

## City: Weston



**Julie Walsh**  
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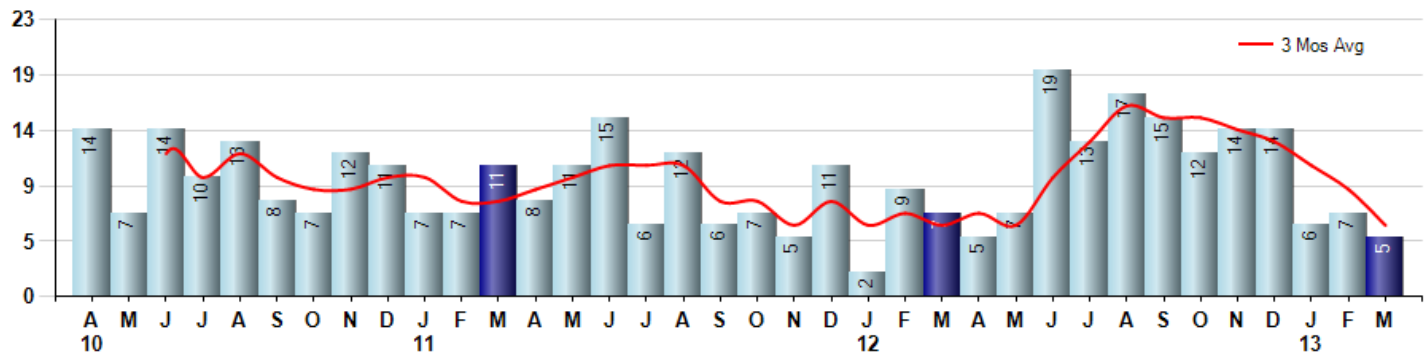
Price Range: \$0 to \$999,999,000 | Properties: Single Family Home

Market Profile & Trends Overview	Month	Trending Versus*:				YTD	Trending Versus*:	
		LM	L3M	PYM	LY		PriorYTD	PriorYear
Median List Price of all Current Listings	\$899,000	0%		-14%				
Average List Price of all Current Listings	\$1,176,100	5%		-4%				
March Median Sales Price	\$585,000	-37%	-19%	-19%	-22%	\$656,000	4%	-12%
March Average Sales Price	\$573,650	-39%	-31%	-21%	-30%	\$730,831	13%	-11%
Total Properties Currently for Sale (Inventory)	129	7%		-19%				
March Number of Properties Sold	5	-29%		-29%			0%	
March Average Days on Market (Solds)	139	-32%	-9%	90%	-11%	170	47%	9%
Asking Price per Square Foot (based on New Listings)	\$291	3%	3%	18%	6%	\$283	4%	3%
March Sold Price per Square Foot	\$230	-9%	-5%	-2%	-2%	\$236	9%	1%
March Month's Supply of Inventory	25.8	49%	26%	14%	30%	20.5	-39%	3%
March Sale Price vs List Price Ratio	97.8%	5.6%	5%	1%	3.8%	90.2%	-4.0%	-4.3%

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

## Property Sales

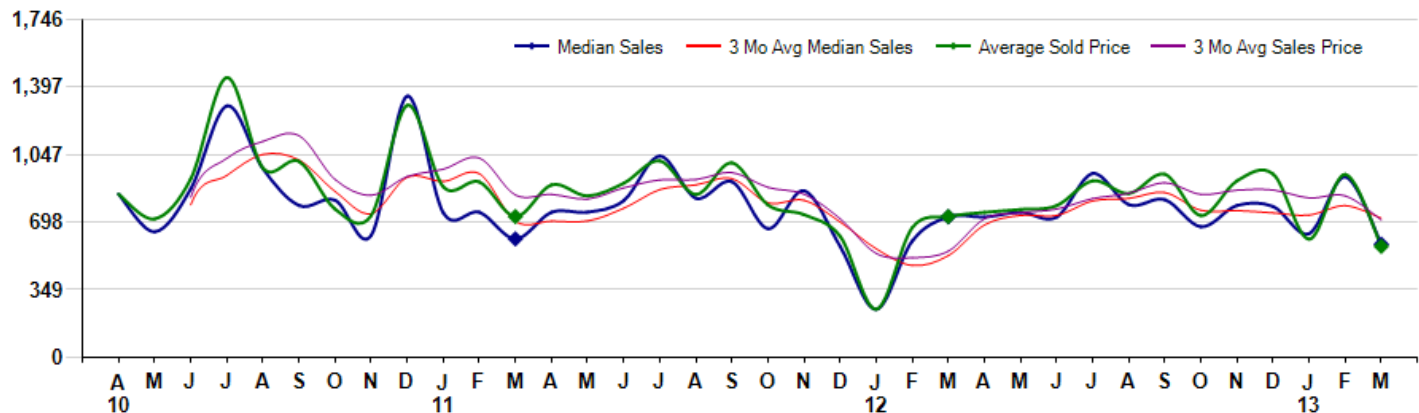
March Property sales were 5, down -28.6% from 7 in March of 2012 and -28.6% lower than the 7 sales last month. March 2013 sales were at their lowest level compared to March of 2012 and 2011. March YTD sales of 18 are running equal to last year's year-to-date sales of 18.



## Prices

The Median Sales Price in March was \$585,000, down -19.4% from \$726,250 in March of 2012 and down -37.3% from \$932,500 last month. The Average Sales Price in March was \$573,650, down -21.2% from \$727,679 in March of 2012 and down -39.3% from \$945,500 last month. March 2013 ASP was at the lowest level compared to March of 2012 and 2011.

Median means Middle (the same # of properties sold above and below Median) (000's)



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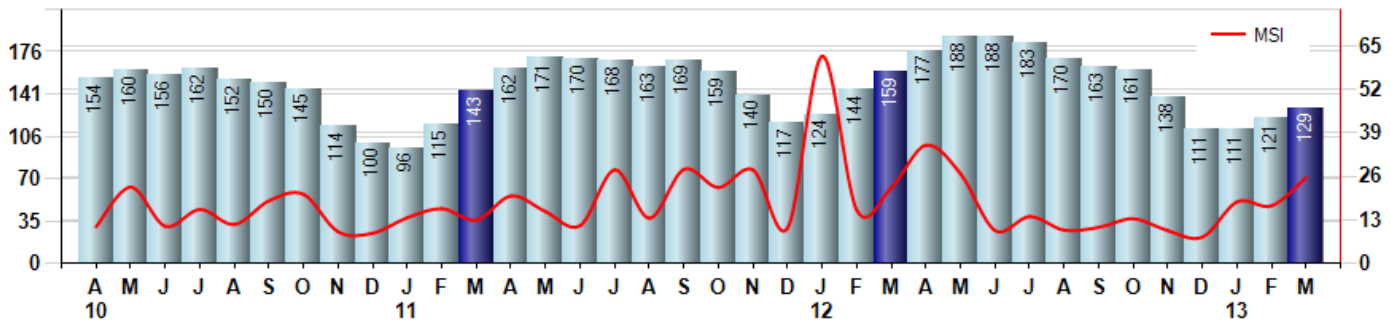
Price Range: \$0 to \$999,999,000 | Properties: Single Family Home

### Inventory & MSI

The Total Inventory of Properties available for sale as of March was 129, up 6.6% from 121 last month and down -18.9% from 159 in March of last year. March 2013 Inventory was at the lowest level compared to March of 2012 and 2011.

A comparatively lower MSI is more beneficial for sellers while a higher MSI is better for buyers. The March 2013 MSI of 25.8 months was at its highest level compared with March of 2012 and 2011.

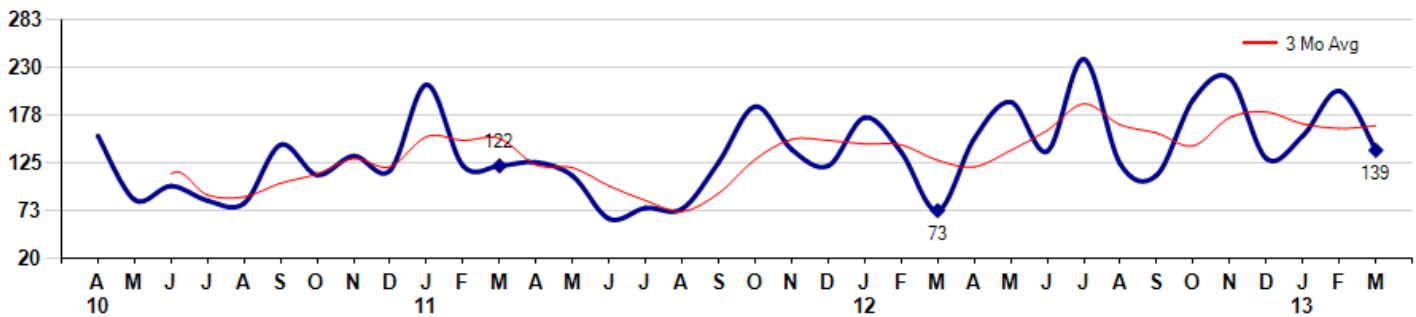
MSI is the # of months needed to sell all of the Inventory at the monthly Sales Pace



### 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 March was 139, down -31.9% from 204 days last month and up 90.4% from 73 days in March of last year. The March 2013 DOM was at its highest level compared with March of 2012 and 2011.

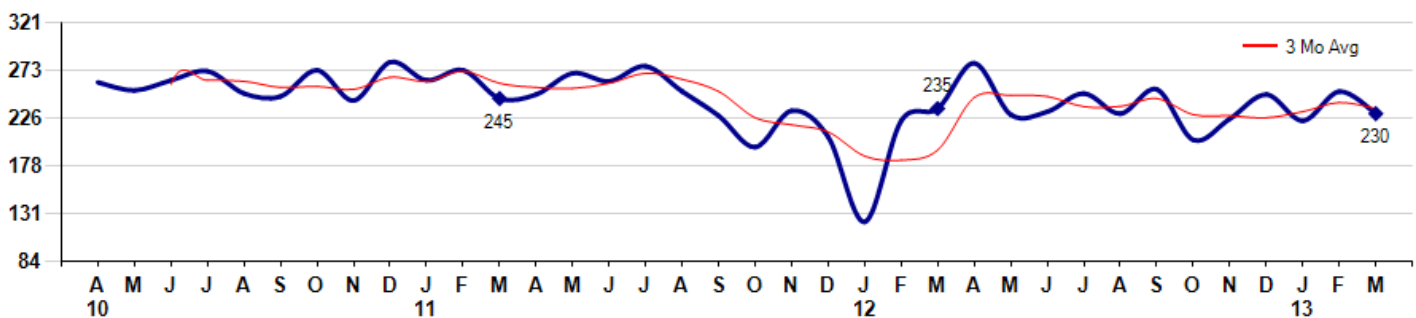
Average Days on Market (Listing to Contract) for properties sold during the month



### 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 March 2013 Selling Price per Square Foot of \$230 was down -8.7% from \$252 last month and down -2.1% from \$235 in March of last year.

Average Selling Price per Square Foot for properties that sold during the month



Based on information from Greater Fairfield County CMLS, Inc. for the period 4/1/2010 through 3/31/2013. Due to MLS reporting methods and allowable reporting policy, this data is only informational and may not be completely accurate. Therefore, Coldwell Banker Residential Brokerage does not guarantee the data accuracy. Data maintained by the MLS's may not reflect all real estate activity in the market.



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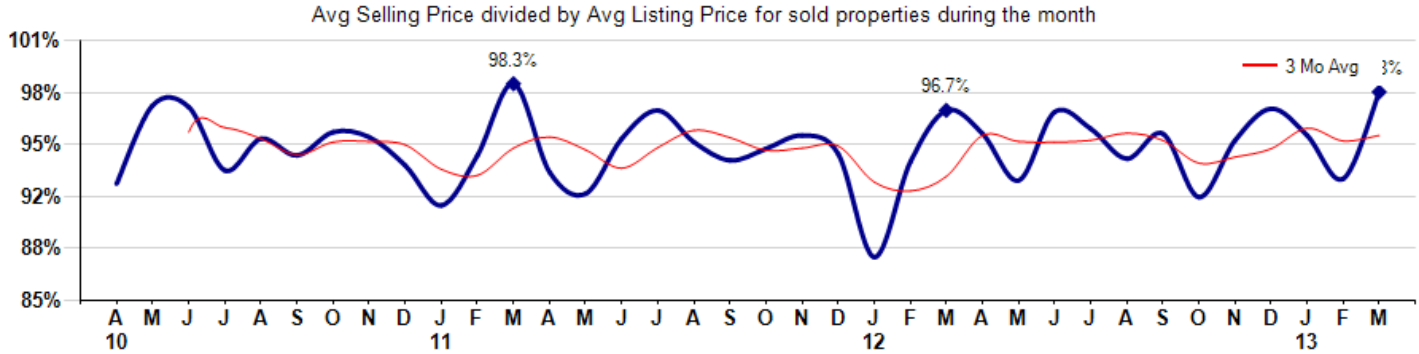
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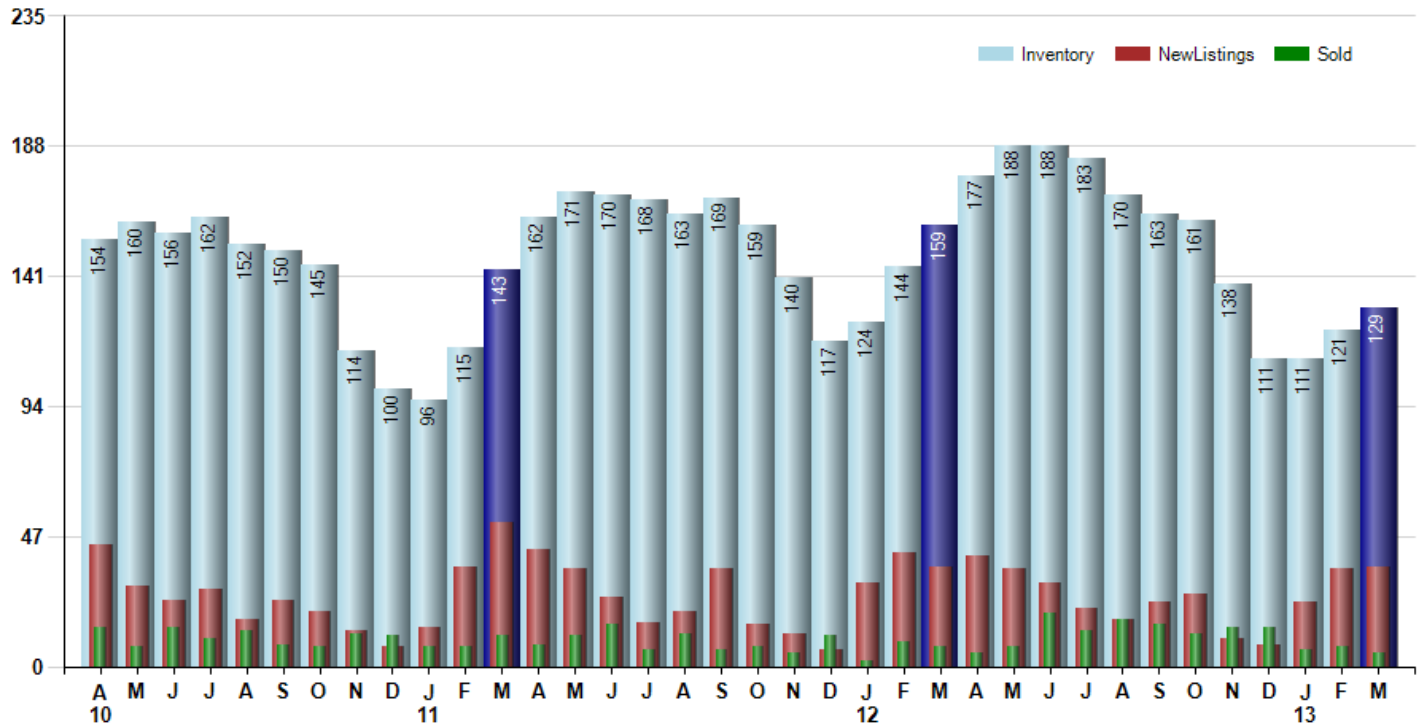
### Selling Price vs Listing Price

The Selling Price vs Listing Price reveals the average amount that Sellers are agreeing to come down from their 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 March 2013 Selling Price vs List Price of 97.8% was up from 92.6% last month and up from 96.7% in March of last year.



### 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 March 2013 was 36, up 2.9% from 35 last month and equal to 36 in March of last year.



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# MARKET ACTION REPORT

March 2013

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	A 10	M	J	J	A	S	O	N	D	J 11	F	M	A	M	J	J	A	S	O	N	D	J 12	F	M	A	M	J	J	A	S	O	N	D	J 13	F	M
Homes Sold	14	7	14	10	13	8	7	12	11	7	7	11	8	11	15	6	12	6	7	5	11	2	9	7	5	7	19	13	17	15	12	14	14	6	7	5
3 Mo. Roll Avg			12	10	12	10	9	9	10	10	8	8	9	10	11	11	11	8	8	6	8	6	7	6	7	6	10	13	16	15	15	14	13	11	9	6

	(000's) A 10	M	J	J	A	S	O	N	D	J 11	F	M	A	M	J	J	A	S	O	N	D	J 12	F	M	A	M	J	J	A	S	O	N	D	J 13	F	M
Median Sale Price	844	649	871	1,300	975	785	813	630	1,350	747	750	612	750	750	810	1,040	823	908	665	861	574	249	602	726	725	750	725	950	789	815	675	785	780	640	933	585
3 Mo. Roll Avg			788	940	1,049	1,020	857	742	931	909	949	703	704	704	770	867	891	923	798	811	700	561	475	526	684	734	733	808	821	851	760	758	747	735	784	719

	A 10	M	J	J	A	S	O	N	D	J 11	F	M	A	M	J	J	A	S	O	N	D	J 12	F	M	A	M	J	J	A	S	O	N	D	J 13	F	M
Inventory	154	160	156	162	152	150	145	114	100	96	115	143	162	171	170	168	163	169	159	140	117	124	144	159	177	188	188	183	170	163	161	138	111	111	121	129
MSI	11	23	11	16	12	19	21	10	9	14	16	13	20	16	11	28	14	28	23	28	11	62	16	23	35	27	10	14	10	11	13	10	8	19	17	26

	A 10	M	J	J	A	S	O	N	D	J 11	F	M	A	M	J	J	A	S	O	N	D	J 12	F	M	A	M	J	J	A	S	O	N	D	J 13	F	M
Days On Market	155	85	100	84	81	145	112	133	117	211	122	122	126	111	64	76	75	126	187	140	122	175	137	73	152	192	138	239	124	112	195	218	130	155	204	139
3 Mo. Roll Avg			113	90	88	103	113	130	121	154	150	152	123	120	100	84	72	92	129	151	150	146	145	128	121	139	161	190	167	158	144	175	181	168	163	166

	A 10	M	J	J	A	S	O	N	D	J 11	F	M	A	M	J	J	A	S	O	N	D	J 12	F	M	A	M	J	J	A	S	O	N	D	J 13	F	M
Price per Sq Ft	261	253	263	272	250	247	273	243	281	263	273	245	249	270	262	277	252	228	197	233	207	123	223	235	280	229	232	250	230	254	204	225	249	223	252	230
3 Mo. Roll Avg			259	263	262	256	257	254	266	262	272	260	256	255	260	270	264	252	226	219	212	188	184	194	246	248	247	237	237	245	229	228	226	232	241	235

	A 10	M	J	J	A	S	O	N	D	J 11	F	M	A	M	J	J	A	S	O	N	D	J 12	F	M	A	M	J	J	A	S	O	N	D	J 13	F	M
Sale to List Price	0.923	0.970	0.969	0.931	0.950	0.940	0.954	0.951	0.934	0.910	0.940	0.983	0.930	0.917	0.950	0.967	0.948	0.937	0.944	0.952	0.941	0.879	0.936	0.967	0.953	0.925	0.966	0.956	0.938	0.953	0.915	0.949	0.968	0.952	0.926	0.978
3 Mo. Roll Avg			0.954	0.957	0.950	0.940	0.948	0.948	0.946	0.932	0.928	0.944	0.951	0.943	0.932	0.945	0.955	0.951	0.943	0.944	0.946	0.924	0.919	0.927	0.952	0.948	0.948	0.949	0.953	0.949	0.935	0.939	0.944	0.956	0.949	0.952

	A 10	M	J	J	A	S	O	N	D	J 11	F	M	A	M	J	J	A	S	O	N	D	J 12	F	M	A	M	J	J	A	S	O	N	D	J 13	F	M
New Listings	44	29	24	28	17	24	20	13	7	14	36	52	42	35	25	16	20	35	15	12	6	30	41	36	40	35	30	21	17	23	26	10	8	23	35	36
Inventory	154	160	156	162	152	150	145	114	100	96	115	143	162	171	170	168	163	169	159	140	117	124	144	159	177	188	188	183	170	163	161	138	111	111	121	129
Sales	14	7	14	10	13	8	7	12	11	7	7	11	8	11	15	6	12	6	7	5	11	2	9	7	5	7	19	13	17	15	12	14	14	6	7	5

	(000's) A 10	M	J	J	A	S	O	N	D	J 11	F	M	A	M	J	J	A	S	O	N	D	J 12	F	M	A	M	J	J	A	S	O	N	D	J 13	F	M
Avg Sale Price	843	715	923	1,446	978	1,013	767	733	1,302	881	907	728	892	834	900	1,015	842	1,005	787	737	625	249	671	728	749	765	784	912	847	946	733	913	947	611	946	574
3 Mo. Roll Avg			827	1,028	1,116	1,146	919	838	934	972	1,030	838	842	818	875	917	919	954	878	843	717	537	515	549	716	747	766	820	848	902	842	864	864	824	835	710

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