

AREA REPORT

WESTON

FULL MARKET SUMMARY

October 2020 | Single Family Homes ?

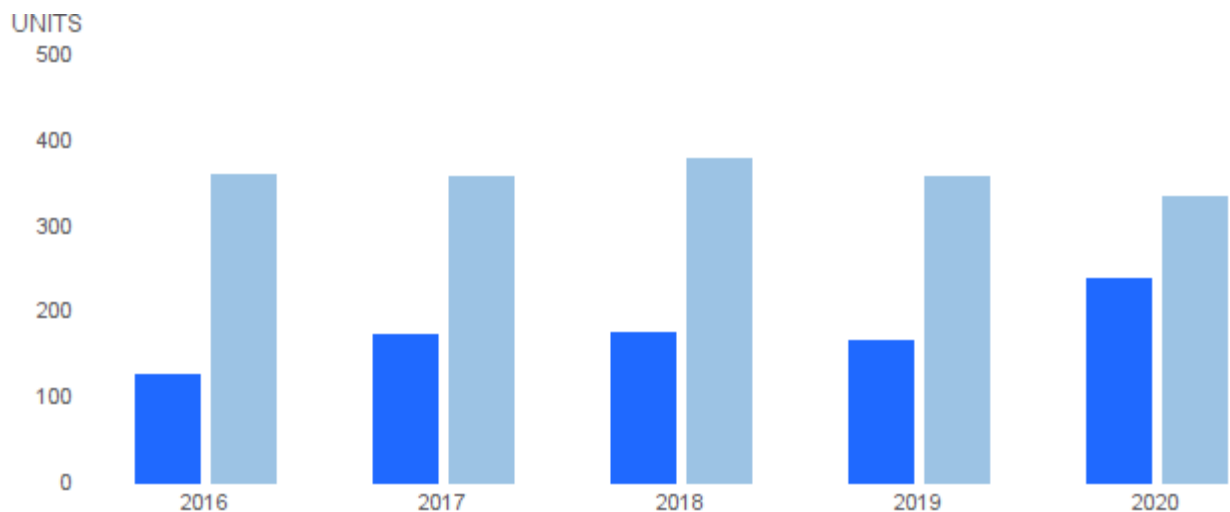
	Month to Date			Year to Date		
	October 2020	October 2019	% Change	YTD 2020	YTD 2019	% Change
New Listings	25	18	38.89% ↑	331	335	-1.19% ↓
Sold Listings	35	10	250% ↑	239	139	71.94% ↑
Median List Price (Solds)	\$825,000	\$699,000	18.03% ↑	\$799,000	\$699,500	14.22% ↑
Median Sold Price	\$861,000	\$601,000	43.26% ↑	\$799,000	\$685,000	16.64% ↑
Median Days on Market	62	152	-59.21% ↓	74	82	-9.76% ↓
Average List Price (Solds)	\$1,005,691	\$836,700	20.2% ↑	\$906,754	\$832,958	8.86% ↑
Average Sold Price	\$1,004,636	\$822,700	22.11% ↑	\$881,199	\$794,900	10.86% ↑
Average Days on Market	103	122	-15.57% ↓	121	120	0.83% ↑
List/Sold Price Ratio	99.9%	98%	1.9% ↑	97.3%	95.7%	1.6% ↑

SOLD AND NEW PROPERTIES (UNITS)

October 2020 | Single Family Homes ?

Sold Properties | Number of properties sold during the year

New Properties | Number of properties listed during the year.



Sold Properties	127	173	175	165	239
New Properties	360	358	379	357	334
Sold Volume	\$113.63M	\$147.50M	\$143.52M	\$130.86M	\$210.61M
Listing Volume	\$386.63M	\$357.37M	\$384.59M	\$319.98M	\$357.79M
Median Sale Price	\$795K	\$789K	\$710K	\$685K	\$799K

MEDIAN SALES PRICE AND NUMBER OF SALES

October 2020 | Single Family Homes ?

Median Sales Price | Price of the "middle" property sold -an equal number of sales were above and below this price.

Number of Sales | Number of properties sold.

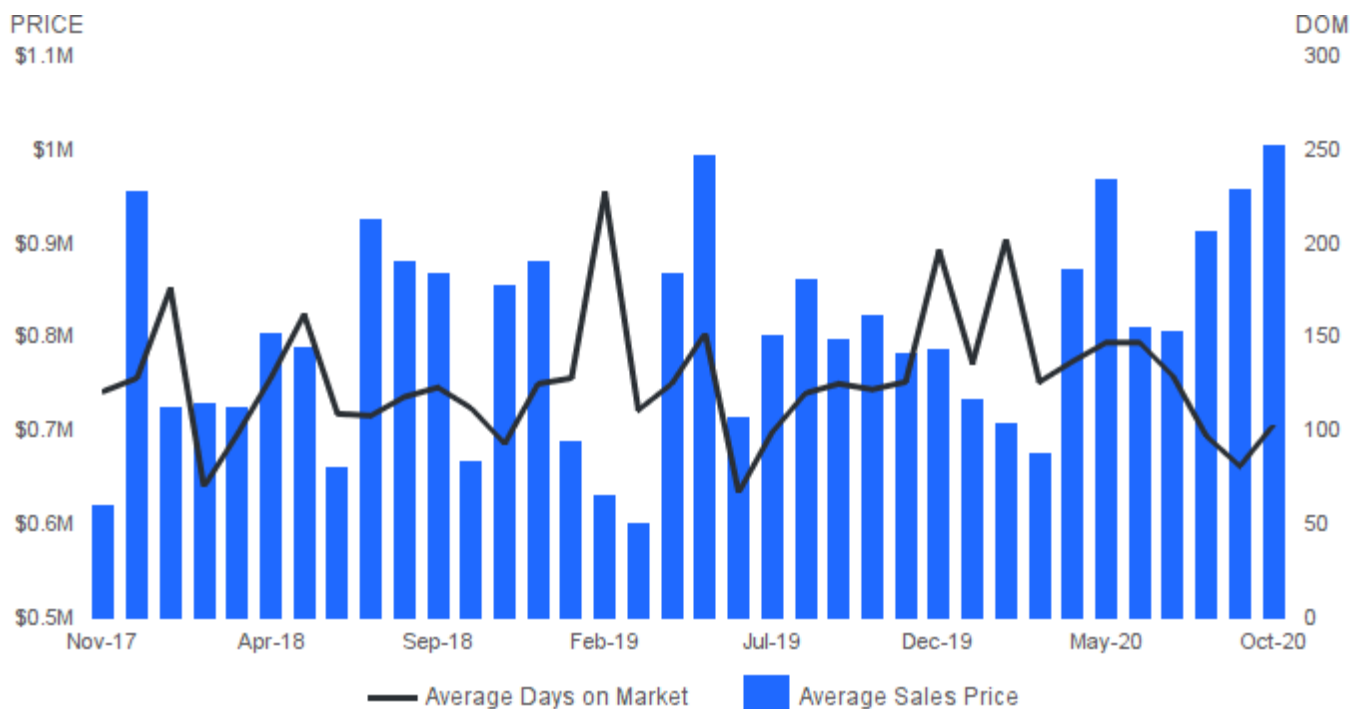


AVERAGE SALES PRICE AND AVERAGE DAYS ON MARKET

October 2020 | Single Family Homes ?

Average Sales Price | Average sales price for all properties sold.

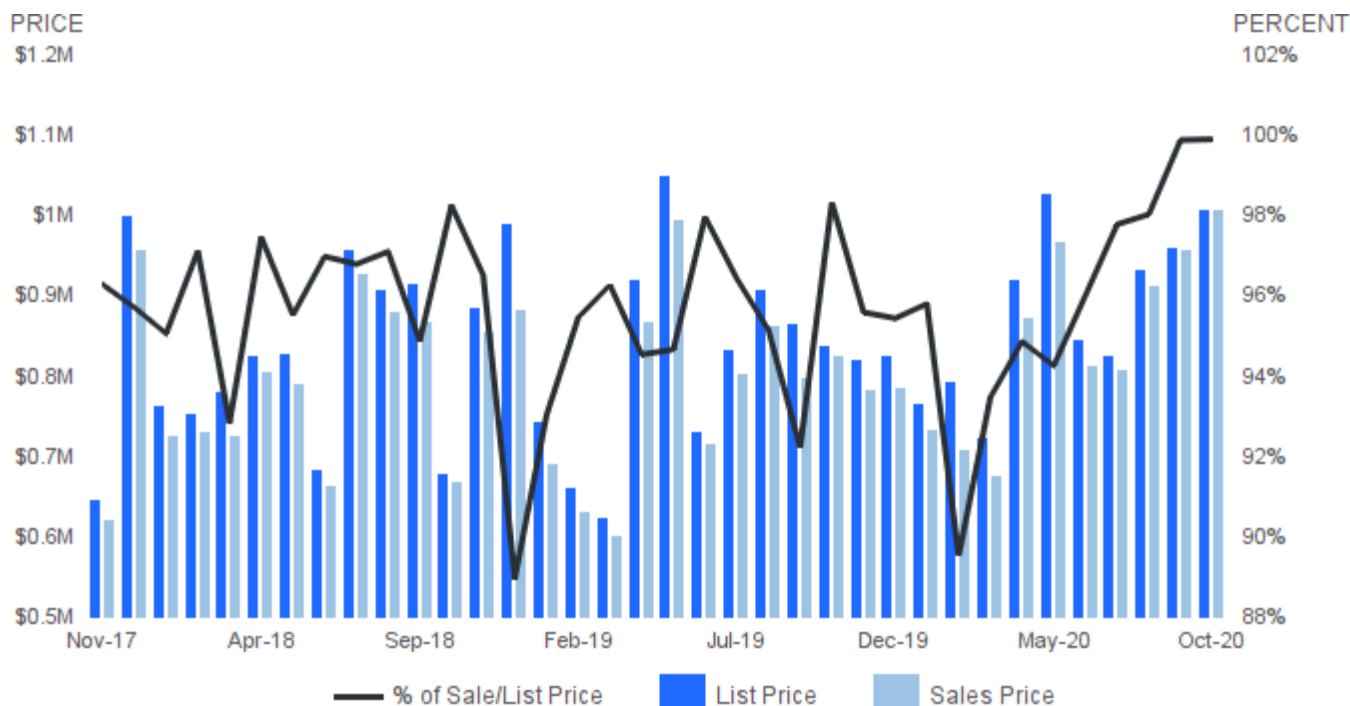
Average Days on Market | Average days on market for all properties sold.



SALES PRICE AS A PERCENTAGE OF ORIGINAL PRICE

October 2020 | Single Family Homes ?

Sale Price as a Percentage of Original Price | Average sale price of property as percentage of final list price.

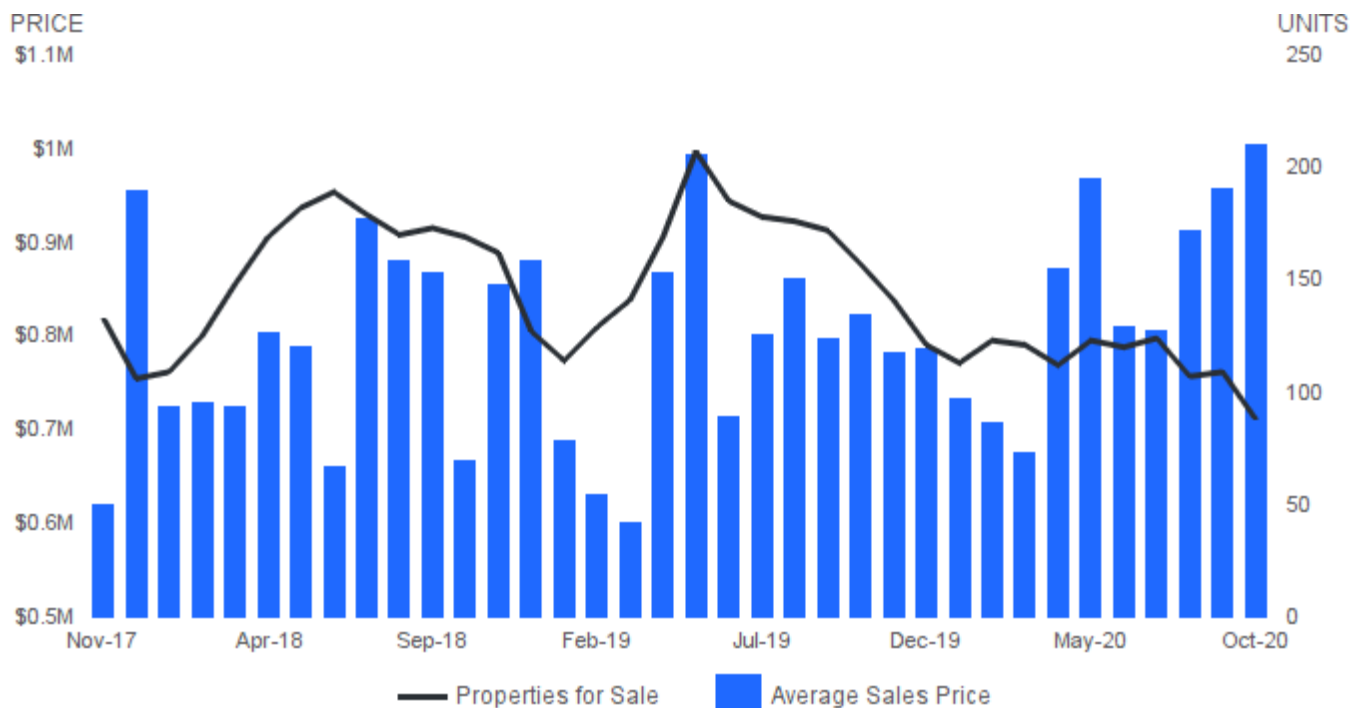


AVERAGE SALES PRICE AND NUMBER OF PROPERTIES FOR SALE

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Average Sales Price | Average sales price for all properties sold.

Properties for Sale | Number of properties listed for sale at the end of month.

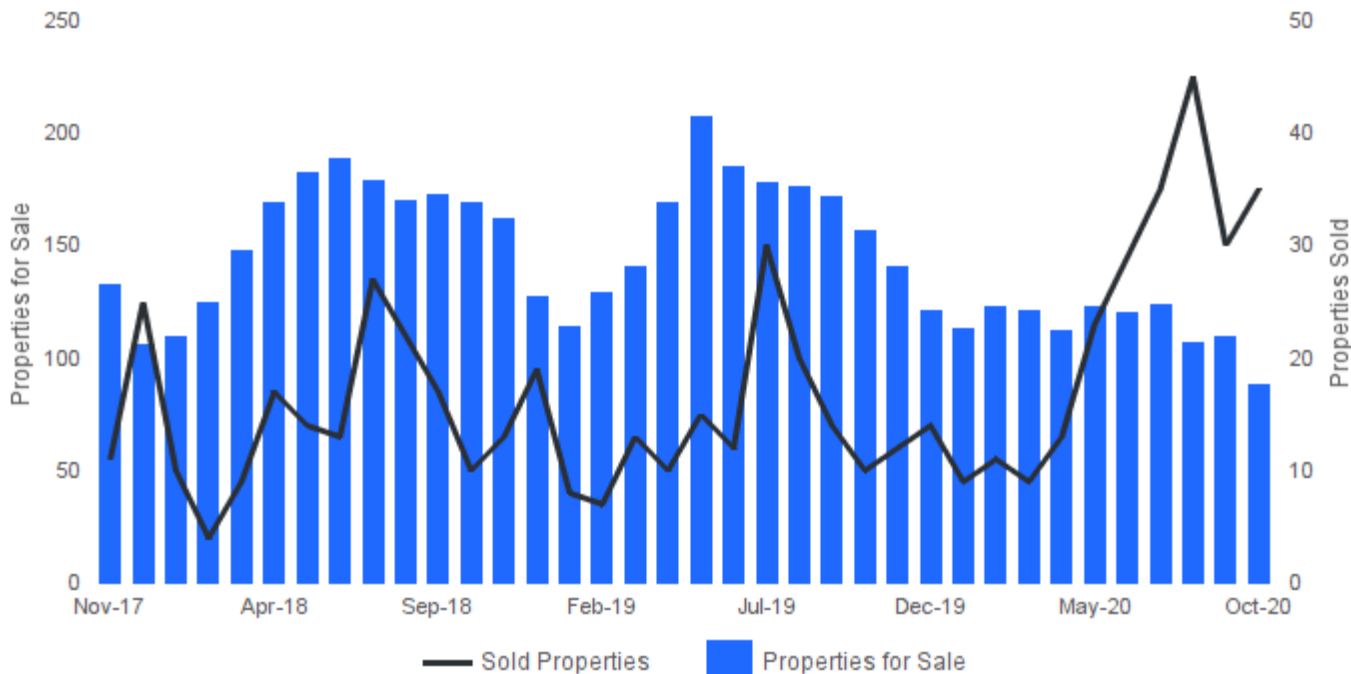


PROPERTIES FOR SALE AND SOLD PROPERTIES

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Properties for Sale | Number of properties listed for sale at the end of month.

Sold Properties | Number of properties sold.



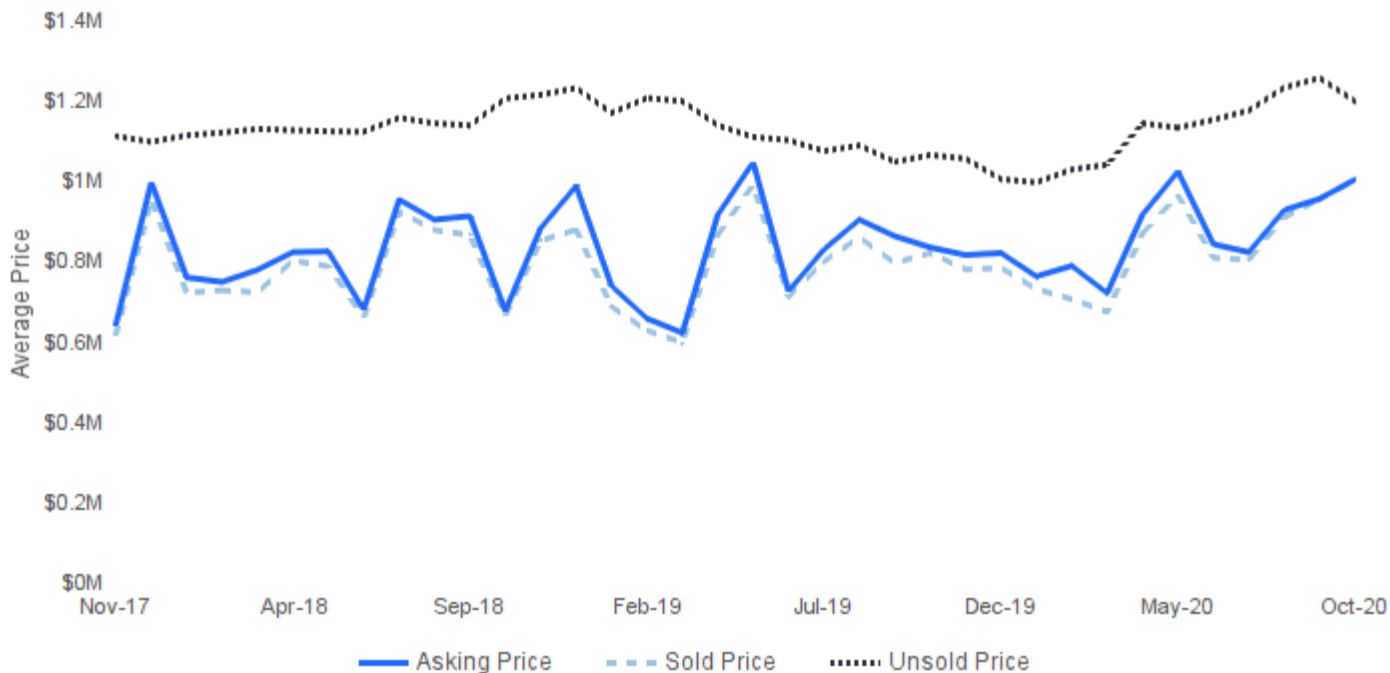
AVERAGE ASKING/SOLD/UNSOLD PRICE

October 2020 | Single Family Homes ?

Unsold Price | the average active list price

Asking Price | the average asking price of sold properties

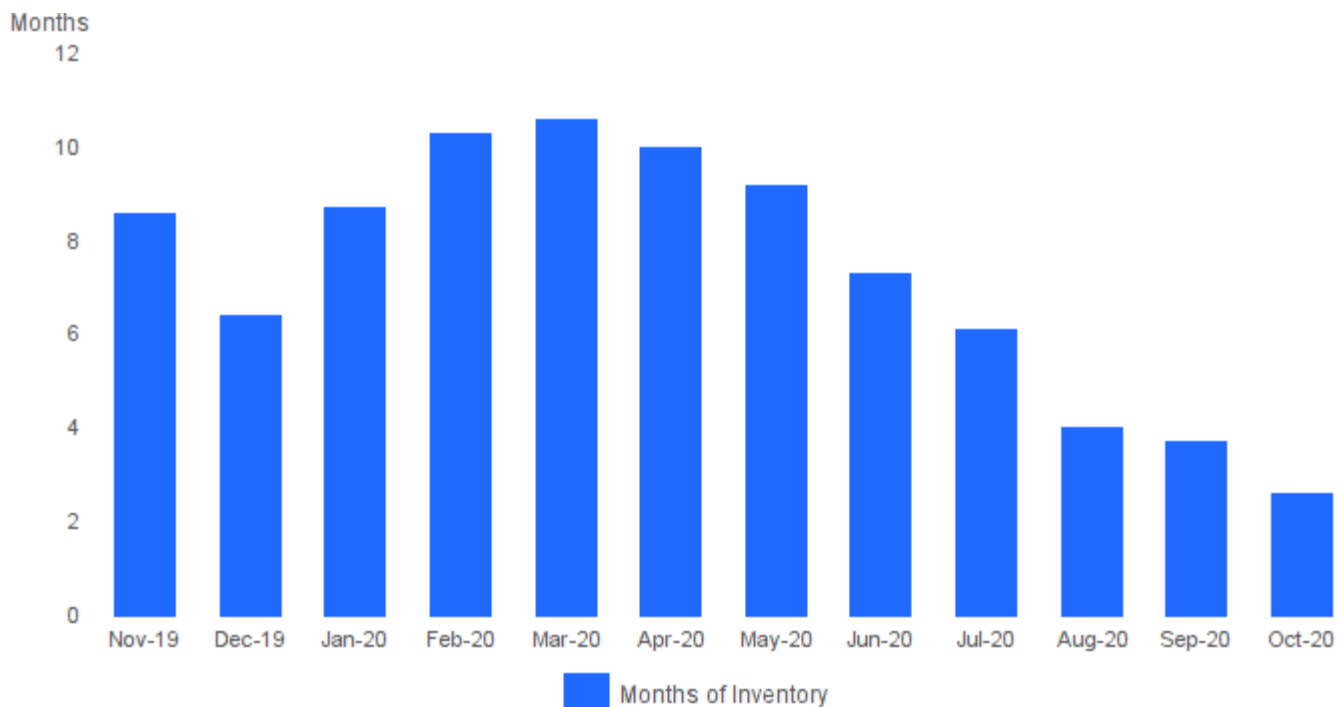
Sold Price | the average selling price



ABSORPTION RATE

October 2020 | Single Family Homes ?

Absorption Rate | Looks at the past year's monthly supply of inventory. In a normal market there should be a 6 month supply. The higher the rate above 6 the more aggressive a seller has to be with the competition; price and having a picture perfect property.



MONTHS SUPPLY OF INVENTORY

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Months Supply of Inventory | Properties for sale divided by number of properties sold.

Units Listed | Number of properties listed for sale at the end of month.

Units Sold | Number of properties sold.

