

Local Market Update – July 2016

A RESEARCH TOOL PROVIDED BY THE MASSACHUSETTS ASSOCIATION OF REALTORS®

Weston

Single-Family Properties

Key Metrics	July			Year to Date		
	2015	2016	+ / -	2015	2016	+ / -
Pending Sales	17	10	- 41.2%	86	89	+ 3.5%
Closed Sales	21	17	- 19.0%	84	81	- 3.6%
Median Sales Price*	\$1,802,500	\$1,540,000	- 14.6%	\$1,385,000	\$1,404,000	+ 1.4%
Inventory of Homes for Sale	116	122	+ 5.2%	--	--	--
Months Supply of Inventory	9.8	10.3	+ 5.1%	--	--	--
Cumulative Days on Market Until Sale	110	142	+ 29.1%	147	131	- 10.9%
Percent of Original List Price Received*	93.4%	89.8%	- 3.9%	92.1%	90.9%	- 1.3%
New Listings	11	23	+ 109.1%	184	186	+ 1.1%

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

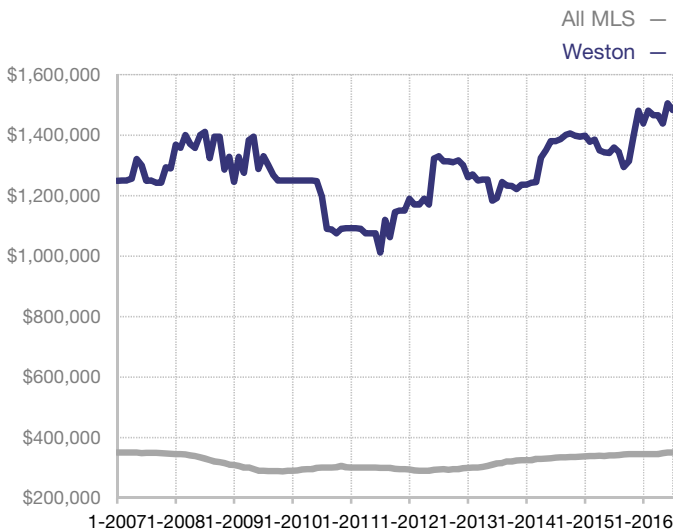
Condominium Properties

Key Metrics	July			Year to Date		
	2015	2016	+ / -	2015	2016	+ / -
Pending Sales	2	2	0.0%	15	8	- 46.7%
Closed Sales	6	0	- 100.0%	12	10	- 16.7%
Median Sales Price*	\$604,750	\$0	- 100.0%	\$604,750	\$1,700,000	+ 181.1%
Inventory of Homes for Sale	12	13	+ 8.3%	--	--	--
Months Supply of Inventory	5.3	5.6	+ 5.7%	--	--	--
Cumulative Days on Market Until Sale	130	0	- 100.0%	102	180	+ 76.5%
Percent of Original List Price Received*	98.5%	0.0%	- 100.0%	98.0%	102.3%	+ 4.4%
New Listings	1	1	0.0%	20	14	- 30.0%

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

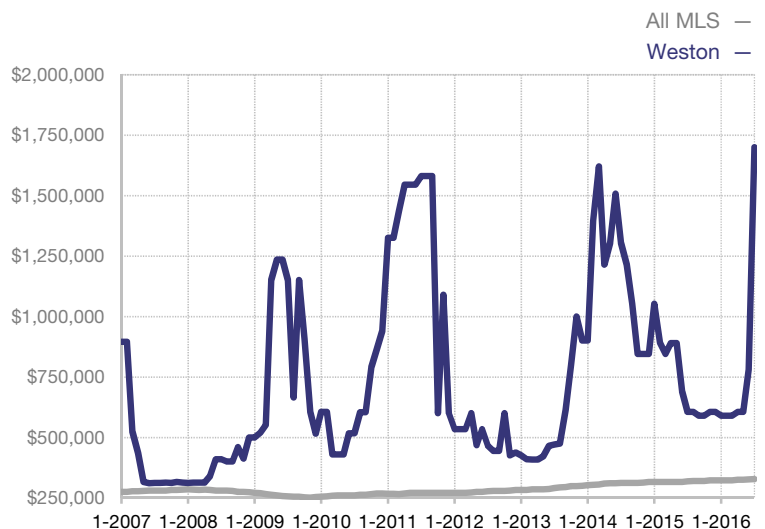
Median Sales Price – Single-Family Properties

Rolling 12-Month Calculation



Median Sales Price – Condominium Properties

Rolling 12-Month Calculation



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