

Local Market Update – November 2018

A RESEARCH TOOL PROVIDED BY THE MASSACHUSETTS ASSOCIATION OF REALTORS®

Weston

Single-Family Properties

Key Metrics	November			Year to Date		
	2017	2018	+ / -	2017	2018	+ / -
Pending Sales	14	9	- 35.7%	182	156	- 14.3%
Closed Sales	14	16	+ 14.3%	169	155	- 8.3%
Median Sales Price*	\$967,000	\$1,285,000	+ 32.9%	\$1,390,000	\$1,555,000	+ 11.9%
Inventory of Homes for Sale	70	60	- 14.3%	--	--	--
Months Supply of Inventory	4.7	4.2	- 10.6%	--	--	--
Cumulative Days on Market Until Sale	80	83	+ 3.8%	128	119	- 7.0%
Percent of Original List Price Received*	96.4%	95.9%	- 0.5%	91.7%	93.3%	+ 1.7%
New Listings	11	5	- 54.5%	261	232	- 11.1%

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

Condominium Properties

Key Metrics	November			Year to Date		
	2017	2018	+ / -	2017	2018	+ / -
Pending Sales	0	0	--	14	9	- 35.7%
Closed Sales	1	0	- 100.0%	16	6	- 62.5%
Median Sales Price*	\$3,650,000	\$0	- 100.0%	\$1,112,500	\$610,000	- 45.2%
Inventory of Homes for Sale	6	4	- 33.3%	--	--	--
Months Supply of Inventory	3.7	2.7	- 27.0%	--	--	--
Cumulative Days on Market Until Sale	891	0	- 100.0%	254	133	- 47.6%
Percent of Original List Price Received*	100.0%	0.0%	- 100.0%	91.8%	91.0%	- 0.9%
New Listings	1	0	- 100.0%	16	12	- 25.0%

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

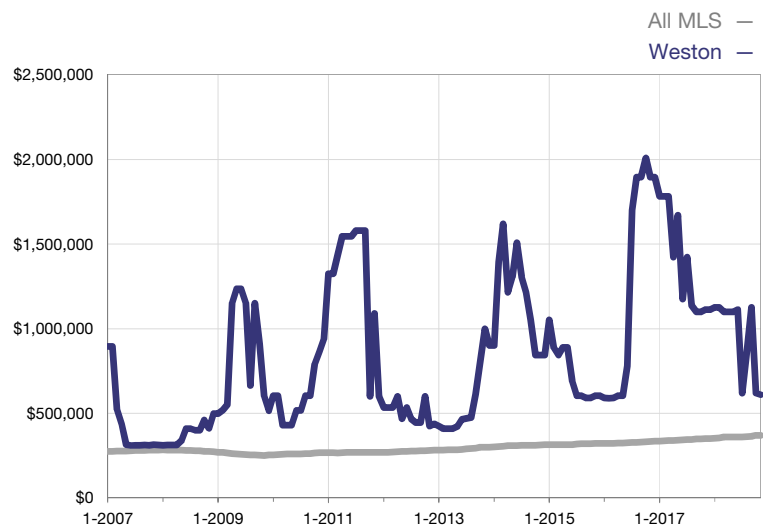
Median Sales Price – Single-Family Properties

Rolling 12-Month Calculation



Median Sales Price – Condominium Properties

Rolling 12-Month Calculation



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