



# **Charles River Properties LLC**

## **Weston, MA**

REPORT FOR 12/8/2022

Single-Family Homes



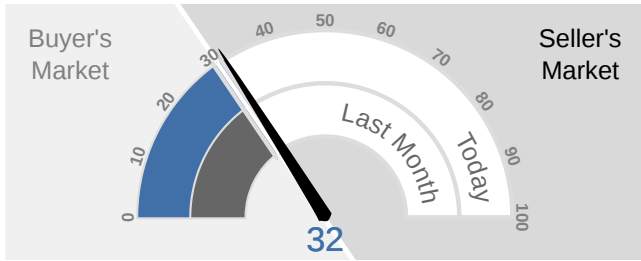
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Charles River Properties LLC, also doing business as Watch City Real Estate, is a licensed Massachusetts real estate broker, license #9043. Offices in Newton and Cambridge. Main office, 113 Adams Street, Suite 2, Newton MA 02458, 781.899.5300

This week the median list price for Weston, MA is \$3,750,000 with the market action index hovering around 32. This is an increase over last month's market action index of 30. Inventory has decreased to 37.

**MARKET ACTION INDEX**

This answers "How's the Market?" by comparing rate of sales versus inventory.



**Slight Seller's Advantage**

In the last few weeks the market has achieved a relative stasis point in terms of sales to inventory. However, inventory is sufficiently low to keep us in the Seller's Market zone so watch changes in the MAI. If the market heats up, prices are likely to resume an upward climb.

**REAL-TIME MARKET PROFILE**

|                              |  |             |
|------------------------------|--|-------------|
| Median List Price            |  | \$3,750,000 |
| Median Price of New Listings |  | \$2,415,000 |
| Per Square Foot              |  | \$612       |
| Average Days on Market       |  | 117         |
| Median Days on Market        |  | 98          |
| Price Decreased              |  | 30%         |
| Price Increased              |  | 0%          |
| Relisted                     |  | 19%         |
| Inventory                    |  | 37          |
| Median Rent                  |  | \$7,500     |
| Market Action                |  | <b>32</b>   |

**Slight Seller's Advantage**

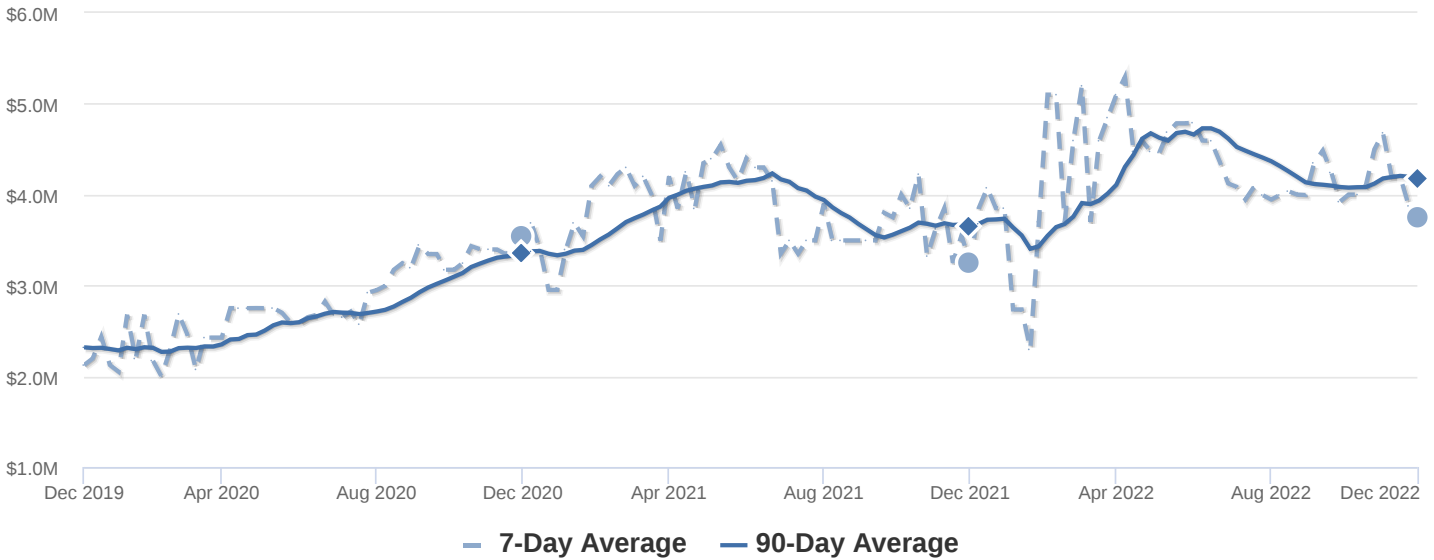
**MARKET SEGMENTS**

Each segment below represents approximately 25% of the market ordered by price.

| Median Price | Sq. Ft. | Lot Size      | Beds | Bath | Age | New | Absorbed | DOM |
|--------------|---------|---------------|------|------|-----|-----|----------|-----|
| \$11,450,000 | 12,589  | 2.5 - 5 acres | 6    | 8.5  | 10  | 0   | 0        | 98  |
| \$5,295,000  | 7,965   | 1 - 2.5 acres | 5    | 6.5  | 2   | 0   | 1        | 105 |
| \$2,595,000  | 5,778   | 1 - 2.5 acres | 5    | 4.5  | 56  | 2   | 2        | 56  |
| \$1,674,500  | 3,160   | 1 - 2.5 acres | 4    | 2.5  | 68  | 0   | 0        | 108 |

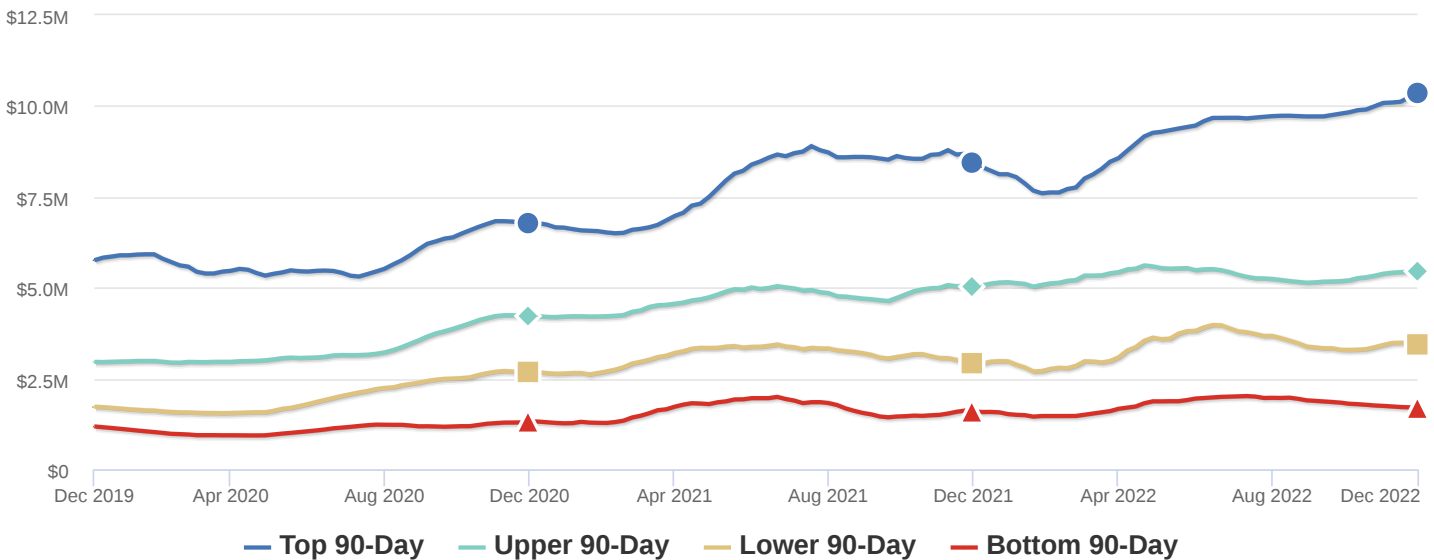
MEDIAN LIST PRICE

The market seems to have paused around this plateau. The Market Action Index is a good leading indicator for the durability of this trend.



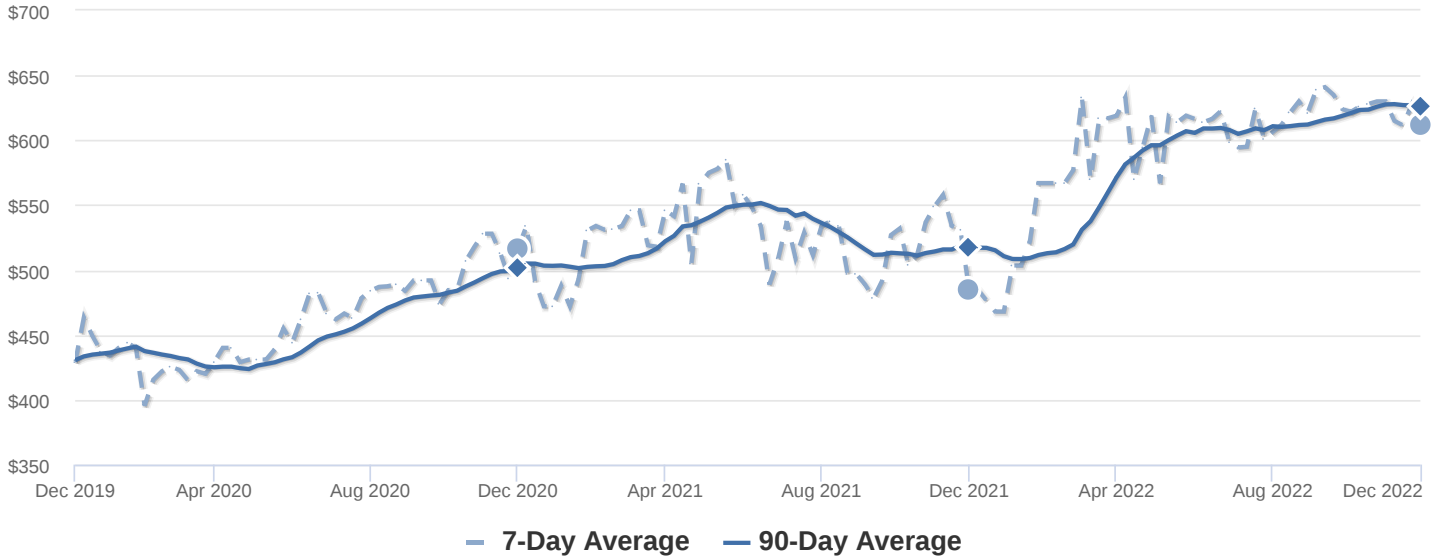
SEGMENTS

Prices have settled at a price plateau across the board. Prices in all four quartiles are basically mixed. Look for a persistent shift (up or down) in the Market Action Index before prices move from these current levels.



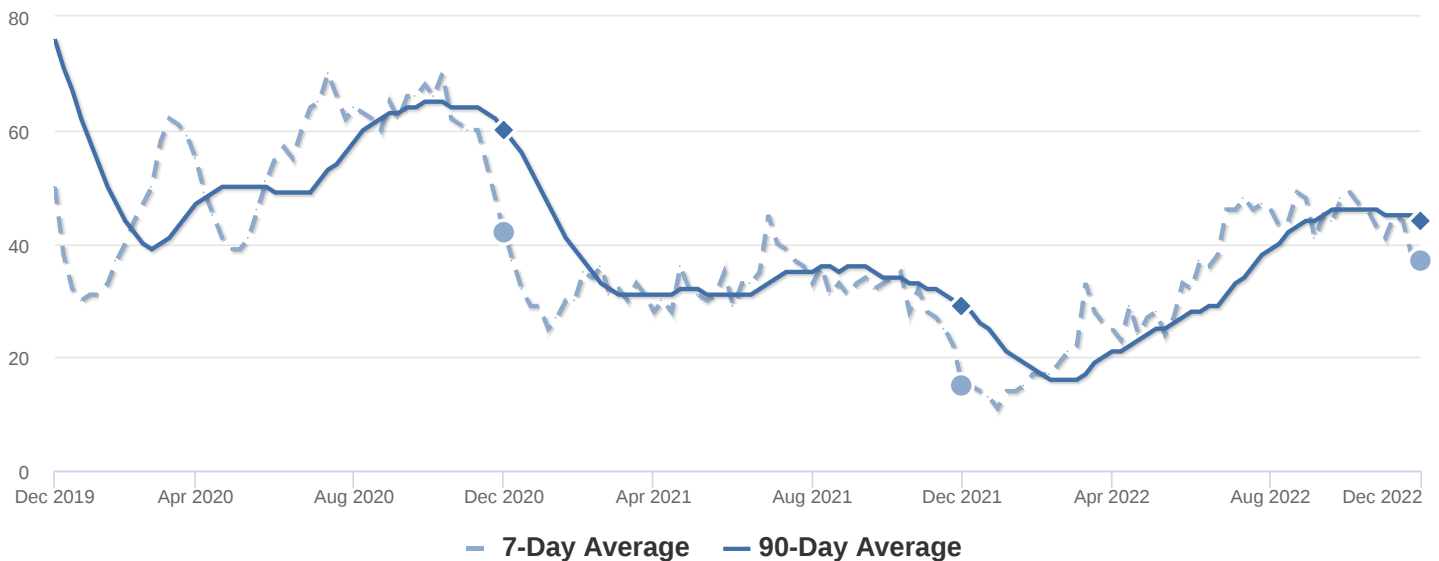
PRICE PER SQUARE FOOT

The market plateau is seen across the price and value. The price per square foot and median list price have both been reasonably stagnant. Watch the Market Action Index for persistent changes as a leading indicator before the market moves from these levels.



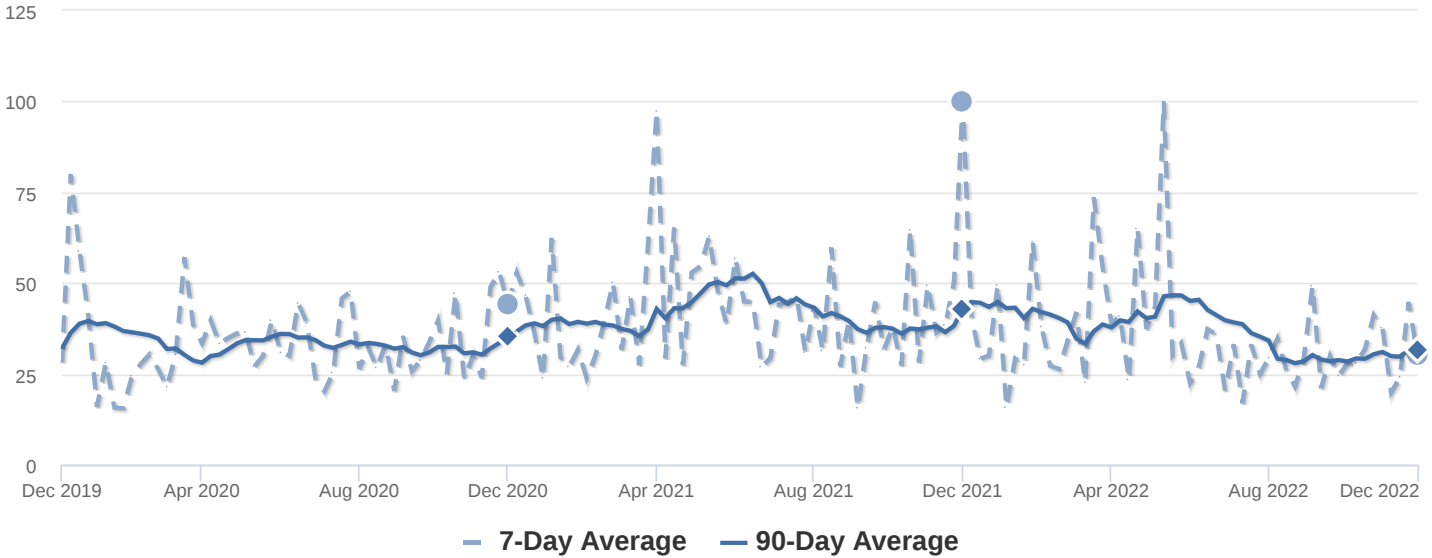
INVENTORY

Inventory has been falling in recent weeks. Note that declining inventory alone does not signal a strengthening market. Look to the Market Action Index and Days on Market trends to gauge whether buyer interest is changing with the available supply.



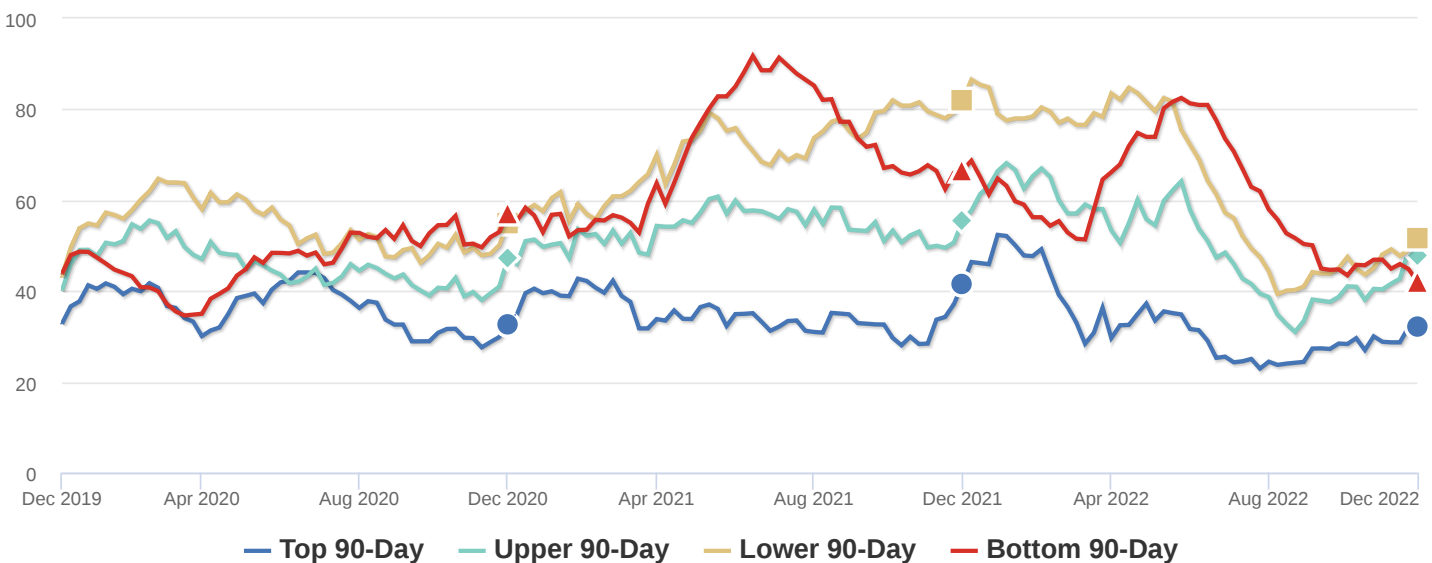
MARKET ACTION INDEX

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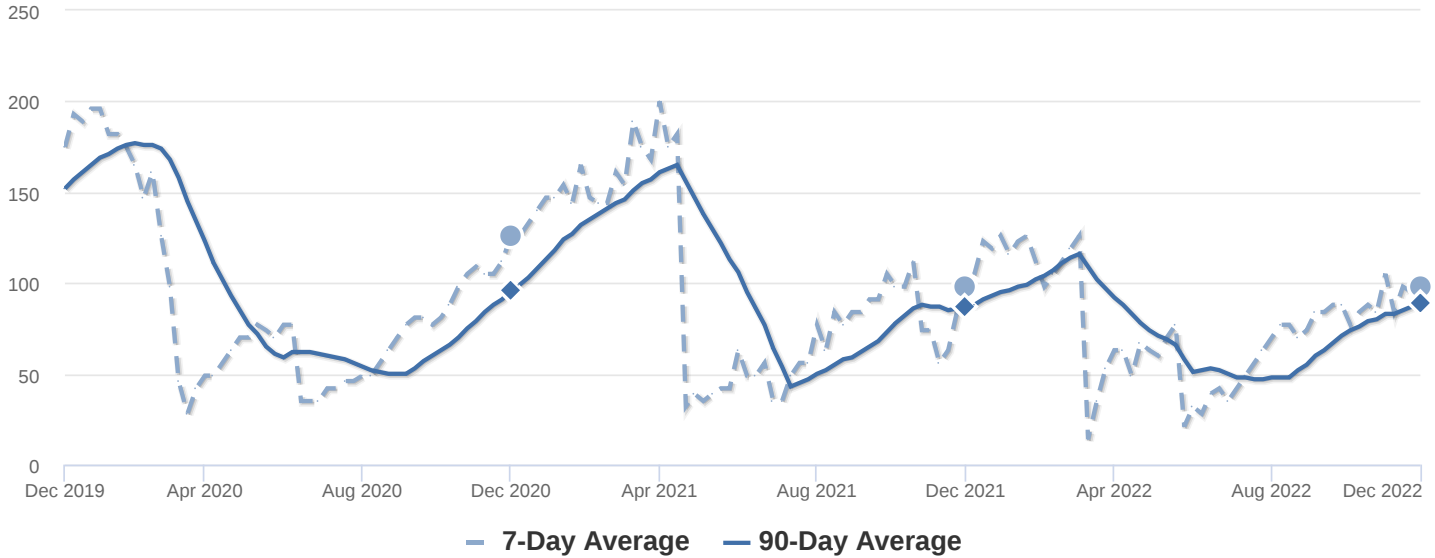
MARKET ACTION SEGMENTS

Not surprisingly, all segments in the market are showing high levels of demand. Watch the quartiles for changes before the whole market changes. Often one end of the market (e.g. the high-end) will weaken before the rest of the market and signal a slowdown for the whole group.



### MEDIAN DAYS ON MARKET (DOM)

The properties have been on the market for an average of 129 days. Half of the listings have come newly on the market in the past 89 or so days. Watch the 90-day DOM trend for signals of a changing market.



### SEGMENTS

It is not uncommon for the higher priced homes in an area to take longer to sell than those in the lower quartiles.

