



# **Charles River Properties LLC**

## **Weston, MA**

REPORT FOR 6/12/2021  
Single-Family Homes



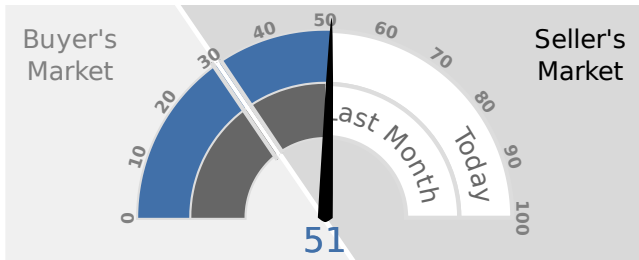
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Charles River Properties LLC, also doing business as Watch City Real Estate, is a licensed Massachusetts real estate broker, license #9043. Offices in Newton and Cambridge. Main office, 113 Adams Street, Suite 2, Newton MA 02458, 781.899.5300

This week the median list price for Weston, MA is \$4,399,000 with the market action index hovering around 51. This is an increase over last month's market action index of 50. Inventory has decreased to 29.

**MARKET ACTION INDEX**

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



**Strong Seller's Market**

Home sales continue to outstrip supply and the Market Action Index has been moving higher for several weeks. This is a Seller's market so watch for upward pricing pressure in the near future if the trend continues.

**REAL-TIME MARKET PROFILE**

Median List Price		\$4,399,000
Median Price of New Listings		\$0
Per Square Foot		\$558
Average Days on Market		149
Median Days on Market		63
Price Decreased		28%
Price Increased		0%
Relisted		3%
Inventory		29
Median Rent		\$6,000
Market Action		<b>51</b>

**Strong Seller's Market**

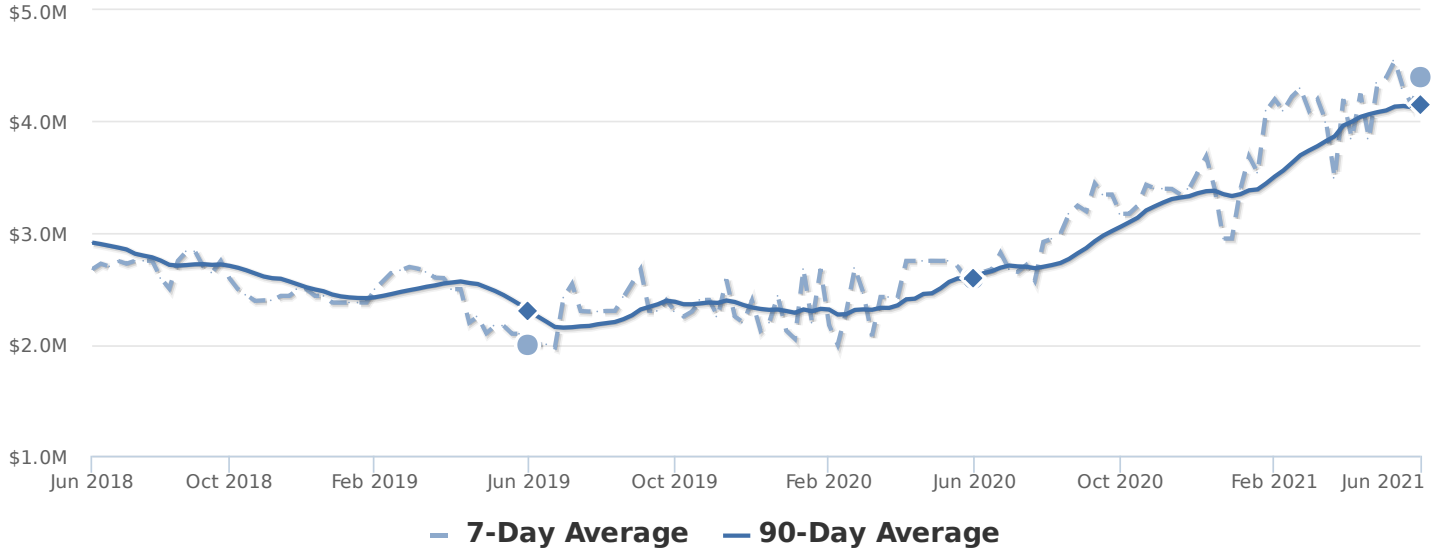
**MARKET SEGMENTS**

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

Median Price	Sq. Ft.	Lot Size	Beds	Bath	Age	New	Absorbed	DOM
\$9,450,000	11,352	1 - 2.5 acres	5	8	12	0	0	133
\$5,499,000	8,735	1 - 2.5 acres	6	6	19	0	1	294
\$3,700,000	7,475	1 - 2.5 acres	5	5	5	0	2	105
\$2,395,000	5,469	1 - 2.5 acres	4	4	36	0	3	17

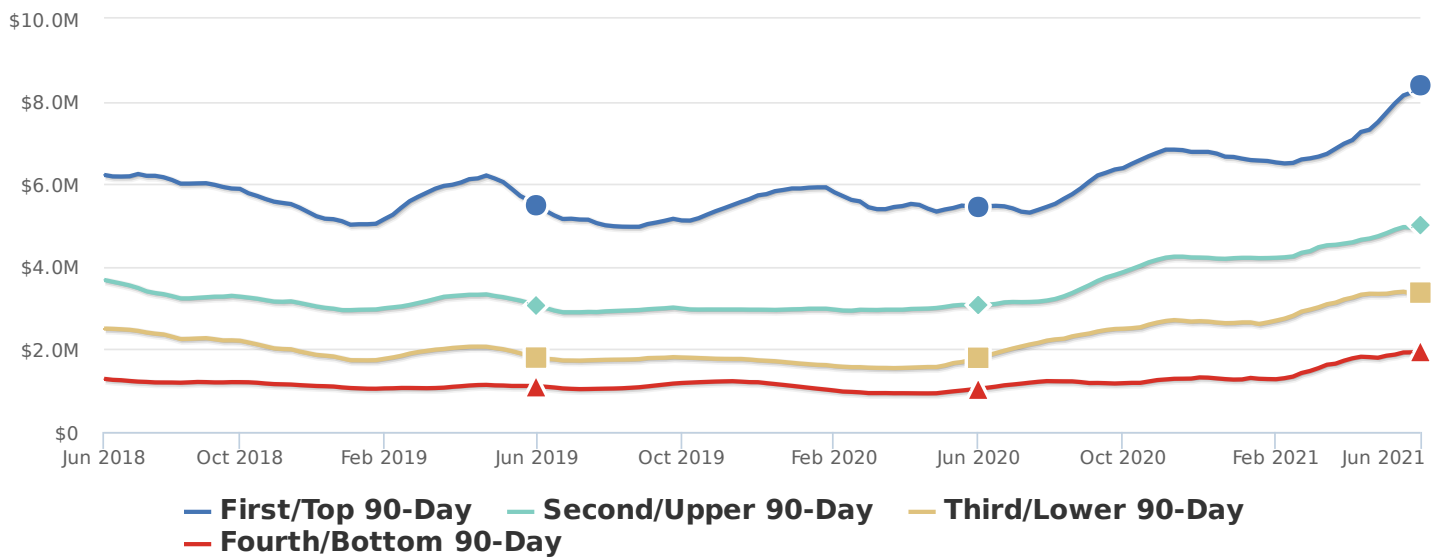
### MEDIAN LIST PRICE

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



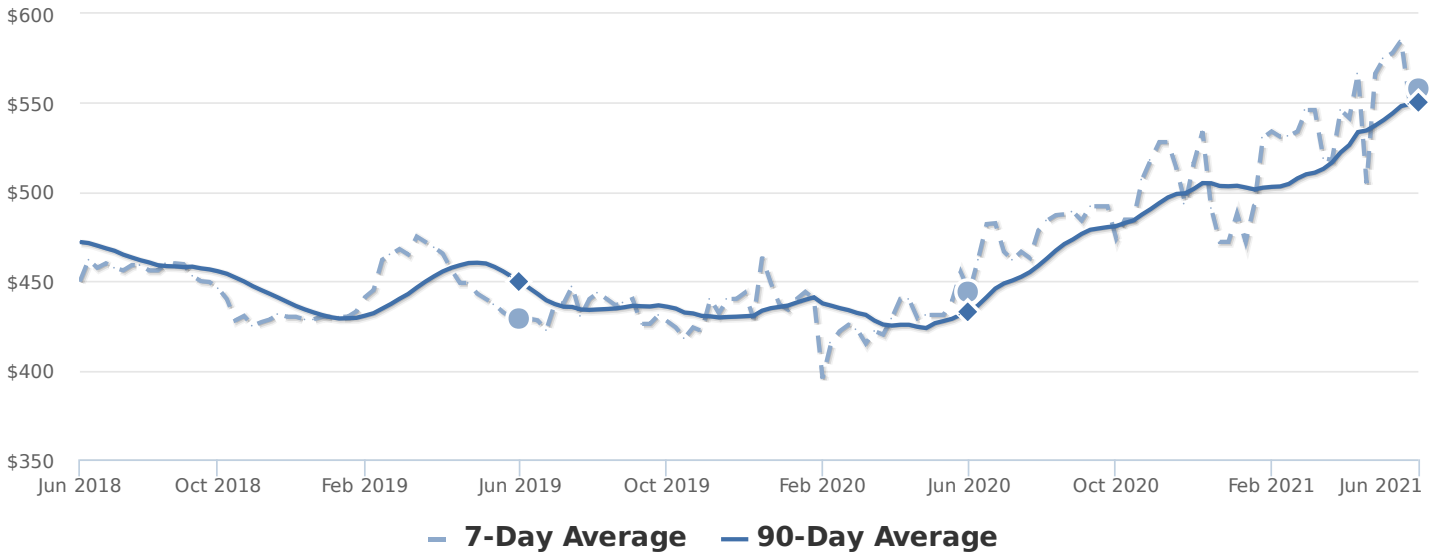
### SEGMENTS

Pricing across most of the market has been relatively strong recently. While Quartile 3 is basically flat, all other segments are in an up trend period. Unless the Market Action Index has a persistent downward shift, expect that Quartile 3 will assume a similar trend with the other groups.



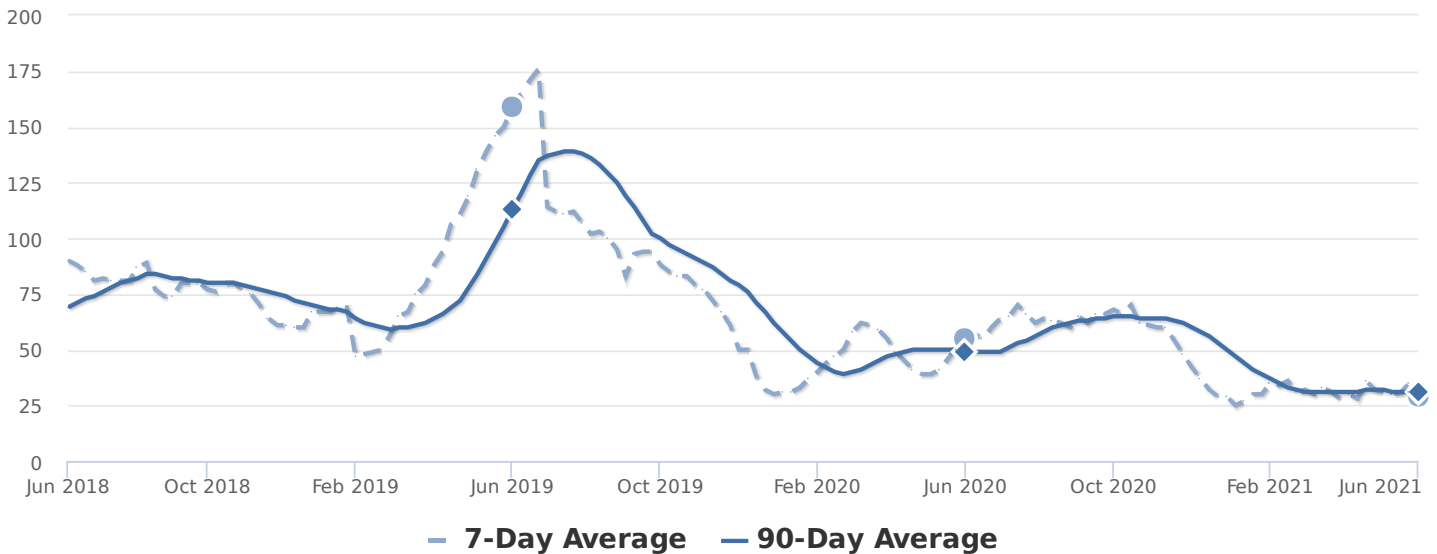
### PRICE PER SQUARE FOOT

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.



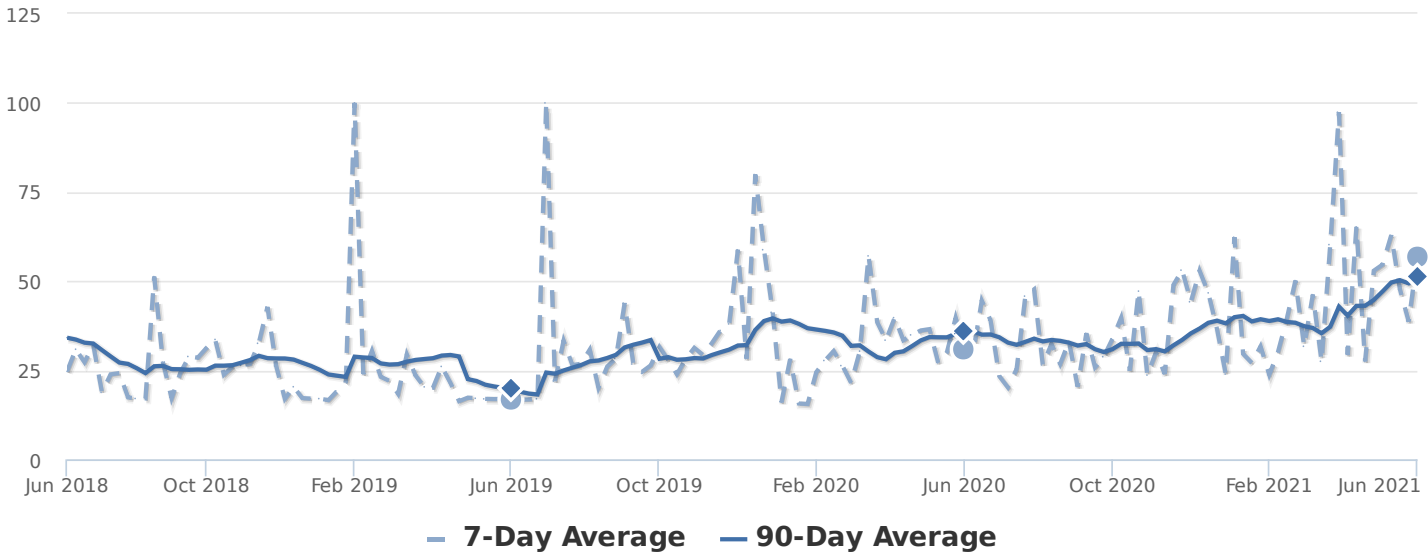
### INVENTORY

Inventory has been relatively steady around these levels in recent weeks.



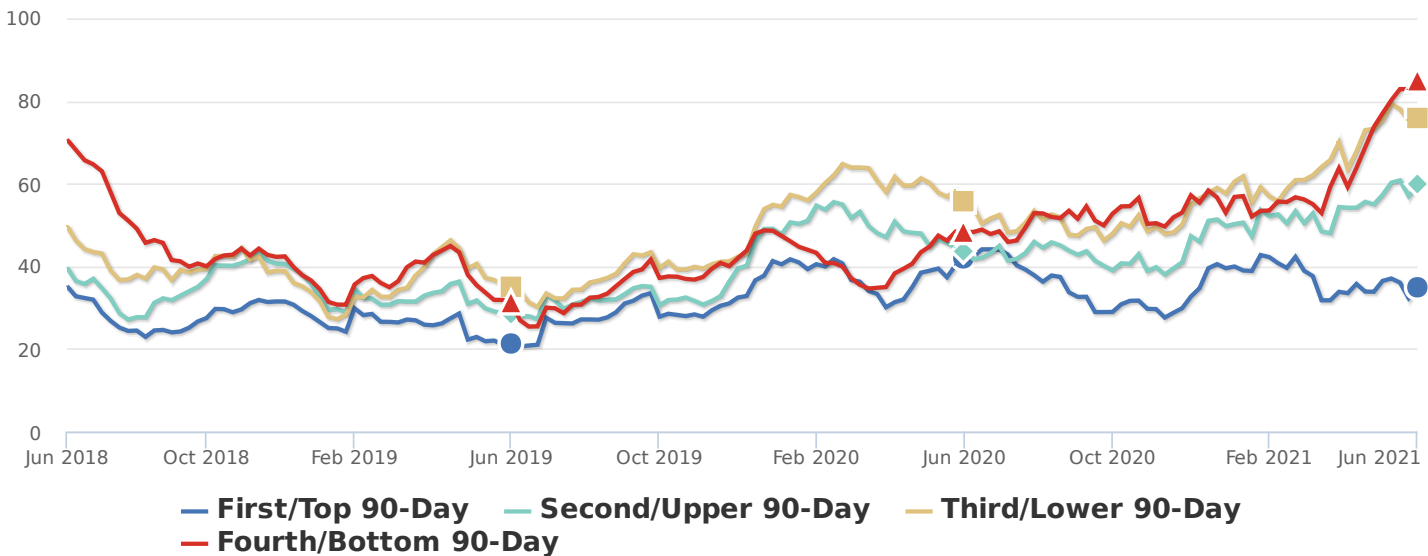
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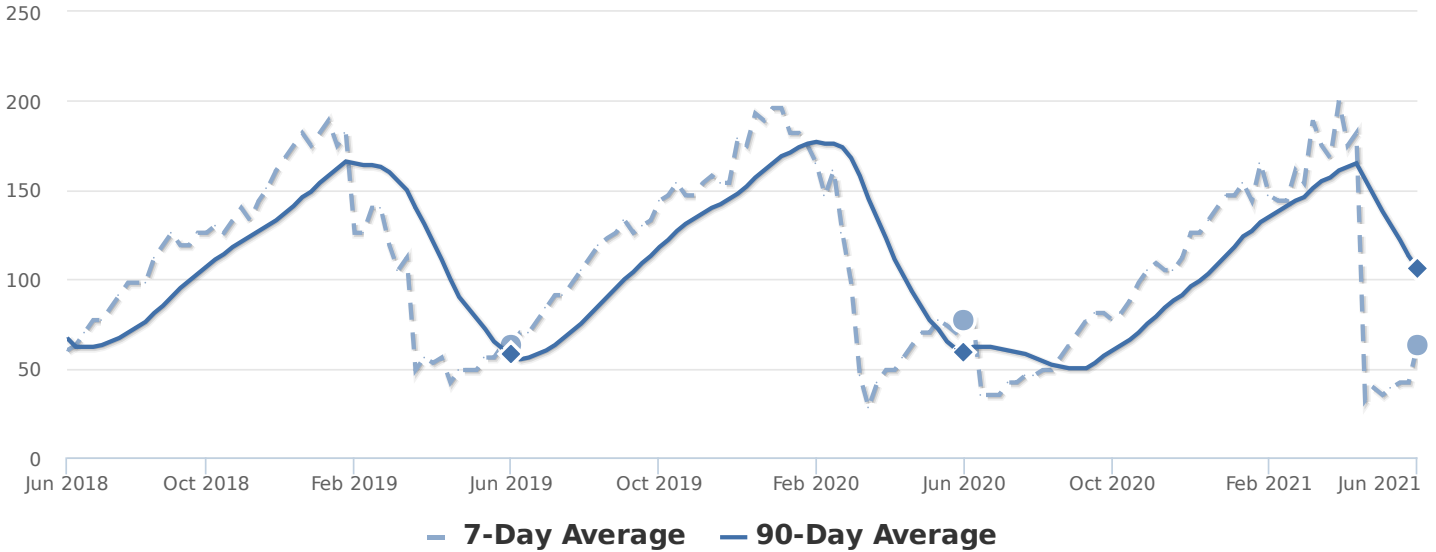
### MARKET ACTION SEGMENTS

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 150 days. Half of the listings have come newly on the market in the past 106 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.

