

City: Weston



Barbara Sweeney
 Residential Real Estate Specialist
 (203) 451-6522
 www.BarbaraSweeneyHomes.com
 Barbara.Sweeney@cbmoves.com



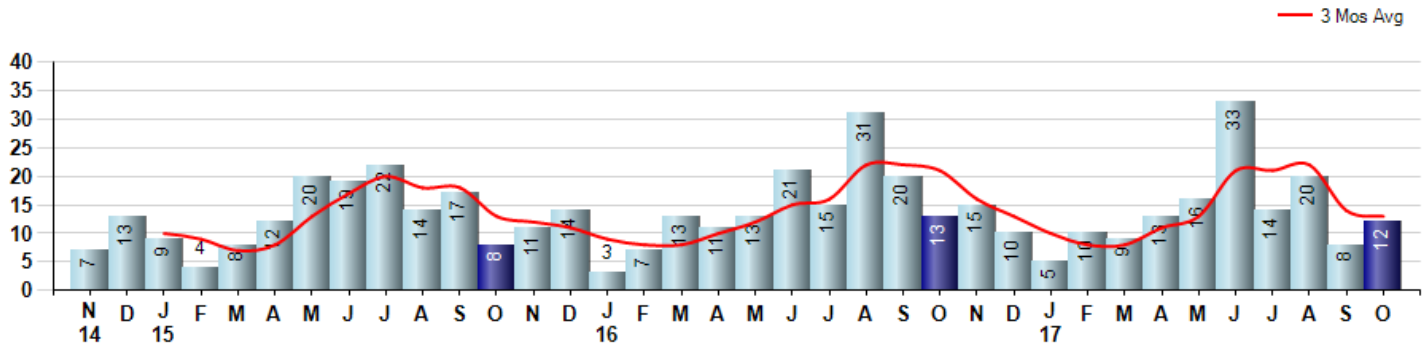
Price Range: 0 to 999999999 | Properties: Single Family Home

Market Profile & Trends Overview	Trending Versus*:					Trending Versus*:		
	Month	LM	L3M	PYM	LY	YTD	PriorYTD	PriorYear
Median List Price of all Current Listings	\$899,000	-1%		5%				
Average List Price of all Current Listings	\$1,074,280	-1%		-2%				
October Median Sales Price	\$721,000	-18%	-5%	-15%	-9%	\$770,500	-3%	-3%
October Average Sales Price	\$836,742	5%	-1%	-25%	-6%	\$856,817	-3%	-4%
Total Properties Currently for Sale (Inventory)	153	-2%		-4%				
October Number of Properties Sold	12	50%		-8%			-5%	
October Average Days on Market (Solds)	211	148%	46%	4%	22%	164	-2%	-5%
Asking Price per Square Foot (based on New Listings)	\$241	3%	-7%	-2%	0%	\$248	2%	3%
October Sold Price per Square Foot	\$215	5%	-3%	-8%	-4%	\$224	0%	0%
October Month's Supply of Inventory	12.8	-35%	-6%	4%	-27%	14.8	-20%	-14%
October Sale Price vs List Price Ratio	90.1%	-7.1%	-2%	0%	-2.1%	92.3%	-0.2%	0.3%

* LM=Last Month / L3M=Last 3 Months / PYM=Same Month Prior Year / LY=Last Year / YTD = Year-to-date

Property Sales

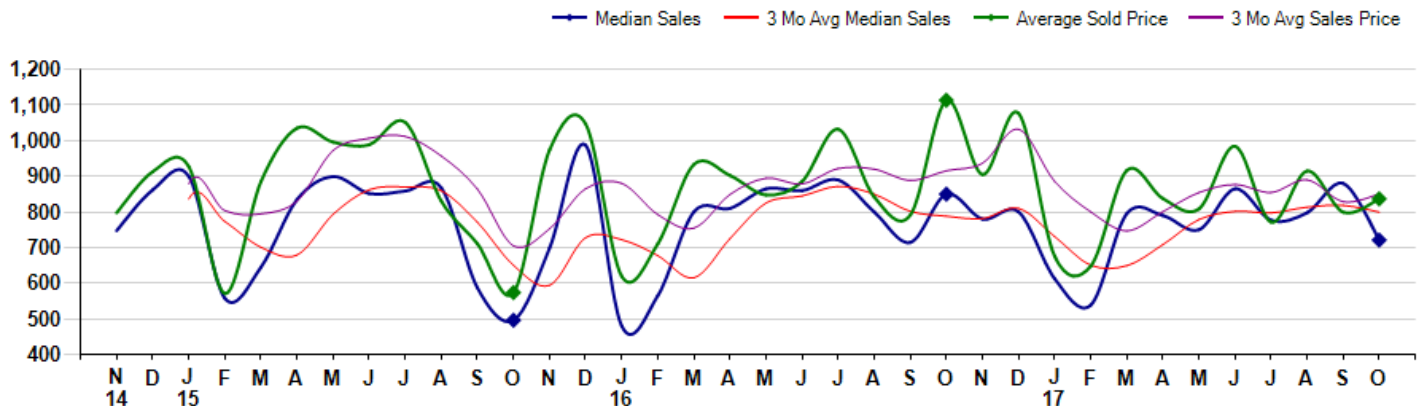
October Property sales were 12, down -7.7% from 13 in October of 2016 and 50.0% higher than the 8 sales last month. October 2017 sales were at a mid level compared to October of 2016 and 2015. October YTD sales of 140 are running -4.8% behind last year's year-to-date sales of 147.



Prices

The Median Sales Price in October was \$721,000, down -15.2% from \$850,000 in October of 2016 and down -18.1% from \$880,000 last month. The Average Sales Price in October was \$836,742, down -24.9% from \$1,113,692 in October of 2016 and up 4.7% from \$799,375 last month. October 2017 ASP was at a mid range compared to October of 2016 and 2015.

Median means Middle (the same # of properties sold above and below Median) (000's)



City: *Weston*



Barbara Sweeney
 Residential Real Estate Specialist
 (203) 451-6522
 www.BarbaraSweeneyHomes.com
 Barbara.Sweeney@cbmoves.com



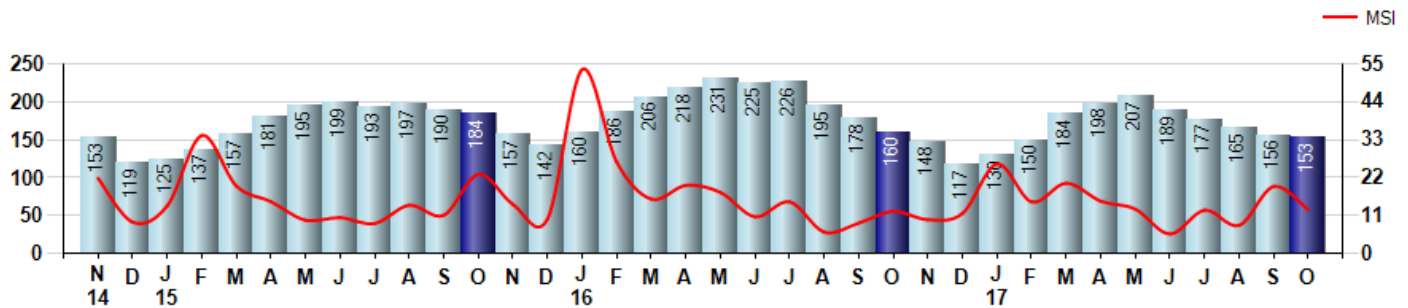
Price Range: 0 to 999999999 | Properties: Single Family Home

Inventory & MSI

The Total Inventory of Properties available for sale as of October was 153, down -1.9% from 156 last month and down -4.4% from 160 in October of last year. October 2017 Inventory was at the lowest level compared to October of 2016 and 2015.

A comparatively lower MSI is more beneficial for sellers while a higher MSI is better for buyers. The October 2017 MSI of 12.8 months was at a mid range compared with October of 2016 and 2015.

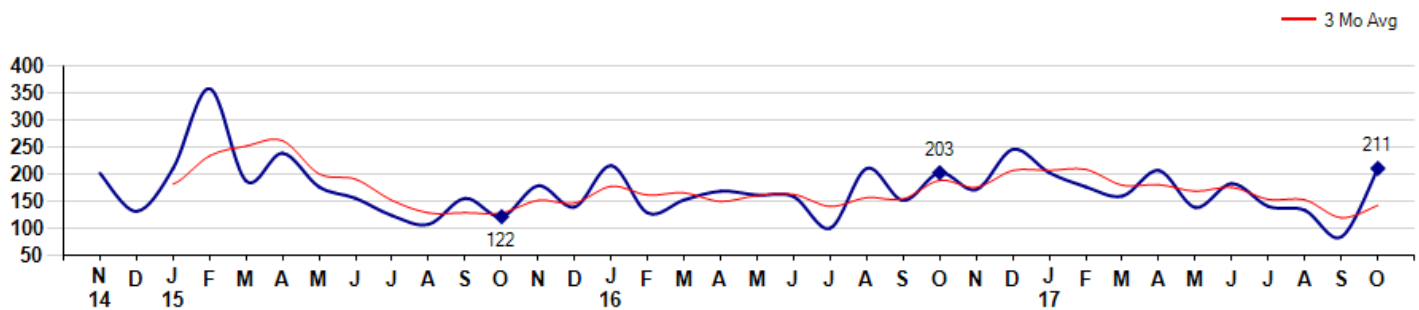
MSI is the # of months needed to sell all of the Inventory at the monthly Sales Pace



Market Time

The average Days On Market(DOM) shows how many days the average Property is on the Market before it sells. An upward trend in DOM tends to indicate a move towards more of a Buyer's market, a downward trend a move towards more of a Seller's market. The DOM for October was 211, up 148.2% from 85 days last month and up 3.9% from 203 days in October of last year. The October 2017 DOM was at its highest level compared with October of 2016 and 2015.

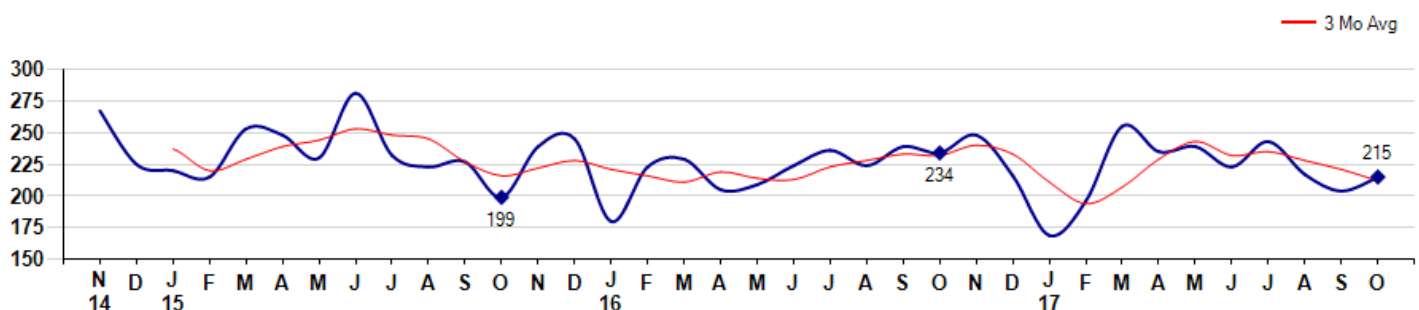
Average Days on Market(Listing to Contract) for properties sold during the month



Selling Price per Square Foot

The Selling Price per Square Foot is a great indicator for the direction of Property values. Since Median Sales Price and Average Sales price can be impacted by the 'mix' of high or low end Properties in the market, the selling price per square foot is a more normalized indicator on the direction of Property values. The October 2017 Selling Price per Square Foot of \$215 was up 5.4% from \$204 last month and down -8.1% from \$234 in October of last year.

Average Selling Price per Square Foot for properties that sold during the month



City: *Weston*



Barbara Sweeney
 Residential Real Estate Specialist
 (203) 451-6522
www.BarbaraSweeneyHomes.com
Barbara.Sweeney@cbmoves.com

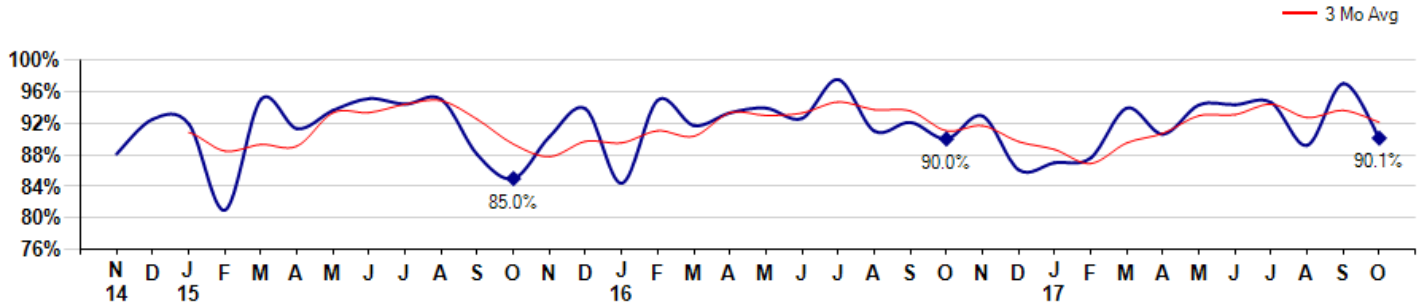


Price Range: 0 to 999999999 | Properties: Single Family Home

Selling Price vs Listing Price

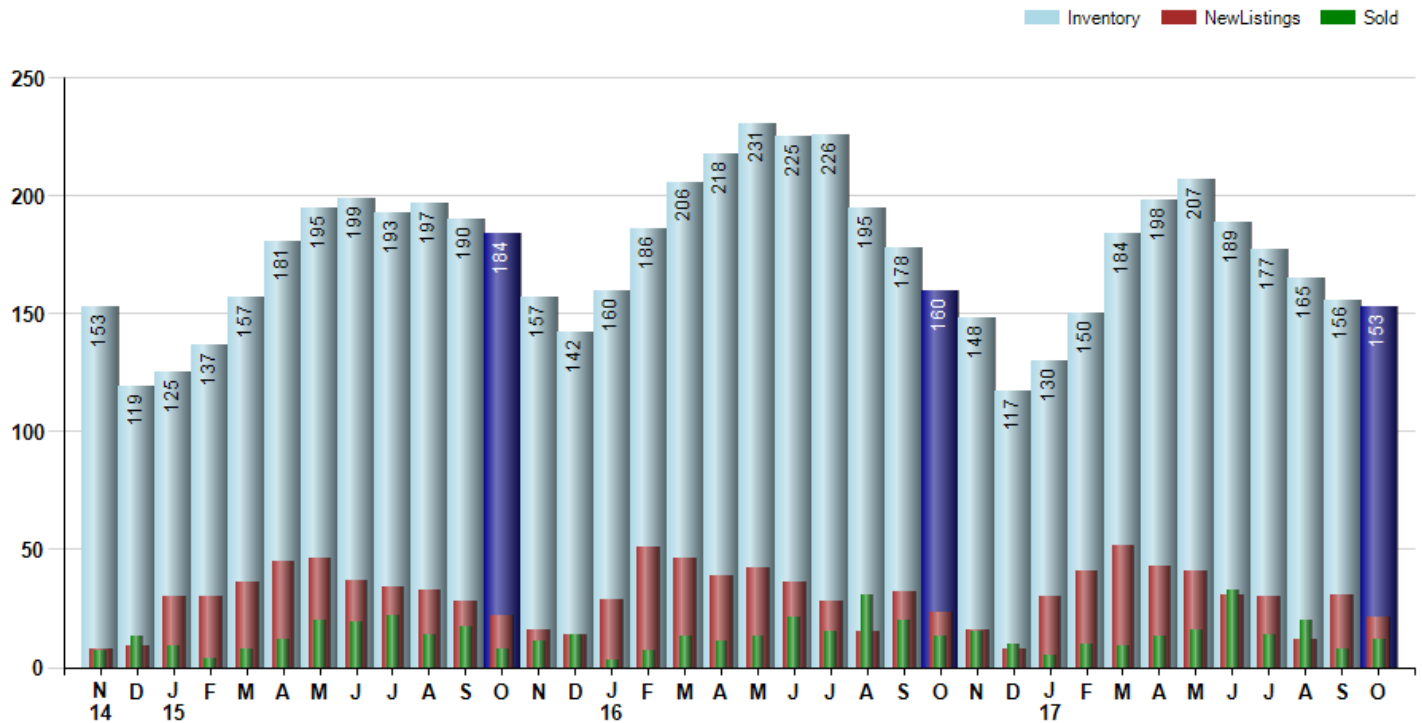
The Selling Price vs Listing Price reveals the average amount that Sellers are agreeing to come down from their list price. The lower the ratio is below 100% the more of a Buyer's market exists, a ratio at or above 100% indicates more of a Seller's market. The October 2017 Selling Price vs List Price of 90.1% was down from 97.0% last month and up from 90.0% in October of last year.

Avg Selling Price divided by Avg Listing Price for sold properties during the month



Inventory / New Listings / Sales

This last view of the market combines monthly inventory of Properties for sale along with New Listings and Sales. The graph shows the basic annual seasonality of the market as well as the relationship between these items. The number of New Listings in October 2017 was 21, down -32.3% from 31 last month and down -8.7% from 23 in October of last year.



© 2017 Coldwell Banker Residential Brokerage. All Rights Reserved. Coldwell Banker Residential Brokerage fully supports the principles of the Fair Housing Act and the Equal Opportunity Act. Coldwell Banker Residential Brokerage is operated by a subsidiary of NRT LLC. Coldwell Banker and the Coldwell Banker Logo are registered service marks owned by Coldwell Banker Real Estate LLC.

Based on information from SmartMLS for the period 11/1/2014 through 10/31/2017. Due to MLS reporting methods and allowable reporting policy, this data is only informational and may not be completely accurate. Therefore, Coldwell Banker Residential Brokerage does not guarantee the data accuracy. Data maintained by the MLS's may not reflect all real estate activity in the market.

