

# City: Weston

**Barbara Sweeney**

Residential Real Estate Specialist

(203) 451-6522

www.BarbaraSweeneyHomes.com

Barbara.Sweeney@cbmoves.com

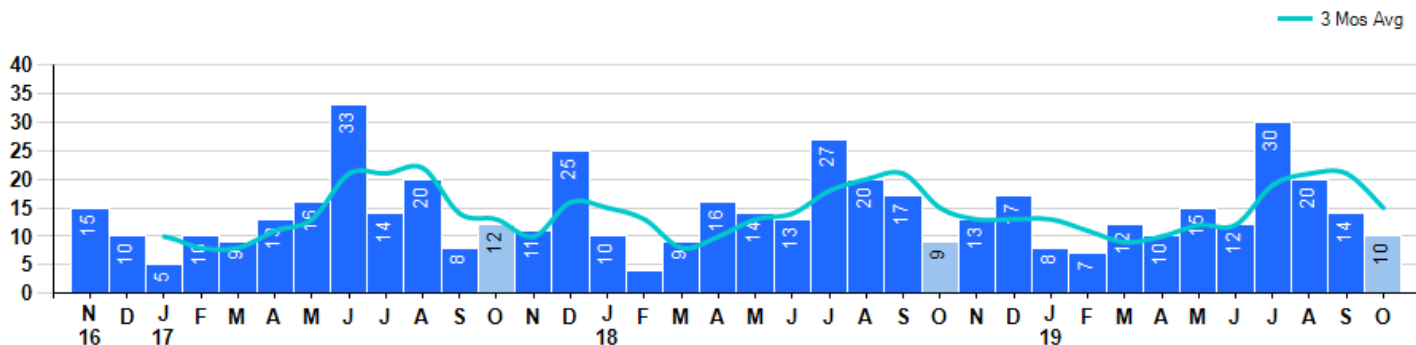
Price Range: 0 to 999999999 | Properties: Single Family Home

Market Profile & Trends Overview	Month	Trending Versus*:				YTD	Trending Versus*:	
		LM	L3M	PYM	LY		PriorYTD	PriorYear
Median List Price of all Current Listings	\$812,000	0%		-4%				
Average List Price of all Current Listings	\$951,761	1%		-14%				
October Median Sales Price	\$601,000	-7%	-13%	-8%	-14%	\$685,000	-2%	-2%
October Average Sales Price	\$822,700	3%	0%	27%	3%	\$797,660	-1%	-1%
Total Properties Currently for Sale (Inventory)	148	-10%		-8%				
October Number of Properties Sold	10	-29%		11%			-1%	
October Average Days on Market (Solds)	122	-20%	3%	-47%	12%	123	15%	13%
Asking Price per Square Foot (based on New Listings)	\$228	-6%	3%	-2%	0%	\$220	-6%	-4%
October Sold Price per Square Foot	\$238	12%	14%	11%	11%	\$203	-7%	-6%
October Month's Supply of Inventory	14.8	26%	27%	-17%	20%	12.9	-1%	4%
October Sale Price vs List Price Ratio	92.0%	6.4%	2%	2%	0.6%	91.0%	-1.3%	-0.5%

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

## Property Sales

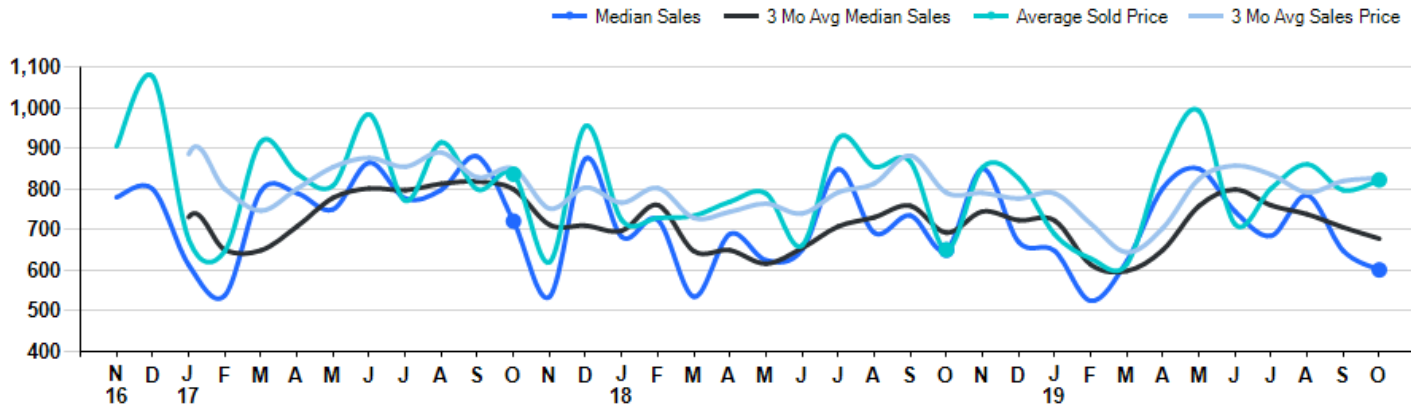
October Property sales were 10, up 11.1% from 9 in October of 2018 and -28.6% lower than the 14 sales last month. October 2019 sales were at a mid level compared to October of 2018 and 2017. October YTD sales of 138 are running -0.7% behind last year's year-to-date sales of 139.



## Prices

The Median Sales Price in October was \$601,000, down -7.5% from \$650,000 in October of 2018 and down -7.3% from \$648,000 last month. The Average Sales Price in October was \$822,700, up 26.5% from \$650,467 in October of 2018 and up 3.2% from \$797,223 last month. October 2019 ASP was at a mid range compared to October of 2018 and 2017.

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



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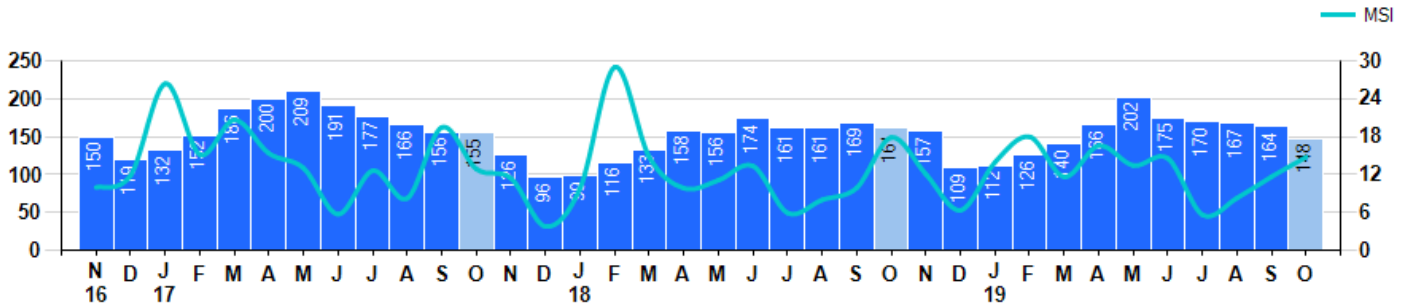
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## Inventory & MSI

The Total Inventory of Properties available for sale as of October was 148, down -9.8% from 164 last month and down -8.1% from 161 in October of last year. October 2019 Inventory was at the lowest level compared to October of 2018 and 2017.

A comparatively lower MSI is more beneficial for sellers while a higher MSI is better for buyers. The October 2019 MSI of 14.8 months was at a mid range compared with October of 2018 and 2017.

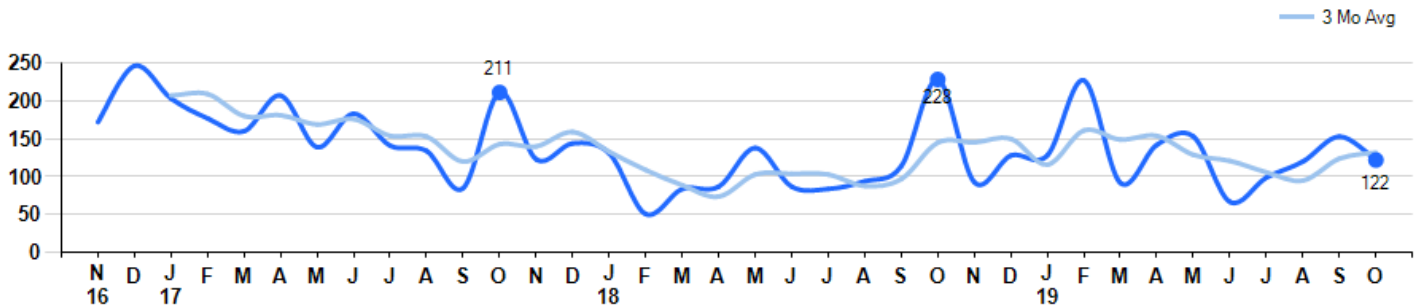
MSI is the # of months needed to sell all of the Inventory at the monthly Sales Pace



## 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 October was 122, down -20.3% from 153 days last month and down -46.5% from 228 days in October of last year. The October 2019 DOM was at its lowest level compared with October of 2018 and 2017.

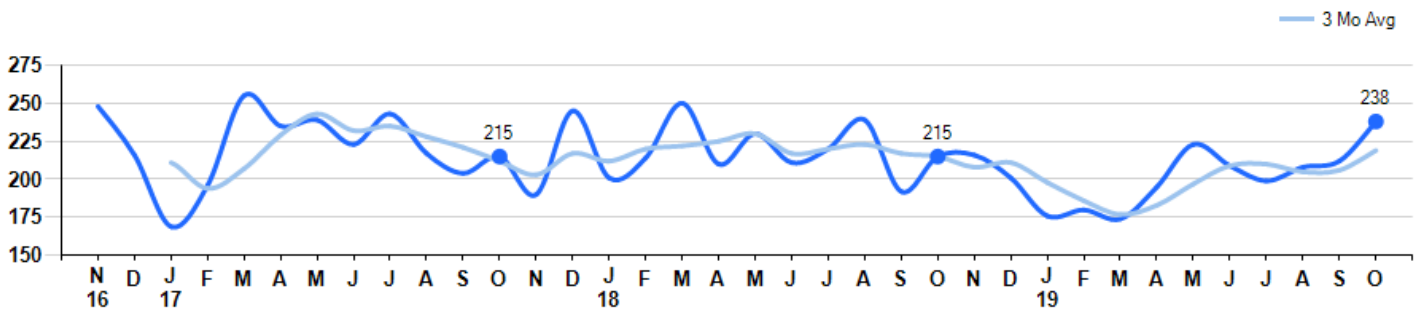
Average Days on Market(Listing to Contract) for properties sold during the month



## 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 October 2019 Selling Price per Square Foot of \$238 was up 12.3% from \$212 last month and up 10.7% from \$215 in October of last year.

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



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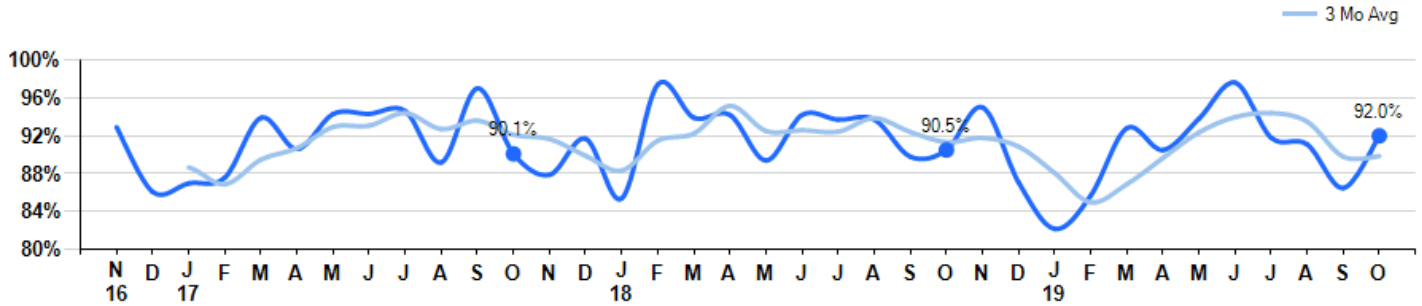
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## Selling Price vs Listing Price

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 October 2019 Selling Price vs List Price of 92.0% was up from 86.5% last month and up from 90.5% in October 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 October 2019 was 17, down -37.0% from 27 last month and down -46.9% from 32 in October of last year.

