

# City: Weston



**Barbara Sweeney**  
 Residential Real Estate Specialist  
 (203) 451-6522  
[www.BarbaraSweeneyHomes.com](http://www.BarbaraSweeneyHomes.com)  
[Barbara.Sweeney@cbmoves.com](mailto:Barbara.Sweeney@cbmoves.com)

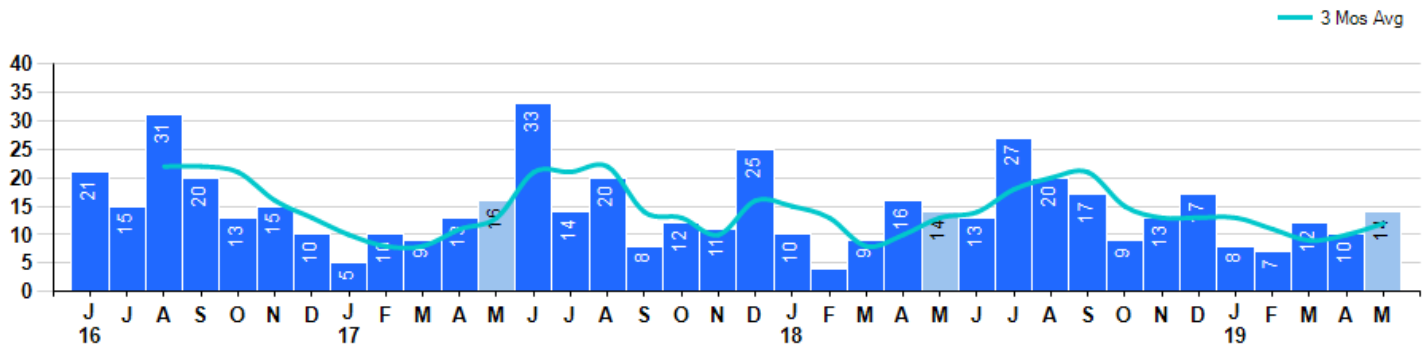
Price Range: 0 to 999999999 | Properties: Single Family Home

Market Profile & Trends Overview	Month	Trending Versus*:				Trending Versus*:		
		LM	L3M	PYM	LY	YTD	PriorYTD	PriorYear
Median List Price of all Current Listings	\$845,000	0%		-3%				
Average List Price of all Current Listings	\$1,041,289	-1%		1%				
May Median Sales Price	\$840,000	5%	28%	35%	20%	\$655,500	-1%	-6%
May Average Sales Price	\$996,554	15%	25%	26%	24%	\$782,828	3%	-3%
Total Properties Currently for Sale (Inventory)	201	21%		29%				
May Number of Properties Sold	14	40%		0%			-4%	
May Average Days on Market (Solds)	149	5%	4%	8%	37%	142	34%	30%
Asking Price per Square Foot (based on New Listings)	\$238	7%	4%	6%	4%	\$222	-6%	-3%
May Sold Price per Square Foot	\$225	15%	15%	-2%	5%	\$193	-13%	-10%
May Month's Supply of Inventory	14.4	-14%	1%	29%	16%	14.9	0%	21%
May Sale Price vs List Price Ratio	93.8%	3.6%	3%	5%	2.6%	90.0%	-1.6%	-1.6%

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

## Property Sales

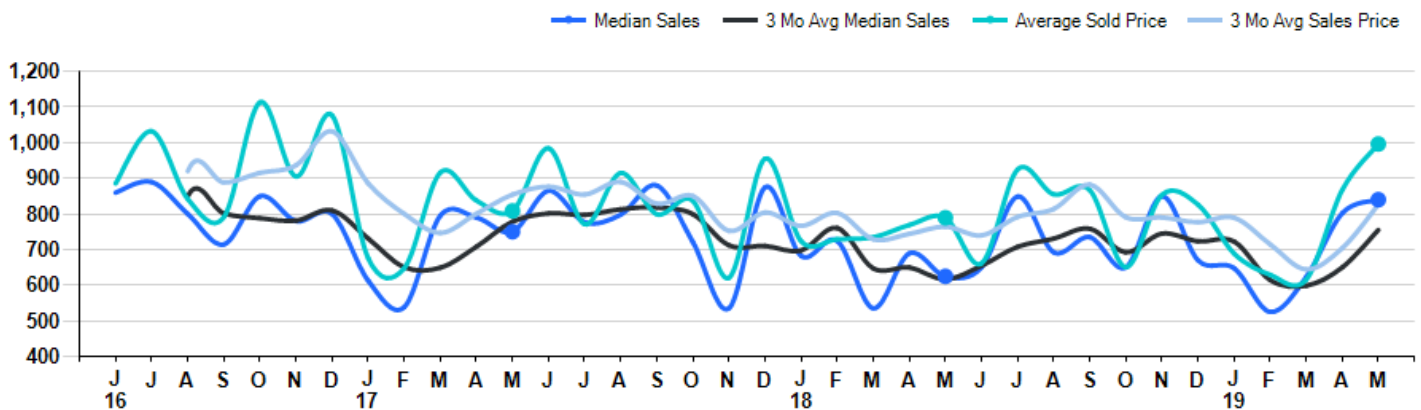
May Property sales were 14, equal to 14 in May of 2018 and 40.0% higher than the 10 sales last month. May 2019 sales were at their lowest level compared to May of 2018 and 2017. May YTD sales of 51 are running -3.8% behind last year's year-to-date sales of 53.



## Prices

The Median Sales Price in May was \$840,000, up 34.5% from \$624,750 in May of 2018 and up 4.7% from \$802,500 last month. The Average Sales Price in May was \$996,554, up 26.3% from \$789,321 in May of 2018 and up 14.9% from \$867,395 last month. May 2019 ASP was at highest level compared to May of 2018 and 2017.

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](http://www.BarbaraSweeneyHomes.com)  
[Barbara.Sweeney@cbmoves.com](mailto:Barbara.Sweeney@cbmoves.com)

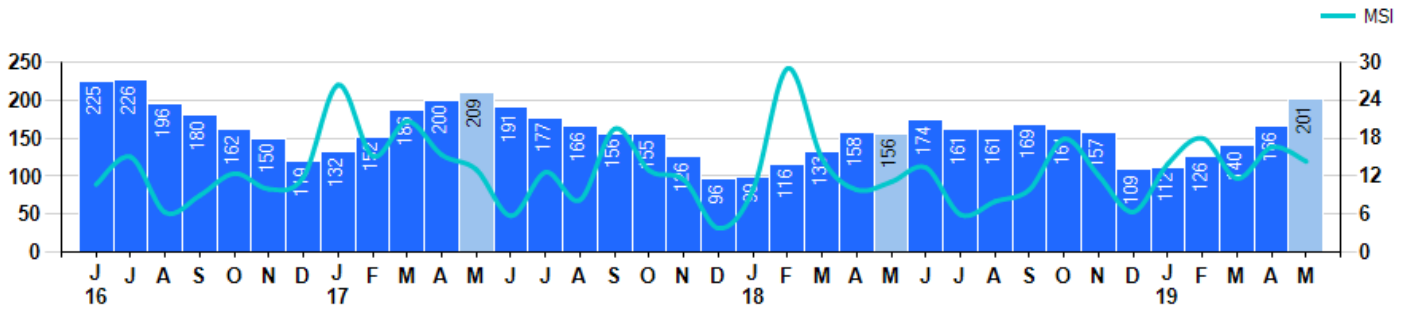
Price Range: 0 to 999999999 | Properties: Single Family Home

## Inventory & MSI

The Total Inventory of Properties available for sale as of May was 201, up 21.1% from 166 last month and up 28.8% from 156 in May of last year. May 2019 Inventory was at a mid range compared to May of 2018 and 2017.

A comparatively lower MSI is more beneficial for sellers while a higher MSI is better for buyers. The May 2019 MSI of 14.4 months was at its highest level compared with May of 2018 and 2017.

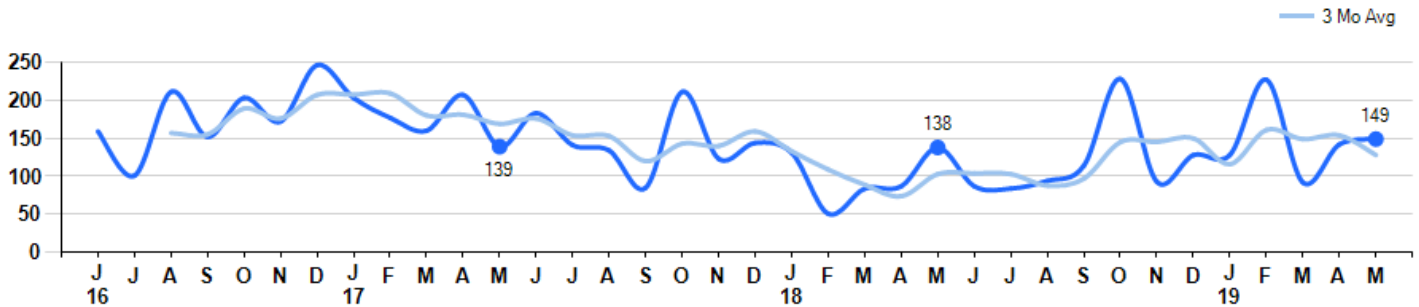
MSI is the # of months needed to sell all of the Inventory at the monthly Sales Pace



## 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 May was 149, up 4.9% from 142 days last month and up 8.0% from 138 days in May of last year. The May 2019 DOM was at its highest level compared with May of 2018 and 2017.

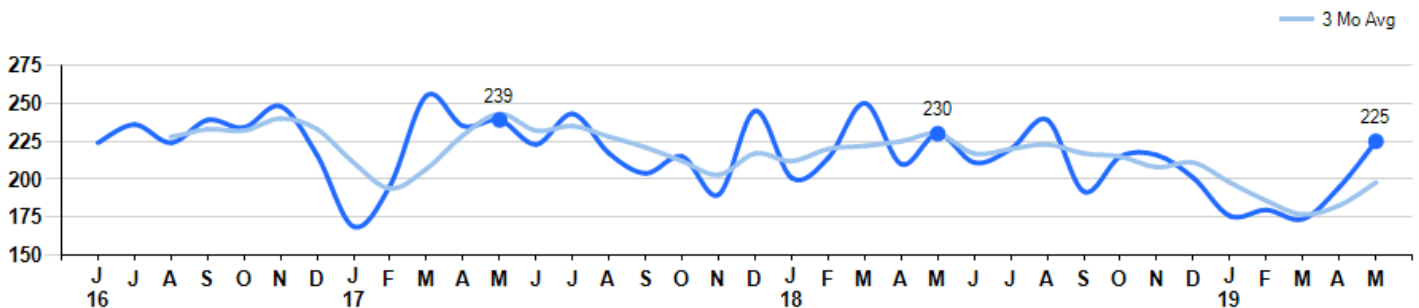
Average Days on Market (Listing to Contract) for properties sold during the month



## 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 May 2019 Selling Price per Square Foot of \$225 was up 15.4% from \$195 last month and down -2.2% from \$230 in May of last year.

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



# City: Weston



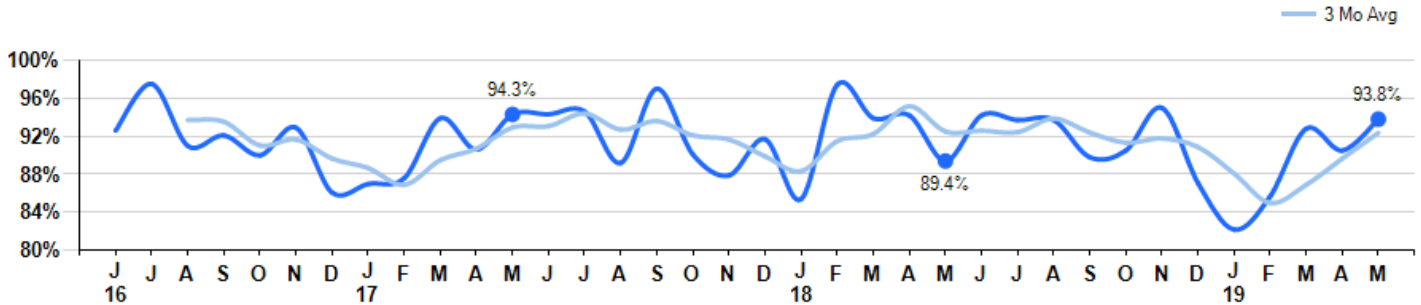
**Barbara Sweeney**  
 Residential Real Estate Specialist  
 (203) 451-6522  
[www.BarbaraSweeneyHomes.com](http://www.BarbaraSweeneyHomes.com)  
[Barbara.Sweeney@cbmoves.com](mailto:Barbara.Sweeney@cbmoves.com)

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 May 2019 Selling Price vs List Price of 93.8% was up from 90.5% last month and up from 89.4% in May 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 May 2019 was 60, up 25.0% from 48 last month and up 46.3% from 41 in May of last year.

