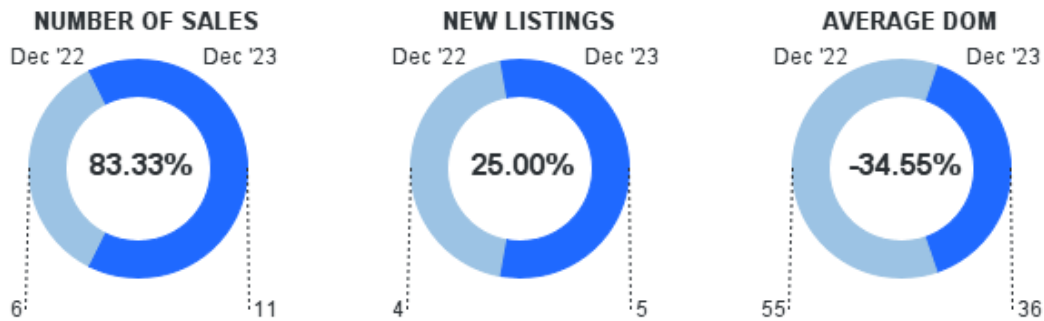


WESTON | December 2023

REAL ESTATE SNAPSHOT - Change since this time last year

Single Family Homes



-18.05% ↓

MEDIAN SALES PRICE
SINGLE FAMILY HOMES

-8.96% ↓

AVERAGE SALES PRICE
SINGLE FAMILY HOMES

-15.40% ↓

**MEDIAN LIST PRICE
(SOLD LISTINGS)**
SINGLE FAMILY HOMES

-11.83% ↓

**AVERAGE LIST PRICE
(SOLD LISTINGS)**
SINGLE FAMILY HOMES

■ Dec '22 ■ Dec '23

AREA REPORT

WESTON

FULL MARKET SUMMARY

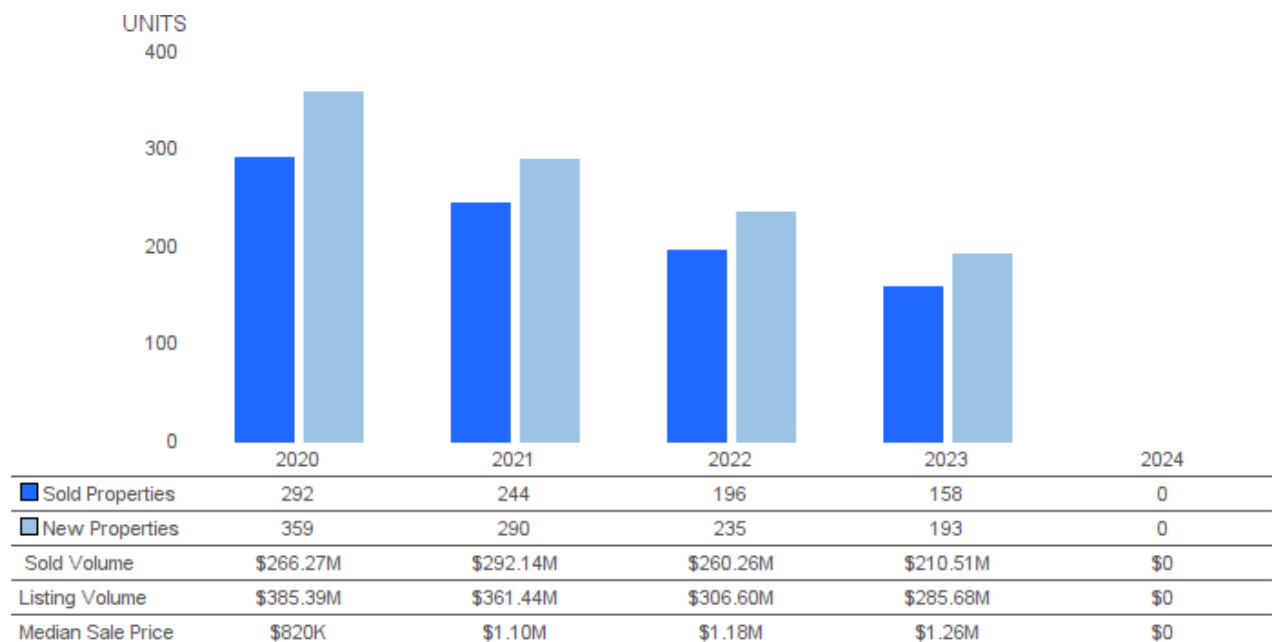
December 2023 | Single Family Homes ?

	Month to Date			Year to Date		
	December 2023	December 2022	% Change	YTD 2023	YTD 2022	% Change
New Listings	5	4	25%	193	235	-17.87%
Sold Listings	11	6	83.33%	158	196	-19.39%
Median List Price (Solds)	\$1,099,000	\$1,299,000	-15.4%	\$1,179,000	\$1,099,999	7.18%
Median Sold Price	\$1,110,000	\$1,354,500	-18.05%	\$1,264,478	\$1,182,500	6.93%
Median Days on Market	24	29	-17.24%	28	36	-22.22%
Average List Price (Solds)	\$1,155,809	\$1,310,833	-11.83%	\$1,280,272	\$1,278,905	0.11%
Average Sold Price	\$1,202,327	\$1,320,666	-8.96%	\$1,332,313	\$1,327,882	0.33%
Average Days on Market	36	55	-34.55%	46	55	-16.36%
List/Sold Price Ratio	104.3%	100.8%	3.41%	104.5%	104.5%	0%

SOLD AND NEW PROPERTIES (UNITS)

December 2023 | Single Family Homes ?

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

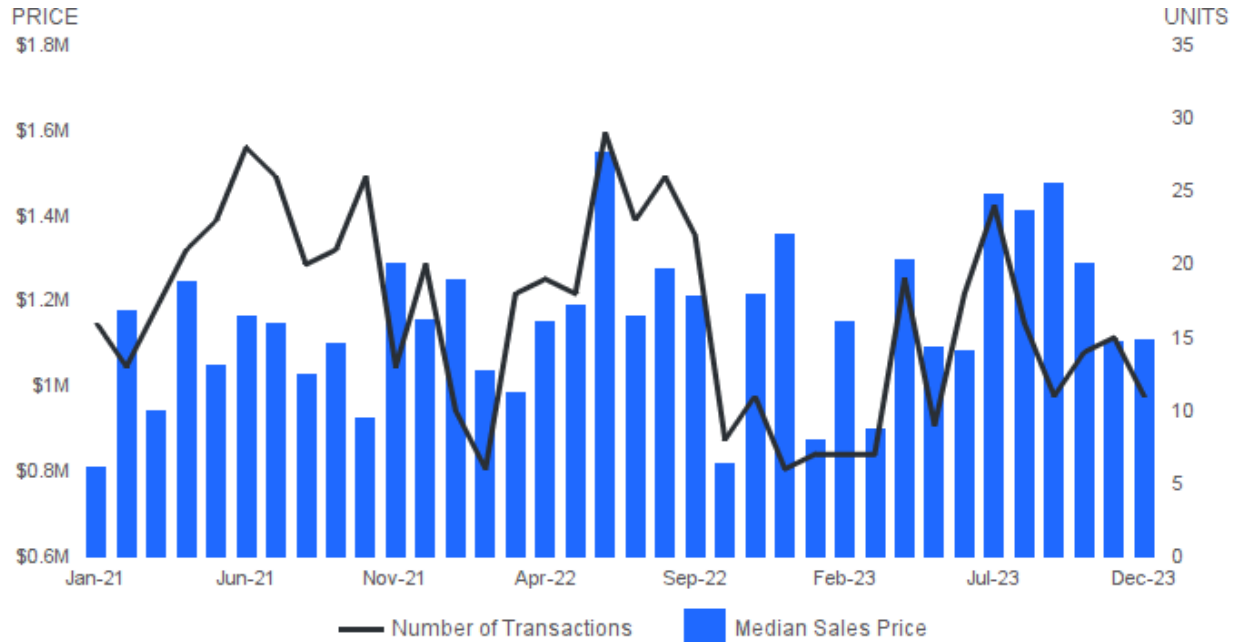


MEDIAN SALES PRICE AND NUMBER OF SALES

December 2023 | 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.

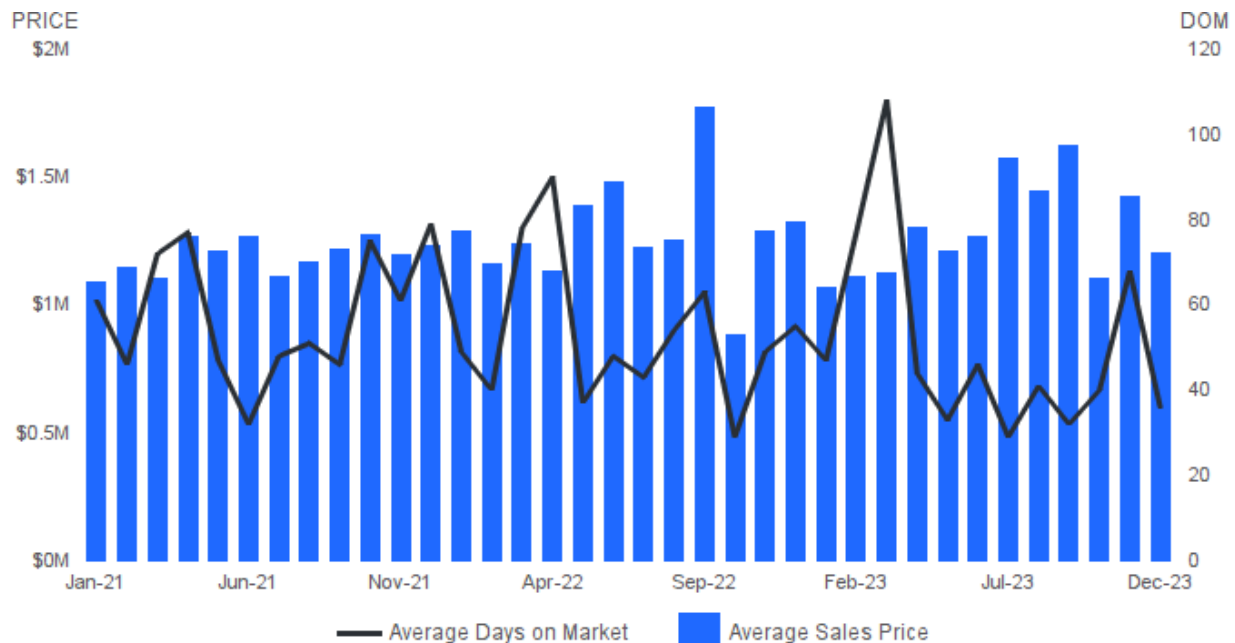


AVERAGE SALES PRICE AND AVERAGE DAYS ON MARKET

December 2023 | Single Family Homes ?

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

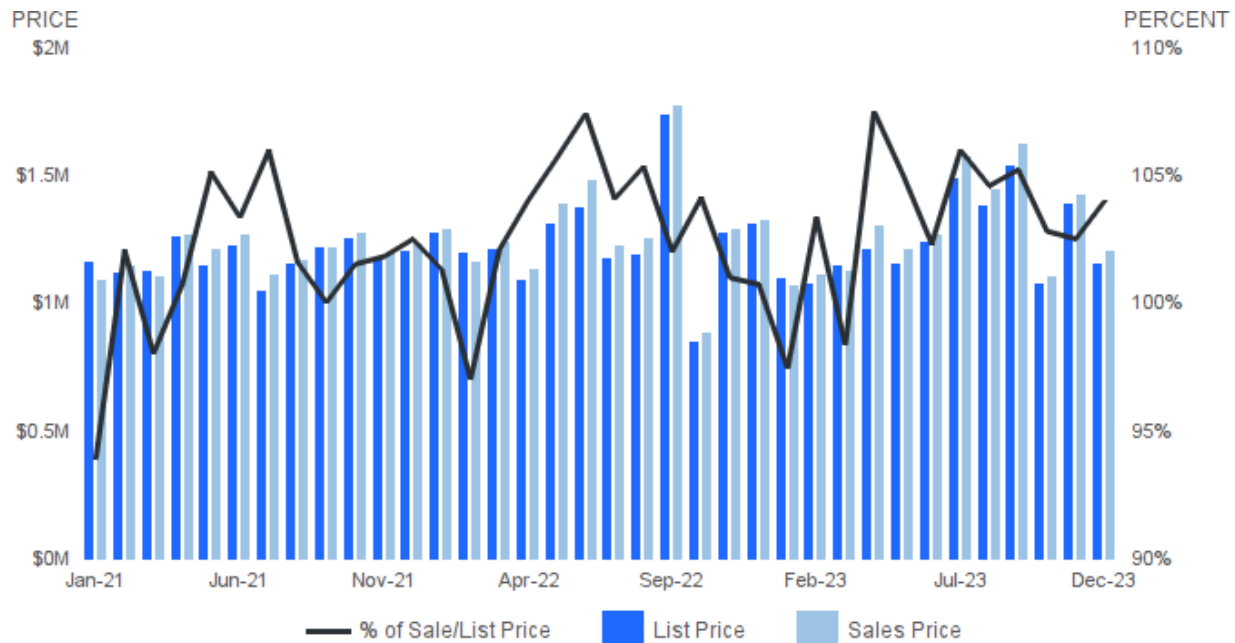
Average Days on Market | Average days on market for all properties sold.



SALES PRICE AS A PERCENTAGE OF ORIGINAL PRICE

December 2023 | Single Family Homes ?

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

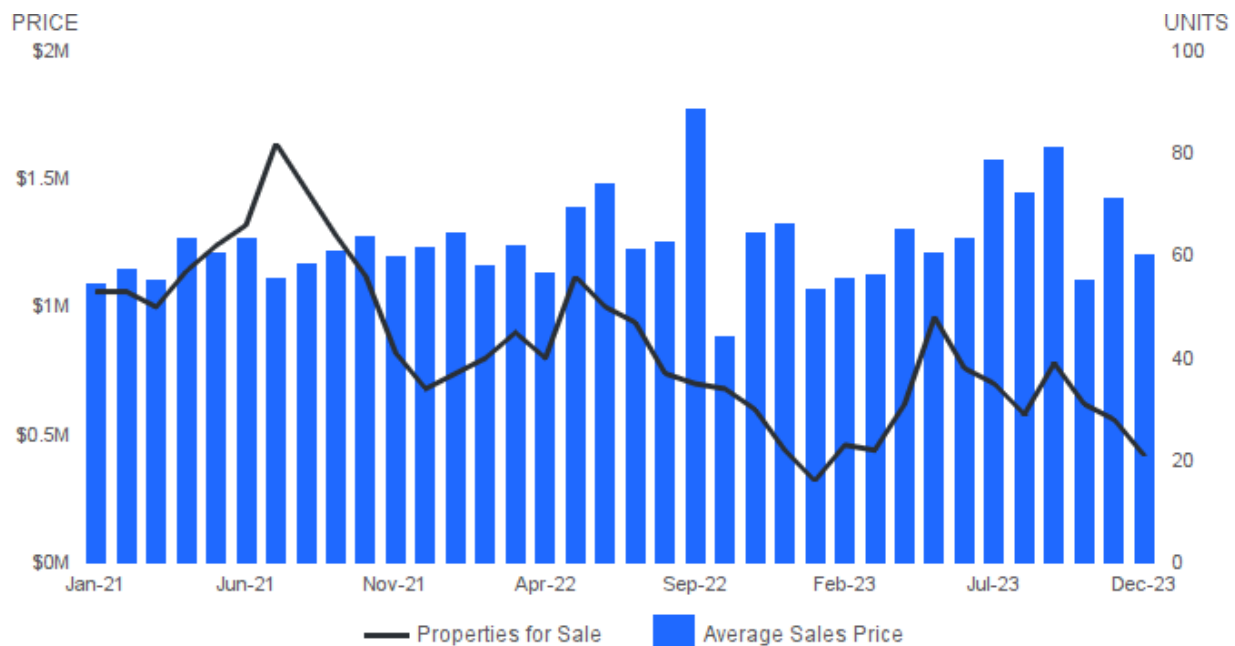


AVERAGE SALES PRICE AND NUMBER OF PROPERTIES FOR SALE

December 2023 | 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.

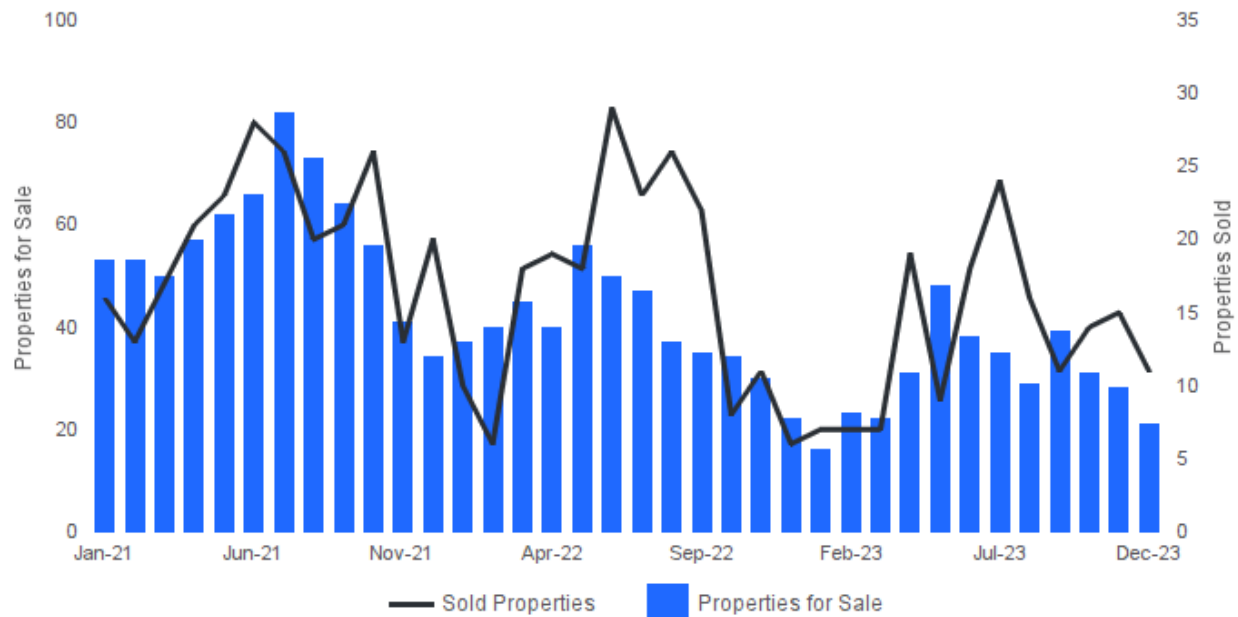


PROPERTIES FOR SALE AND SOLD PROPERTIES

December 2023 | Single Family Homes ?

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

Sold Properties | Number of properties sold.



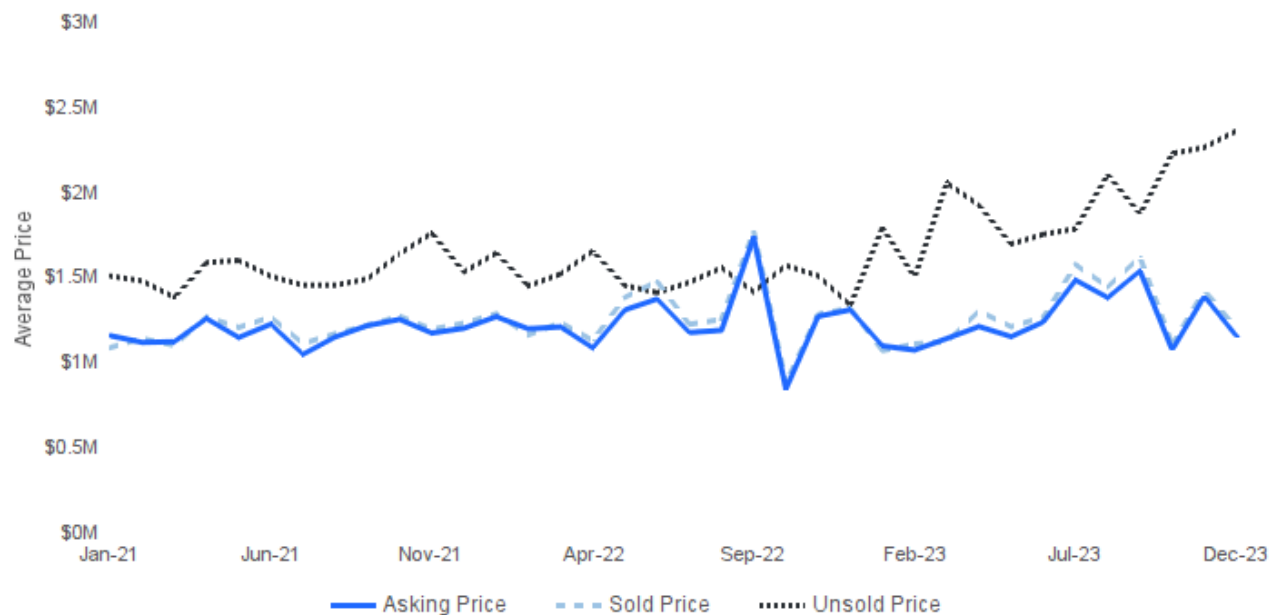
AVERAGE ASKING/SOLD/UNSOLD PRICE

December 2023 | Single Family Homes ?

Asking Price | the average asking price of sold properties

Sold Price | the average selling price

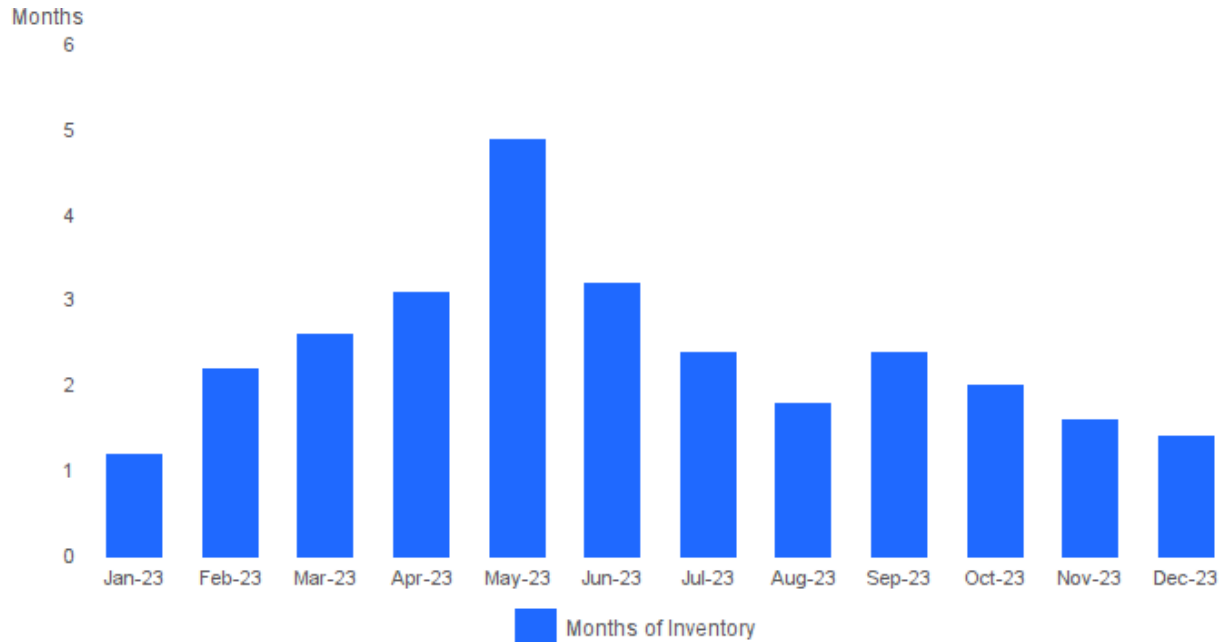
Unsold Price | the average active list price



ABSORPTION RATE

December 2023 | 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 2023 | 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.

