

City: *Weston*

**Bunny Mostad and Deb Alderson**

Helping Families Find Homes and Homes Find Families

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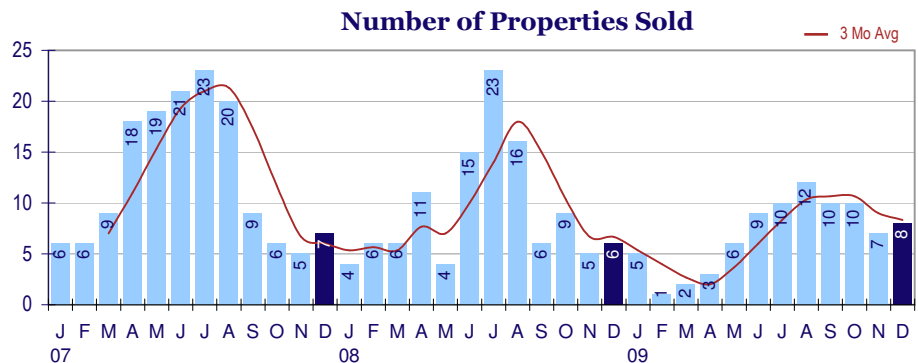
## Market Profile & Trends Overview

	Month	Trending versus*:				YTD	Trending versus*:	
		LM	L3M	PYM	LY		Prior YTD	Prior Year
Median List Price of all Current Listings	\$1,325,000	↑		↓				
Average List Price of all Current Listings	\$1,628,138	↑		↔				
December Median Sales Price	\$860,000	↑	↓	↓	↓	\$915,000	↓	↓
December Average Sales Price	\$922,500	↑	↑	↓	↓	\$903,892	↓	↓
Total Properties Currently for Sale (Inventory)	110	↓		↓				
December Number of Properties Sold	8	↑		↑		83	↓	
December Average Days on Market (Solds)	176	↑	↑	↑	↑	131	↑	↑
Asking Price per Square Foot (based on New Listings)	\$245	↓	↓	↓	↓	\$287	↓	↓
December Sold Price per Square Foot	\$277	↑	↑	↑	↓	\$266	↓	↓
December Month's Supply of Inventory	13.8	↓	↓	↓	↓	38.6	↑	↑
December Sale Price vs List Price Ratio	86.8%	↓	↑	↑	↓	86.8%	↓	↓

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

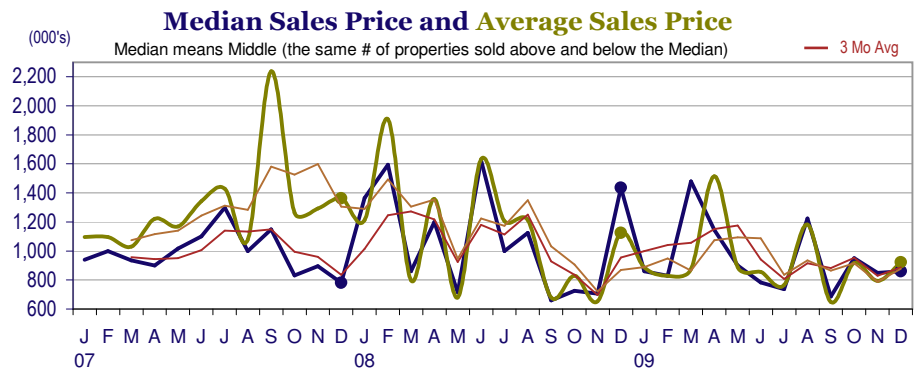
## Property Sales

December Property sales were 8, up 33.3% from 6 in December of 2008 and 14.3% higher than the 7 sales last month. December 2009 sales were at their highest level compared to December of 2008 and 2007. December YTD sales of 83 are running -25.2% behind last year's year-to-date sales of 111.



## Prices

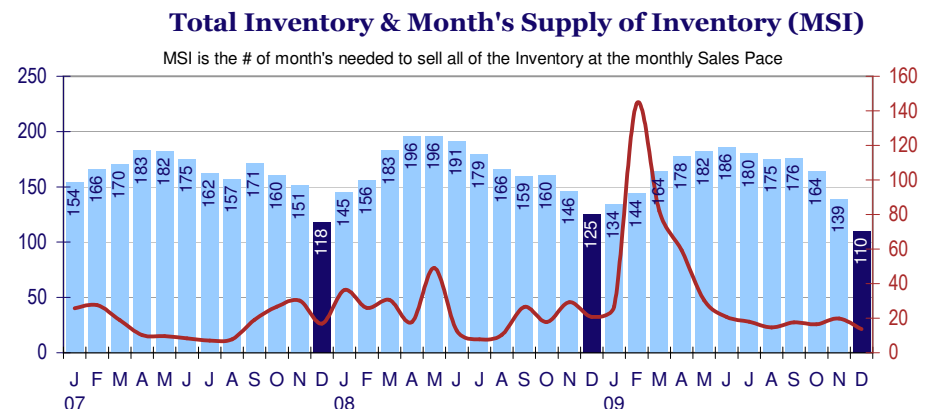
The Median Sales Price in December was \$860,000, down -40.1% from \$1,435,000 in December of 2008 and up 1.2% from \$850,000 last month. The Average Sales Price in December was \$922,500, down -18.0% from \$1,124,333 in December of 2008 and up 16.2% from \$793,857 last month. December 2009 ASP was at the lowest level compared to December of 2008 and 2007.



## Inventory & MSI

The Total Inventory of Properties available for sale as of December was 110, down -20.9% from 139 last month and down -12.0% from 125 in December of last year. December 2009 Inventory was at its lowest level compared with December of 2008 and 2007.

A comparatively lower MSI is more beneficial for sellers while a higher MSI is better for buyers. The December 2009 MSI of 13.8 months was at its lowest level compared with December of 2008 and 2007.



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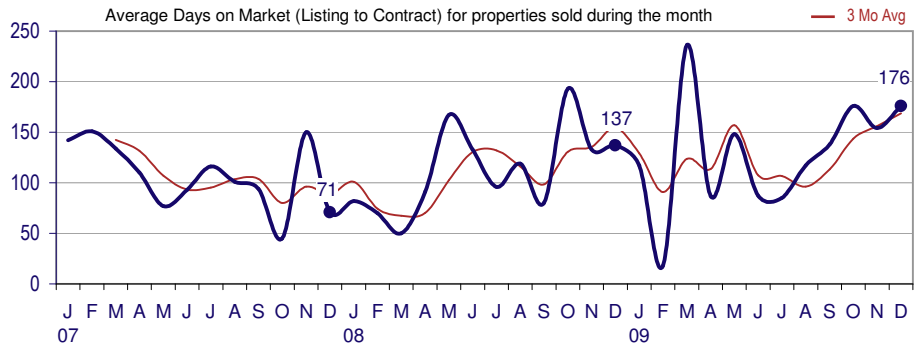
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## Market Time

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 176, up 14.3% from 154 days last month and up 28.5% from 137 days in December of last year. The December 2009 DOM was at a mid level compared with December of 2008 and 2007.

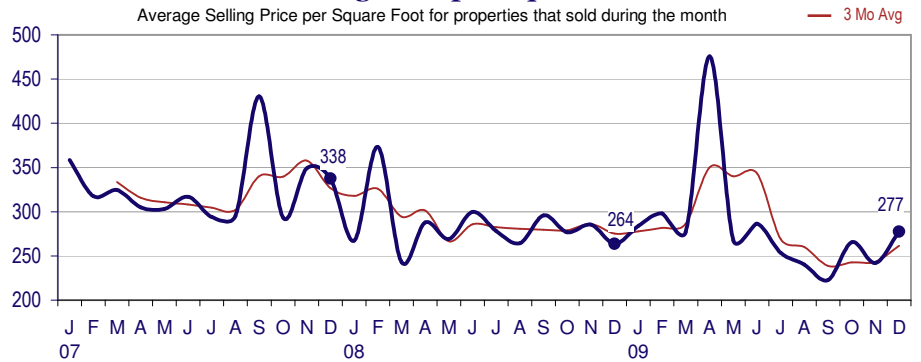
## Days On Market for Sold Properties



## 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 2009 Selling Price per Square Foot of \$277 was up 14.6% from \$242 last month and up 5.1% from 264 in December of last year.

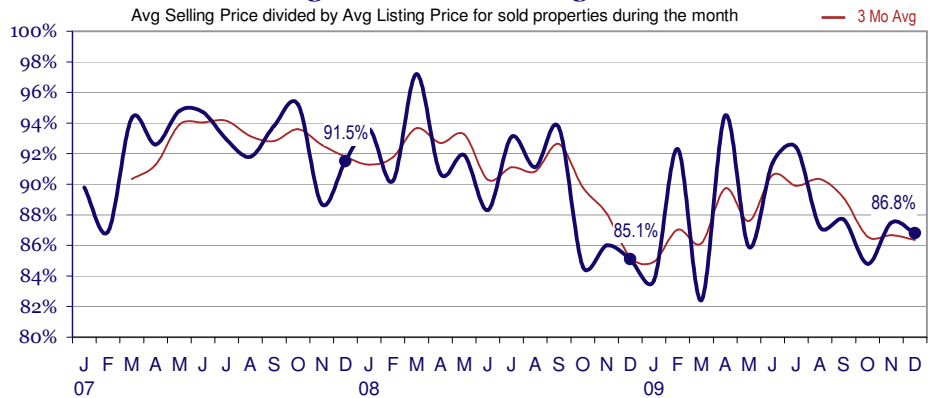
## Selling Price per Square Foot



## Selling Price vs Original Listing Price

The Selling Price vs Original Listing Price reveals the average amount that Sellers are agreeing to come down from their original 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 2009 Selling Price vs Original List Price of 86.8% was down from 87.5% last month and up from 85.1% in December of last year.

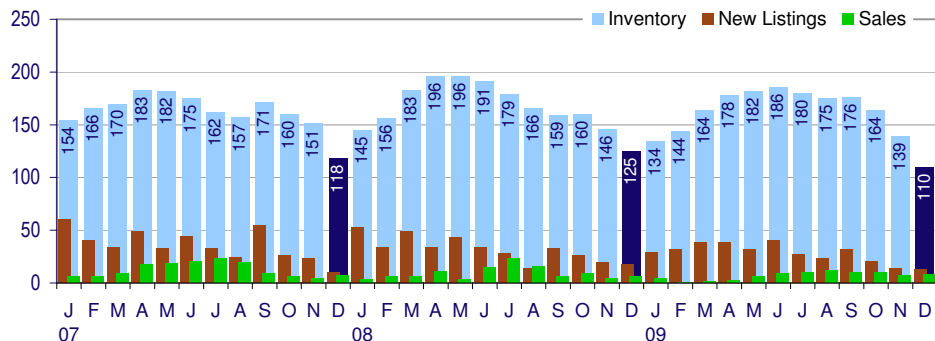
## Selling Price versus Listing Price Ratio



## 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 2009 was 13, down -7.1% from 14 last month and down -27.8% from 18 in December of last year.

## Inventory / New Listings / Sales



## City: Weston

Price Range: All | Property Types: Single Family

	J 07	F	M	A	M	J	J	A	S	O	N	D	J 08	F	M	A	M	J	J	A	S	O	N	D	J 09	F	M	A	M	J	J	A	S	O	N	D
Homes Sold	6	6	9	18	19	21	23	20	9	6	5	7	4	6	6	11	4	15	23	16	6	9	5	6	5	1	2	3	6	9	10	12	10	10	7	8
3 Mo. Roll Avg			7	11	15	19	21	21	17	12	7	6	5	6	5	8	7	10	14	18	15	10	7	7	5	4	3	2	4	6	8	10	11	11	9	8

(000's)	J 07	F	M	A	M	J	J	A	S	O	N	D	J 08	F	M	A	M	J	J	A	S	O	N	D	J 09	F	M	A	M	J	J	A	S	O	N	D
Median Sale Price	939	1000	935	900	1018	1100	1300	1000	1150	831	895	780	1366	1595	860	1200	715	1625	1000	1125	660	725	705	1435	860	830	1480	1145	900	783	738	1225	685	950	850	860
3 Mo. Roll Avg			958	945	951	1006	1139	1133	1150	994	959	835	1014	1247	1274	1218	925	1180	1113	1250	928	837	697	955	1000	1042	1057	1152	1175	943	807	915	883	953	828	887

	J 07	F	M	A	M	J	J	A	S	O	N	D	J 08	F	M	A	M	J	J	A	S	O	N	D	J 09	F	M	A	M	J	J	A	S	O	N	D
Inventory	154	166	170	183	182	175	162	157	171	160	151	118	145	156	183	196	196	191	179	166	159	160	146	125	134	144	164	178	182	186	180	175	176	164	139	110
MSI	26	28	19	10	10	8	7	8	19	27	30	17	36	26	31	18	49	13	8	10	27	18	29	21	27	144	82	59	30	21	18	15	18	16	20	14

	J 07	F	M	A	M	J	J	A	S	O	N	D	J 08	F	M	A	M	J	J	A	S	O	N	D	J 09	F	M	A	M	J	J	A	S	O	N	D
Days on Market	142	151	134	110	77	93	116	101	94	45	150	71	82	70	50	91	167	133	96	119	80	193	133	137	117	18	236	87	148	87	85	117	138	176	154	176
3 Mo. Roll Avg			142	132	107	93	95	103	104	80	96	89	101	74	67	70	103	130	132	116	98	131	135	154	129	91	124	114	157	107	107	96	113	144	156	169

	J 07	F	M	A	M	J	J	A	S	O	N	D	J 08	F	M	A	M	J	J	A	S	O	N	D	J 09	F	M	A	M	J	J	A	S	O	N	D
Price per Sq Ft	358	318	325	305	303	317	294	295	431	294	349	338	267	373	243	288	269	300	278	264	296	277	285	264	284	298	277	476	268	286	254	240	223	266	242	277
3 Mo. Roll Avg			334	316	311	308	305	302	340	340	358	327	318	326	295	301	267	286	282	281	279	279	286	275	278	282	286	350	340	343	269	260	239	243	243	262

	J 07	F	M	A	M	J	J	A	S	O	N	D	J 08	F	M	A	M	J	J	A	S	O	N	D	J 09	F	M	A	M	J	J	A	S	O	N	D
Sale to List Price	0.898	0.869	0.943	0.926	0.948	0.947	0.929	0.918	0.938	0.952	0.887	0.915	0.936	0.902	0.972	0.907	0.919	0.883	0.931	0.911	0.937	0.846	0.860	0.851	0.837	0.923	0.824	0.945	0.859	0.914	0.924	0.872	0.877	0.848	0.875	0.868
3 Mo. Roll Avg			0.903	0.913	0.939	0.940	0.941	0.931	0.928	0.936	0.926	0.918	0.913	0.918	0.937	0.927	0.933	0.903	0.911	0.908	0.926	0.898	0.881	0.852	0.849	0.870	0.861	0.897	0.876	0.906	0.899	0.903	0.891	0.866	0.867	0.864

	J 07	F	M	A	M	J	J	A	S	O	N	D	J 08	F	M	A	M	J	J	A	S	O	N	D	J 09	F	M	A	M	J	J	A	S	O	N	D
New Listings	60	41	34	49	33	44	33	25	55	26	24	10	53	34	49	34	43	34	28	14	33	26	20	18	29	32	39	39	32	41	27	23	32	21	14	13
Inventory	154	166	170	183	182	175	162	157	171	160	151	118	145	156	183	196	196	191	179	166	159	160	146	125	134	144	164	178	182	186	180	175	176	164	139	110
Sales	6	6	9	18	19	21	23	20	9	6	5	7	4	6	6	11	4	15	23	16	6	9	5	6	5	1	2	3	6	9	10	12	10	10	7	8

(000's)	J 07	F	M	A	M	J	J	A	S	O	N	D	J 08	F	M	A	M	J	J	A	S	O	N	D	J 09	F	M	A	M	J	J	A	S	O	N	D
Avg Sale Price	1097	1097	1030	1222	1168	1342	1429	1078	2238	1264	1292	1363	1213	1907	799	1359	679	1633	1206	1213	678	830	653	1124	888	830	876	1515	888	856	765	1181	649	917	794	923
3 Mo. Roll Avg			1074	1116	1140	1244	1313	1283	1582	1527	1598	1306	1289	1494	1306	1355	946	1223	1173	1351	1032	907	721	869	888	947	865	1074	1093	1086	836	934	865	916	787	878

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