Local Market Update – July 2020

A RESEARCH TOOL PROVIDED BY THE **MASSACHUSETTS ASSOCIATION OF REALTORS®**

Weston

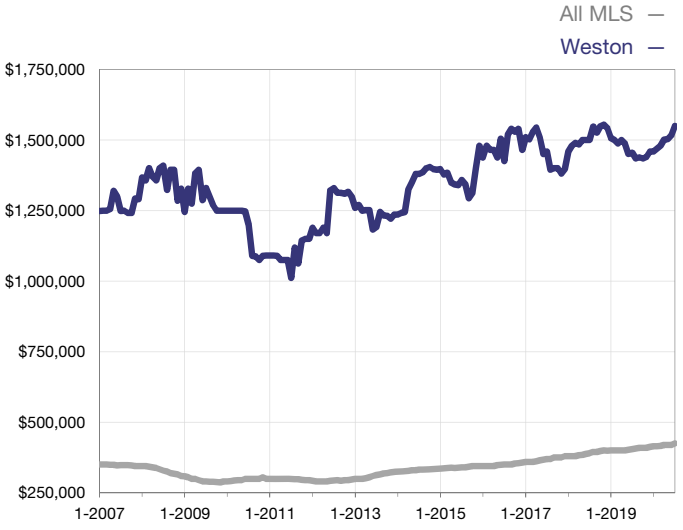
Single-Family Properties	July			Year to Date		
Key Metrics	**2019**	**2020**	**+ / –**	**2019**	**2020**	**+ / –**
Pending Sales	16	**23**	+ 43.8%	94	**108**	+ 14.9%
Closed Sales	18	**28**	+ 55.6%	79	**93**	+ 17.7%
Median Sales Price*	$1,508,750	**$1,773,500**	+ 17.5%	$1,460,000	**$1,600,000**	+ 9.6%
Inventory of Homes for Sale	112	**63**	- 43.8%	--	--	--
Months Supply of Inventory	9.7	**4.6**	- 52.6%	--	--	--
Cumulative Days on Market Until Sale	88	**74**	- 15.9%	105	**88**	- 16.2%
Percent of Original List Price Received*	93.7%	**95.2%**	+ 1.6%	93.1%	**93.6%**	+ 0.5%
New Listings	22	**23**	+ 4.5%	204	**174**	- 14.7%

* Does not account for seller concessions. | Activity for one month can sometimes look extreme due to small sample size.

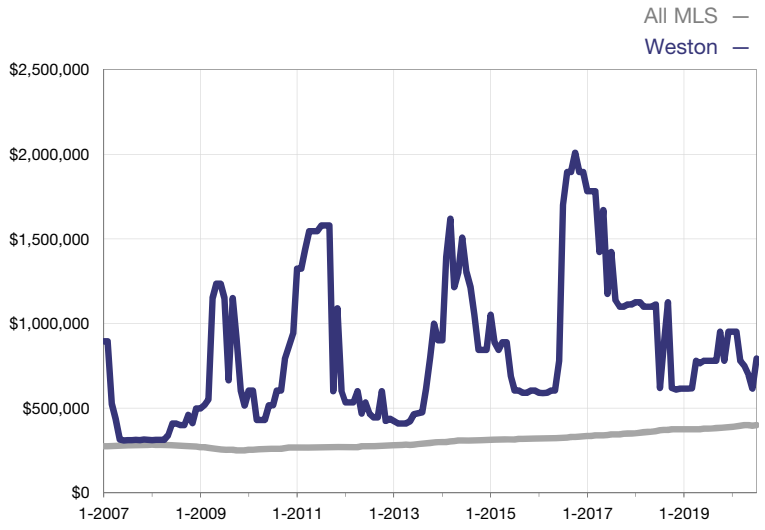
Condominium Properties	July			Year to Date		
Key Metrics	**2019**	**2020**	**+ / –**	**2019**	**2020**	**+ / –**
Pending Sales	1	**1**	0.0%	5	**9**	+ 80.0%
Closed Sales	0	**2**	--	4	**5**	+ 25.0%
Median Sales Price*	$0	**$1,646,250**	--	$780,000	**$615,000**	- 21.2%
Inventory of Homes for Sale	5	**4**	- 20.0%	--	--	--
Months Supply of Inventory	2.7	**2.7**	0.0%	--	--	--
Cumulative Days on Market Until Sale	0	**300**	--	52	**158**	+ 203.8%
Percent of Original List Price Received*	0.0%	**93.3%**	--	97.9%	**94.6%**	- 3.4%
New Listings	1	**2**	+ 100.0%	10	**13**	+ 30.0%

* Does not account for seller concessions. | Activity for one month can sometimes look extreme due to small sample size.

Median Sales Price – Single-Family Properties
Rolling 12-Month Calculation



Median Sales Price – Condominium Properties
Rolling 12-Month Calculation



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