

Weston, MA Area Market Review

2013 - 2017 As of December 15, 2017

Prepared by The Gillach Group on Friday, December 15, 2017

Single Family

Listing Inventory on December 15	2013	2014	2015	2016	2017
Listing Units	38	59	73	83	58
Average Days on Market	173	200	221	231	221
Average List Price	\$3,689,089.47	\$3,619,891.51	\$3,491,853.41	\$3,289,973.25	\$3,296,298.05
Average List \$ / SqFt	\$475.98	\$502.73	\$488.47	\$480.67	\$466.84
Approximate Absorption Rate	35.31%	21.89%	15.98%	14.66%	26.15%
Approximate Months Supply of Inventory	2.83	4.57	6.26	6.82	3.82
Listed (Year to Date)	2013	2014	2015	2016	2017
Listing Units (Taken)	226	266	254	252	268
Average Original List Price	\$2,113,382.01	\$2,253,121.80	\$2,412,475.55	\$2,437,647.76	\$2,194,723.46
Average Original List \$ / SqFt	\$422.87	\$445.96	\$441.06	\$455.62	\$433.30
Went Pending (Year to Date)	2013	2014	2015	2016	2017
Listing Units (Went Pending)	172	169	152	147	201
Average List Price	\$1,732,224.88	\$1,916,923.08	\$1,882,046.66	\$2,036,976.87	\$1,847,278.60
Average List \$ / SqFt	\$387.71	\$403.47	\$397.76	\$413.53	\$404.46
Average Days to Offer	89	76	93	111	100
Listed & Price Changed (Year to Date)	2013	2014	2015	2016	2017
Listing Units (Price Changed)	79	97	110	118	123
Average Original List Price	\$2,018,021.52	\$2,122,656.70	\$2,439,616.28	\$2,381,489.30	\$2,234,267.48
Average Original List \$ / SqFt	\$427.03	\$417.09	\$444.65	\$453.92	\$426.57
Sold (Year to Date)	2013	2014	2015	2016	2017
Closed Units (Sold)	155	144	136	136	177
Average Days on Market	135	100	136	145	136
Average Days to Offer	88	65	91	106	99
Average Sale Price	\$1,525,688.19	\$1,769,952.19	\$1,870,489.67	\$1,910,031.99	\$1,686,237.24
Average Sale \$ / SqFt	\$361.19	\$390.64	\$387.31	\$388.30	\$382.88
Average List Price	\$1,623,052.99	\$1,879,659.37	\$2,003,745.54	\$2,031,158.82	\$1,791,593.79
Average List \$ / SqFt	\$378.69	\$408.94	\$407.71	\$408.92	\$404.04
Average Original List Price	\$1,741,008.49	\$1,953,917.36	\$2,120,549.99	\$2,163,019.48	\$1,901,062.71
Average Original List \$ / SqFt	\$397.33	\$420.66	\$424.99	\$428.66	\$423.00
Average Sale Price as % of List Price	95.59%	95.94%	95.12%	94.98%	94.94%
Average Sale Price as % of Original List Price	92.13%	93.34%	91.64%	91.08%	90.96%
Average Sale Price as % of Assessed Price	N/A	N/A	N/A	N/A	N/A
Sold Units - Short Sale	0	2	0	1	0
Sold Units - Lender-Owned	1	0	1	0	1
12-Month Activity as of December 15	2013	2014	2015	2016	2017
Units Listed	227	266	257	255	273
Units Price Changed	79	97	111	118	126
Units Went Pending	175	169	159	153	203
Units Sold	161	155	140	146	182

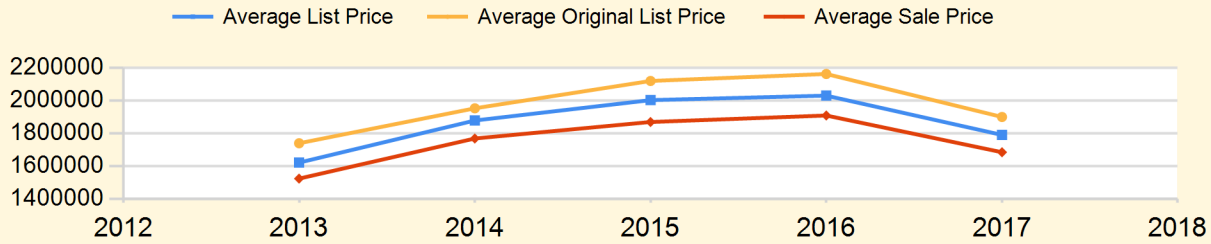
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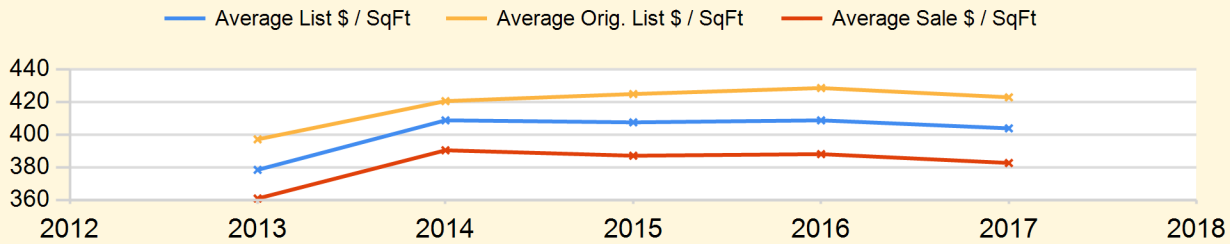
Single Family

Average Price (Sold Inventory - Year to Date)



Solds / Year	2013	2014	2015	2016	2017
List Price	\$1,623,052.99	\$1,879,659.37	\$2,003,745.54	\$2,031,158.82	\$1,791,593.79
Original List Price	\$1,741,008.49	\$1,953,917.36	\$2,120,549.99	\$2,163,019.48	\$1,901,062.71
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Average Price / SqFt (Sold Inventory - Year to Date)



Solds / Year	2013	2014	2015	2016	2017
List \$ / SqFt	\$378.69	\$408.94	\$407.71	\$408.92	\$404.04
Orig. List \$ / SqFt	\$397.33	\$420.66	\$424.99	\$428.66	\$423.00
Sale \$ / SqFt	\$361.19	\$390.64	\$387.31	\$388.30	\$382.88

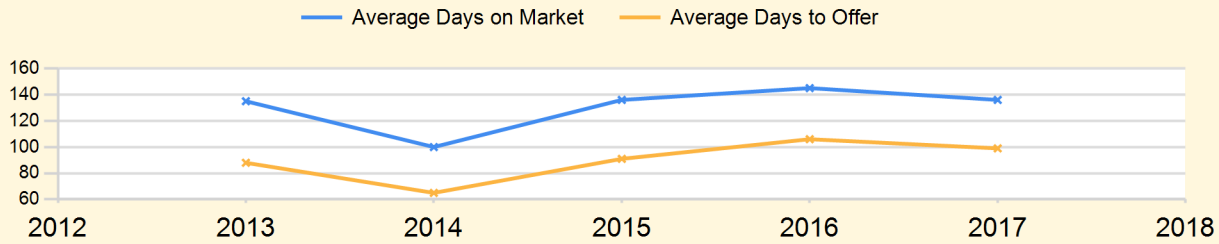
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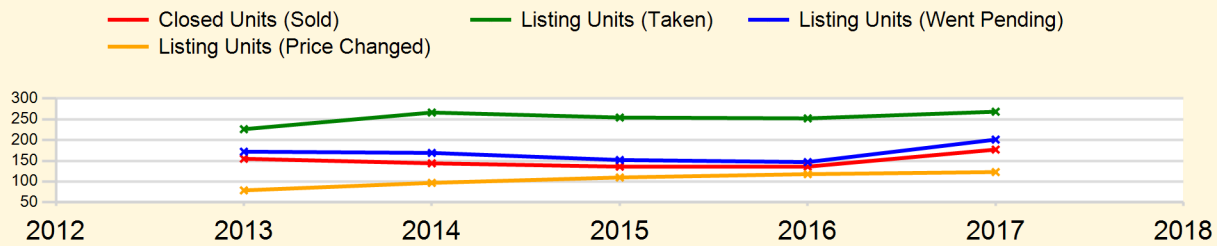
Single Family

Average Days to Offer (Sold Inventory - Year to Date)



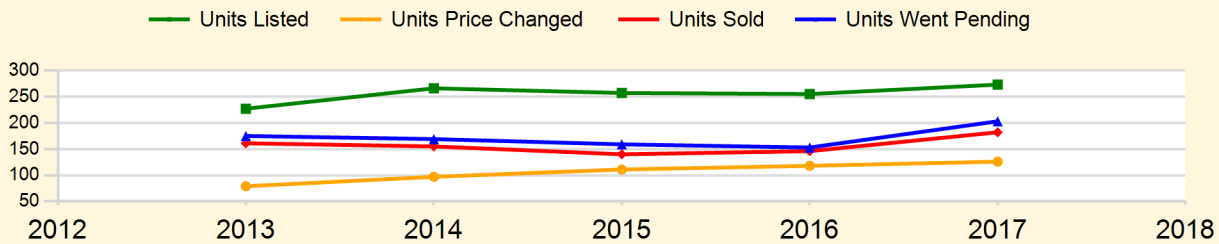
Solds / Year	2013	2014	2015	2016	2017
Days on Market	135	100	136	145	136
Days to Offer	88	65	91	106	99

Listing Units (Year to Date)



Category / Year	2013	2014	2015	2016	2017
Units Sold	155	144	136	136	177
Units Price Changed	79	97	110	118	123
Units Taken	226	266	254	252	268
Units Went Pending	172	169	152	147	201

12 Months Activity



Category / Year	2013	2014	2015	2016	2017
Units Listed	227	266	257	255	273
Units Price Changed	79	97	111	118	126
Units Sold	161	155	140	146	182
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