## MARKET ACTION REPORT

# City: Weston

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

Trending Versus*:						Trending Versus*:		
Month	LM	L3M	PYM	LY	YTD	PriorYTĎ	PriorYear	
\$799,000	3%		-3%					
\$933,781	1%		-11%					
\$645,000	-10%	-5%	-1%	-6%	\$645,000	-1%	-6%	
\$738,125	-6%	-5%	7%	-7%	\$738,125	7%	-7%	
113	5%		1%					
8	-43%		0%		8	0%		
153	-22%	-2%	20%	17%	153	20%	17%	
\$216	-1%	0%	20%	-1%	\$216	20%	-1%	
\$194	2%	-4%	10%	-4%	\$194	10%	-4%	
14.1	83%	25%	1%	14%	14.1	1%	14%	
91.3%	10.3%	3%	11%	1.0%	91.3%	11.0%	0.9%	
	\$799,000 \$933,781 \$645,000 \$738,125 113 8 153 \$216 \$194 14.1	Month LM   \$799,000 3%   \$933,781 1%   \$645,000 -10%   \$738,125 -6%   113 5%   8 -43%   153 -22%   \$216 -1%   \$194 2%   14.1 83%	Month LM L3M   \$799,000 3%   \$933,781 1%   \$645,000 -10% -5%   \$738,125 -6% -5%   113 5% -   153 -22% -2%   \$216 -1% 0%   \$194 2% -4%   14.1 83% 25%	Month LM L3M PYM   \$799,000 3% -3%   \$933,781 1% -11%   \$645,000 -10% -5% -1%   \$738,125 -6% -5% 7%   113 5% 1%    \$113 5% 0%    153 -22% -2% 20%   \$194 2% -4% 10%   14.1 83% 25% 1%	Month LM L3M PYM LY   \$799,000 3% -3% -3%   \$933,781 1% -11% -11%   \$645,000 -10% -5% -1% -6%   \$738,125 -6% -5% 7% -7%   113 5% 1% - -   153 -22% -2% 20% 17%   \$153 -22% -2% 20% -1%   \$194 2% -4% 10% -4%   14.1 83% 25% 1% 14%	Month LM L3M PYM LY YTD   \$799,000 3% -3% -   \$933,781 1% -11% -   \$645,000 -10% -5% -1% -6% \$645,000   \$738,125 -6% -5% 7% -7% \$738,125   113 5% 1% - - 8   8 -43% 0% 8 8   153 -22% -2% 20% 17% 153   \$216 -1% 0% 20% -1% \$216   \$194 2% -4% 10% -4% \$194   14.1 83% 25% 1% 14% 14.1	Month LM L3M PYM LY YTD PriorYTD   \$799,000 3% -3%	

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

#### **Property Sales**

January Property sales were 8, equal to 8 in January of 2019 and -42.9% lower than the 14 sales last month. January 2020 sales were at their lowest level compared to January of 2019 and 2018. January YTD sales of 8 are running equal to last year's year-to-date sales of 8.



The Median Sales Price in January was \$645,000, down -0.5% from \$648,000 in January of 2019 and down -9.5% from \$712,500 last month. The Average Sales Price in January was \$738,125, up 7.1% from \$688,875 in January of 2019 and down -6.0% from \$785,107 last month. January 2020 ASP was at highest level compared to January of 2019 and 2018.

= 3 Mo Avg Median Sales Average Sold Price 3 Mo Avg Sales Price Median Sales 1,000 900 800 700 600 500 400 F D Α 0 Ν D Ν D J 20 Μ Δ 0 J М Μ Α S J F Μ 0

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

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Based on information from SmartMLS for the period 2/1/2017 through 1/31/2020. 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.

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#### Inventory & MSI

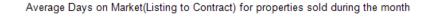
The Total Inventory of Properties available for sale as of January was 113, up 4.6% from 108 last month and up 0.9% from 112 in January of last year. January 2020 Inventory was at highest level compared to January of 2019 and 2018.

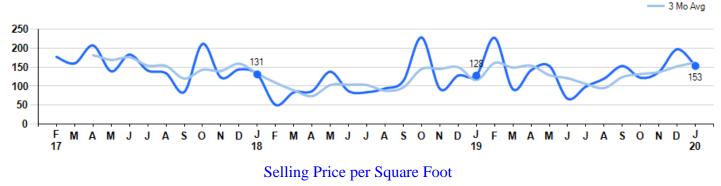
A comparatively lower MSI is more beneficial for sellers while a higher MSI is better for buyers. The January 2020 MSI of 14.1 months was at its highest level compared with January of 2019 and 2018.

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



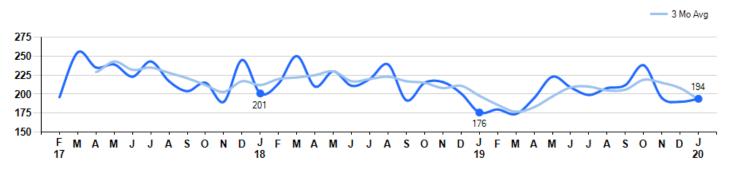
The average Days On Market(DOM) shows how many days the average Property is on the Market before it sells. An upward trend in DOM tends to indicate a move towards more of a Buyer's market, a downward trend a move towards more of a Seller's market. The DOM for January was 153, down -22.3% from 197 days last month and up 19.5% from 128 days in January of last year. The January 2020 DOM was at its highest level compared with January of 2019 and 2018.





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 January 2020 Selling Price per Square Foot of \$194 was up 2.1% from \$190 last month and up 10.2% from \$176 in January of last year.

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



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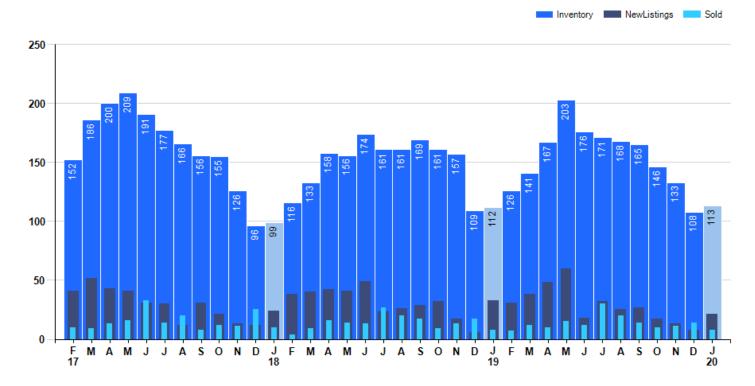
### Selling Price vs Listing Price

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 January 2020 Selling Price vs List Price of 91.3% was up from 82.8% last month and up from 82.2% in January of last year.

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



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 January 2020 was 21, up 162.5% from 8 last month and down -36.4% from 33 in January of last year.



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