

City: Weston



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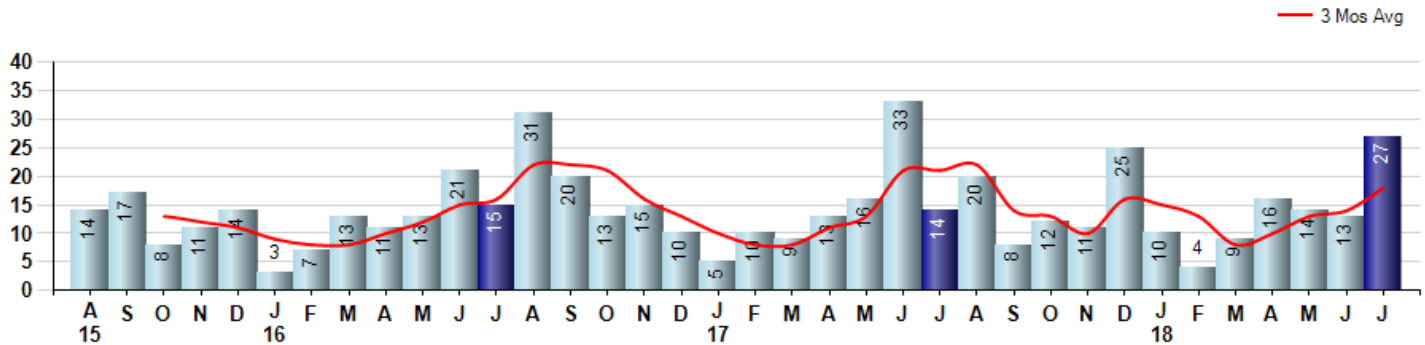
Price Range: 0 to 999999999 | Properties: Single Family Home, Townhome, Condo

Market Profile & Trends Overview	Month	Trending Versus*:				YTD	Trending Versus*:	
		LM	L3M	PYM	LY		PriorYTD	PriorYear
Median List Price of all Current Listings	\$899,000	0%		0%				
Average List Price of all Current Listings	\$1,094,831	3%		3%				
July Median Sales Price	\$849,000	31%	22%	9%	9%	\$690,000	-13%	-12%
July Average Sales Price	\$925,204	40%	14%	20%	9%	\$792,426	-7%	-7%
Total Properties Currently for Sale (Inventory)	171	-2%		-4%				
July Number of Properties Sold	27	108%		93%			-7%	
July Average Days on Market (Solds)	84	-3%	-13%	-40%	-47%	97	-43%	-38%
Asking Price per Square Foot (based on New Listings)	\$241	-4%	1%	-21%	-3%	\$240	-4%	-3%
July Sold Price per Square Foot	\$220	4%	1%	-10%	-1%	\$219	-4%	-2%
July Month's Supply of Inventory	6.3	-53%	-38%	-50%	-54%	13.5	-13%	-2%
July Sale Price vs List Price Ratio	93.7%	-0.5%	1%	-1%	2.3%	92.5%	-0.3%	1.0%

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

Property Sales

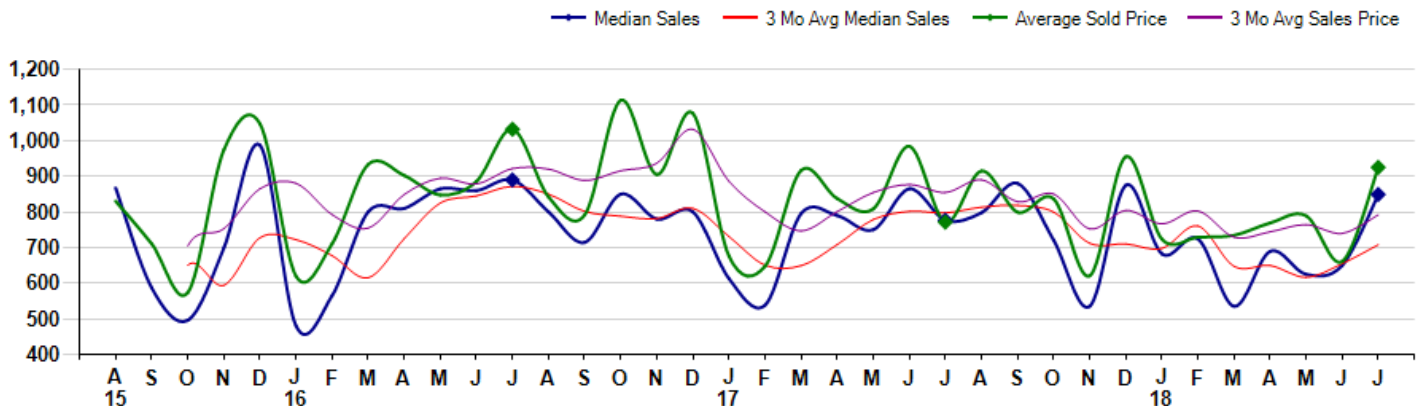
July Property sales were 27, up 92.9% from 14 in July of 2017 and 107.7% higher than the 13 sales last month. July 2018 sales were at their highest level compared to July of 2017 and 2016. July YTD sales of 93 are running -7.0% behind last year's year-to-date sales of 100.



Prices

The Median Sales Price in July was \$849,000, up 9.3% from \$777,000 in July of 2017 and up 30.6% from \$650,000 last month. The Average Sales Price in July was \$925,204, up 19.9% from \$771,430 in July of 2017 and up 40.0% from \$661,077 last month. July 2018 ASP was at a mid range compared to July of 2017 and 2016.

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



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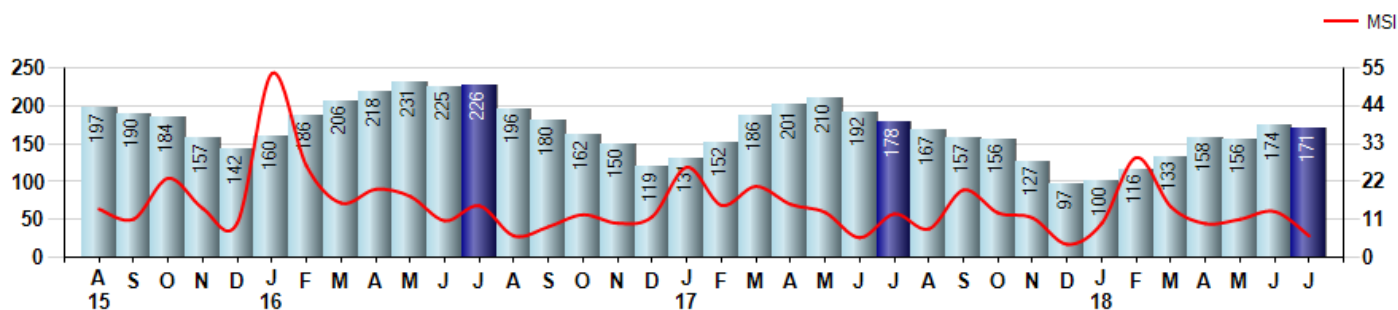
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Inventory & MSI

The Total Inventory of Properties available for sale as of July was 171, down -1.7% from 174 last month and down -3.9% from 178 in July of last year. July 2018 Inventory was at the lowest level compared to July of 2017 and 2016.

A comparatively lower MSI is more beneficial for sellers while a higher MSI is better for buyers. The July 2018 MSI of 6.3 months was at its lowest level compared with July of 2017 and 2016.

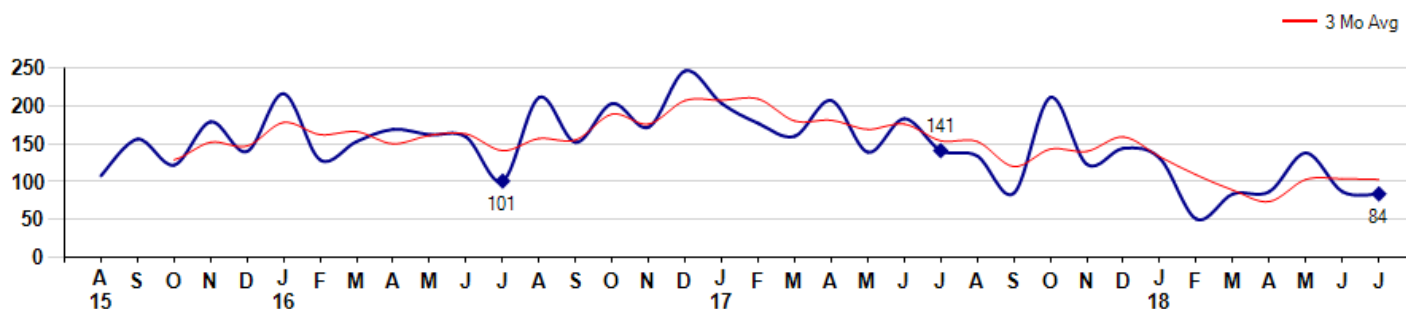
MSI is the # of months needed to sell all of the Inventory at the monthly Sales Pace



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 July was 84, down -3.4% from 87 days last month and down -40.4% from 141 days in July of last year. The July 2018 DOM was at its lowest level compared with July of 2017 and 2016.

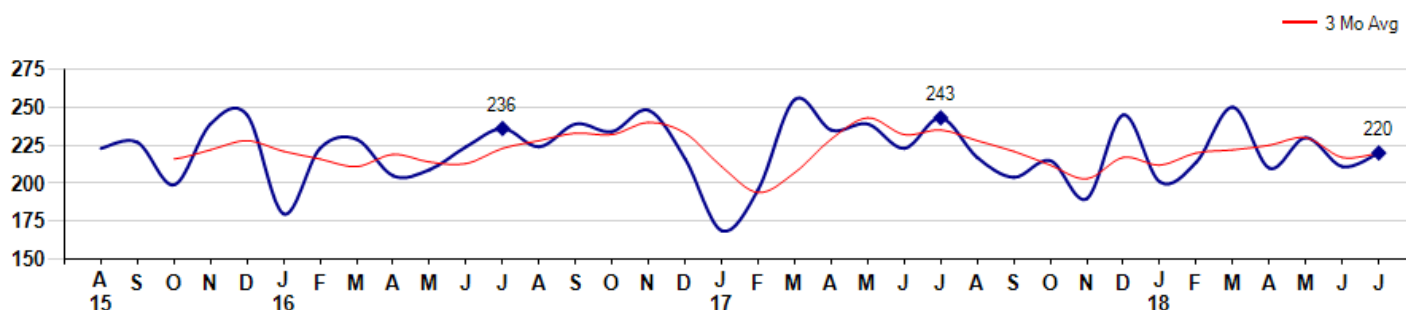
Average Days on Market(Listing to Contract) for properties sold during the month



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 July 2018 Selling Price per Square Foot of \$220 was up 4.3% from \$211 last month and down -9.5% from \$243 in July of last year.

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



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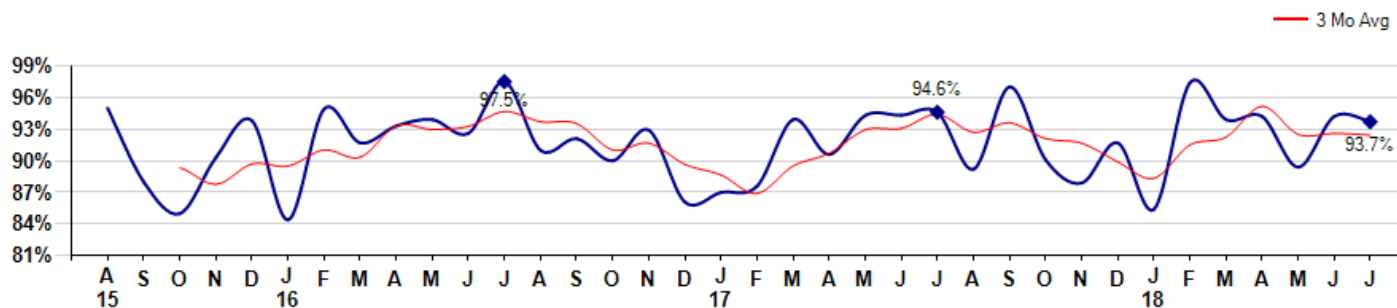


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Selling Price vs Listing Price

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 July 2018 Selling Price vs List Price of 93.7% was down from 94.2% last month and down from 94.6% in July of last year.

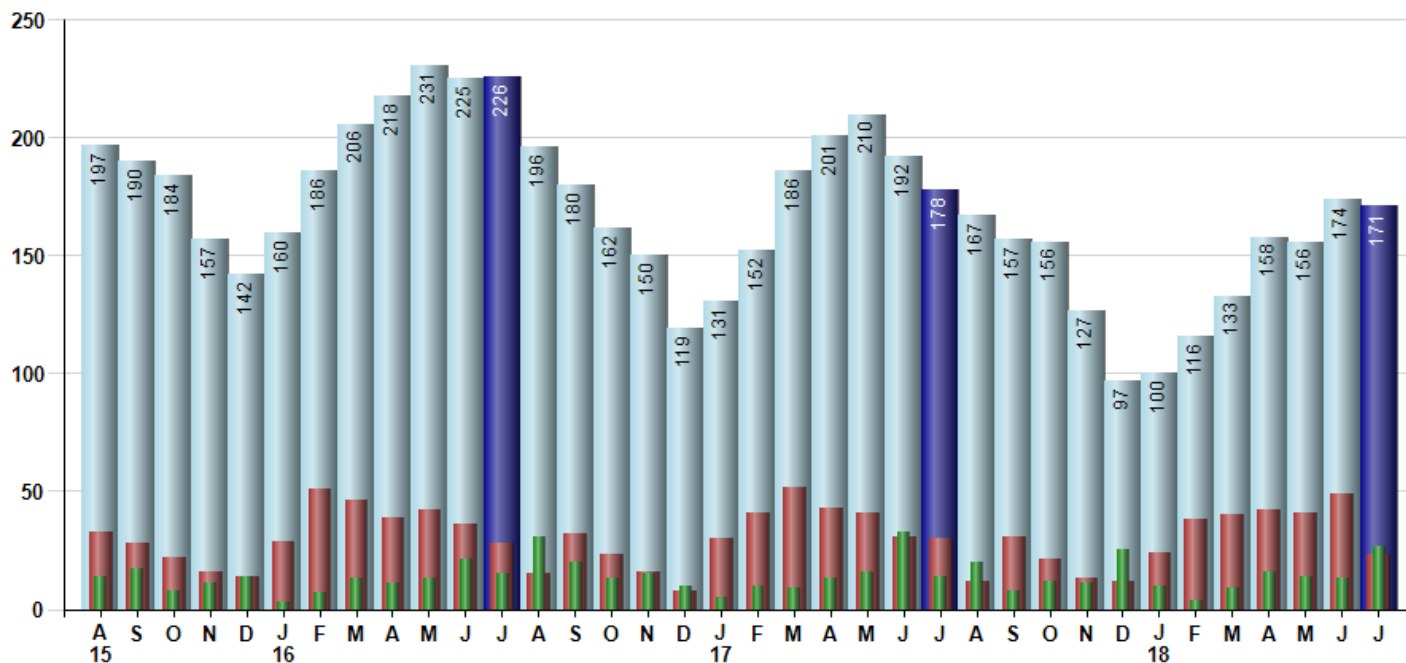
Avg Selling Price divided by Avg Listing Price for sold properties during the month



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 July 2018 was 23, down -53.1% from 49 last month and down -23.3% from 30 in July of last year.

Inventory (light blue), New Listings (red), Sold (green)



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MARKET ACTION REPORT

July 2018

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	A 15	S	O	N	D	J 16	F	M	A	M	J	J	A	S	O	N	D	J 17	F	M	A	M	J	J	A	S	O	N	D	J 18	F	M	A	M	J	J
Homes Sold	14	17	8	11	14	3	7	13	11	13	21	15	31	20	13	15	10	5	10	9	13	16	33	14	20	8	12	11	25	10	4	9	16	14	13	27
3 Mo. Roll Avg			13	12	11	9	8	8	10	12	15	16	22	22	21	16	13	10	8	8	11	13	21	21	22	14	13	10	16	15	13	8	10	13	14	18

	(000's) A 15	S	O	N	D	J 16	F	M	A	M	J	J	A	S	O	N	D	J 17	F	M	A	M	J	J	A	S	O	N	D	J 18	F	M	A	M	J	J
Median Sale Price	868	587	496	699	988	480	565	800	810	865	860	890	800	715	850	780	800	613	539	796	790	750	865	777	798	880	721	535	875	683	724	535	690	625	650	849
3 Mo. Roll Avg			650	594	728	722	677	615	725	825	845	872	850	802	788	782	810	731	651	649	708	779	802	797	813	818	800	712	710	698	761	647	650	616	655	708

	A 15	S	O	N	D	J 16	F	M	A	M	J	J	A	S	O	N	D	J 17	F	M	A	M	J	J	A	S	O	N	D	J 18	F	M	A	M	J	J
Inventory	197	190	184	157	142	160	186	206	218	231	225	226	196	180	162	150	119	131	152	186	201	210	192	178	167	157	156	127	97	100	116	133	158	156	174	171
MSI	14	11	23	14	10	53	27	16	20	18	11	15	6	9	12	10	12	26	15	21	15	13	6	13	8	20	13	12	4	10	29	15	10	11	13	6

	A 15	S	O	N	D	J 16	F	M	A	M	J	J	A	S	O	N	D	J 17	F	M	A	M	J	J	A	S	O	N	D	J 18	F	M	A	M	J	J
Days On Market	108	156	122	179	140	216	129	153	169	162	159	101	211	152	203	172	246	203	177	160	207	139	183	141	134	85	211	123	144	131	51	84	87	138	87	84
3 Mo. Roll Avg			129	152	147	178	162	166	150	161	163	141	157	155	189	176	207	207	209	180	181	169	176	154	153	120	143	140	159	133	109	89	74	103	104	103

	A 15	S	O	N	D	J 16	F	M	A	M	J	J	A	S	O	N	D	J 17	F	M	A	M	J	J	A	S	O	N	D	J 18	F	M	A	M	J	J
Price per Sq Ft	223	227	199	239	245	180	223	229	205	209	224	236	224	239	234	248	216	169	196	255	235	239	223	243	217	204	215	190	245	201	214	250	210	230	211	220
3 Mo. Roll Avg			216	222	228	221	216	211	219	214	213	223	228	233	232	240	233	211	194	207	229	243	232	235	228	221	212	203	217	212	220	222	225	230	217	220

	A 15	S	O	N	D	J 16	F	M	A	M	J	J	A	S	O	N	D	J 17	F	M	A	M	J	J	A	S	O	N	D	J 18	F	M	A	M	J	J
Sale to List Price	0.950	0.880	0.850	0.903	0.938	0.844	0.949	0.917	0.933	0.939	0.926	0.975	0.910	0.921	0.900	0.929	0.861	0.870	0.876	0.939	0.906	0.943	0.943	0.946	0.892	0.970	0.901	0.879	0.917	0.854	0.974	0.939	0.942	0.894	0.942	0.937
3 Mo. Roll Avg			0.893	0.878	0.897	0.895	0.910	0.903	0.933	0.930	0.933	0.947	0.937	0.935	0.910	0.917	0.897	0.887	0.869	0.895	0.907	0.929	0.931	0.944	0.927	0.936	0.921	0.917	0.899	0.883	0.915	0.922	0.952	0.925	0.926	0.924

	A 15	S	O	N	D	J 16	F	M	A	M	J	J	A	S	O	N	D	J 17	F	M	A	M	J	J	A	S	O	N	D	J 18	F	M	A	M	J	J
New Listings	33	28	22	16	14	29	51	46	39	42	36	28	15	32	23	16	8	30	41	52	43	41	31	30	12	31	21	13	12	24	38	40	42	41	49	23
Inventory	197	190	184	157	142	160	186	206	218	231	225	226	196	180	162	150	119	131	152	186	201	210	192	178	167	157	156	127	97	100	116	133	158	156	174	171
Sales	14	17	8	11	14	3	7	13	11	13	21	15	31	20	13	15	10	5	10	9	13	16	33	14	20	8	12	11	25	10	4	9	16	14	13	27

	(000's) A 15	S	O	N	D	J 16	F	M	A	M	J	J	A	S	O	N	D	J 17	F	M	A	M	J	J	A	S	O	N	D	J 18	F	M	A	M	J	J
Avg Sale Price	831	711	573	974	1,048	619	711	933	903	848	886	1,032	842	791	1,114	905	1,077	676	648	917	838	809	984	771	915	799	837	620	955	724	729	734	769	789	661	925
3 Mo. Roll Avg			705	753	865	880	793	754	849	895	879	922	920	889	916	937	1,032	886	800	747	801	854	877	855	890	829	850	752	804	767	803	729	744	764	740	792

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