

City: Weston



Joni Usdan
Residential Real Estate Specialist
203-216-7654
www.jonihomes.com
joni@jonihomes.com



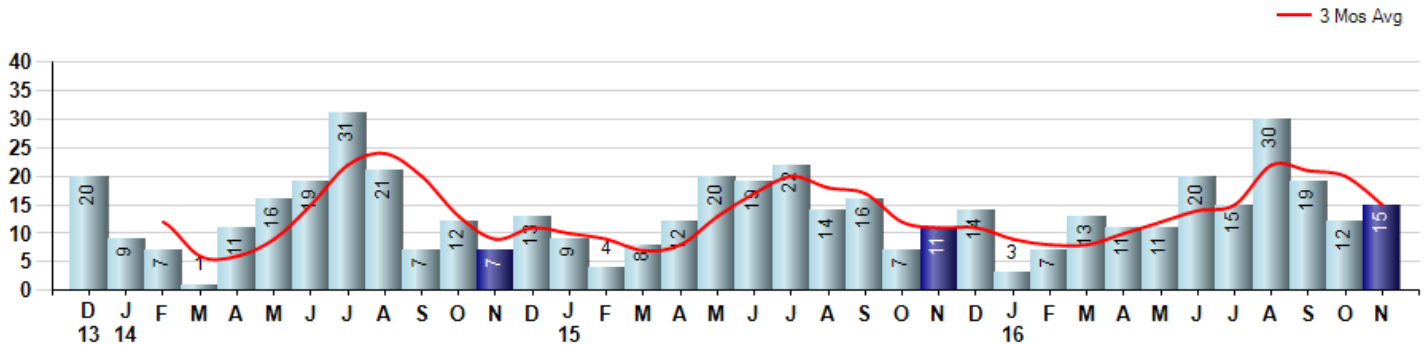
Price Range: \$0 to \$999,999,000 | Properties: Single Family Home

Market Profile & Trends Overview	Month	Trending Versus*:				YTD	Trending Versus*:	
		LM	L3M	PYM	LY		PriorYTD	PriorYear
Median List Price of all Current Listings	\$899,000	0%		-10%				
Average List Price of all Current Listings	\$1,138,243	3%		-6%				
November Median Sales Price	\$780,000	-5%	0%	12%	-8%	\$795,000	-2%	-7%
November Average Sales Price	\$905,067	-16%	3%	-7%	-2%	\$894,303	-3%	-3%
Total Properties Currently for Sale (Inventory)	132	-16%		-15%				
November Number of Properties Sold	15	25%		36%			10%	
November Average Days on Market (Solds)	172	-21%	-11%	-4%	4%	179	7%	8%
Asking Price per Square Foot (based on New Listings)	\$222	-18%	-15%	-15%	-19%	\$270	-3%	-2%
November Sold Price per Square Foot	\$271	2%	3%	3%	2%	\$255	-5%	-4%
November Month's Supply of Inventory	8.8	-33%	-16%	-38%	-44%	17.7	10%	14%
November Sale Price vs List Price Ratio	96.9%	3.9%	2%	1%	1.0%	95.1%	-0.8%	-0.9%

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

Property Sales

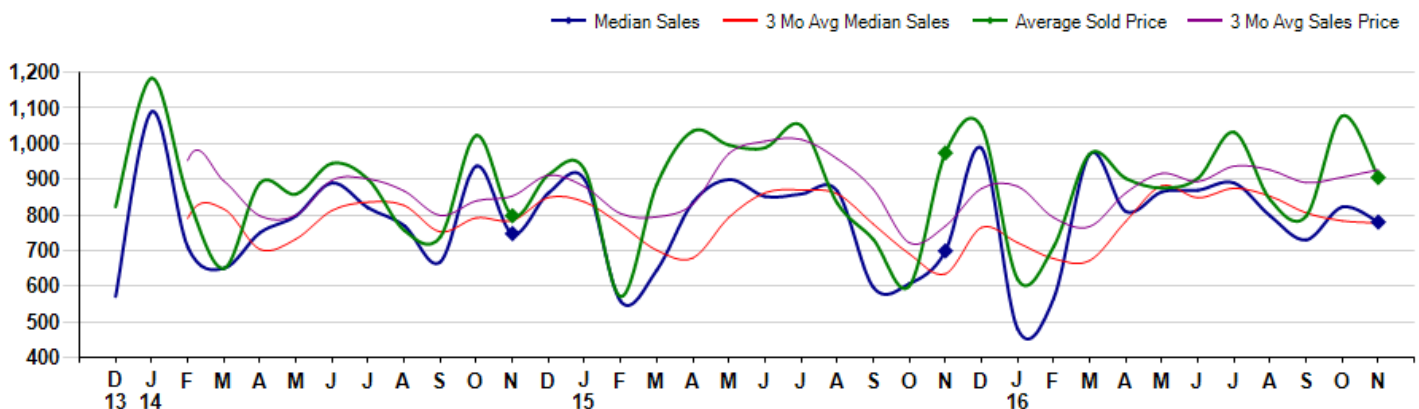
November Property sales were 15, up 36.4% from 11 in November of 2015 and 25.0% higher than the 12 sales last month. November 2016 sales were at their highest level compared to November of 2015 and 2014. November YTD sales of 156 are running 9.9% ahead of last year's year-to-date sales of 142.



Prices

The Median Sales Price in November was \$780,000, up 11.6% from \$699,000 in November of 2015 and down -5.2% from \$822,500 last month. The Average Sales Price in November was \$905,067, down -7.1% from \$974,140 in November of 2015 and down -16.1% from \$1,078,167 last month. November 2016 ASP was at a mid range compared to November of 2015 and 2014.

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



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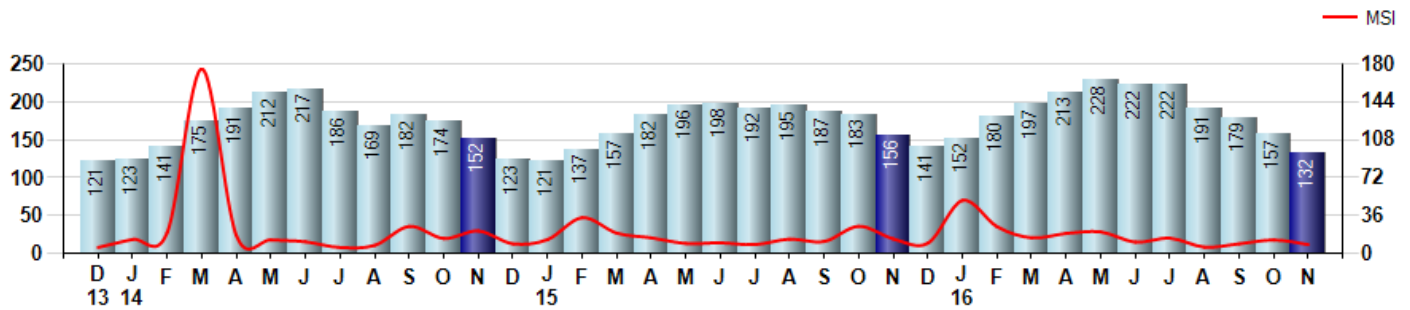
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Inventory & MSI

The Total Inventory of Properties available for sale as of November was 132, down -15.9% from 157 last month and down -15.4% from 156 in November of last year. November 2016 Inventory was at the lowest level compared to November of 2015 and 2014.

A comparatively lower MSI is more beneficial for sellers while a higher MSI is better for buyers. The November 2016 MSI of 8.8 months was at its lowest level compared with November of 2015 and 2014.

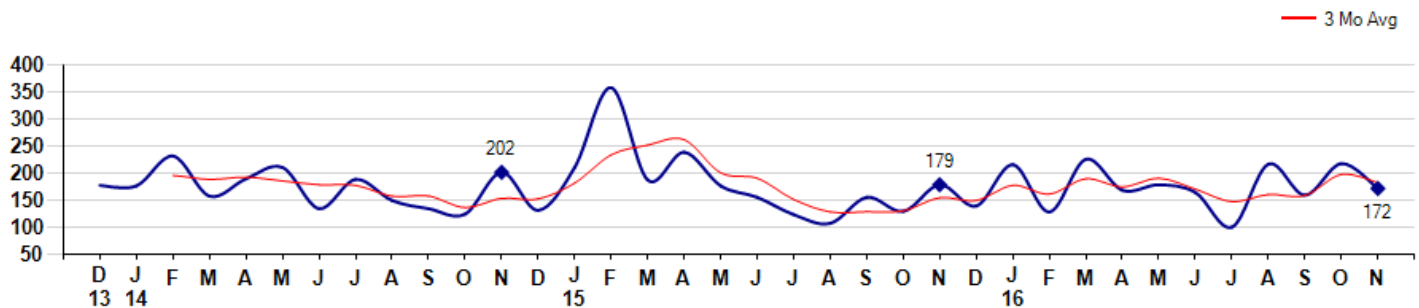
MSI is the # of months needed to sell all of the Inventory at the monthly Sales Pace



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 November was 172, down -21.1% from 218 days last month and down -3.9% from 179 days in November of last year. The November 2016 DOM was at its lowest level compared with November of 2015 and 2014.

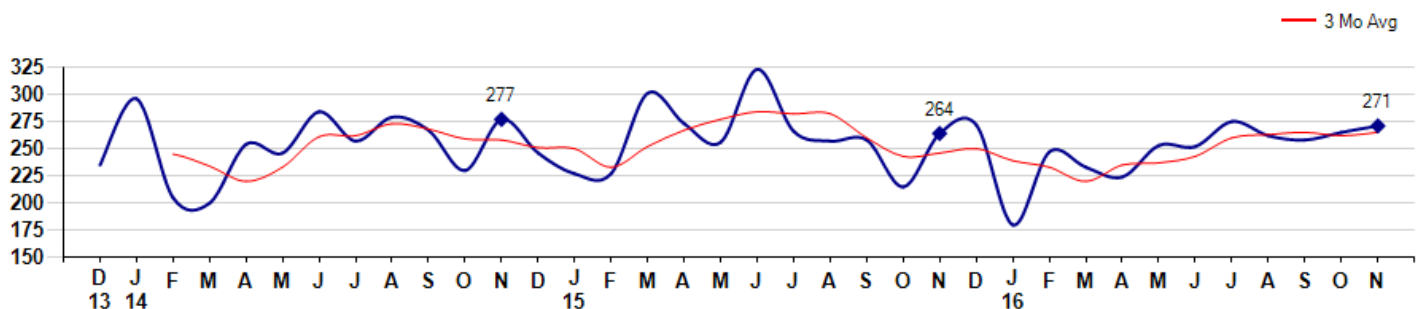
Average Days on Market(Listing to Contract) for properties sold during the month



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 November 2016 Selling Price per Square Foot of \$271 was up 2.3% from \$265 last month and up 2.7% from \$264 in November of last year.

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



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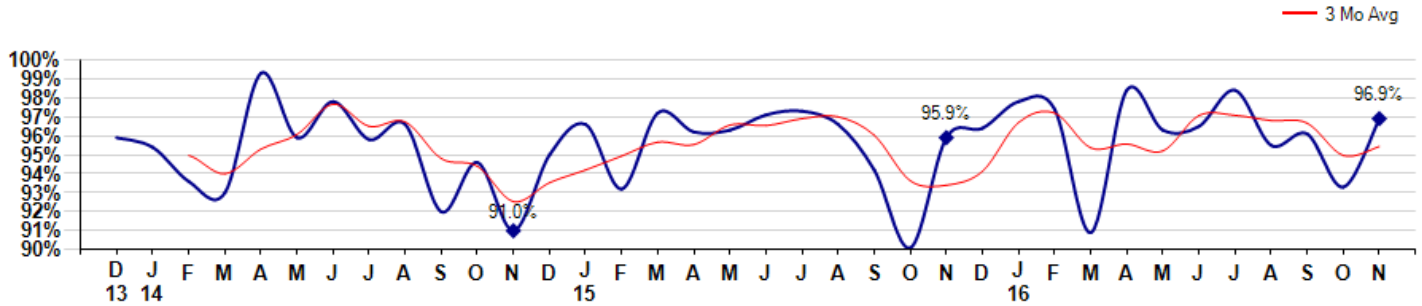


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Selling Price vs Listing Price

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 November 2016 Selling Price vs List Price of 96.9% was up from 93.3% last month and up from 95.9% in November of last year.

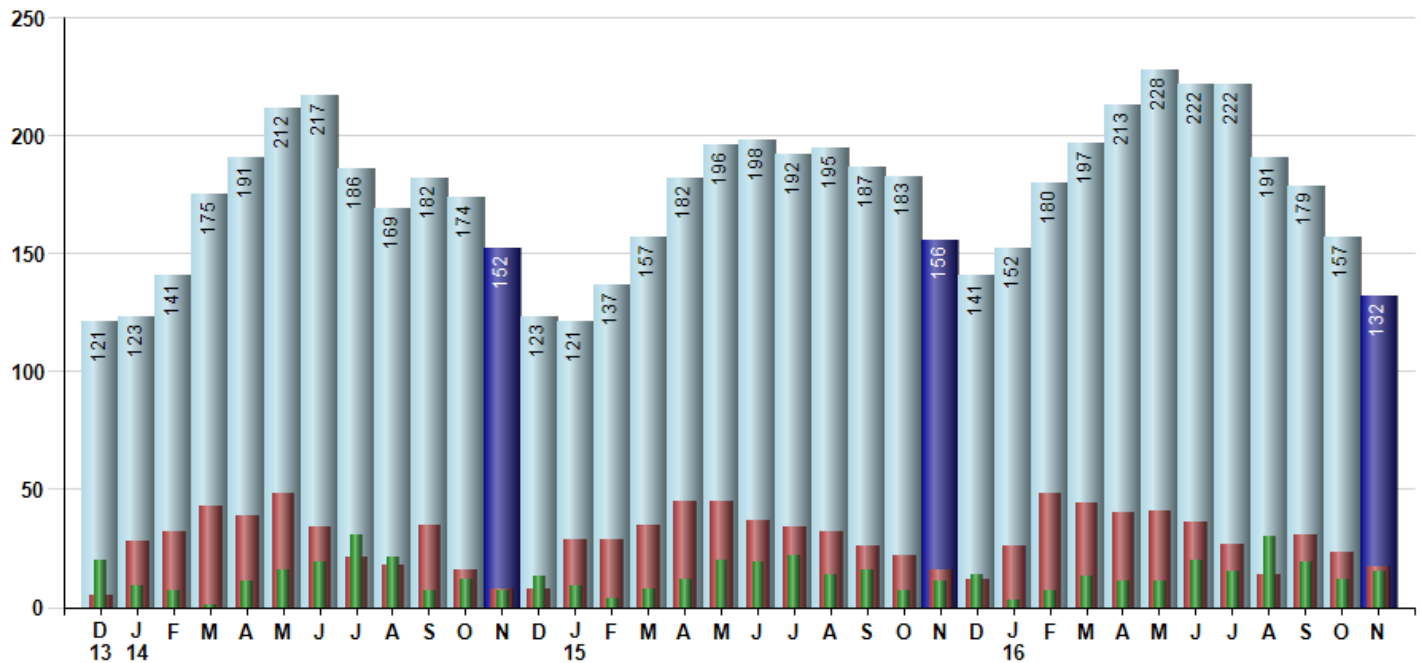
Avg Selling Price divided by Avg Listing Price for sold properties during the month



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 November 2016 was 17, down -26.1% from 23 last month and up 6.3% from 16 in November of last year.

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



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