

City: Weston



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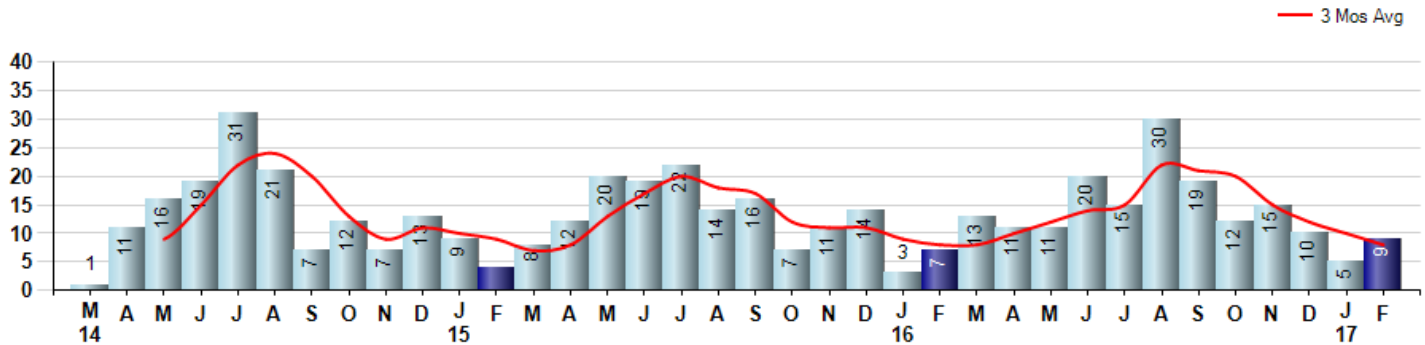
Price Range: 0 to 999999999 | Properties: Single Family Home, Townhome

Market Profile & Trends Overview	Month	Trending Versus*:				YTD	Trending Versus*:	
		LM	L3M	PYM	LY		PriorYTD	PriorYear
Median List Price of all Current Listings	\$899,500	3%		-5%				
Average List Price of all Current Listings	\$1,159,751	6%		1%				
February Median Sales Price	\$552,000	-10%	-23%	-2%	-31%	\$611,500	14%	-23%
February Average Sales Price	\$689,444	2%	-21%	-3%	-23%	\$684,727	0%	-24%
Total Properties Currently for Sale (Inventory)	131	7%		-27%				
February Number of Properties Sold	9	80%		29%			40%	
February Average Days on Market (Solds)	177	-13%	-10%	37%	-3%	186	20%	2%
Asking Price per Square Foot (based on New Listings)	\$292	11%	8%	9%	9%	\$280	7%	4%
February Sold Price per Square Foot	\$228	19%	-7%	-8%	-10%	\$215	-5%	-15%
February Month's Supply of Inventory	14.6	-41%	-15%	-43%	-16%	19.6	-48%	13%
February Sale Price vs List Price Ratio	88.2%	1.4%	-1%	-7%	-3.7%	87.7%	-4.4%	-4.2%

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

Property Sales

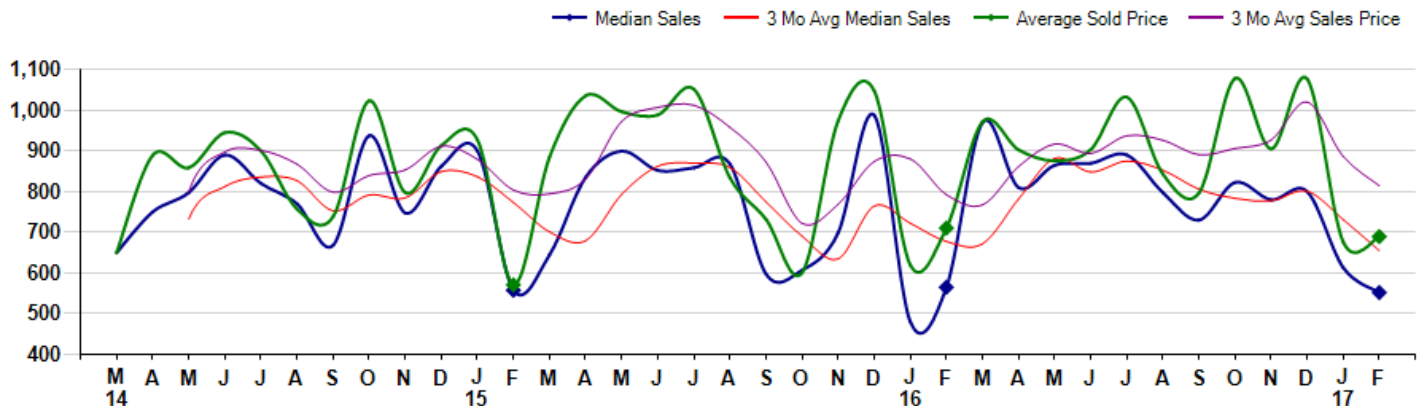
February Property sales were 9, up 28.6% from 7 in February of 2016 and 80.0% higher than the 5 sales last month. February 2017 sales were at their highest level compared to February of 2016 and 2015. February YTD sales of 14 are running 40.0% ahead of last year's year-to-date sales of 10.



Prices

The Median Sales Price in February was \$552,000, down -2.3% from \$564,900 in February of 2016 and down -10.0% from \$613,000 last month. The Average Sales Price in February was \$689,444, down -3.0% from \$710,557 in February of 2016 and up 2.0% from \$676,235 last month. February 2017 ASP was at a mid range compared to February of 2016 and 2015.

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



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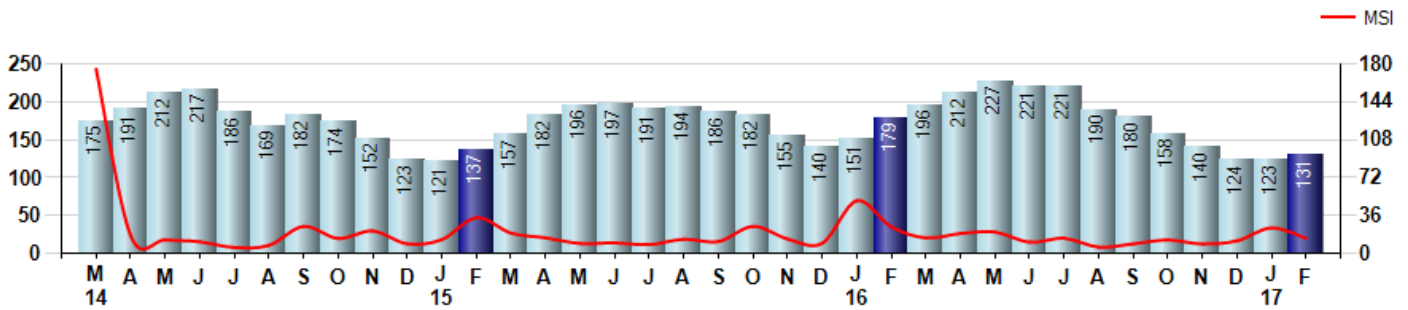
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Inventory & MSI

The Total Inventory of Properties available for sale as of February was 131, up 6.5% from 123 last month and down -26.8% from 179 in February of last year. February 2017 Inventory was at the lowest level compared to February of 2016 and 2015.

A comparatively lower MSI is more beneficial for sellers while a higher MSI is better for buyers. The February 2017 MSI of 14.6 months was at its lowest level compared with February of 2016 and 2015.

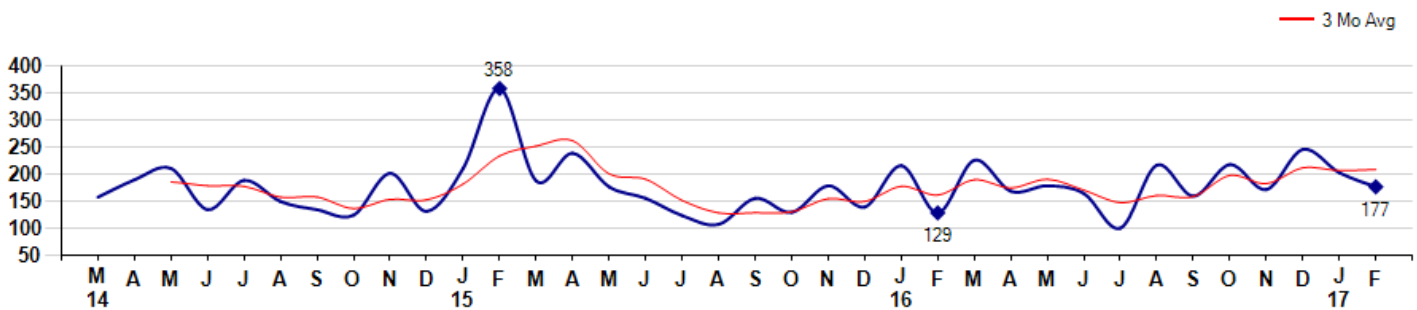
MSI is the # of months needed to sell all of the Inventory at the monthly Sales Pace



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 February was 177, down -12.8% from 203 days last month and up 37.2% from 129 days in February of last year. The February 2017 DOM was at a mid range compared with February of 2016 and 2015.

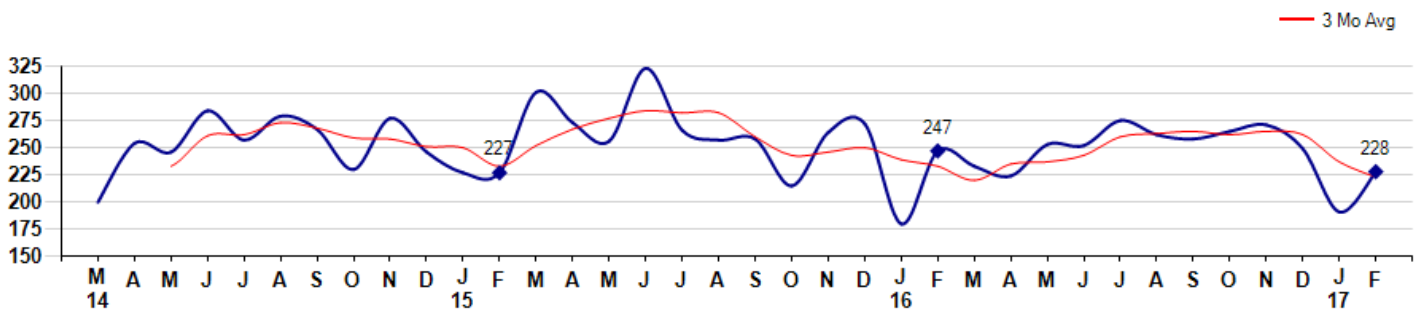
Average Days on Market(Listing to Contract) for properties sold during the month



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 February 2017 Selling Price per Square Foot of \$228 was up 19.4% from \$191 last month and down -7.7% from \$247 in February of last year.

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



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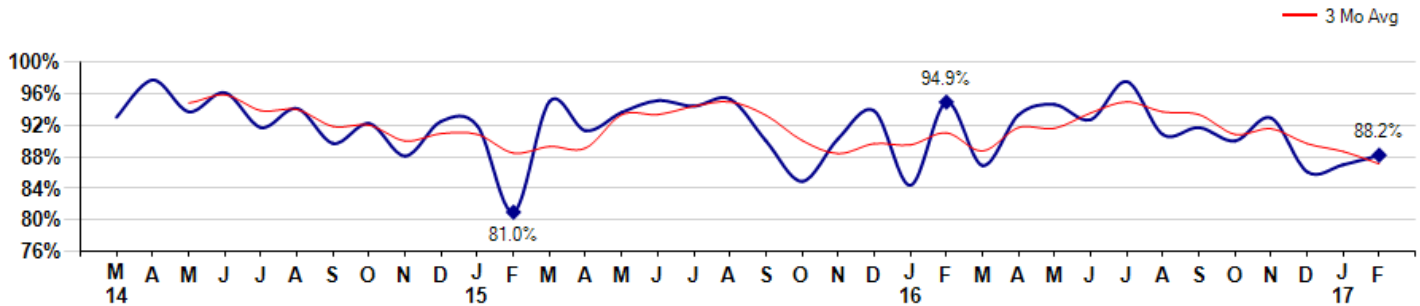


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Selling Price vs Listing Price

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 February 2017 Selling Price vs List Price of 88.2% was up from 87.0% last month and down from 94.9% in February of last year.

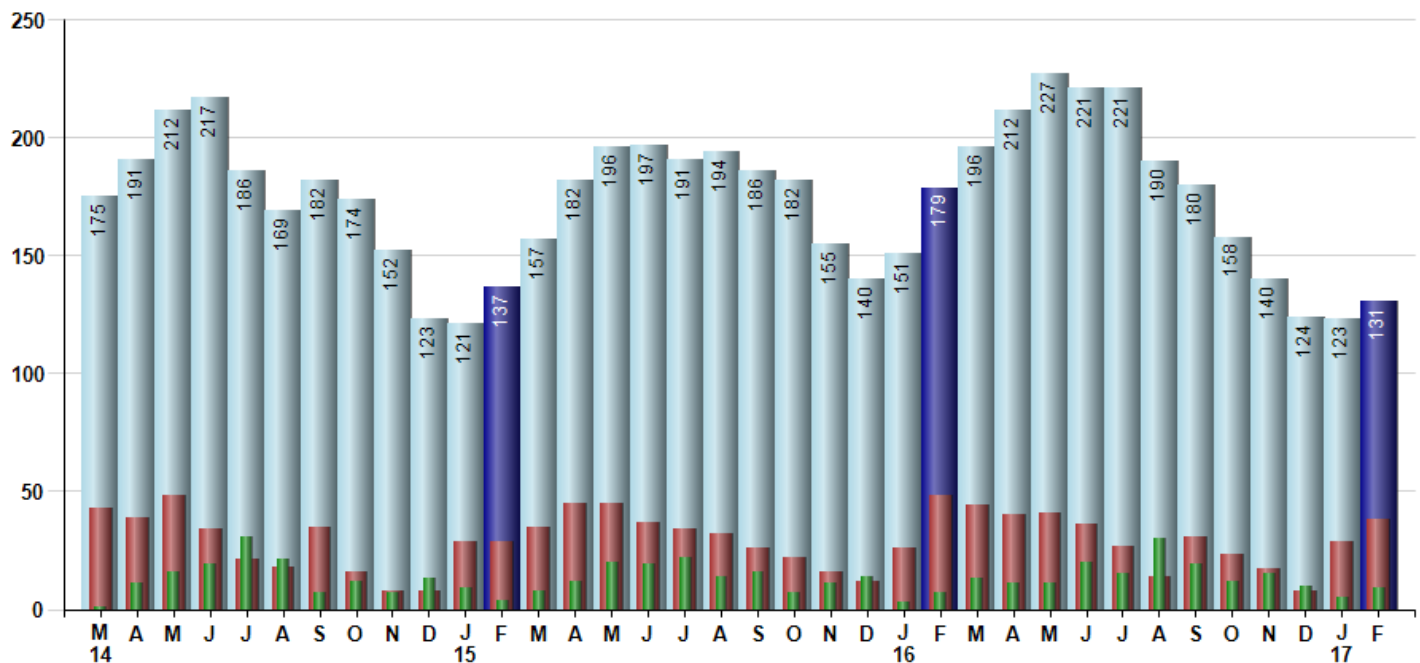
Avg Selling Price divided by Avg Listing Price for sold properties during the month



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 February 2017 was 38, up 31.0% from 29 last month and down -20.8% from 48 in February of last year.

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



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