

City: Weston



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



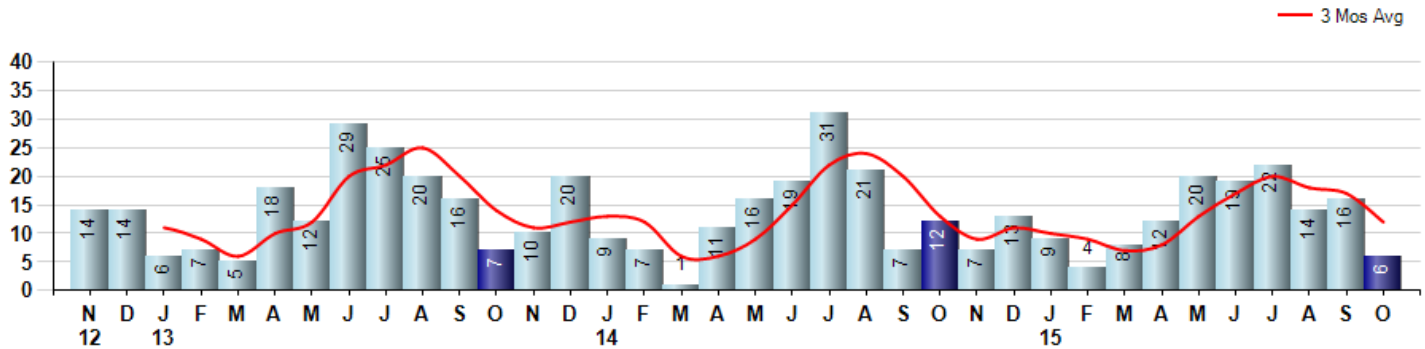
Price Range: \$0 to \$999,999,000 | Properties: Single Family Home

Market Profile & Trends Overview	Month	Trending Versus*:				YTD	Trending Versus*:	
		LM	L3M	PYM	LY		PriorYTD	PriorYear
Median List Price of all Current Listings	\$1,079,000	4%		-2%				
Average List Price of all Current Listings	\$1,269,822	1%		-3%				
October Median Sales Price	\$708,000	19%	-11%	-25%	-13%	\$827,450	3%	2%
October Average Sales Price	\$646,313	-12%	-26%	-37%	-28%	\$917,211	2%	3%
Total Properties Currently for Sale (Inventory)	166	-7%		-4%				
October Number of Properties Sold	6	-63%		-50%			-3%	
October Average Days on Market (Solds)	136	-13%	5%	9%	-21%	167	-2%	-2%
Asking Price per Square Foot (based on New Listings)	\$289	1%	3%	6%	1%	\$284	-1%	-1%
October Sold Price per Square Foot	\$226	-12%	-12%	-2%	-12%	\$268	3%	4%
October Month's Supply of Inventory	27.7	149%	59%	92%	-1%	16.3	-47%	-42%
October Sale Price vs List Price Ratio	88.7%	-5.8%	-7%	-6%	-7.1%	95.8%	0.2%	0.4%

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

Property Sales

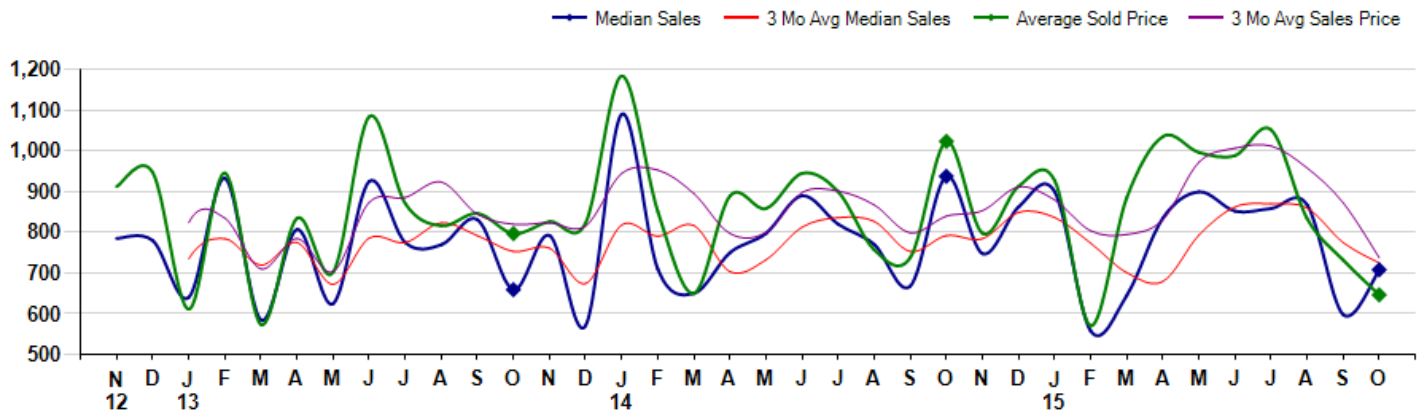
October Property sales were 6, down -50.0% from 12 in October of 2014 and -62.5% lower than the 16 sales last month. October 2015 sales were at their lowest level compared to October of 2014 and 2013. October YTD sales of 130 are running -3.0% behind last year's year-to-date sales of 134.



Prices

The Median Sales Price in October was \$708,000, down -24.5% from \$937,500 in October of 2014 and up 18.5% from \$597,500 last month. The Average Sales Price in October was \$646,313, down -36.8% from \$1,023,375 in October of 2014 and down -11.7% from \$731,725 last month. October 2015 ASP was at the lowest level compared to October of 2014 and 2013.

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



City: Weston



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



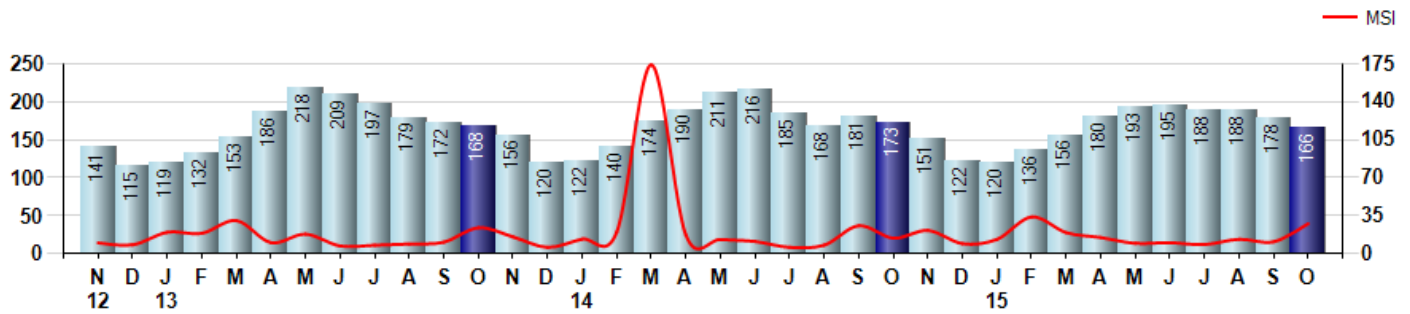
Price Range: \$0 to \$999,999,000 | Properties: Single Family Home

Inventory & MSI

The Total Inventory of Properties available for sale as of October was 166, down -6.7% from 178 last month and down -4.0% from 173 in October of last year. October 2015 Inventory was at the lowest level compared to October of 2014 and 2013.

A comparatively lower MSI is more beneficial for sellers while a higher MSI is better for buyers. The October 2015 MSI of 27.7 months was at its highest level compared with October of 2014 and 2013.

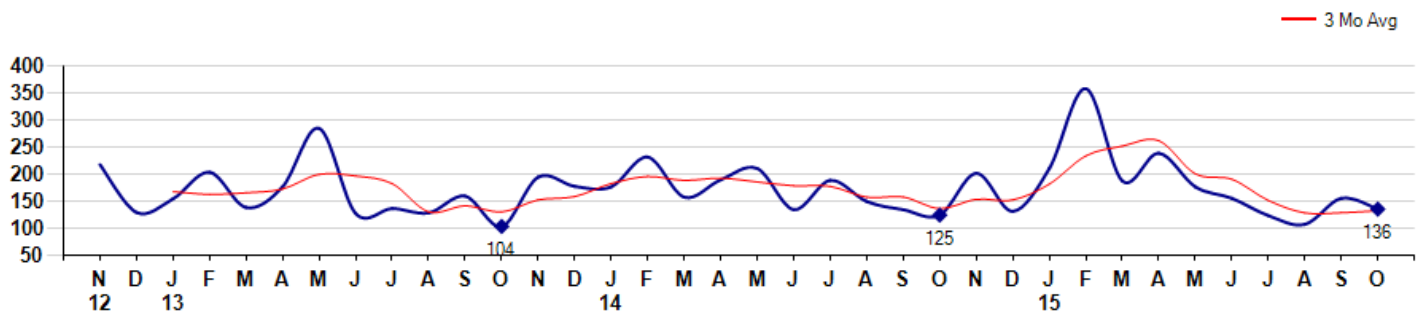
MSI is the # of months needed to sell all of the Inventory at the monthly Sales Pace



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 October was 136, down -12.8% from 156 days last month and up 8.8% from 125 days in October of last year. The October 2015 DOM was at its highest level compared with October of 2014 and 2013.

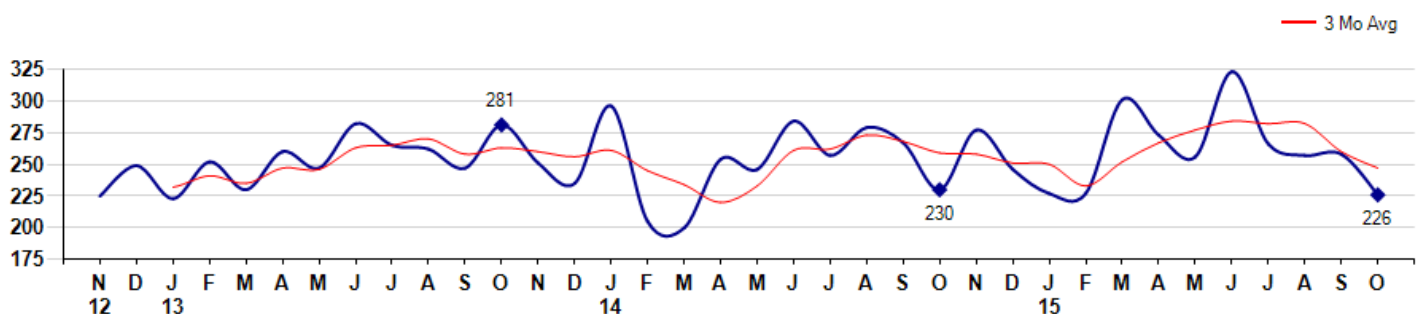
Average Days on Market(Listing to Contract) for properties sold during the month



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 October 2015 Selling Price per Square Foot of \$226 was down -12.4% from \$258 last month and down -1.7% from \$230 in October of last year.

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



City: Weston



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

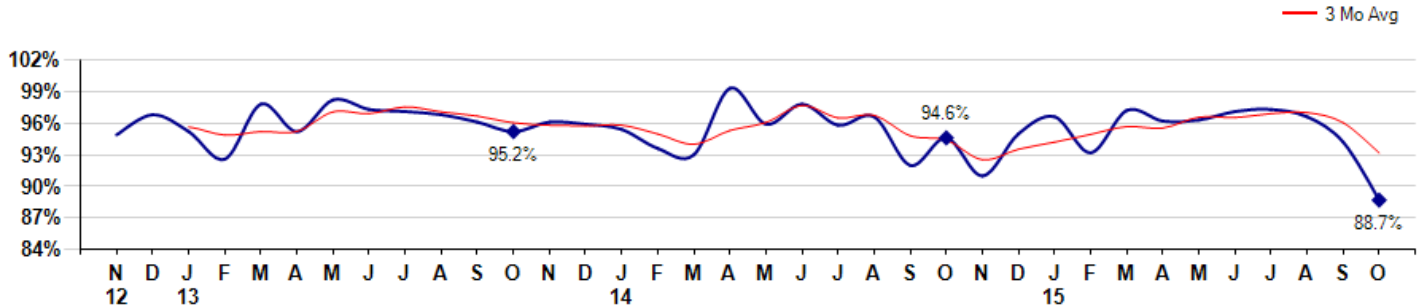


Price Range: \$0 to \$999,999,000 | Properties: Single Family Home

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 October 2015 Selling Price vs List Price of 88.7% was down from 94.2% last month and down from 94.6% in October of last year.

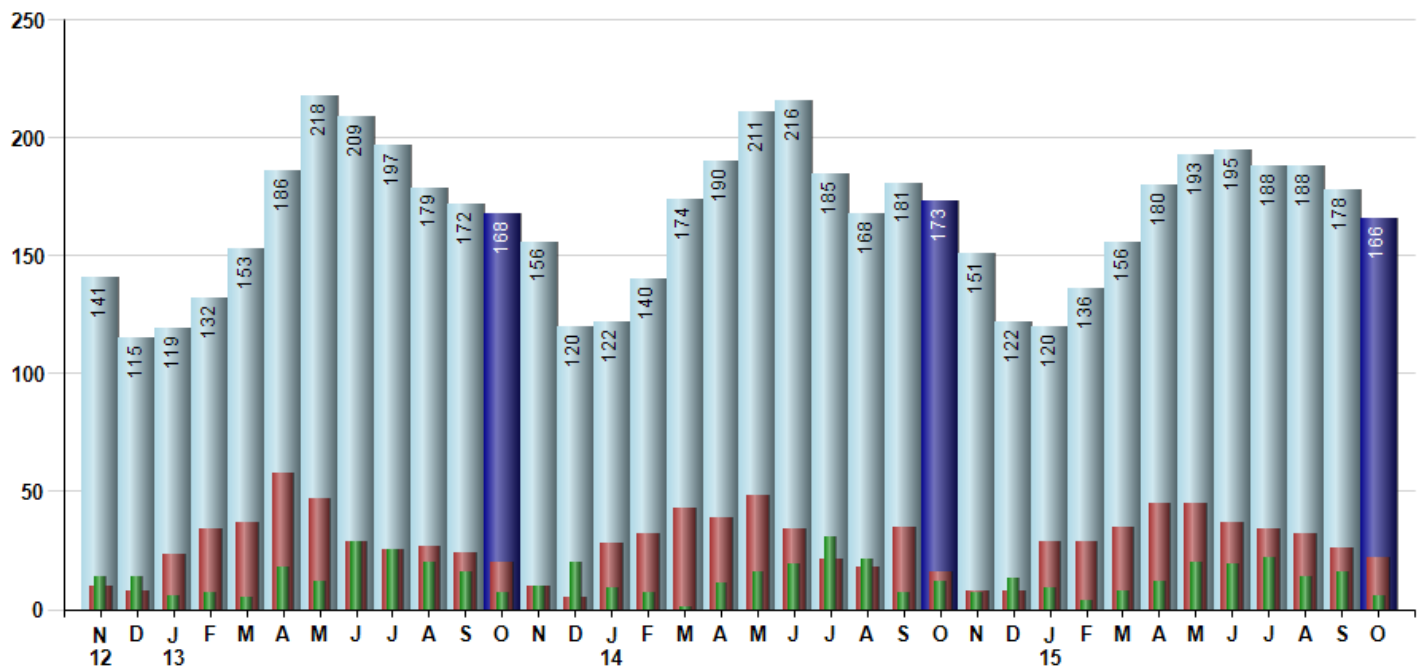
Avg Selling Price divided by Avg Listing Price for sold properties during the month



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 October 2015 was 22, down -15.4% from 26 last month and up 37.5% from 16 in October of last year.

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



© 2015 Coldwell Banker Real Estate LLC. 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 Greater Fairfield County CMLS, Inc. for the period 11/1/2012 through 10/31/2015. 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.

