

## City: Weston



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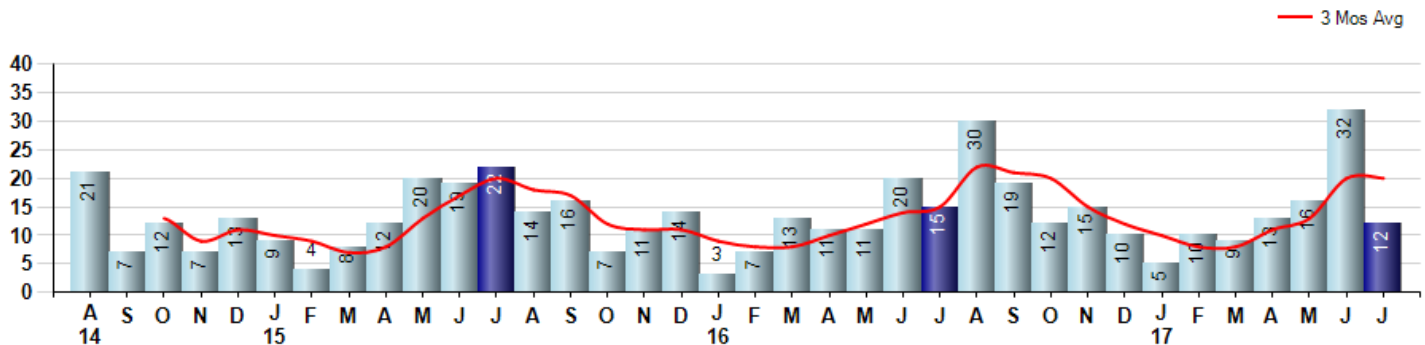
Price Range: 0 to 999999999 | Properties: Single Family Home

| Market Profile & Trends Overview                     | Month       | Trending Versus*: |      |      |      | YTD       | Trending Versus*: |           |
|--|-------------|-------------------|------|------|------|-----------|-------------------|-----------|
|  |             | LM                | L3M  | PYM  | LY   |           | PriorYTD          | PriorYear |
| Median List Price of all Current Listings            | \$919,000   | 2%                |      | 2%   |      |           |                   |           |
| Average List Price of all Current Listings           | \$1,103,154 | 5%                |      | -2%  |      |           |                   |           |
| July Median Sales Price                              | \$804,260   | -8%               | -1%  | -10% | 1%   | \$795,500 | -5%               | 0%        |
| July Average Sales Price                             | \$806,252   | -19%              | -10% | -22% | -10% | \$859,411 | -5%               | -4%       |
| Total Properties Currently for Sale (Inventory)      | 173         | -8%               |      | -22% |      |           |                   |           |
| July Number of Properties Sold                       | 12          | -63%              |      | -20% |      |           | 21%               |           |
| July Average Days on Market (Solds)                  | 144         | -23%              | -17% | 43%  | -21% | 173       | 6%                | -6%       |
| Asking Price per Square Foot (based on New Listings) | \$333       | 26%               | 14%  | 15%  | 25%  | \$281     | 4%                | 5%        |
| July Sold Price per Square Foot                      | \$279       | 10%               | 8%   | 2%   | 10%  | \$252     | 2%                | 0%        |
| July Month's Supply of Inventory                     | 14.4        | 145%              | 30%  | -2%  | -17% | 15.5      | -31%              | -11%      |
| July Sale Price vs List Price Ratio                  | 94.5%       | 0.2%              | 1%   | -3%  | 3.1% | 92.7%     | -0.2%             | 1.2%      |

\* LM=Last Month / L3M=Last 3 Months / PYM=Same Month Prior Year / LY=Last Year / YTD = Year-to-date

### Property Sales

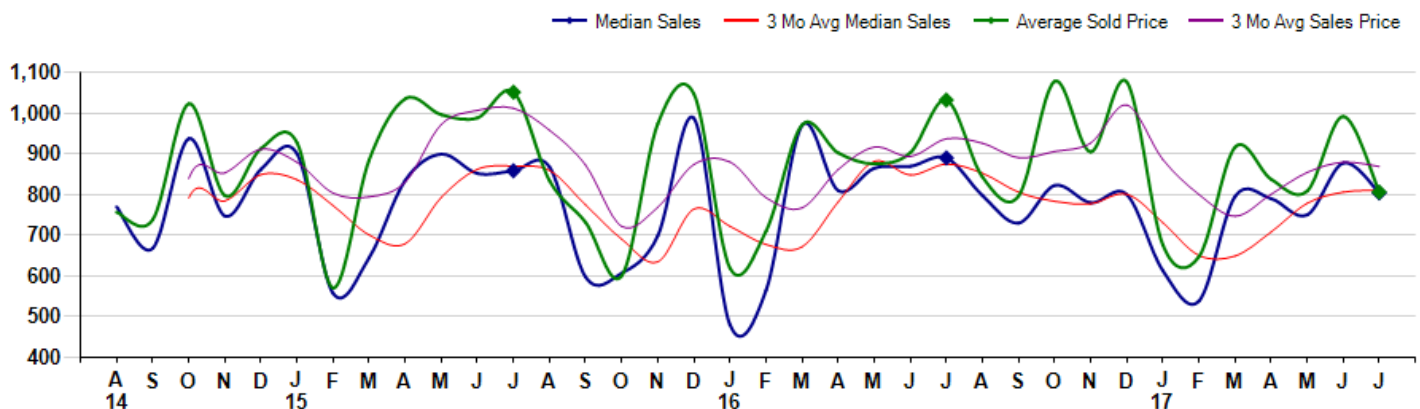
July Property sales were 12, down -20.0% from 15 in July of 2016 and -62.5% lower than the 32 sales last month. July 2017 sales were at their lowest level compared to July of 2016 and 2015. July YTD sales of 97 are running 21.3% ahead of last year's year-to-date sales of 80.



### Prices

The Median Sales Price in July was \$804,260, down -9.6% from \$890,000 in July of 2016 and down -8.3% from \$877,500 last month. The Average Sales Price in July was \$806,252, down -21.9% from \$1,032,367 in July of 2016 and down -18.7% from \$992,246 last month. July 2017 ASP was at the lowest level compared to July of 2016 and 2015.

Median means Middle (the same # of properties sold above and below Median) (000's)



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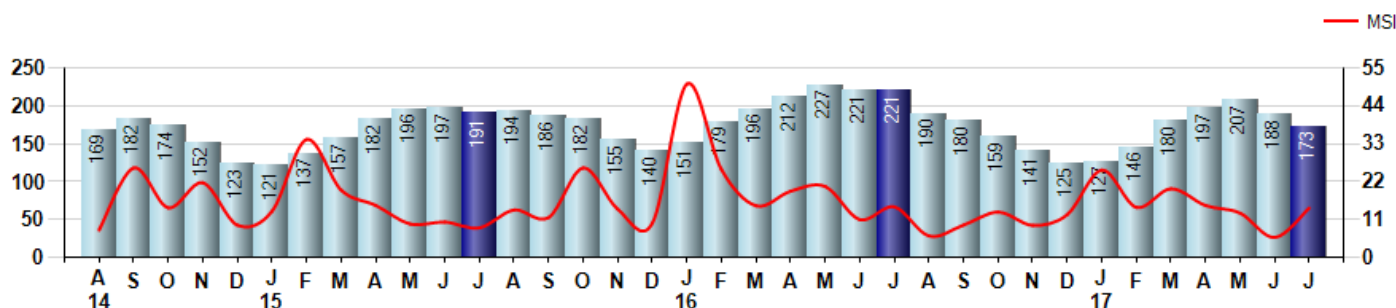
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### Inventory & MSI

The Total Inventory of Properties available for sale as of July was 173, down -8.0% from 188 last month and down -21.7% from 221 in July of last year. July 2017 Inventory was at the lowest level compared to July of 2016 and 2015.

A comparatively lower MSI is more beneficial for sellers while a higher MSI is better for buyers. The July 2017 MSI of 14.4 months was at a mid range compared with July of 2016 and 2015.

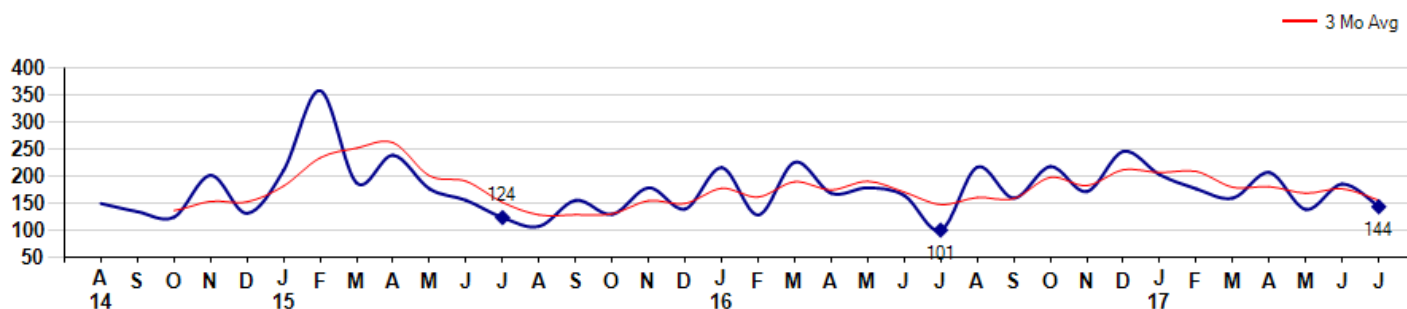
MSI is the # of months needed to sell all of the Inventory at the monthly Sales Pace



### Market Time

The average Days On Market(DOM) shows how many days the average Property is on the Market before it sells. An upward trend in DOM tends to indicate a move towards more of a Buyer's market, a downward trend a move towards more of a Seller's market. The DOM for July was 144, down -22.6% from 186 days last month and up 42.6% from 101 days in July of last year. The July 2017 DOM was at its highest level compared with July of 2016 and 2015.

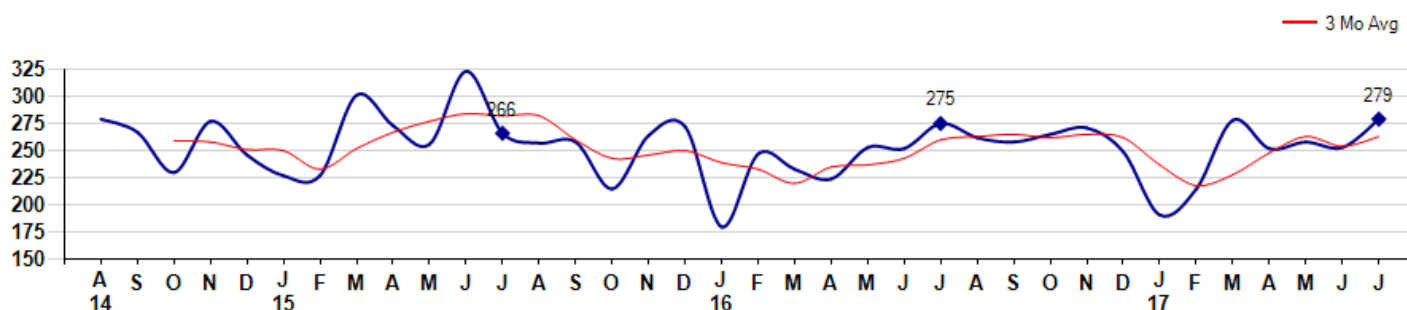
Average Days on Market(Listing to Contract) for properties sold during the month



### Selling Price per Square Foot

The Selling Price per Square Foot is a great indicator for the direction of Property values. Since Median Sales Price and Average Sales price can be impacted by the 'mix' of high or low end Properties in the market, the selling price per square foot is a more normalized indicator on the direction of Property values. The July 2017 Selling Price per Square Foot of \$279 was up 10.3% from \$253 last month and up 1.5% from \$275 in July of last year.

Average Selling Price per Square Foot for properties that sold during the month



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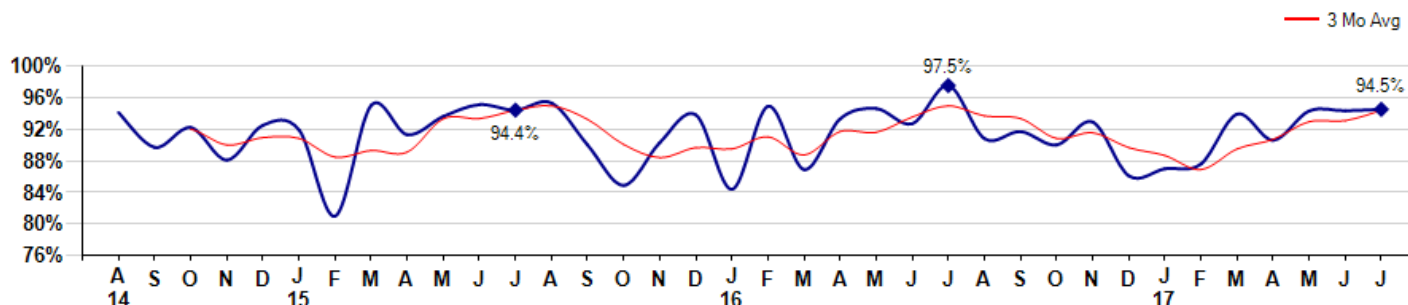


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### Selling Price vs Listing Price

The Selling Price vs Listing Price reveals the average amount that Sellers are agreeing to come down from their list price. The lower the ratio is below 100% the more of a Buyer's market exists, a ratio at or above 100% indicates more of a Seller's market. The July 2017 Selling Price vs List Price of 94.5% was up from 94.3% last month and down from 97.5% in July of last year.

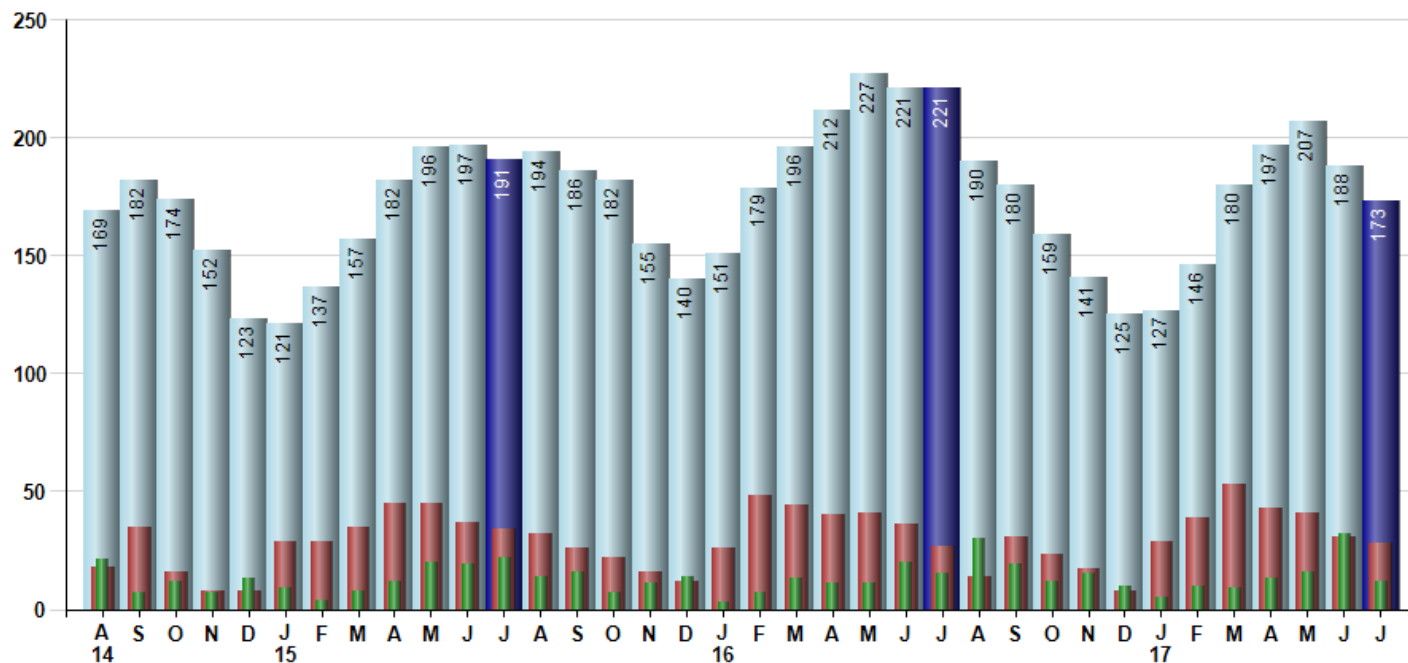
Avg Selling Price divided by Avg Listing Price for sold properties during the month



### Inventory / New Listings / Sales

This last view of the market combines monthly inventory of Properties for sale along with New Listings and Sales. The graph shows the basic annual seasonality of the market as well as the relationship between these items. The number of New Listings in July 2017 was 28, down -9.7% from 31 last month and up 3.7% from 27 in July of last year.

Inventory (light blue), New Listings (red), Sold (green)



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