

AREA REPORT

WESTON

FULL MARKET SUMMARY

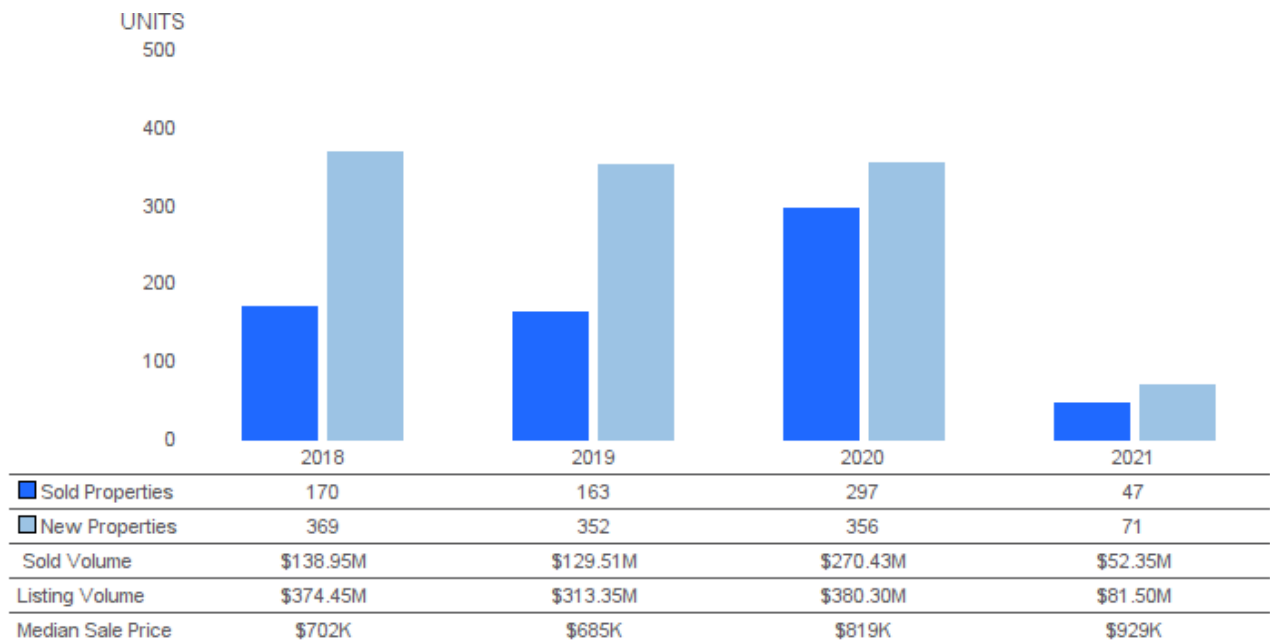
March 2021 | Single Family Homes ?

	Month to Date			Year to Date		
	March 2021	March 2020	% Change	YTD 2021	YTD 2020	% Change
New Listings	31	24	29.17% ↑	70	78	-10.26% ↓
Sold Listings	17	9	88.89% ↑	47	28	67.86% ↑
Median List Price (Solds)	\$949,000	\$684,999	38.54% ↑	\$929,000	\$694,000	33.86% ↑
Median Sold Price	\$941,250	\$650,000	44.81% ↑	\$929,375	\$662,000	40.39% ↑
Median Days on Market	54	181	-70.17% ↓	48	174	-72.41% ↓
Average List Price (Solds)	\$1,123,347	\$722,310	55.52% ↑	\$1,146,580	\$764,078	50.06% ↑
Average Sold Price	\$1,101,367	\$675,111	63.14% ↑	\$1,113,747	\$705,991	57.76% ↑
Average Days on Market	72	126	-42.86% ↓	60	162	-62.96% ↓
List/Sold Price Ratio	99.6%	93.6%	6.45% ↑	99.5%	92.6%	7.52% ↑

SOLD AND NEW PROPERTIES (UNITS)

March 2021 | Single Family Homes ?

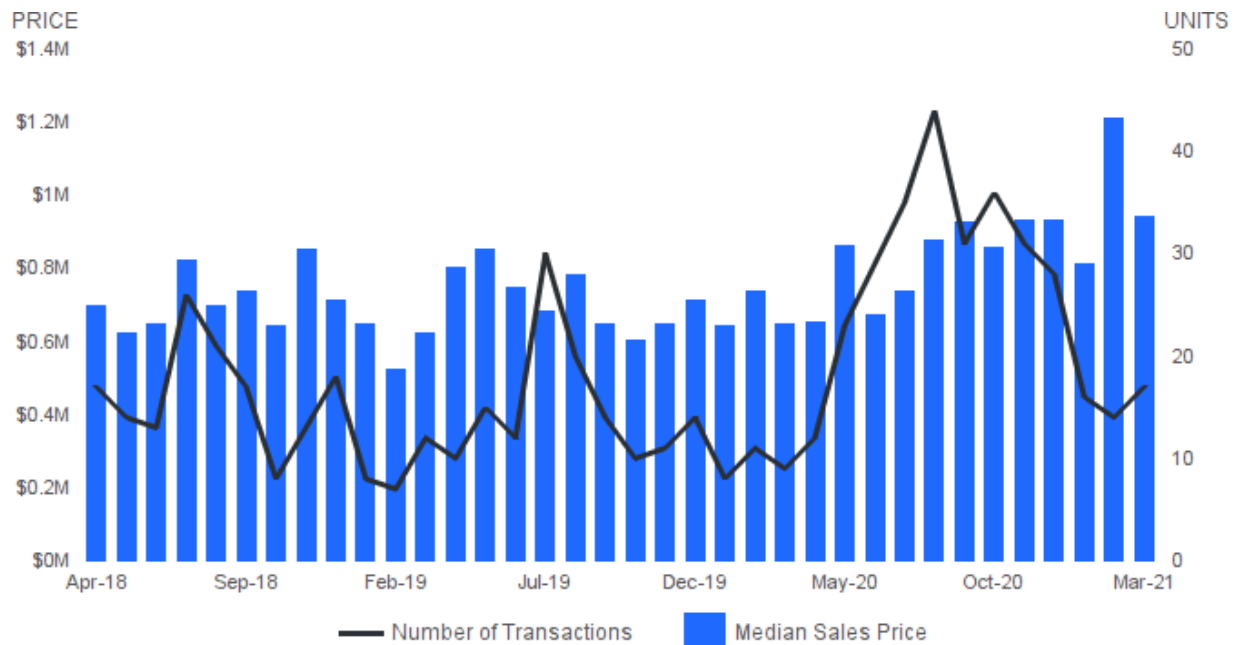
Sold Properties | Number of properties sold during the year
New Properties | Number of properties listed during the year.



MEDIAN SALES PRICE AND NUMBER OF SALES

March 2021 | Single Family Homes ?

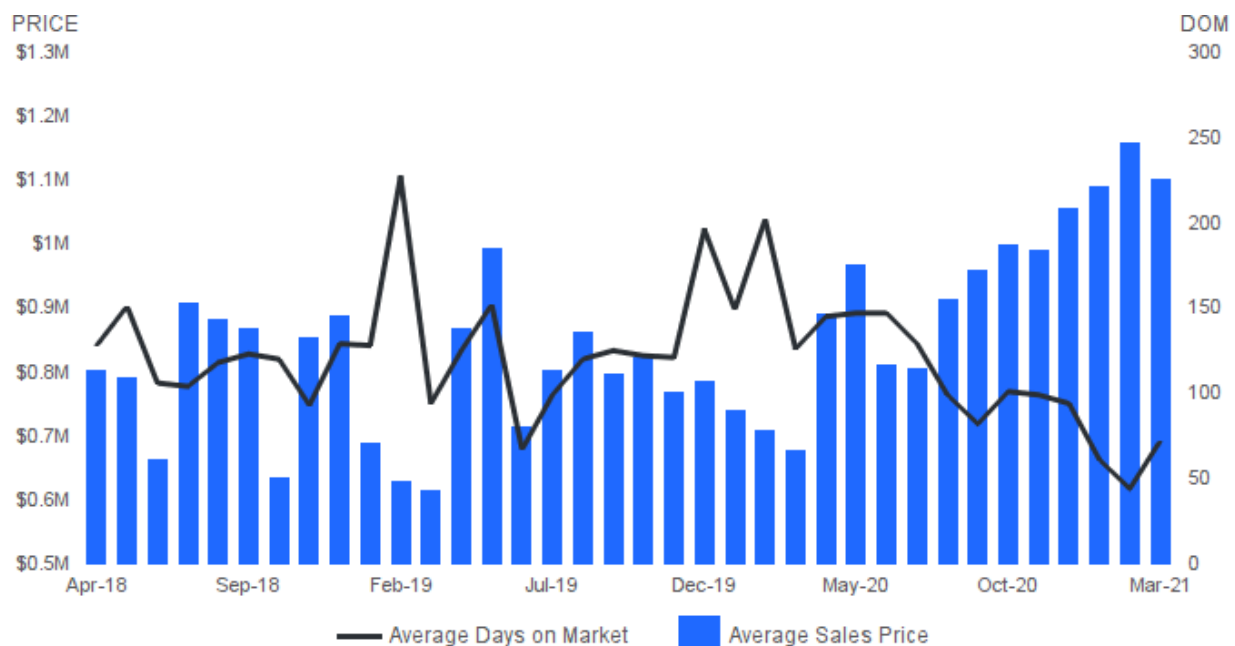
Median Sales Price | Price of the "middle" property sold - an equal number of sales were above and below this price.
Number of Sales | Number of properties sold.



AVERAGE SALES PRICE AND AVERAGE DAYS ON MARKET

March 2021 | 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

March 2021 | 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

March 2021 | Single Family Homes ?

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

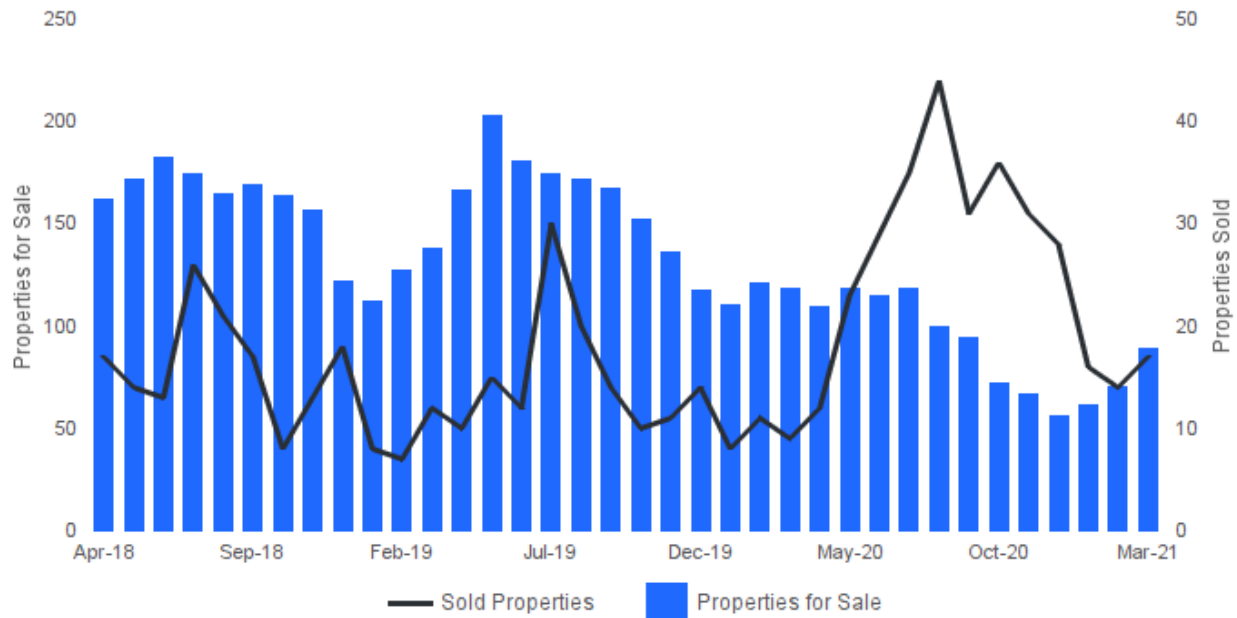
Properties for Sale | Number of properties listed for sale at the end of month.



PROPERTIES FOR SALE AND SOLD PROPERTIES

March 2021 | Single Family Homes ?

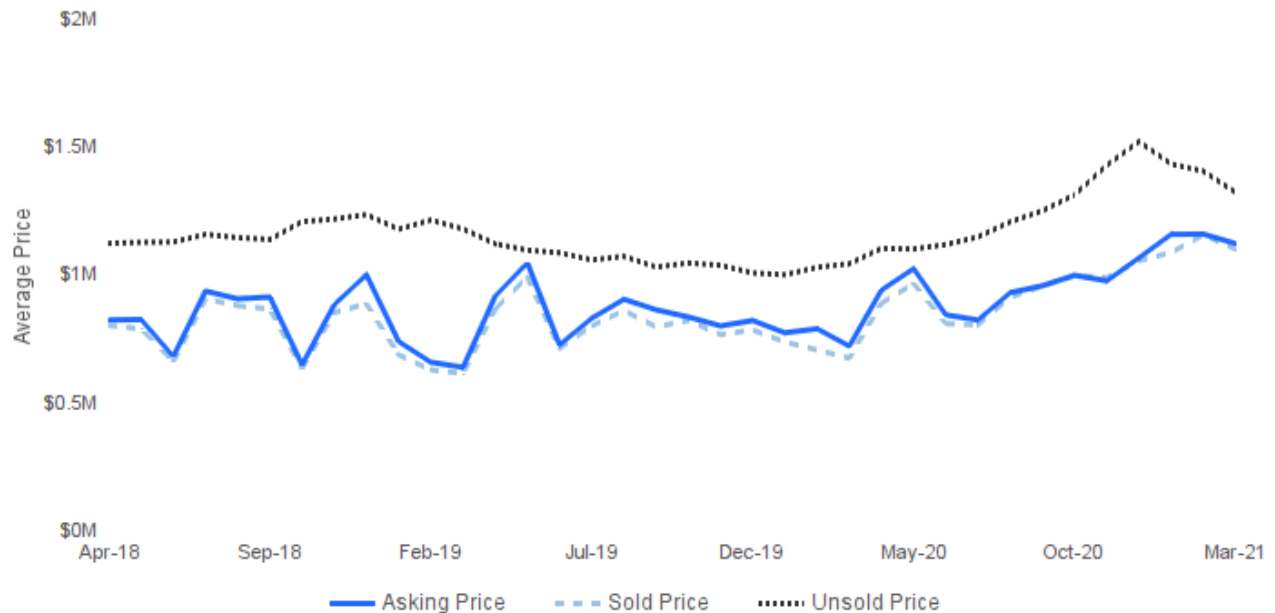
Properties for Sale | Number of properties listed for sale at the end of month.
Sold Properties | Number of properties sold.



AVERAGE ASKING/SOLD/UNSOLD PRICE

March 2021 | Single Family Homes ?

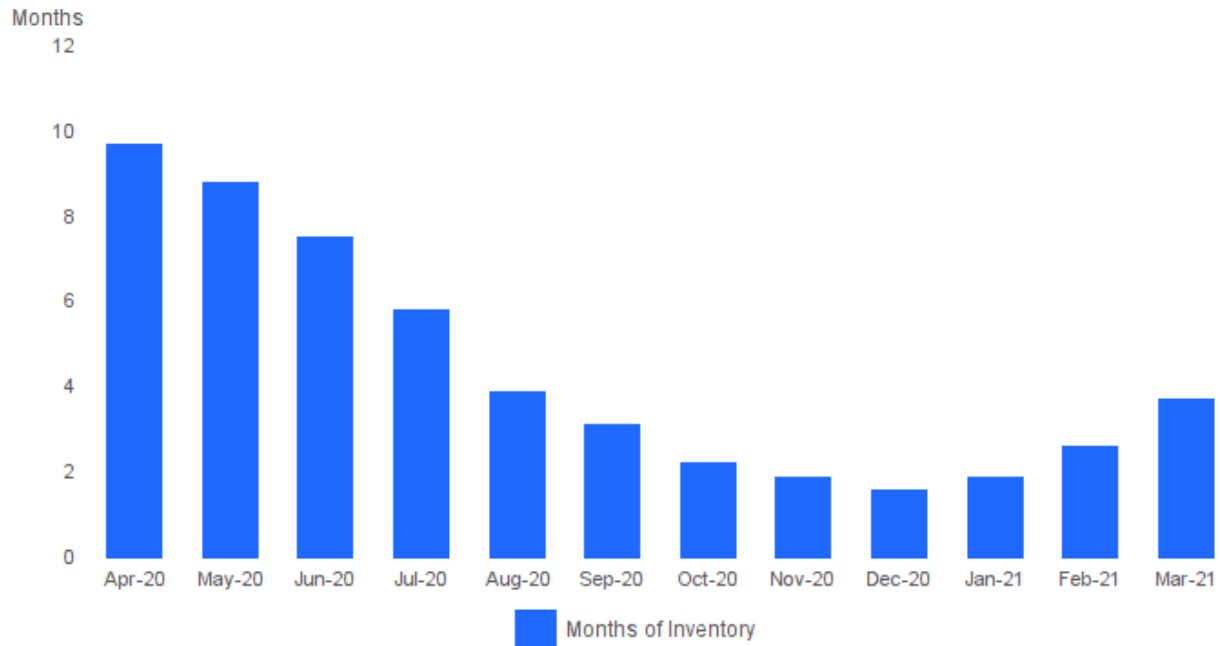
Unsold Price | the average active list price
Asking Price | the average asking price of sold properties
Sold Price | the average selling price



ABSORPTION RATE

March 2021 | 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

March 2021 | 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.

