

City: Weston



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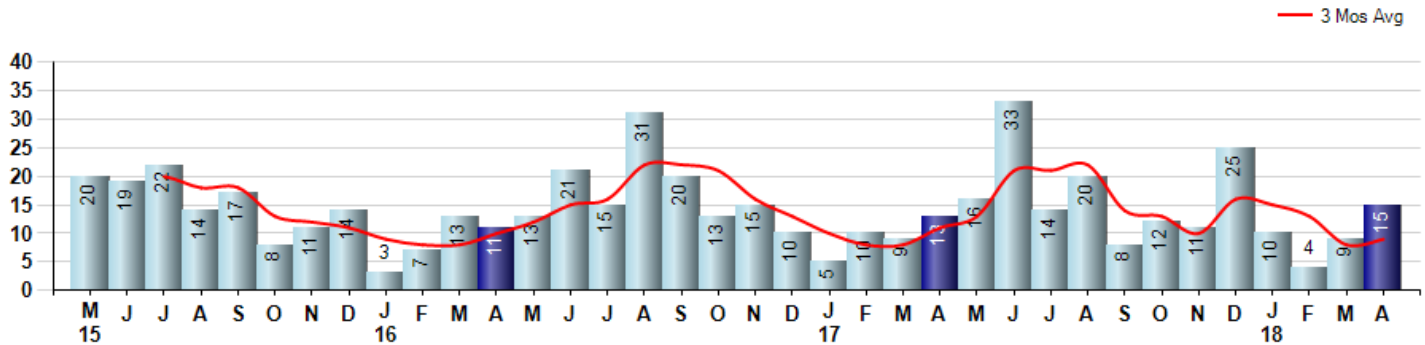
Price Range: 0 to 999999999 | Properties: Single Family Home

Market Profile & Trends Overview	Trending Versus*:					Trending Versus*:		
	Month	LM	L3M	PYM	LY	YTD	PriorYTD	PriorYear
Median List Price of all Current Listings	\$948,950	-2%		6%				
Average List Price of all Current Listings	\$1,109,569	-2%		7%				
April Median Sales Price	\$699,000	31%	1%	-12%	-10%	\$694,500	-4%	-11%
April Average Sales Price	\$782,083	7%	4%	-7%	-8%	\$749,912	-4%	-12%
Total Properties Currently for Sale (Inventory)	160	24%		-20%				
April Number of Properties Sold	15	67%		15%			3%	
April Average Days on Market (Solds)	88	5%	-6%	-58%	-44%	94	-50%	-40%
Asking Price per Square Foot (based on New Listings)	\$241	-4%	-2%	-4%	-3%	\$245	2%	-1%
April Sold Price per Square Foot	\$216	-14%	-2%	-8%	-3%	\$220	0%	-1%
April Month's Supply of Inventory	10.7	-26%	-40%	-30%	-22%	15.8	-18%	15%
April Sale Price vs List Price Ratio	94.1%	0.2%	2%	4%	2.8%	92.1%	2.2%	0.6%

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

Property Sales

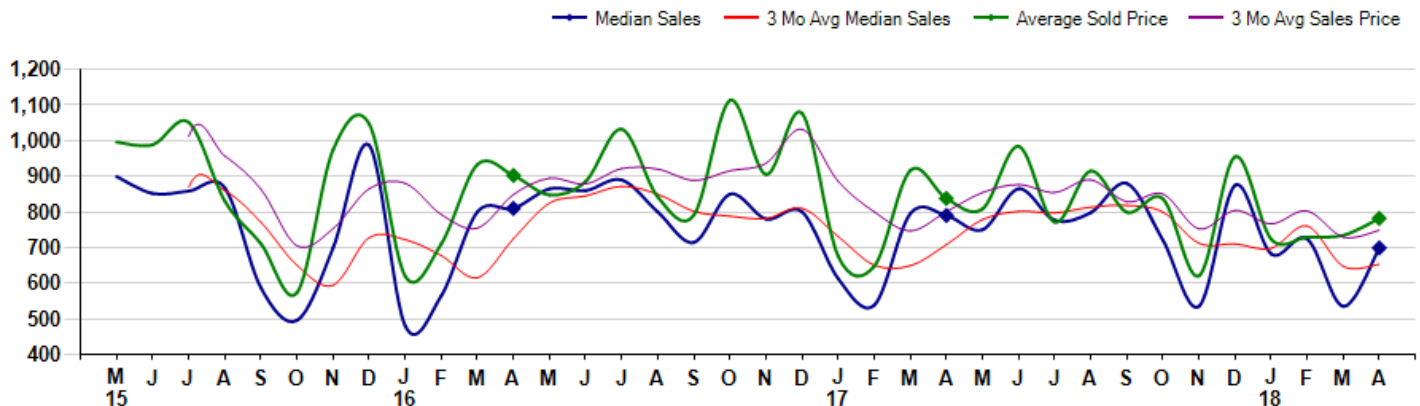
April Property sales were 15, up 15.4% from 13 in April of 2017 and 66.7% higher than the 9 sales last month. April 2018 sales were at their highest level compared to April of 2017 and 2016. April YTD sales of 38 are running 2.7% ahead of last year's year-to-date sales of 37.



Prices

The Median Sales Price in April was \$699,000, down -11.5% from \$790,000 in April of 2017 and up 30.7% from \$535,000 last month. The Average Sales Price in April was \$782,083, down -6.7% from \$837,827 in April of 2017 and up 6.5% from \$734,433 last month. April 2018 ASP was at the lowest level compared to April of 2017 and 2016.

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



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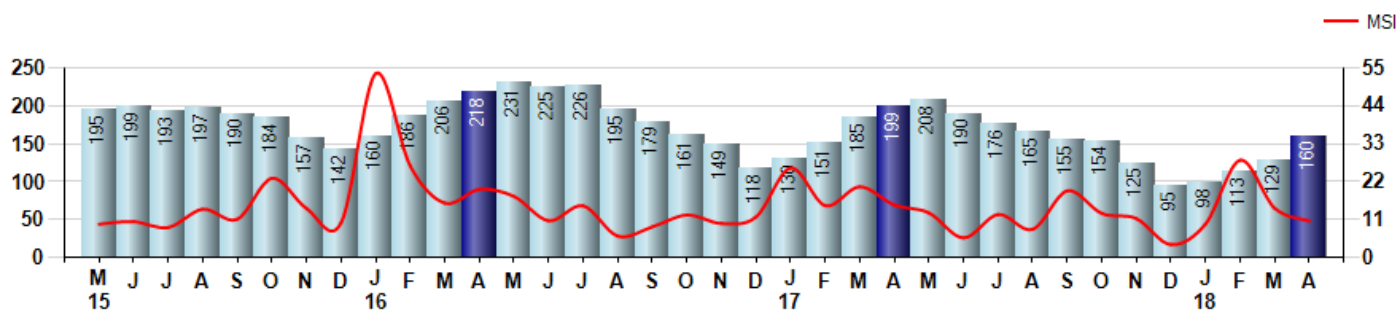
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Inventory & MSI

The Total Inventory of Properties available for sale as of April was 160, up 24.0% from 129 last month and down -19.6% from 199 in April of last year. April 2018 Inventory was at the lowest level compared to April of 2017 and 2016.

A comparatively lower MSI is more beneficial for sellers while a higher MSI is better for buyers. The April 2018 MSI of 10.7 months was at its lowest level compared with April of 2017 and 2016.

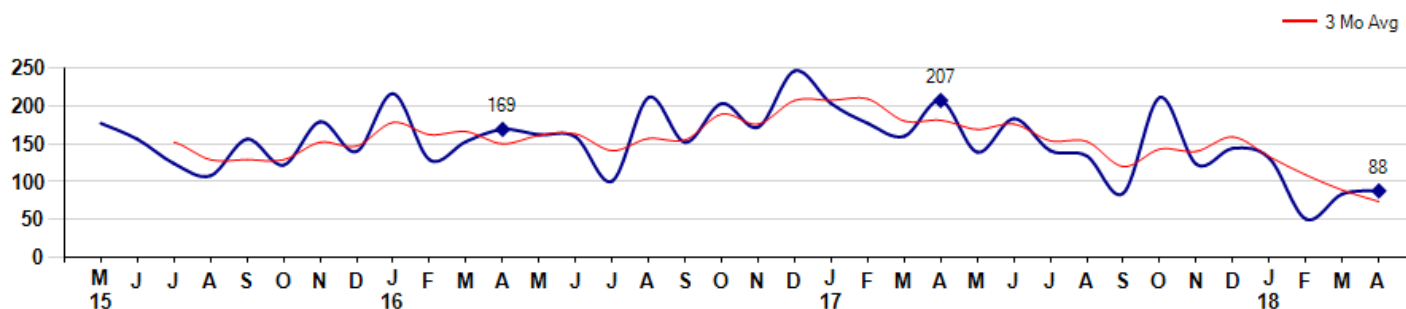
MSI is the # of months needed to sell all of the Inventory at the monthly Sales Pace



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 April was 88, up 4.8% from 84 days last month and down -57.5% from 207 days in April of last year. The April 2018 DOM was at its lowest level compared with April of 2017 and 2016.

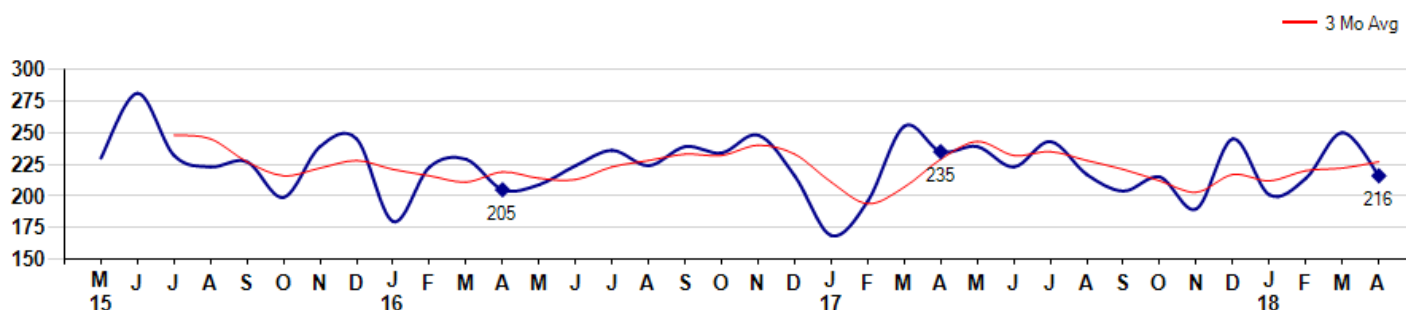
Average Days on Market(Listing to Contract) for properties sold during the month



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 April 2018 Selling Price per Square Foot of \$216 was down -13.6% from \$250 last month and down -8.1% from \$235 in April of last year.

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



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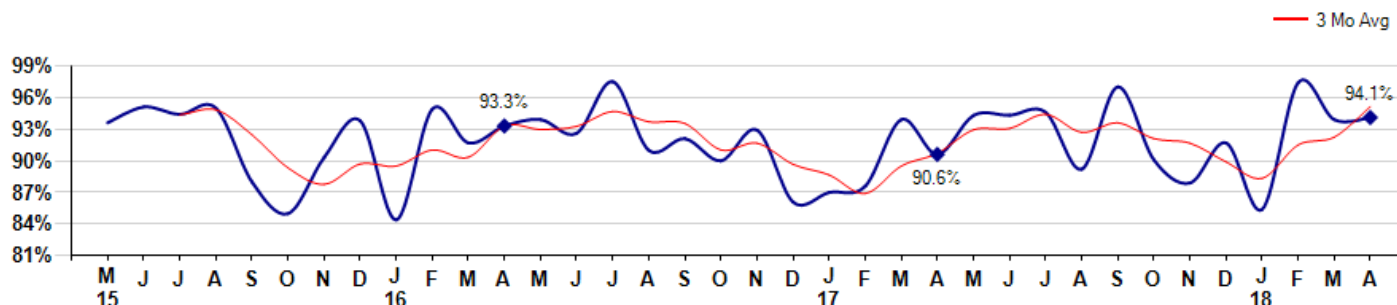


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Selling Price vs Listing Price

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 April 2018 Selling Price vs List Price of 94.1% was up from 93.9% last month and up from 90.6% in April of last year.

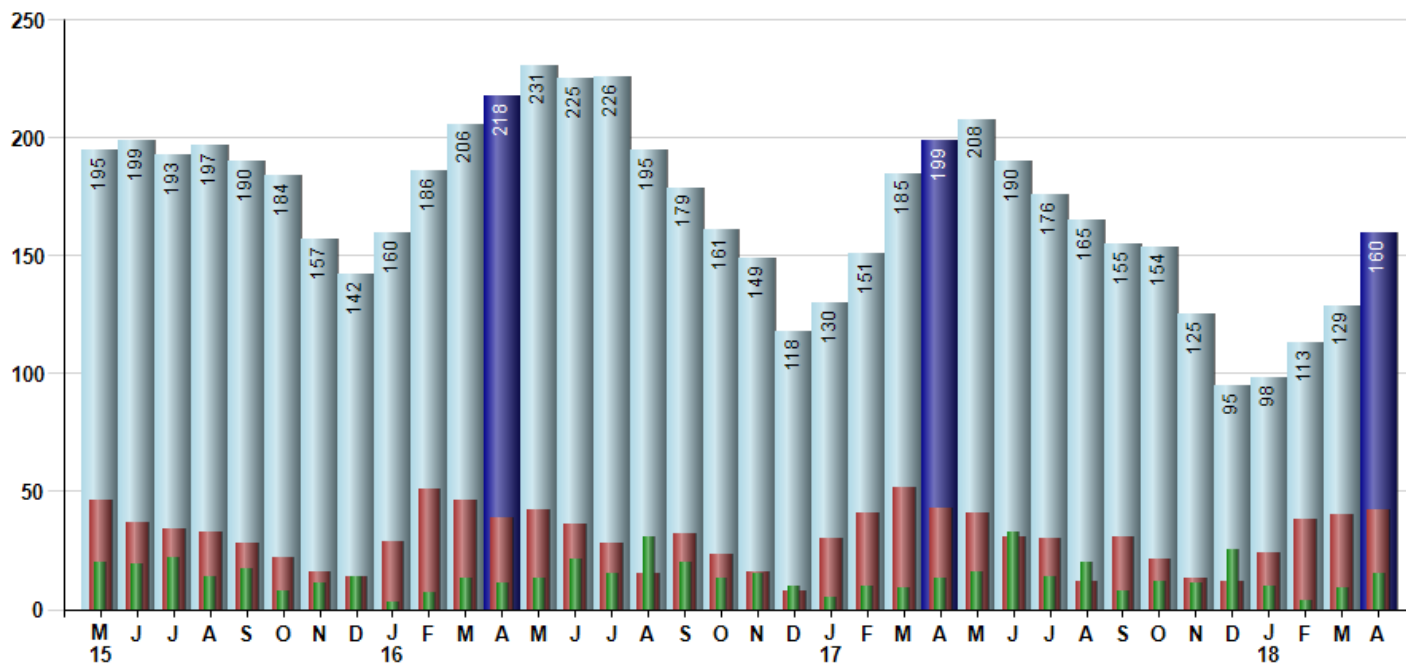
Avg Selling Price divided by Avg Listing Price for sold properties during the month



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 April 2018 was 42, up 5.0% from 40 last month and down -2.3% from 43 in April of last year.

Inventory New Listings Sold



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