

## City: Weston



**Bob Travers**  
 Broker  
 203-858-1683  
 www.bobtravers.com  
 bob@bobtravers.com



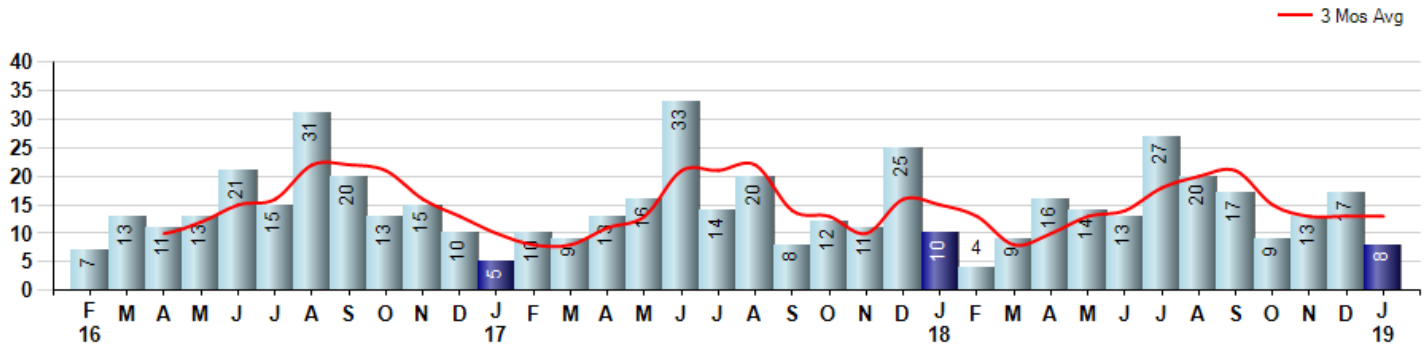
Price Range: 0 to 999999999 | Properties: Single Family Home

Market Profile & Trends Overview	Month	Trending Versus*:				YTD	Trending Versus*:	
		LM	L3M	PYM	LY		PriorYTD	PriorYear
Median List Price of all Current Listings	\$849,000	-5%		-7%				
Average List Price of all Current Listings	\$1,109,557	-4%		7%				
January Median Sales Price	\$648,000	-3%	-8%	-5%	-7%	\$648,000	-5%	-7%
January Average Sales Price	\$688,875	-17%	-11%	-5%	-14%	\$688,875	-5%	-14%
Total Properties Currently for Sale (Inventory)	110	3%		11%				
January Number of Properties Sold	8	-53%		-20%			0%	
January Average Days on Market (Solds)	128	0%	-7%	-2%	17%	128	-2%	17%
Asking Price per Square Foot (based on New Listings)	\$190	-3%	-11%	-24%	-18%	\$190	-24%	-18%
January Sold Price per Square Foot	\$176	-12%	-14%	-12%	-18%	\$176	-12%	-18%
January Month's Supply of Inventory	13.8	119%	29%	39%	12%	13.8	39%	12%
January Sale Price vs List Price Ratio	82.2%	-5.6%	-8%	-4%	-10.1%	82.2%	-3.8%	-10.1%

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

### Property Sales

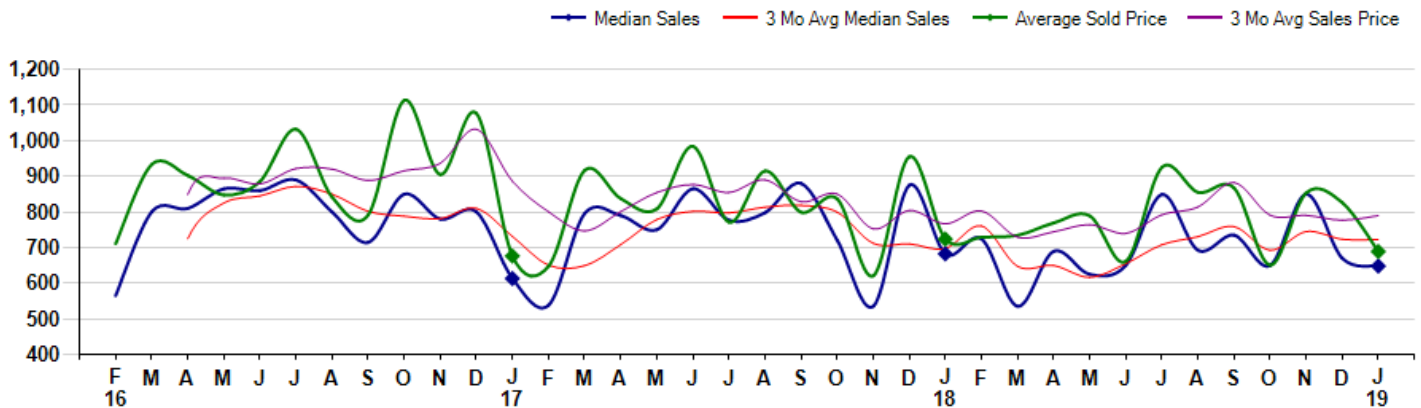
January Property sales were 8, down -20.0% from 10 in January of 2018 and -52.9% lower than the 17 sales last month. January 2019 sales were at a mid level compared to January of 2018 and 2017. January YTD sales of 8 are running -20.0% behind last year's year-to-date sales of 10.



### Prices

The Median Sales Price in January was \$648,000, down -5.1% from \$682,500 in January of 2018 and down -3.3% from \$670,000 last month. The Average Sales Price in January was \$688,875, down -4.8% from \$723,900 in January of 2018 and down -16.6% from \$826,412 last month. January 2019 ASP was at a mid range compared to January of 2018 and 2017.

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



## City: Weston



**Bob Travers**  
 Broker  
 203-858-1683  
 www.bobtravers.com  
 bob@bobtravers.com



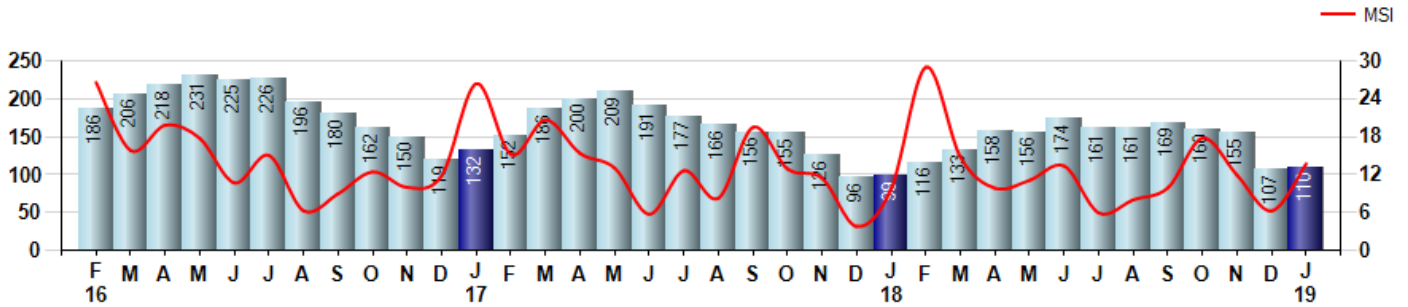
Price Range: 0 to 999999999 | Properties: Single Family Home

### Inventory & MSI

The Total Inventory of Properties available for sale as of January was 110, up 2.8% from 107 last month and up 11.1% from 99 in January of last year. January 2019 Inventory was at a mid range compared to January of 2018 and 2017.

A comparatively lower MSI is more beneficial for sellers while a higher MSI is better for buyers. The January 2019 MSI of 13.8 months was at a mid range compared with January of 2018 and 2017.

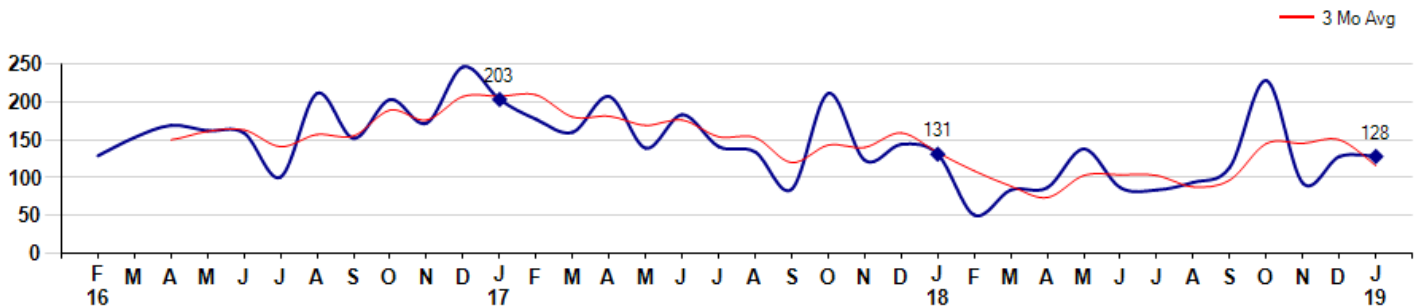
MSI is the # of months needed to sell all of the Inventory at the monthly Sales Pace



### 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 January was 128, equal to 128 days last month and down -2.3% from 131 days in January of last year. The January 2019 DOM was at its lowest level compared with January of 2018 and 2017.

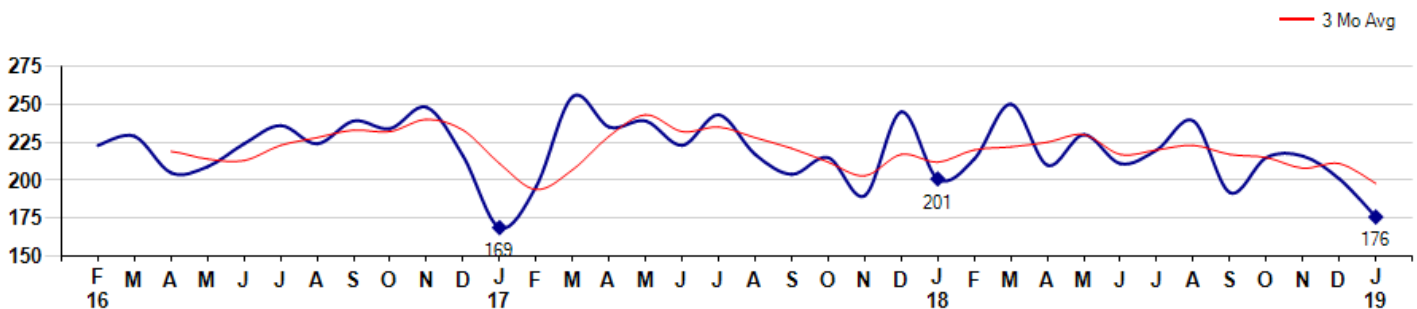
Average Days on Market(Listing to Contract) for properties sold during the month



### 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 January 2019 Selling Price per Square Foot of \$176 was down -12.4% from \$201 last month and down -12.4% from \$201 in January of last year.

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



## City: *Weston*



**Bob Travers**  
 Broker  
 203-858-1683  
 www.bobtravers.com  
 bob@bobtravers.com

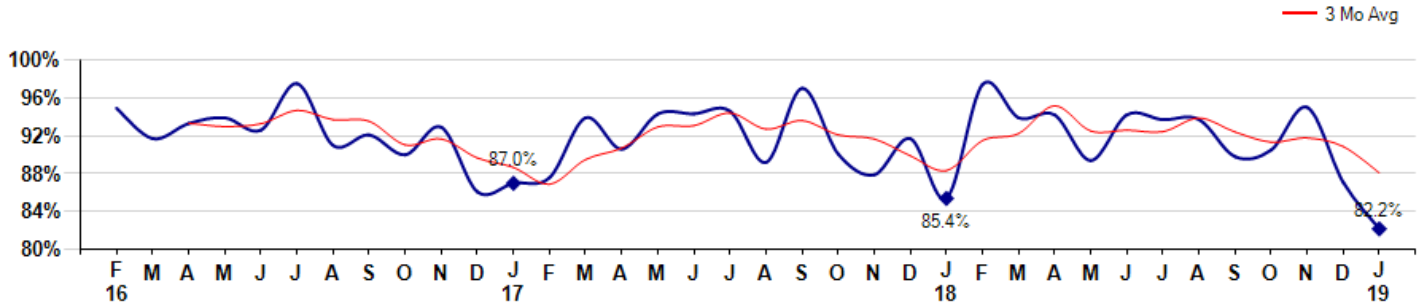


Price Range: 0 to 999999999 | Properties: Single Family Home

### 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 January 2019 Selling Price vs List Price of 82.2% was down from 87.1% last month and down from 85.4% in January of last year.

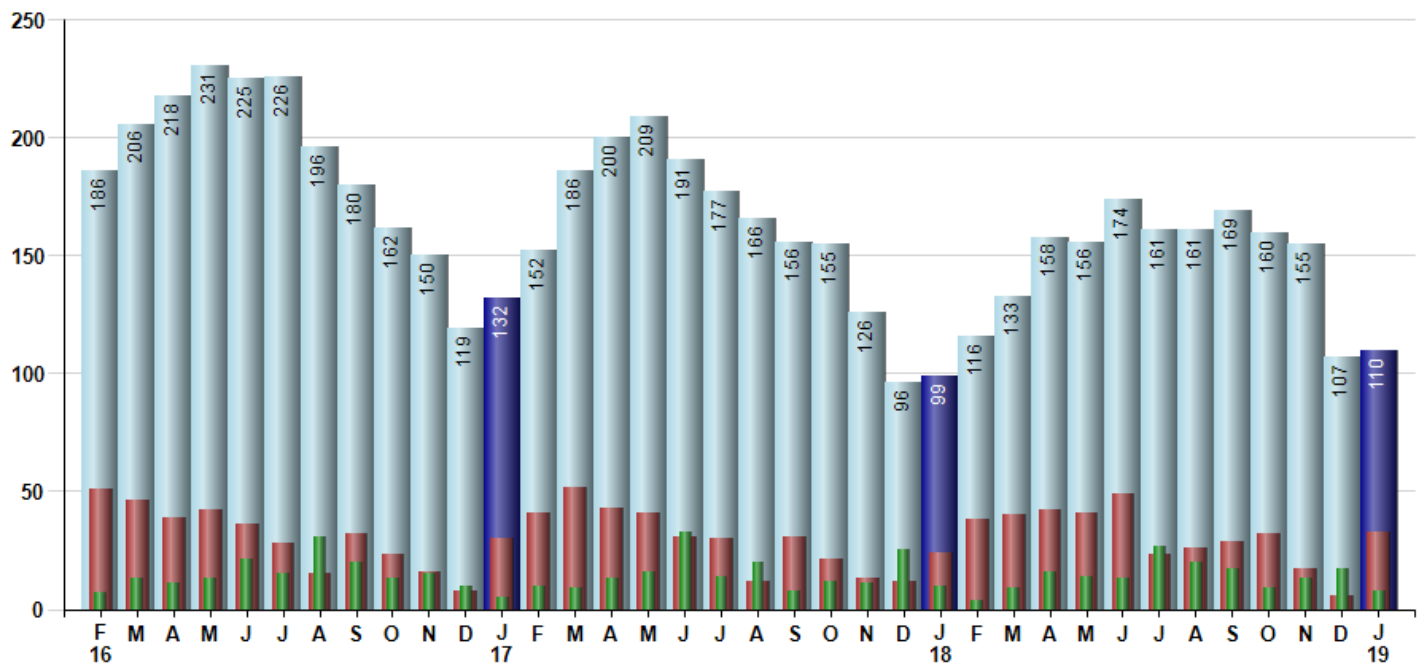
Avg Selling Price divided by Avg Listing Price for sold properties during the month



### 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 January 2019 was 33, up 450.0% from 6 last month and up 37.5% from 24 in January of last year.

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



© 2019 Coldwell Banker Residential Brokerage. All Rights Reserved. Coldwell Banker Residential Brokerage fully supports the principles of the Fair Housing Act and the Equal Opportunity Act. Coldwell Banker Residential Brokerage is operated by a subsidiary of NRT LLC. Coldwell Banker and the Coldwell Banker Logo are registered service marks owned by Coldwell Banker Real Estate LLC.

Based on information from SmartMLS for the period 2/1/2016 through 1/31/2019. 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.



# MARKET ACTION REPORT

January 2019

City: *Weston*



**Bob Travers**  
 Broker  
 203-858-1683  
 www.bobtravers.com  
 bob@bobtravers.com



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

	F 16	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	A	S	O	N	D	J 19
Homes Sold	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	20	17	9	13	17	8
3 Mo. Roll Avg			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	20	21	15	13	13	13

(000's)	F 16	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	A	S	O	N	D	J 19
Median Sale Price	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	693	735	650	850	670	648
3 Mo. Roll Avg			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	731	759	693	745	723	723

	F 16	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	A	S	O	N	D	J 19
Inventory	186	206	218	231	225	226	196	180	162	150	119	132	152	186	200	209	191	177	166	156	155	126	96	99	116	133	158	156	174	161	161	169	160	155	107	110
MSI	27	16	20	18	11	15	6	9	12	10	12	26	15	21	15	13	6	13	8	20	13	11	4	10	29	15	10	11	13	6	8	10	18	12	6	14

	F 16	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	A	S	O	N	D	J 19
Days On Market	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	94	114	228	93	128	128
3 Mo. Roll Avg			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	88	97	145	145	150	116

	F 16	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	A	S	O	N	D	J 19
Price per Sq Ft	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	239	192	215	216	201	176
3 Mo. Roll Avg			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	223	217	215	208	211	198

	F 16	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	A	S	O	N	D	J 19
Sale to List Price	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	0.937	0.898	0.905	0.950	0.871	0.822
3 Mo. Roll Avg			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	0.939	0.924	0.913	0.918	0.909	0.881

	F 16	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	A	S	O	N	D	J 19
New Listings	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	26	29	32	17	6	33
Inventory	186	206	218	231	225	226	196	180	162	150	119	132	152	186	200	209	191	177	166	156	155	126	96	99	116	133	158	156	174	161	161	169	160	155	107	110
Sales	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	20	17	9	13	17	8

(000's)	F 16	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	A	S	O	N	D	J 19
Avg Sale Price	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	855	867	650	854	826	689
3 Mo. Roll Avg			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	814	883	791	790	777	790

© 2019 Coldwell Banker Residential Brokerage. All Rights Reserved. Coldwell Banker Residential Brokerage fully supports the principles of the Fair Housing Act and the Equal Opportunity Act. Coldwell Banker Residential Brokerage is operated by a subsidiary of NRT LLC. Coldwell Banker and the Coldwell Banker Logo are registered service marks owned by Coldwell Banker Real Estate LLC.

Based on information from SmartMLS for the period 2/1/2016 through 1/31/2019. 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.

