

City: Weston



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



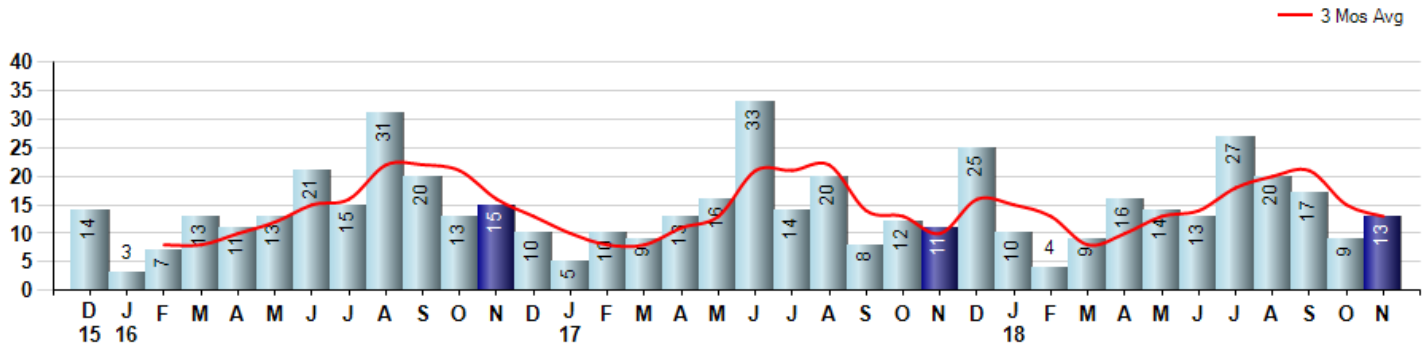
Price Range: 0 to 999999999 | Properties: Single Family Home

Market Profile & Trends Overview	Month	Trending Versus*:				YTD	Trending Versus*:	
		LM	L3M	PYM	LY		PriorYTD	PriorYear
Median List Price of all Current Listings	\$893,250	2%		2%				
Average List Price of all Current Listings	\$1,159,163	1%		12%				
November Median Sales Price	\$850,000	31%	20%	59%	9%	\$701,605	-8%	-10%
November Average Sales Price	\$853,527	31%	3%	38%	1%	\$805,878	-4%	-5%
Total Properties Currently for Sale (Inventory)	152	-3%		21%				
November Number of Properties Sold	13	44%		18%			1%	
November Average Days on Market (Solds)	93	-59%	-23%	-24%	-41%	106	-34%	-33%
Asking Price per Square Foot (based on New Listings)	\$233	-1%	0%	-9%	-6%	\$236	-4%	-5%
November Sold Price per Square Foot	\$216	1%	-1%	14%	-3%	\$218	-1%	-2%
November Month's Supply of Inventory	11.7	-33%	-10%	2%	-15%	12.8	-13%	-7%
November Sale Price vs List Price Ratio	95.0%	5.0%	3%	8%	3.7%	92.4%	0.5%	0.9%

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

Property Sales

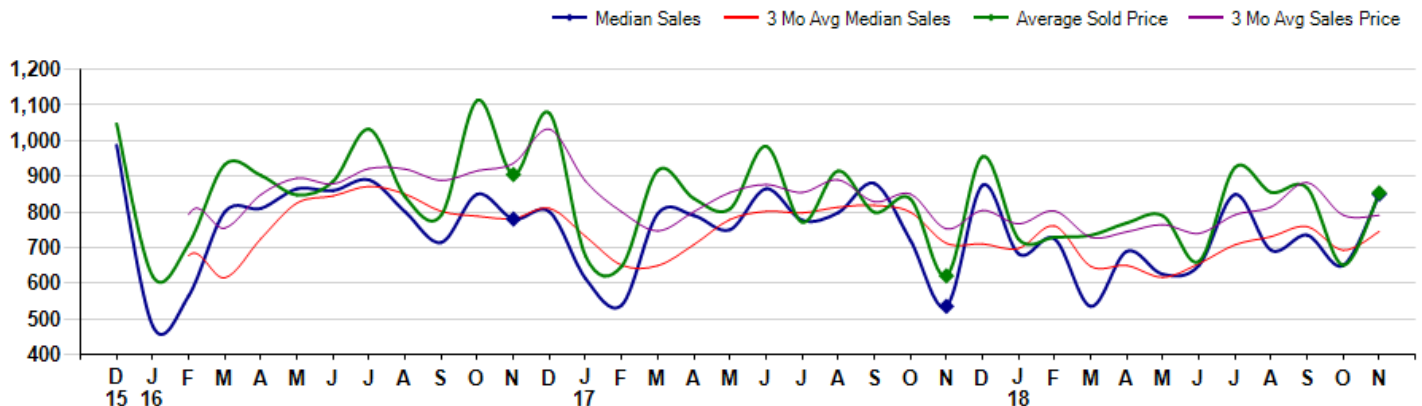
November Property sales were 13, up 18.2% from 11 in November of 2017 and 44.4% higher than the 9 sales last month. November 2018 sales were at a mid level compared to November of 2017 and 2016. November YTD sales of 152 are running 0.7% ahead of last year's year-to-date sales of 151.



Prices

The Median Sales Price in November was \$850,000, up 58.9% from \$535,000 in November of 2017 and up 30.8% from \$650,000 last month. The Average Sales Price in November was \$853,527, up 37.6% from \$620,455 in November of 2017 and up 31.2% from \$650,467 last month. November 2018 ASP was at a mid range compared to November of 2017 and 2016.

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



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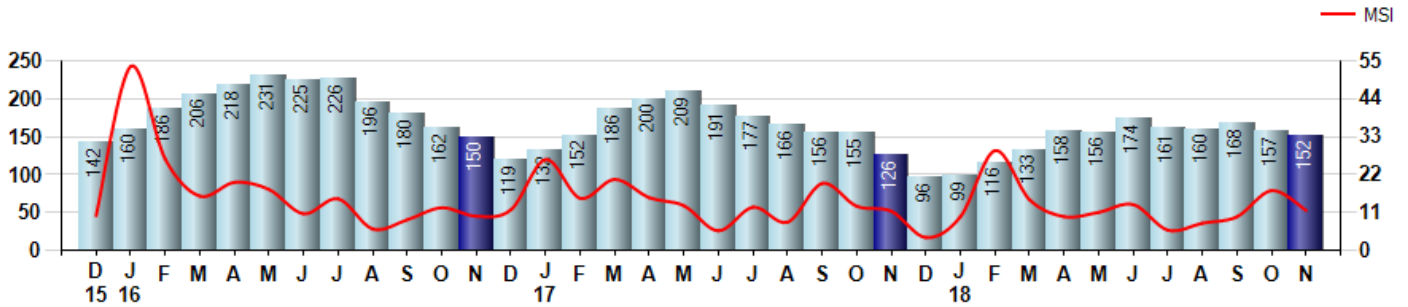
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Inventory & MSI

The Total Inventory of Properties available for sale as of November was 152, down -3.2% from 157 last month and up 20.6% from 126 in November of last year. November 2018 Inventory was at highest level compared to November of 2017 and 2016.

A comparatively lower MSI is more beneficial for sellers while a higher MSI is better for buyers. The November 2018 MSI of 11.7 months was at its highest level compared with November of 2017 and 2016.

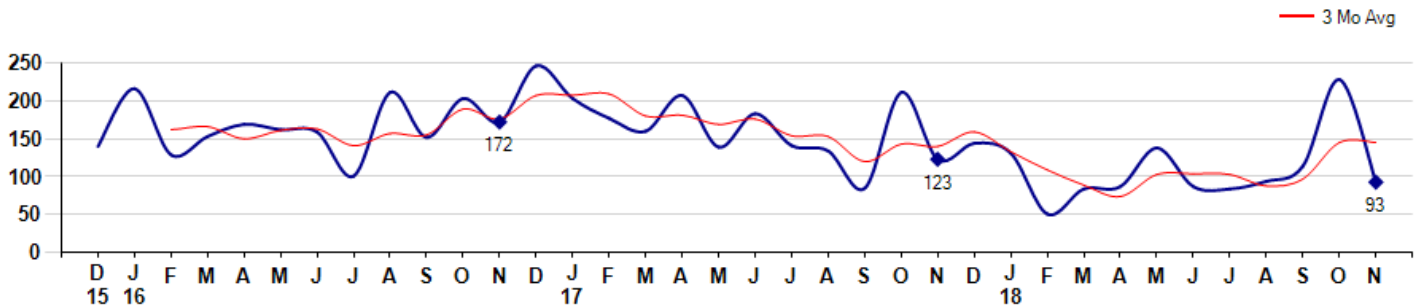
MSI is the # of months needed to sell all of the Inventory at the monthly Sales Pace



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 November was 93, down -59.2% from 228 days last month and down -24.4% from 123 days in November of last year. The November 2018 DOM was at its lowest level compared with November of 2017 and 2016.

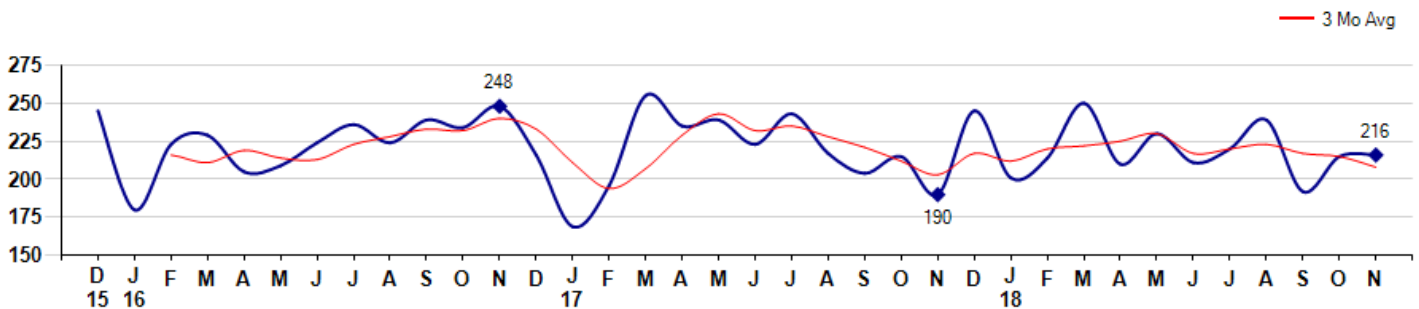
Average Days on Market(Listing to Contract) for properties sold during the month



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 November 2018 Selling Price per Square Foot of \$216 was up 0.5% from \$215 last month and up 13.7% from \$190 in November of last year.

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



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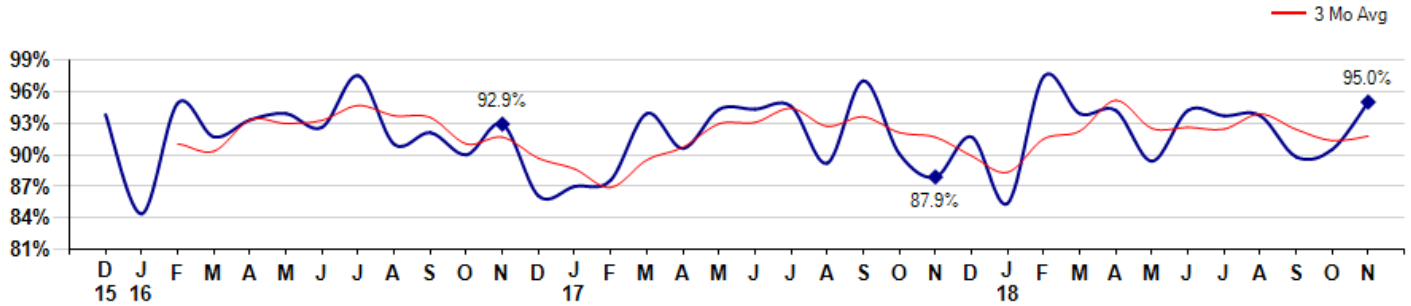


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Selling Price vs Listing Price

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 2018 Selling Price vs List Price of 95.0% was up from 90.5% last month and up from 87.9% in November of last year.

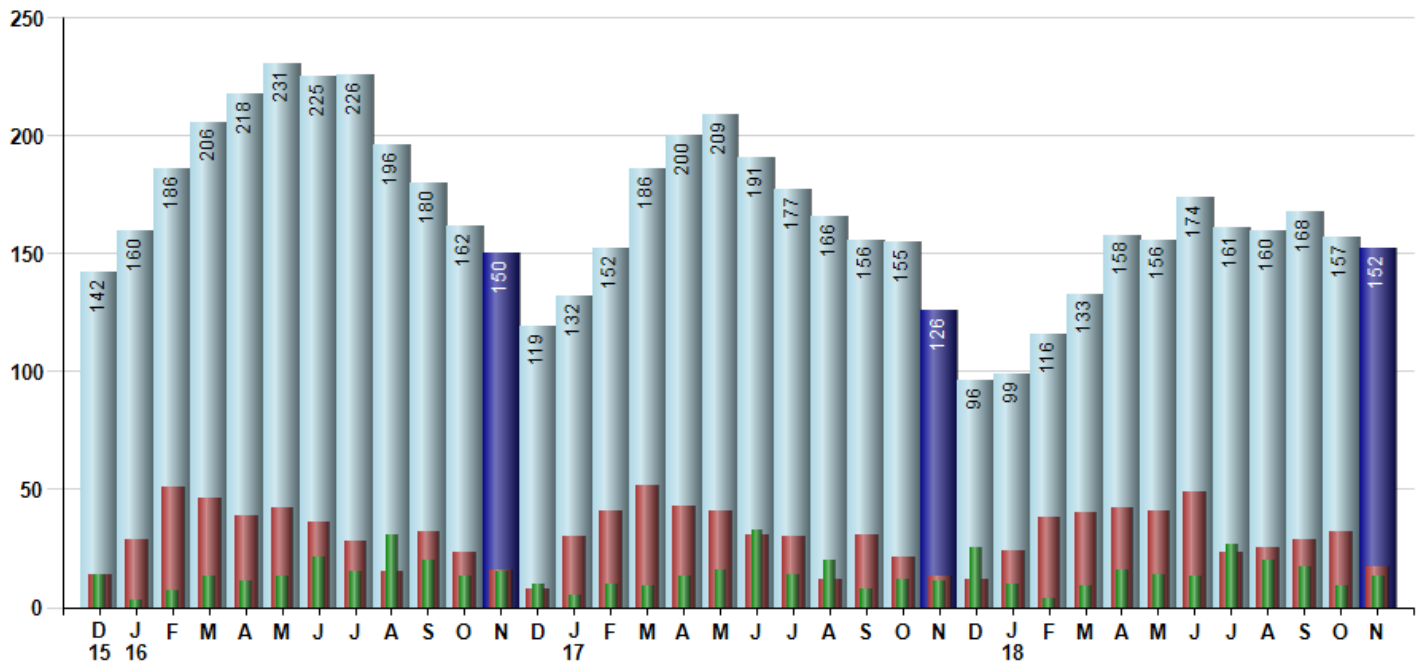
Avg Selling Price divided by Avg Listing Price for sold properties during the month



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 2018 was 17, down -46.9% from 32 last month and up 30.8% from 13 in November of last year.

Inventory New Listings Sold



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