

## City: Weston



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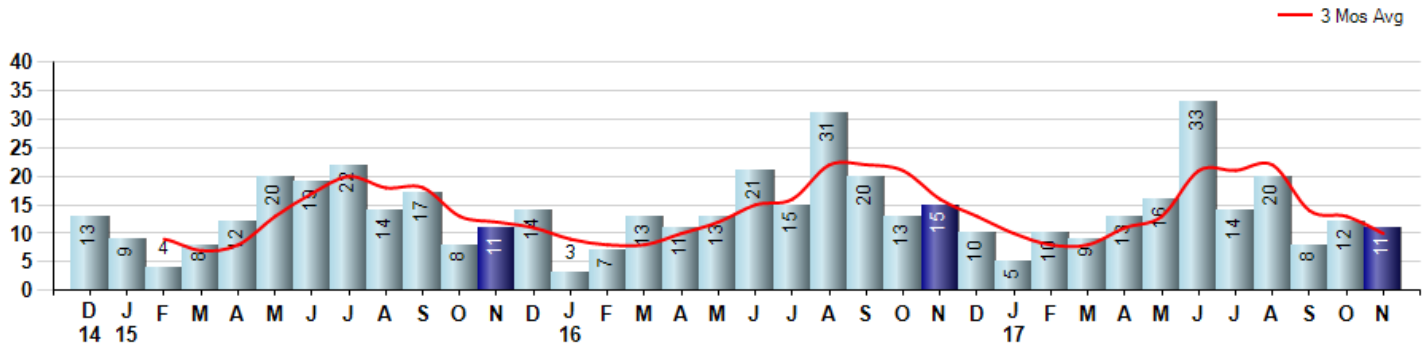
Price Range: 0 to 999999999 | Properties: Single Family Home

Market Profile & Trends Overview	Trending Versus*:					Trending Versus*:		
	Month	LM	L3M	PYM	LY	YTD	PriorYTD	PriorYear
Median List Price of all Current Listings	\$874,000	-3%		1%				
Average List Price of all Current Listings	\$1,061,073	-1%		-4%				
November Median Sales Price	\$535,000	-26%	-29%	-31%	-32%	\$765,000	-4%	-3%
November Average Sales Price	\$620,455	-26%	-24%	-31%	-31%	\$839,599	-6%	-6%
Total Properties Currently for Sale (Inventory)	131	-15%		-12%				
November Number of Properties Sold	11	-8%		-27%			-7%	
November Average Days on Market (Solds)	123	-42%	-13%	-29%	-29%	161	-4%	-7%
Asking Price per Square Foot (based on New Listings)	\$261	7%	8%	24%	8%	\$249	3%	3%
November Sold Price per Square Foot	\$190	-12%	-9%	-23%	-16%	\$221	-3%	-2%
November Month's Supply of Inventory	11.9	-7%	-19%	21%	-31%	14.6	-18%	-16%
November Sale Price vs List Price Ratio	87.9%	-2.4%	-3%	-5%	-4.5%	92.0%	-0.6%	

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

### Property Sales

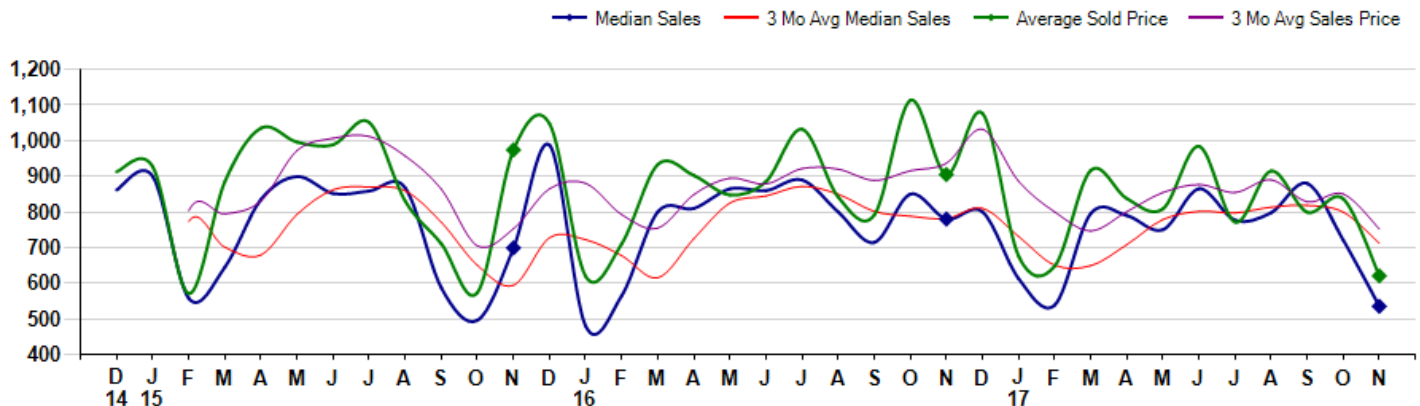
November Property sales were 11, down -26.7% from 15 in November of 2016 and -8.3% lower than the 12 sales last month. November 2017 sales were at their lowest level compared to November of 2016 and 2015. November YTD sales of 151 are running -6.8% behind last year's year-to-date sales of 162.



### Prices

The Median Sales Price in November was \$535,000, down -31.4% from \$780,000 in November of 2016 and down -25.8% from \$721,000 last month. The Average Sales Price in November was \$620,455, down -31.4% from \$905,067 in November of 2016 and down -25.8% from \$836,742 last month. November 2017 ASP was at the lowest level compared to November of 2016 and 2015.

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



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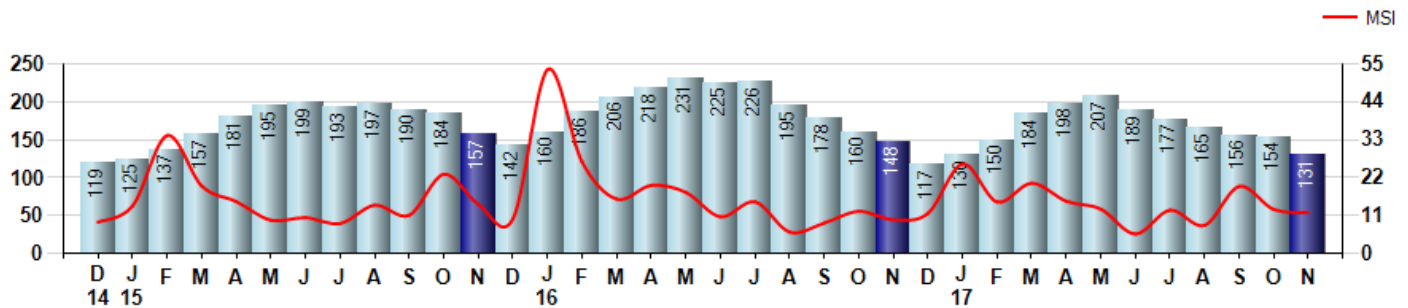
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### Inventory & MSI

The Total Inventory of Properties available for sale as of November was 131, down -14.9% from 154 last month and down -11.5% from 148 in November of last year. November 2017 Inventory was at the lowest level compared to November of 2016 and 2015.

A comparatively lower MSI is more beneficial for sellers while a higher MSI is better for buyers. The November 2017 MSI of 11.9 months was at a mid range compared with November of 2016 and 2015.

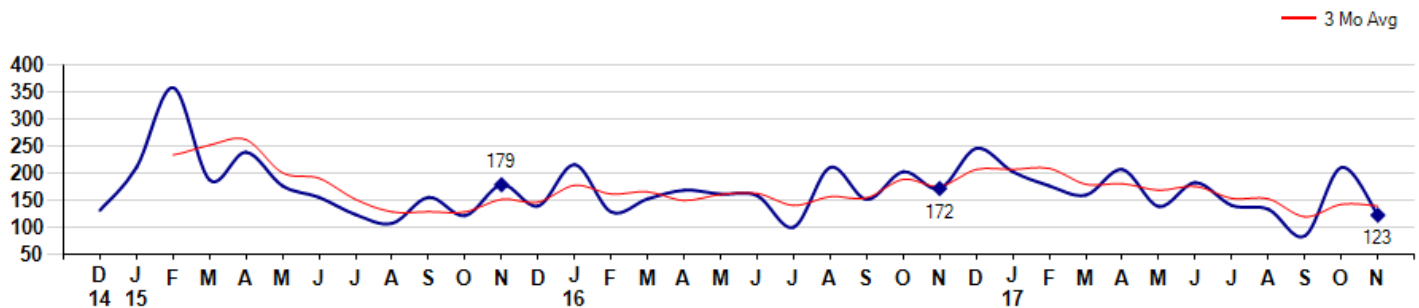
MSI is the # of months needed to sell all of the Inventory at the monthly Sales Pace



### 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 November was 123, down -41.7% from 211 days last month and down -28.5% from 172 days in November of last year. The November 2017 DOM was at its lowest level compared with November of 2016 and 2015.

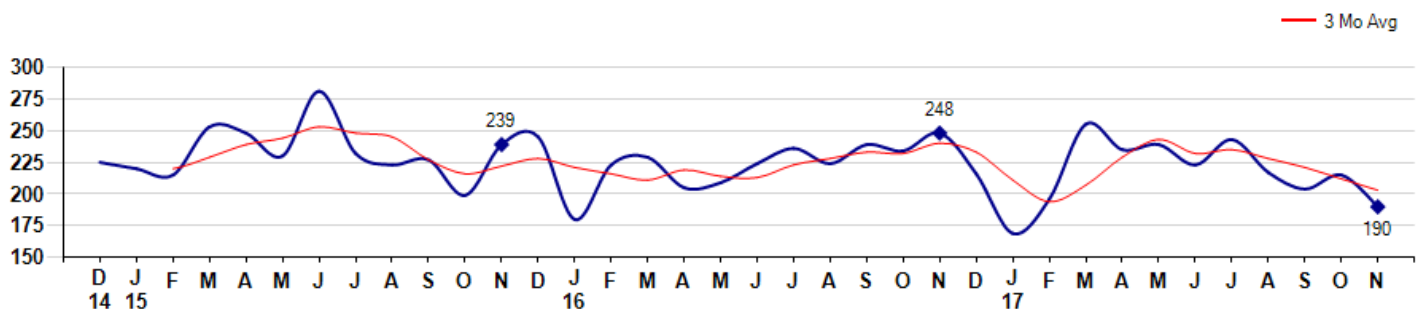
Average Days on Market(Listing to Contract) for properties sold during the month



### 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 November 2017 Selling Price per Square Foot of \$190 was down -11.6% from \$215 last month and down -23.4% from \$248 in November of last year.

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



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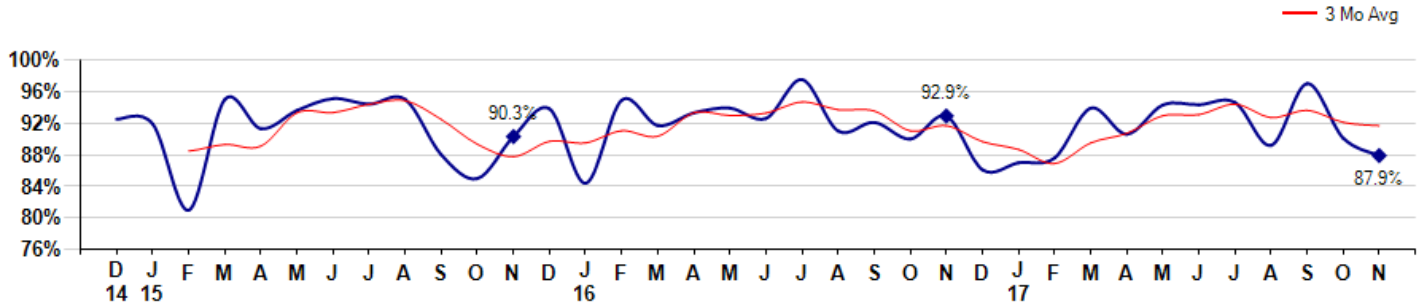


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### Selling Price vs Listing Price

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 November 2017 Selling Price vs List Price of 87.9% was down from 90.1% last month and down from 92.9% in November of last year.

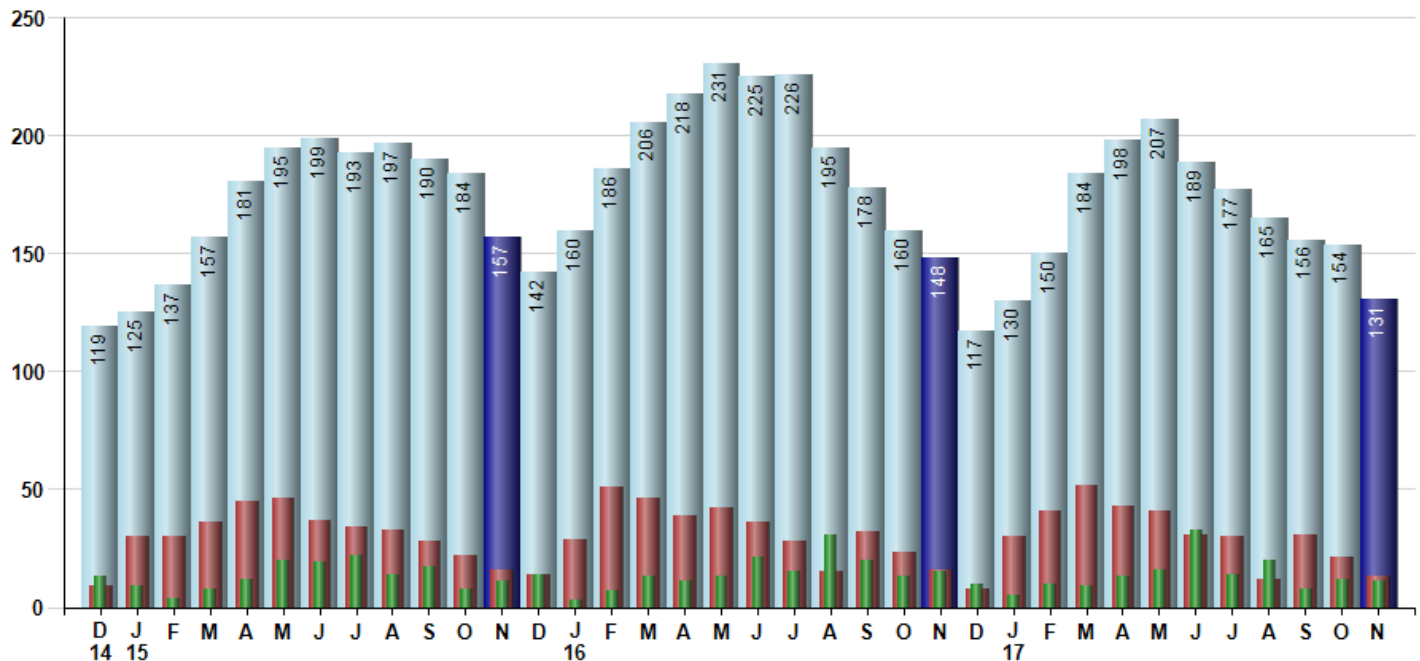
Avg Selling Price divided by Avg Listing Price for sold properties during the month



### 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 November 2017 was 13, down -38.1% from 21 last month and down -18.8% from 16 in November of last year.

Inventory (light blue), New Listings (red), Sold (green)



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