

City: Weston



Joni Usdan
Residential Real Estate Specialist
2032167654
www.jonihomes.com
joni@jonihomes.com



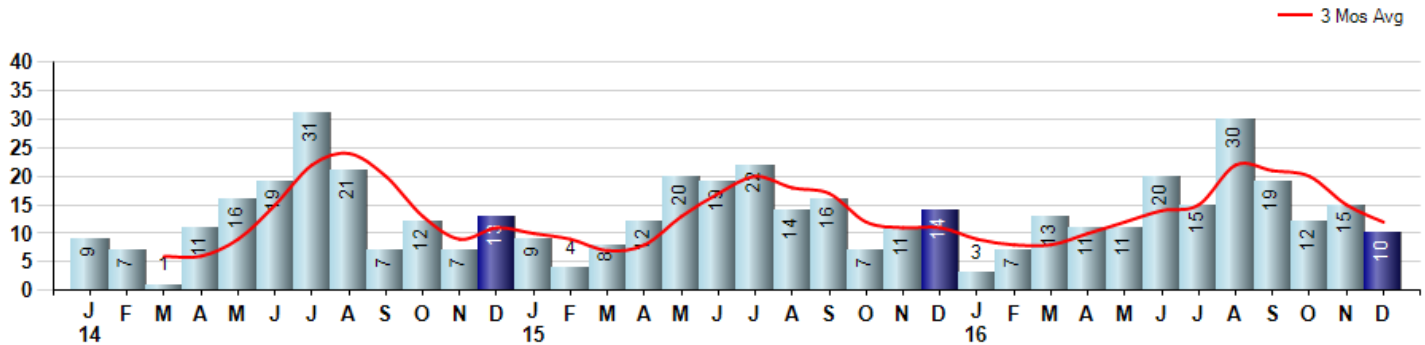
Price Range: \$0 to \$999,999,000 | Properties: Single Family Home

Market Profile & Trends Overview	Trending Versus*:					Trending Versus*:		
	Month	LM	L3M	PYM	LY	YTD	PriorYTD	PriorYear
Median List Price of all Current Listings	\$912,250	2%		-7%				
Average List Price of all Current Listings	\$1,148,042	1%		-4%				
December Median Sales Price	\$800,000	3%	4%	-19%	-6%	\$795,000	-7%	-7%
December Average Sales Price	\$1,077,000	19%	15%	3%	17%	\$905,309	-3%	-2%
Total Properties Currently for Sale (Inventory)	114	-16%		-19%				
December Number of Properties Sold	10	-33%		-29%			6%	
December Average Days on Market (Solds)	246	43%	29%	76%	48%	183	11%	10%
Asking Price per Square Foot (based on New Listings)	\$300	35%	18%	29%	9%	\$270	-3%	-2%
December Sold Price per Square Foot	\$249	-8%	-5%	-9%	-6%	\$254	-5%	-5%
December Month's Supply of Inventory	11.4	27%	2%	14%	-27%	17.1	10%	10%
December Sale Price vs List Price Ratio	94.3%	-2.7%	-1%	-2%	-1.7%	95.0%	-0.9%	-0.9%

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

Property Sales

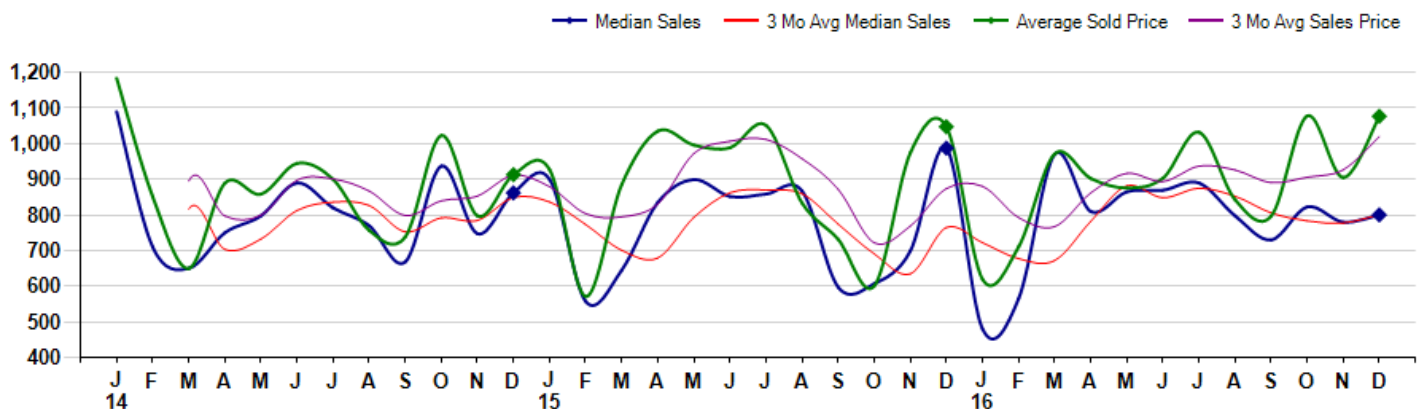
December Property sales were 10, down -28.6% from 14 in December of 2015 and -33.3% lower than the 15 sales last month. December 2016 sales were at their lowest level compared to December of 2015 and 2014. December YTD sales of 166 are running 6.4% ahead of last year's year-to-date sales of 156.



Prices

The Median Sales Price in December was \$800,000, down -19.0% from \$987,500 in December of 2015 and up 2.6% from \$780,000 last month. The Average Sales Price in December was \$1,077,000, up 2.8% from \$1,047,536 in December of 2015 and up 19.0% from \$905,067 last month. December 2016 ASP was at highest level compared to December of 2015 and 2014.

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



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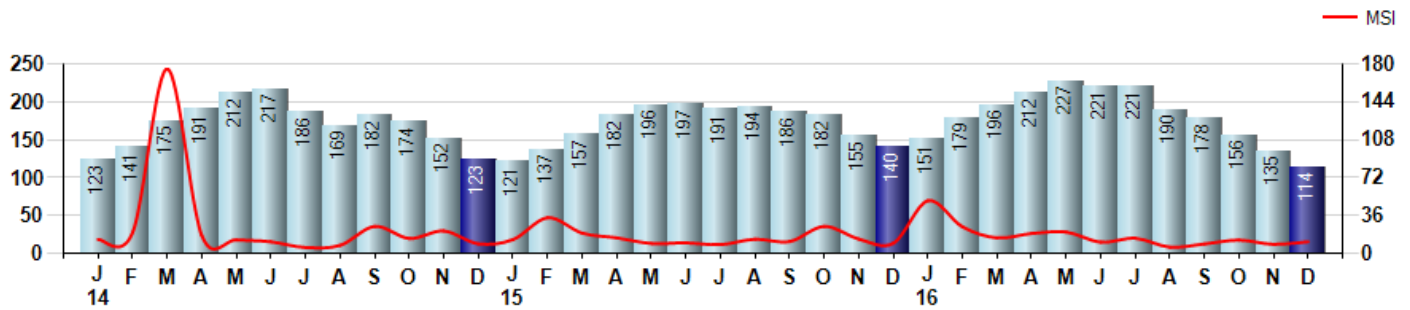
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Inventory & MSI

The Total Inventory of Properties available for sale as of December was 114, down -15.6% from 135 last month and down -18.6% from 140 in December of last year. December 2016 Inventory was at the lowest level compared to December of 2015 and 2014.

A comparatively lower MSI is more beneficial for sellers while a higher MSI is better for buyers. The December 2016 MSI of 11.4 months was at its highest level compared with December of 2015 and 2014.

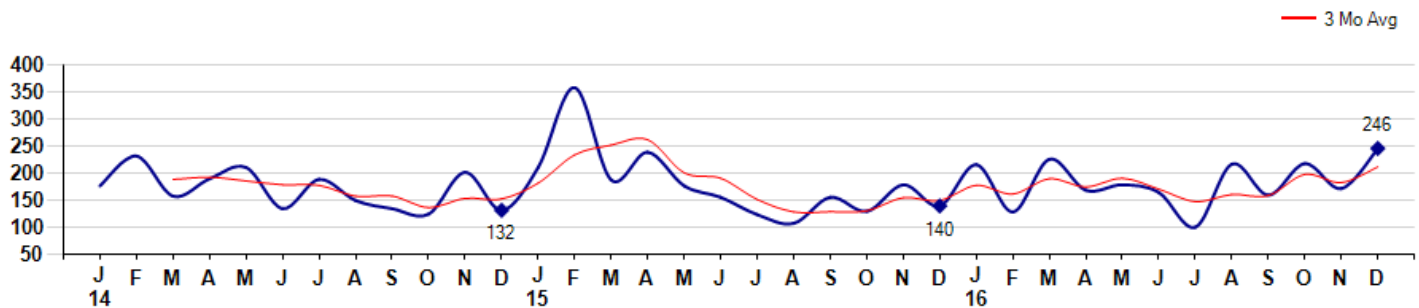
MSI is the # of months needed to sell all of the Inventory at the monthly Sales Pace



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 December was 246, up 43.0% from 172 days last month and up 75.7% from 140 days in December of last year. The December 2016 DOM was at its highest level compared with December of 2015 and 2014.

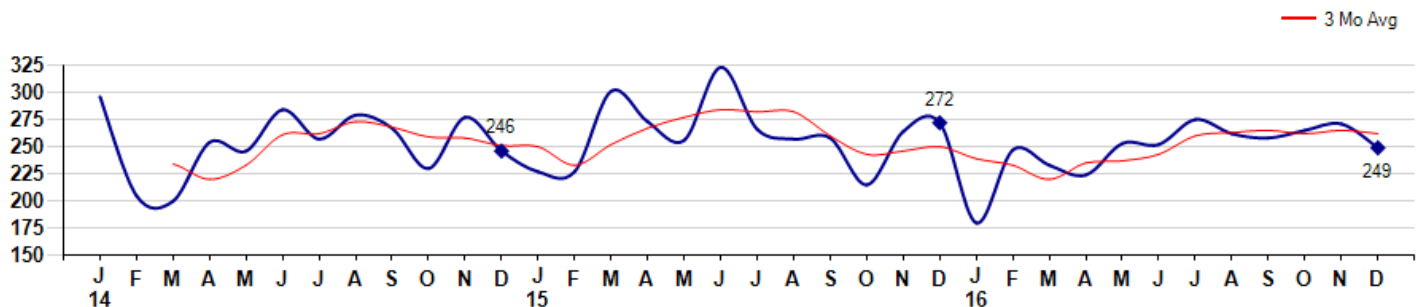
Average Days on Market(Listing to Contract) for properties sold during the month



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 December 2016 Selling Price per Square Foot of \$249 was down -8.1% from \$271 last month and down -8.5% from \$272 in December of last year.

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



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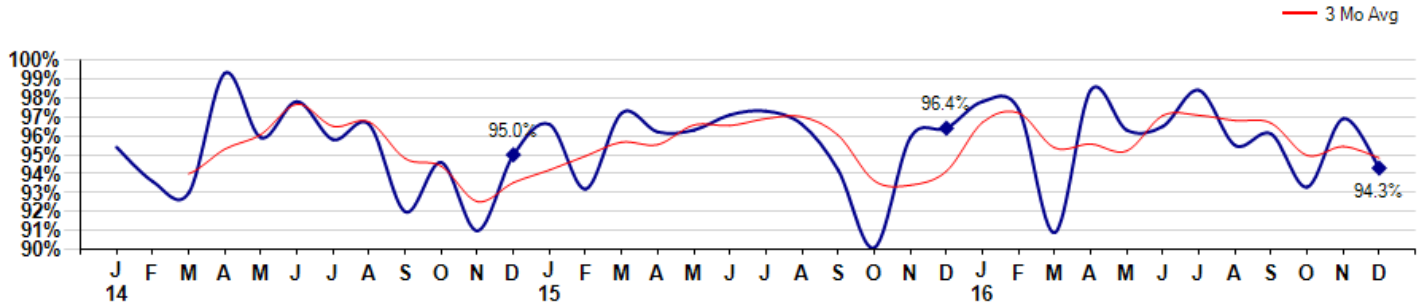


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Selling Price vs Listing Price

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 December 2016 Selling Price vs List Price of 94.3% was down from 96.9% last month and down from 96.4% in December of last year.

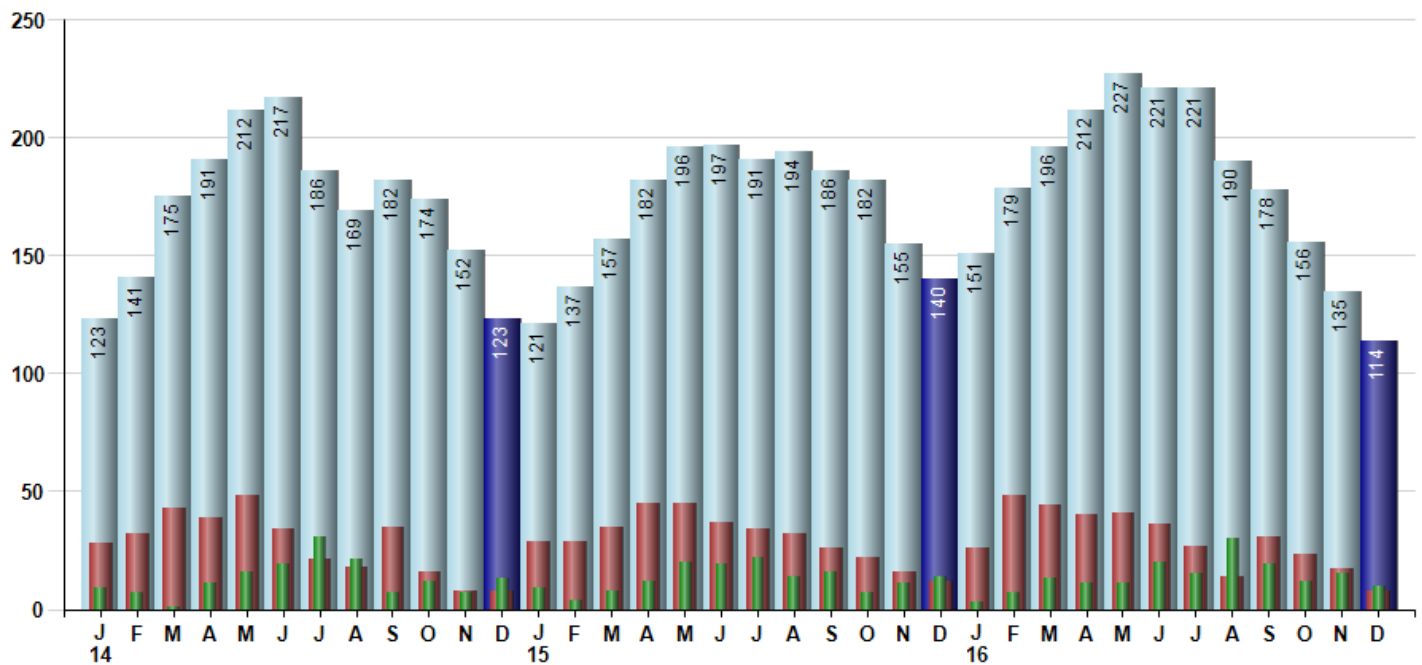
Avg Selling Price divided by Avg Listing Price for sold properties during the month



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 December 2016 was 8, down -52.9% from 17 last month and down -33.3% from 12 in December of last year.

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



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MARKET ACTION REPORT

December 2016

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	J 14	F	M	A	M	J	J	A	S	O	N	D	J 15	F	M	A	M	J	J	A	S	O	N	D	J 16	F	M	A	M	J	J	A	S	O	N	D
Homes Sold	9	7	1	11	16	19	31	21	7	12	7	13	9	4	8	12	20	19	22	14	16	7	11	14	3	7	13	11	11	20	15	30	19	12	15	10
3 Mo. Roll Avg			6	6	9	15	22	24	20	13	9	11	10	9	7	8	13	17	20	18	17	12	11	11	9	8	8	10	12	14	15	22	21	20	15	12

	(000's) J 14	F	M	A	M	J	J	A	S	O	N	D	J 15	F	M	A	M	J	J	A	S	O	N	D	J 16	F	M	A	M	J	J	A	S	O	N	D
Median Sale Price	1,090	710	650	750	798	890	820	770	668	938	748	862	900	558	645	835	900	852	859	868	598	607	699	988	480	565	970	810	865	870	890	798	730	823	780	800
3 Mo. Roll Avg			817	703	733	813	836	827	753	792	784	849	837	773	701	679	793	862	870	859	775	691	635	765	722	677	672	782	882	848	875	852	806	783	778	801

	J 14	F	M	A	M	J	J	A	S	O	N	D	J 15	F	M	A	M	J	J	A	S	O	N	D	J 16	F	M	A	M	J	J	A	S	O	N	D
Inventory	123	141	175	191	212	217	186	169	182	174	152	123	121	137	157	182	196	197	191	194	186	182	155	140	151	179	196	212	227	221	221	190	178	156	135	114
MSI	14	20	175	17	13	11	6	8	26	15	22	9	13	34	20	15	10	10	9	14	12	26	14	10	50	26	15	19	21	11	15	6	9	13	9	11

	J 14	F	M	A	M	J	J	A	S	O	N	D	J 15	F	M	A	M	J	J	A	S	O	N	D	J 16	F	M	A	M	J	J	A	S	O	N	D
Days On Market	177	232	158	190	211	135	189	150	135	125	202	132	211	358	188	239	177	156	124	108	156	130	179	140	216	129	226	169	179	165	101	217	160	218	172	246
3 Mo. Roll Avg			189	193	186	179	178	158	137	154	153	182	234	252	262	201	191	152	129	129	131	155	150	178	162	190	175	191	171	148	161	159	198	183	212	

	J 14	F	M	A	M	J	J	A	S	O	N	D	J 15	F	M	A	M	J	J	A	S	O	N	D	J 16	F	M	A	M	J	J	A	S	O	N	D
Price per Sq Ft	296	205	200	254	246	284	257	279	267	230	277	246	227	227	301	273	256	323	266	257	258	215	264	272	180	247	233	224	253	252	275	262	258	265	271	249
3 Mo. Roll Avg			234	220	233	261	262	273	268	259	258	251	250	233	252	267	277	284	282	282	260	243	246	250	239	233	220	235	237	243	260	263	265	262	265	262

	J 14	F	M	A	M	J	J	A	S	O	N	D	J 15	F	M	A	M	J	J	A	S	O	N	D	J 16	F	M	A	M	J	J	A	S	O	N	D
Sale to List Price	0.954	0.936	0.930	0.993	0.959	0.978	0.958	0.966	0.920	0.946	0.910	0.950	0.966	0.932	0.972	0.962	0.963	0.971	0.973	0.966	0.942	0.901	0.959	0.964	0.978	0.974	0.909	0.984	0.963	0.965	0.984	0.955	0.961	0.933	0.969	0.943
3 Mo. Roll Avg			0.940	0.953	0.961	0.977	0.965	0.967	0.948	0.944	0.925	0.935	0.942	0.949	0.957	0.955	0.966	0.965	0.969	0.970	0.960	0.936	0.934	0.941	0.967	0.972	0.954	0.956	0.952	0.971	0.971	0.968	0.967	0.950	0.954	0.948

	J 14	F	M	A	M	J	J	A	S	O	N	D	J 15	F	M	A	M	J	J	A	S	O	N	D	J 16	F	M	A	M	J	J	A	S	O	N	D
New Listings	28	32	43	39	48	34	21	18	35	16	8	8	29	29	35	45	45	37	34	32	26	22	16	12	26	48	44	40	41	36	27	14	31	23	17	8
Inventory	123	141	175	191	212	217	186	169	182	174	152	123	121	137	157	182	196	197	191	194	186	182	155	140	151	179	196	212	227	221	221	190	178	156	135	114
Sales	9	7	1	11	16	19	31	21	7	12	7	13	9	4	8	12	20	19	22	14	16	7	11	14	3	7	13	11	11	20	15	30	19	12	15	10

	(000's) J 14	F	M	A	M	J	J	A	S	O	N	D	J 15	F	M	A	M	J	J	A	S	O	N	D	J 16	F	M	A	M	J	J	A	S	O	N	D
Avg Sale Price	1,184	852	650	889	858	945	900	757	738	1,023	798	913	927	571	885	1,035	996	989	1,052	834	732	600	974	1,048	619	711	971	903	876	903	1,032	843	797	1,078	905	1,077
3 Mo. Roll Avg			895	797	799	898	901	867	798	840	853	911	879	804	794	830	972	1,007	1,012	958	872	722	769	874	880	793	767	862	917	894	937	926	891	906	927	1,020

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