

## City: Weston



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



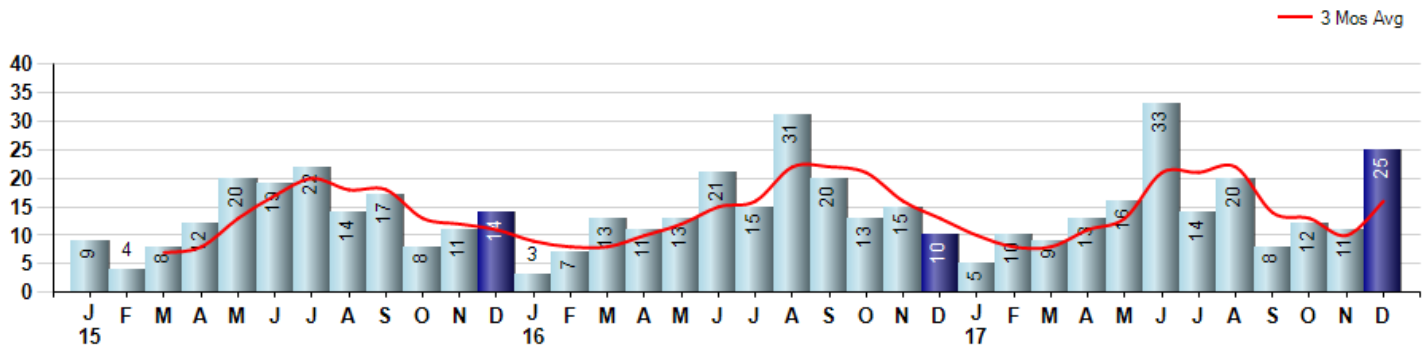
Price Range: 0 to 999999999 | Properties: Single Family Home

Market Profile & Trends Overview	Trending Versus*:					Trending Versus*:		
	Month	LM	L3M	PYM	LY	YTD	PriorYTD	PriorYear
Median List Price of all Current Listings	\$827,450	-8%		-5%				
Average List Price of all Current Listings	\$1,050,940	-2%		-3%				
December Median Sales Price	\$875,000	64%	16%	9%	11%	\$780,000	-2%	-2%
December Average Sales Price	\$955,400	54%	14%	-11%	7%	\$856,048	-5%	-4%
Total Properties Currently for Sale (Inventory)	94	-25%		-20%				
December Number of Properties Sold	25	127%		150%			2%	
December Average Days on Market (Solds)	144	17%	-1%	-42%	-17%	159	-8%	-8%
Asking Price per Square Foot (based on New Listings)	\$271	4%	10%	0%	12%	\$249	3%	3%
December Sold Price per Square Foot	\$245	29%	10%	13%	9%	\$225	0%	0%
December Month's Supply of Inventory	3.8	-67%	-60%	-68%	-78%	13.7	-21%	-21%
December Sale Price vs List Price Ratio	91.7%	4.3%	0%	7%	-0.3%	91.9%	-0.2%	-0.1%

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

### Property Sales

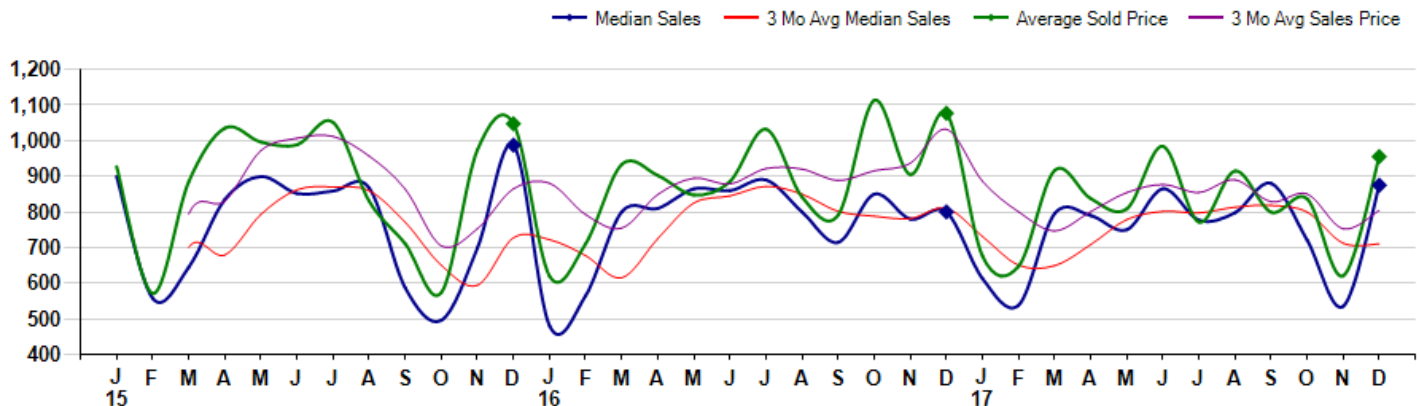
December Property sales were 25, up 150.0% from 10 in December of 2016 and 127.3% higher than the 11 sales last month. December 2017 sales were at their highest level compared to December of 2016 and 2015. December YTD sales of 176 are running 2.3% ahead of last year's year-to-date sales of 172.



### Prices

The Median Sales Price in December was \$875,000, up 9.4% from \$800,000 in December of 2016 and up 63.6% from \$535,000 last month. The Average Sales Price in December was \$955,400, down -11.3% from \$1,077,000 in December of 2016 and up 54.0% from \$620,455 last month. December 2017 ASP was at the lowest level compared to December 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



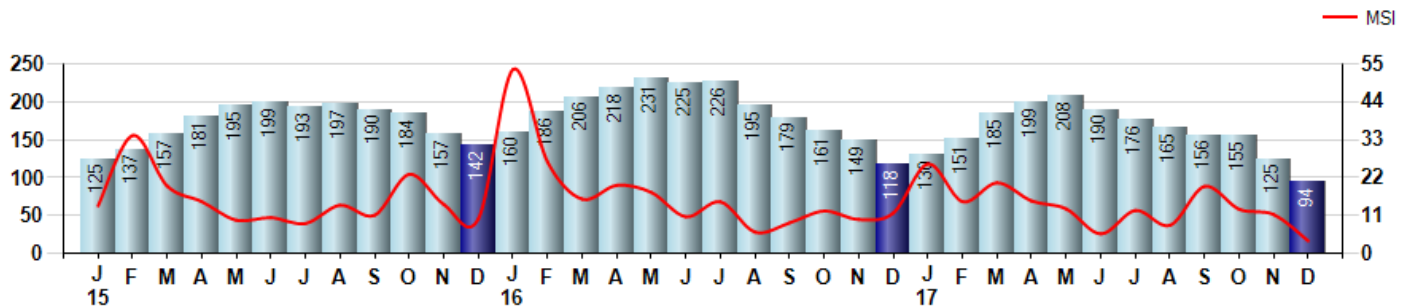
Price Range: 0 to 999999999 | Properties: Single Family Home

### Inventory & MSI

The Total Inventory of Properties available for sale as of December was 94, down -24.8% from 125 last month and down -20.3% from 118 in December of last year. December 2017 Inventory was at the lowest level compared to December of 2016 and 2015.

A comparatively lower MSI is more beneficial for sellers while a higher MSI is better for buyers. The December 2017 MSI of 3.8 months was at its lowest level compared with December of 2016 and 2015.

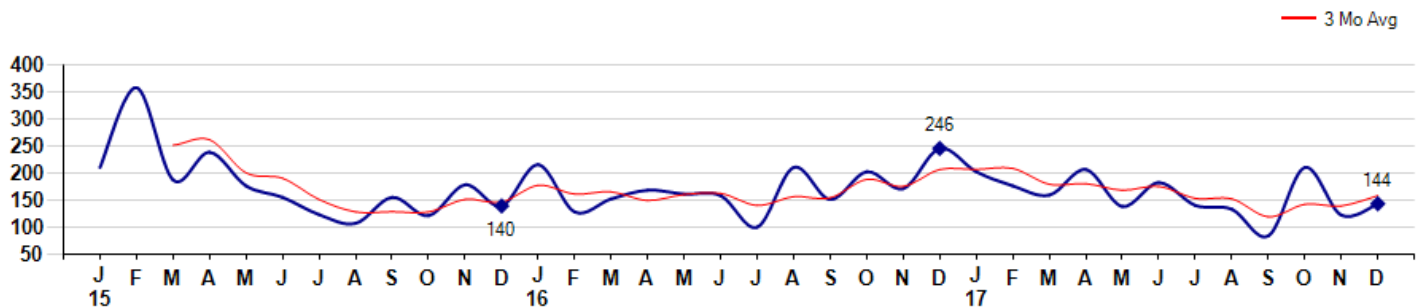
MSI is the # of months needed to sell all of the Inventory at the monthly Sales Pace



### 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 December was 144, up 17.1% from 123 days last month and down -41.5% from 246 days in December of last year. The December 2017 DOM was at a mid range compared with December of 2016 and 2015.

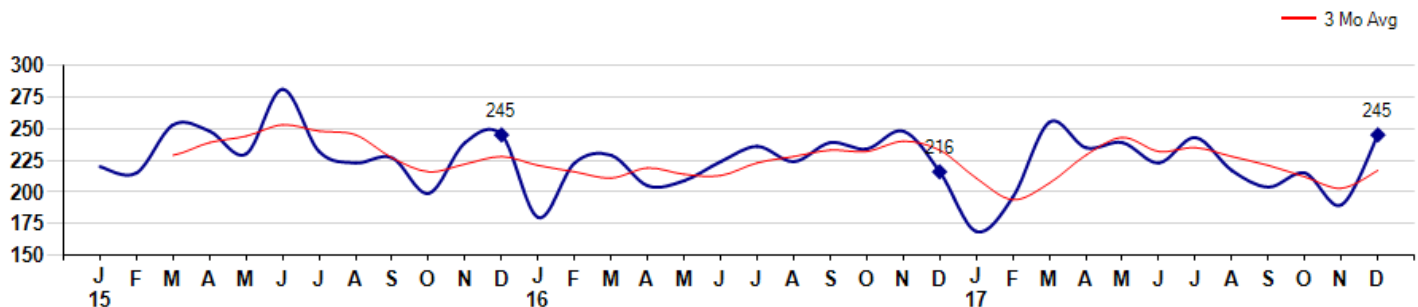
Average Days on Market(Listing to Contract) for properties sold during the month



### 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 December 2017 Selling Price per Square Foot of \$245 was up 28.9% from \$190 last month and up 13.4% from \$216 in December of last year.

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



© 2018 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 1/1/2015 through 12/31/2017. 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.



## City: Weston



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

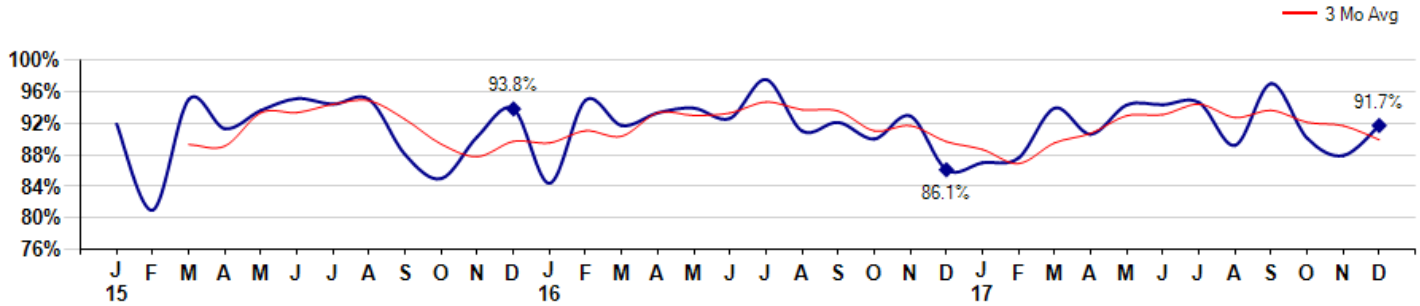


Price Range: 0 to 999999999 | Properties: Single Family Home

### 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 December 2017 Selling Price vs List Price of 91.7% was up from 87.9% last month and up from 86.1% in December of last year.

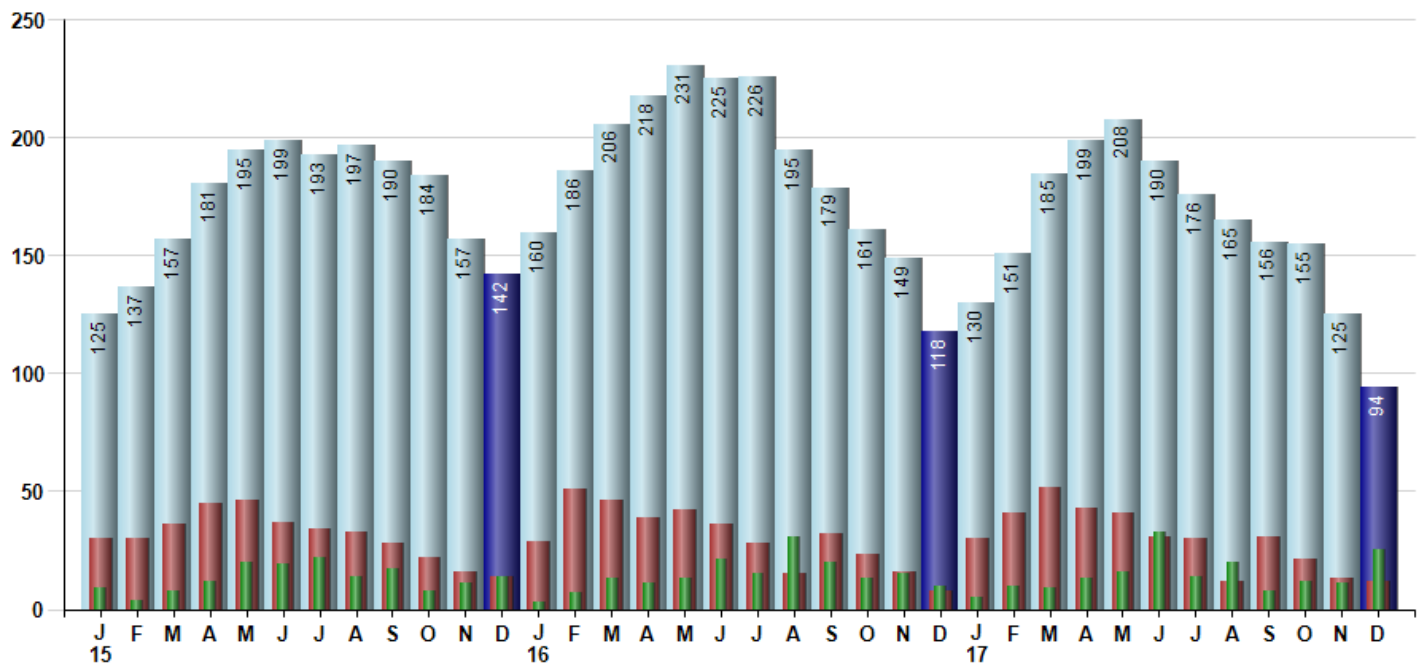
Avg Selling Price divided by Avg Listing Price for sold properties during the month



### 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 December 2017 was 12, down -7.7% from 13 last month and up 50.0% from 8 in December of last year.

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



© 2018 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 1/1/2015 through 12/31/2017. 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.

