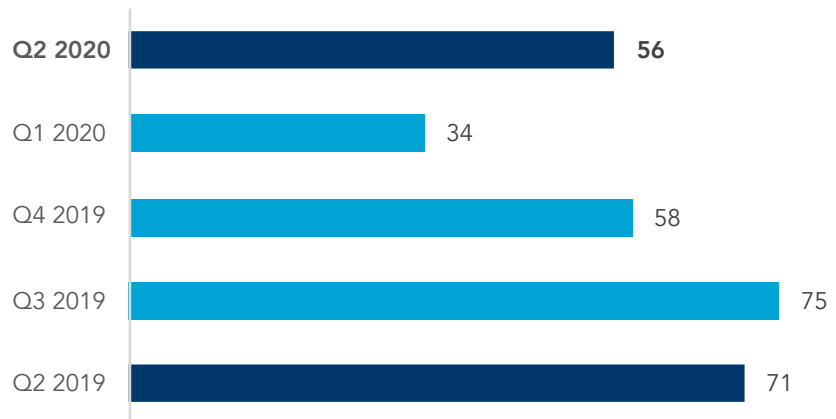
↓ 0.7%
YEAR OVER YEAR
\$3
INCREASE



NUMBER OF CLOSINGS



↓ 21.1%
YEAR OVER YEAR
15 UNIT
DECREASE



Note: Data is sourced from MLS, Single Family only