

# AREA REPORT

## WESTON

### FULL MARKET SUMMARY

December 2020 | Single Family Homes ?

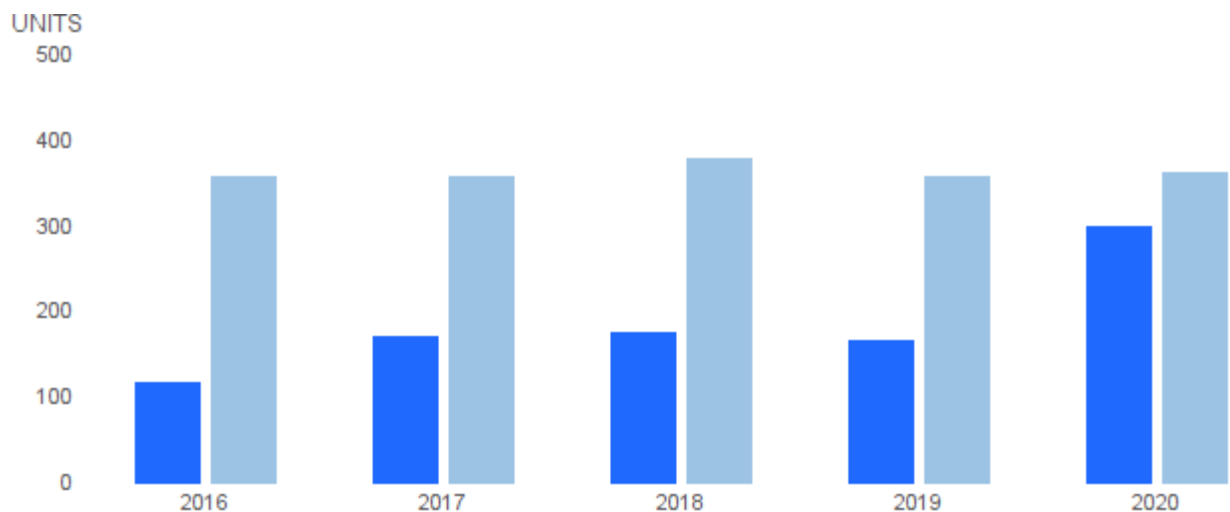
	Month to Date			Year to Date		
	December 2020	December 2019	% Change	YTD 2020	YTD 2019	% Change
New Listings	13	8	62.5% <span>↑</span>	363	357	1.68% <span>↑</span>
Sold Listings	27	14	92.86% <span>↑</span>	299	165	81.21% <span>↑</span>
Median List Price (Solds)	\$998,000	\$724,500	37.75% <span>↑</span>	\$825,000	\$699,500	17.94% <span>↑</span>
Median Sold Price	\$998,000	\$712,500	40.07% <span>↑</span>	\$819,000	\$685,000	19.56% <span>↑</span>
Median Days on Market	56	171	-67.25% <span>↓</span>	72	93	-22.58% <span>↓</span>
Average List Price (Solds)	\$1,079,936	\$822,628	31.28% <span>↑</span>	\$929,569	\$830,981	11.86% <span>↑</span>
Average Sold Price	\$1,068,740	\$785,107	36.13% <span>↑</span>	\$909,317	\$793,111	14.65% <span>↑</span>
Average Days on Market	97	196	-50.51% <span>↓</span>	116	127	-8.66% <span>↓</span>
List/Sold Price Ratio	99.3%	96.3%	3.16% <span>↑</span>	97.9%	95.8%	2.18% <span>↑</span>

### SOLD AND NEW PROPERTIES (UNITS)

December 2020 | Single Family Homes ?

**Sold Properties** | Number of properties sold during the year

**New Properties** | Number of properties listed during the year.



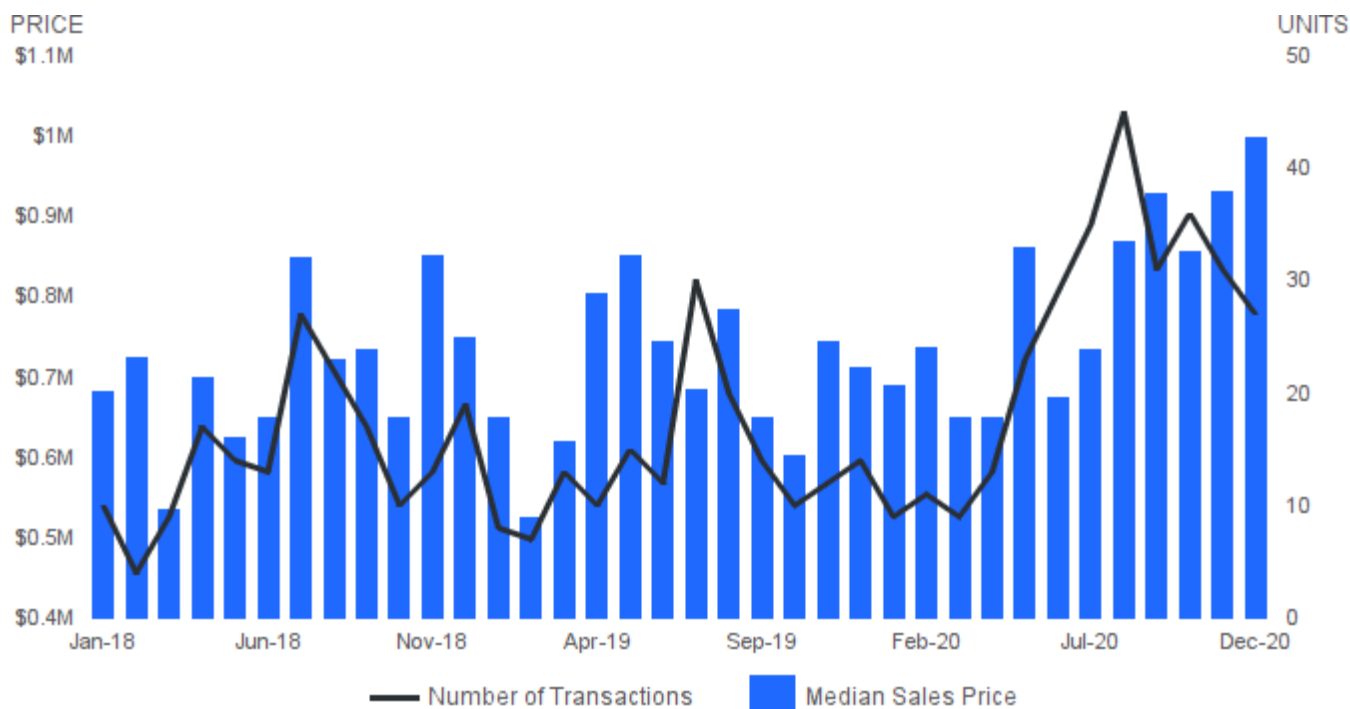
Sold Properties	116	171	175	165	299
New Properties	358	358	379	357	363
Sold Volume	\$103.97M	\$146.31M	\$143.52M	\$130.86M	\$271.89M
Listing Volume	\$385.49M	\$357.37M	\$384.59M	\$319.98M	\$392.03M
Median Sale Price	\$795K	\$790K	\$710K	\$685K	\$819K

## MEDIAN SALES PRICE AND NUMBER OF SALES

December 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.

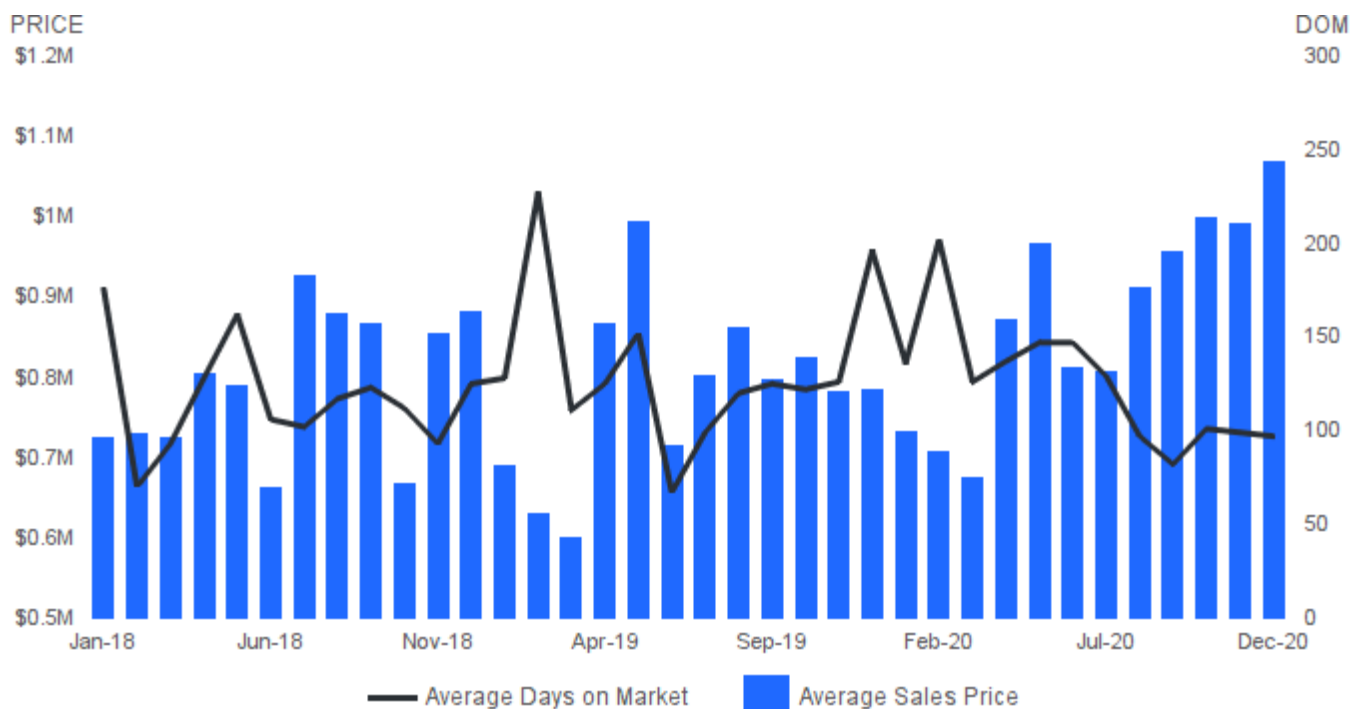


## AVERAGE SALES PRICE AND AVERAGE DAYS ON MARKET

December 2020 | Single Family Homes ?

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

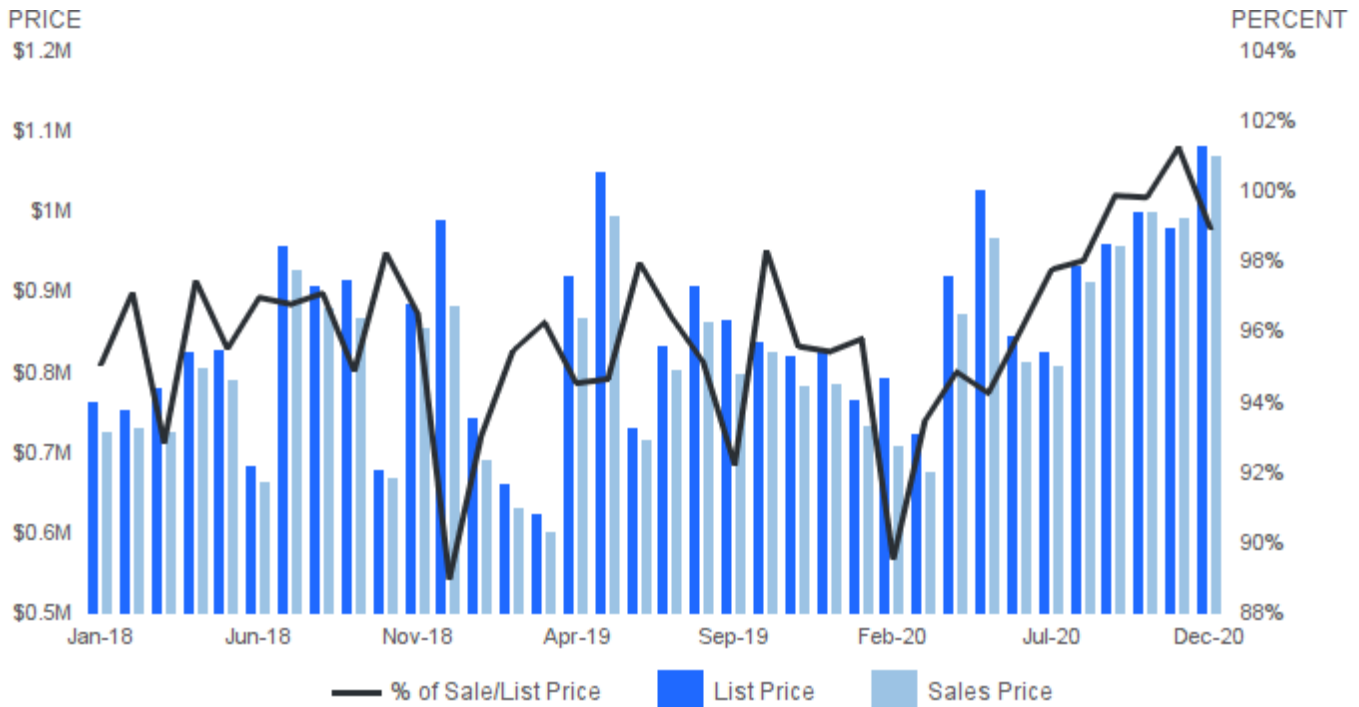
**Average Days on Market** | Average days on market for all properties sold.



## SALES PRICE AS A PERCENTAGE OF ORIGINAL PRICE

December 2020 | Single Family Homes ?

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

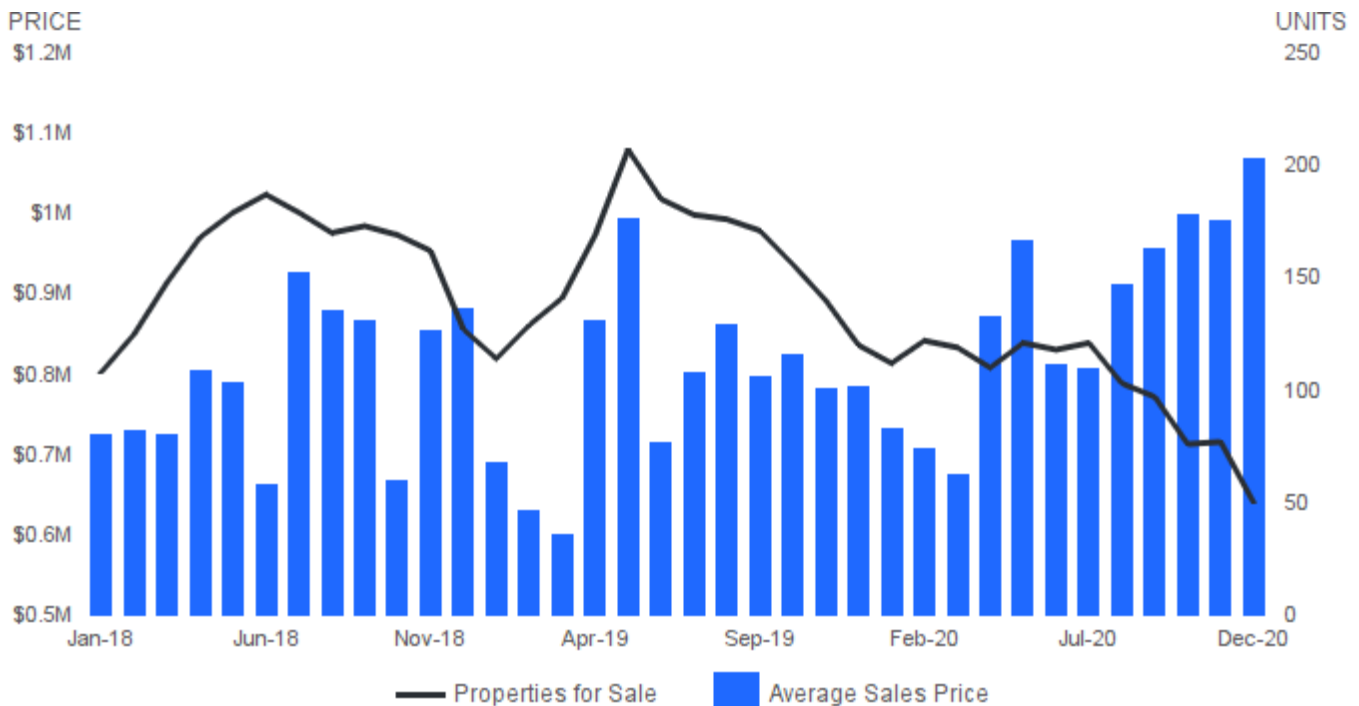


## AVERAGE SALES PRICE AND NUMBER OF PROPERTIES FOR SALE

December 2020 | Single Family Homes ?

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

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

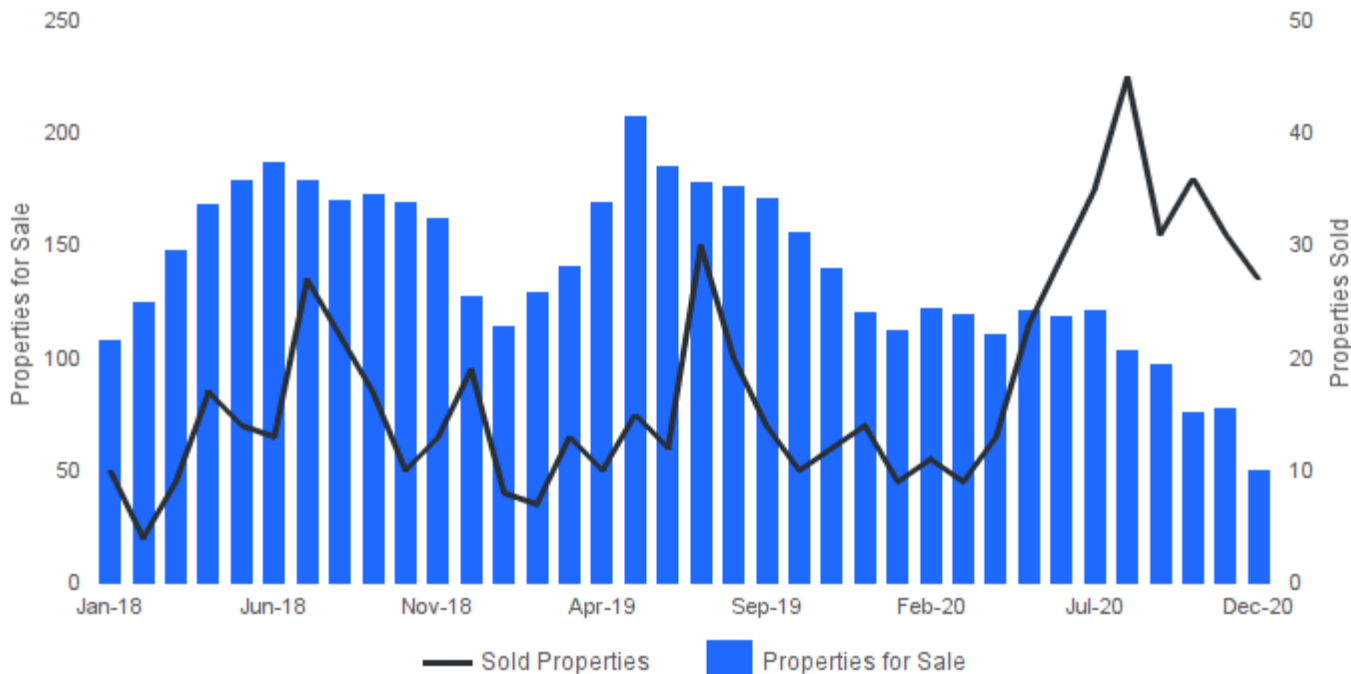


# PROPERTIES FOR SALE AND SOLD PROPERTIES

December 2020 | Single Family Homes ?

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

**Sold Properties** | Number of properties sold.



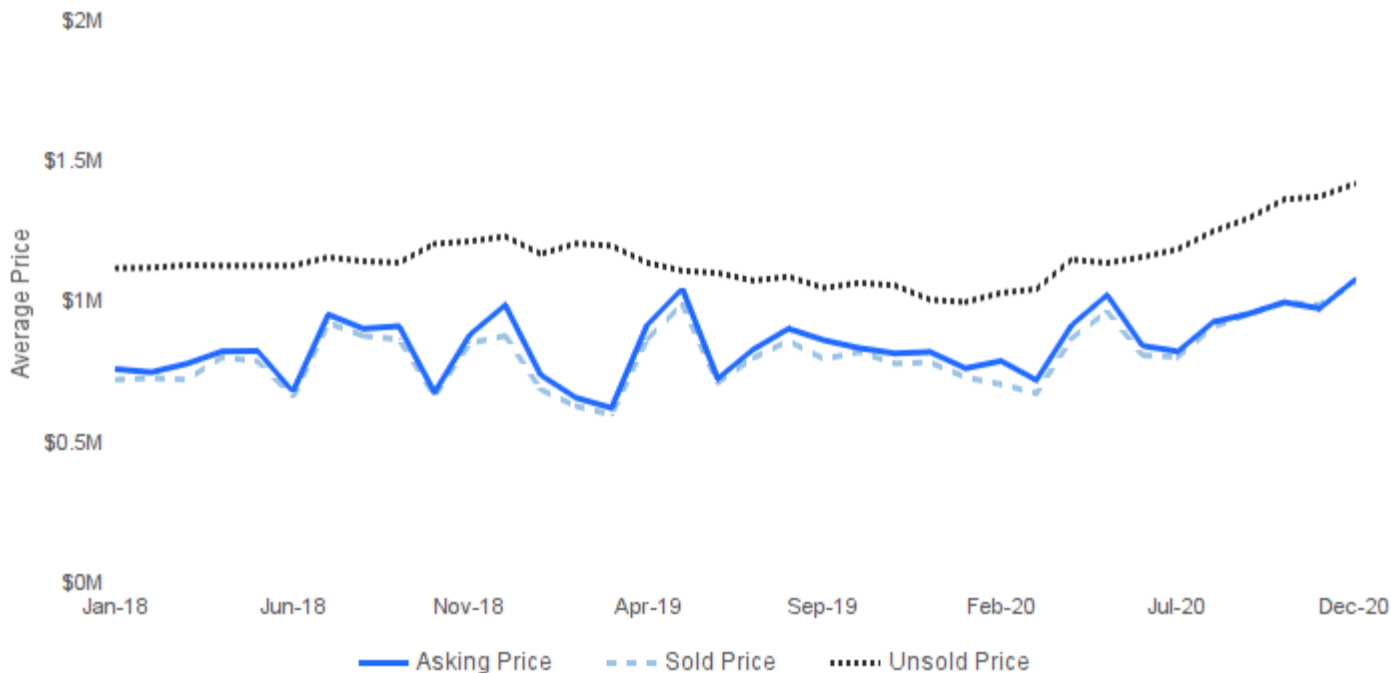
# AVERAGE ASKING/SOLD/UNSOLD PRICE

December 2020 | Single Family Homes ?

**Unsold Price** | the average active list price

**Asking Price** | the average asking price of sold properties

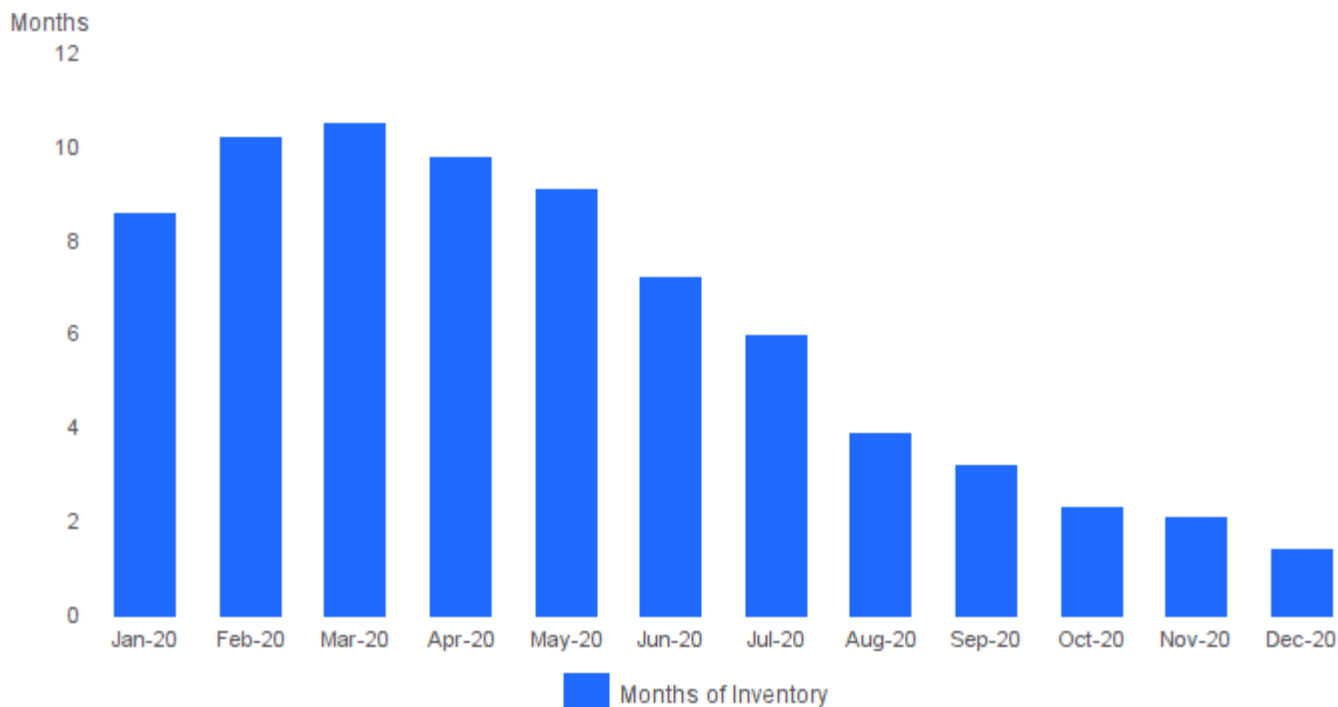
**Sold Price** | the average selling price



## ABSORPTION RATE

December 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

December 2020 | Single Family Homes ?

**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.

