

## City: Weston



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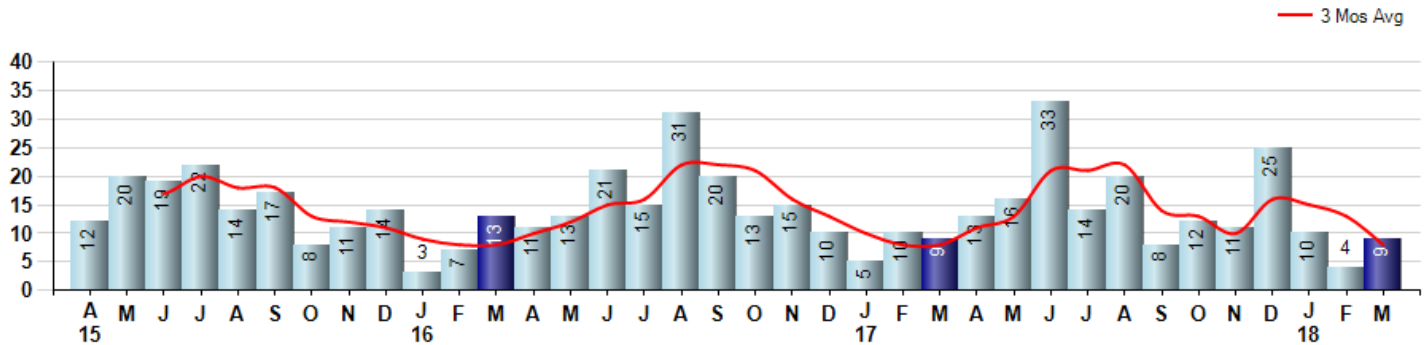
Price Range: 0 to 999999999 | Properties: Single Family Home

Market Profile & Trends Overview	Month	Trending Versus*:				Trending Versus*:		
		LM	L3M	PYM	LY	YTD	PriorYTD	PriorYear
Median List Price of all Current Listings	\$905,000	0%		3%				
Average List Price of all Current Listings	\$1,090,999	1%		1%				
March Median Sales Price	\$535,000	-26%	-31%	-33%	-31%	\$690,000	10%	-12%
March Average Sales Price	\$734,433	1%	-13%	-20%	-14%	\$728,930	-3%	-14%
Total Properties Currently for Sale (Inventory)	144	20%		-22%				
March Number of Properties Sold	9	125%		0%			-4%	
March Average Days on Market (Solds)	84	65%	-31%	-48%	-47%	99	-44%	-37%
Asking Price per Square Foot (based on New Listings)	\$252	5%	1%	8%	2%	\$248	4%	0%
March Sold Price per Square Foot	\$250	17%	7%	-2%	12%	\$223	5%	0%
March Month's Supply of Inventory	16.0	-47%	-14%	-22%	17%	18.6	-10%	36%
March Sale Price vs List Price Ratio	93.9%	-3.6%	3%	0%	2.5%	90.8%	1.0%	-0.9%

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

### Property Sales

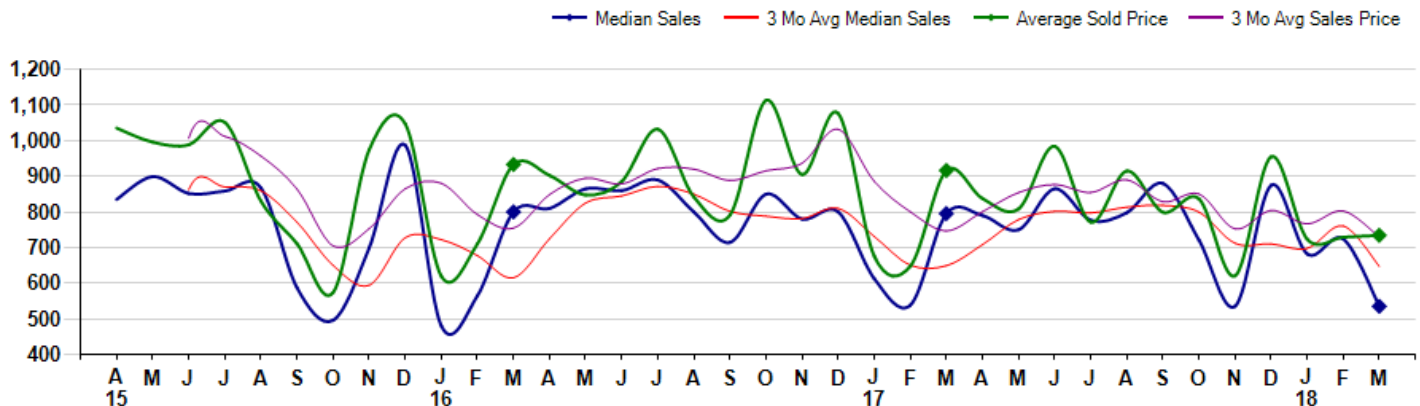
March Property sales were 9, equal to 9 in March of 2017 and 125.0% higher than the 4 sales last month. March 2018 sales were at their lowest level compared to March of 2017 and 2016. March YTD sales of 23 are running -4.2% behind last year's year-to-date sales of 24.



### Prices

The Median Sales Price in March was \$535,000, down -32.7% from \$795,500 in March of 2017 and down -26.1% from \$724,250 last month. The Average Sales Price in March was \$734,433, down -19.9% from \$916,611 in March of 2017 and up 0.7% from \$729,125 last month. March 2018 ASP was at the lowest level compared to March of 2017 and 2016.

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



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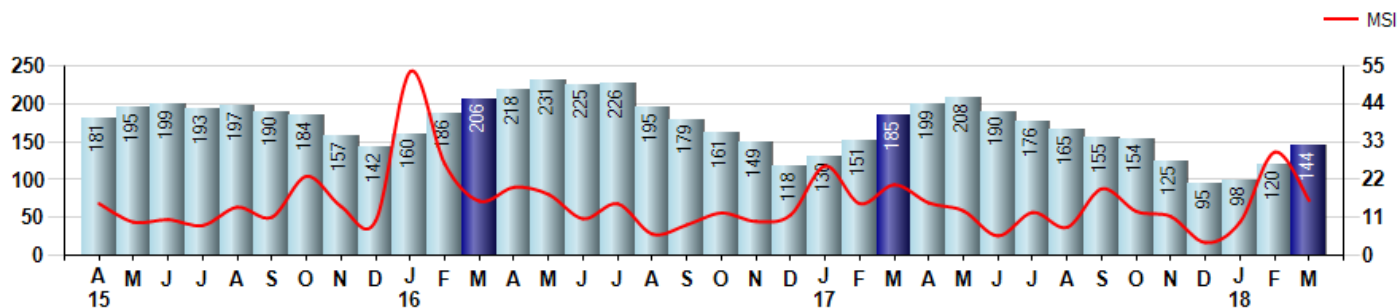
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### Inventory & MSI

The Total Inventory of Properties available for sale as of March was 144, up 20.0% from 120 last month and down -22.2% from 185 in March of last year. March 2018 Inventory was at the lowest level compared to March of 2017 and 2016.

A comparatively lower MSI is more beneficial for sellers while a higher MSI is better for buyers. The March 2018 MSI of 16.0 months was at a mid range compared with March of 2017 and 2016.

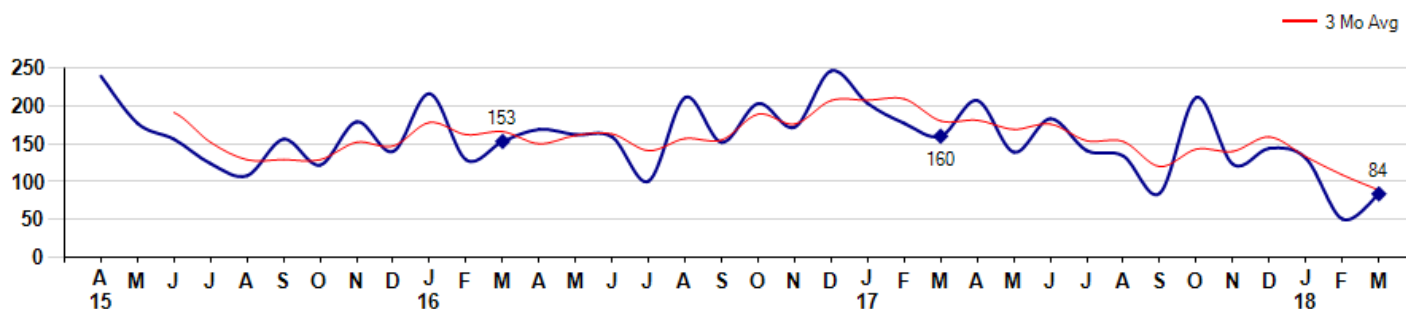
MSI is the # of months needed to sell all of the Inventory at the monthly Sales Pace



### 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 March was 84, up 64.7% from 51 days last month and down -47.5% from 160 days in March of last year. The March 2018 DOM was at its lowest level compared with March of 2017 and 2016.

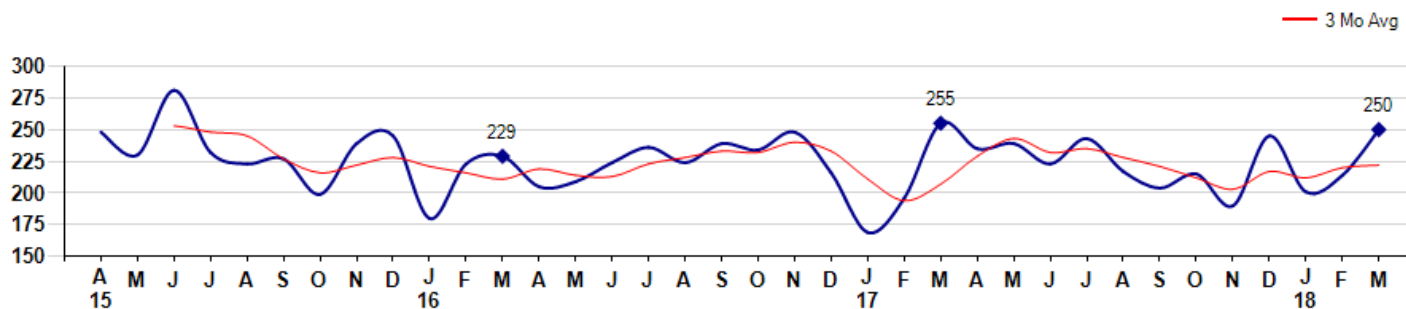
Average Days on Market(Listing to Contract) for properties sold during the month



### 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 March 2018 Selling Price per Square Foot of \$250 was up 16.8% from \$214 last month and down -2.0% from \$255 in March of last year.

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



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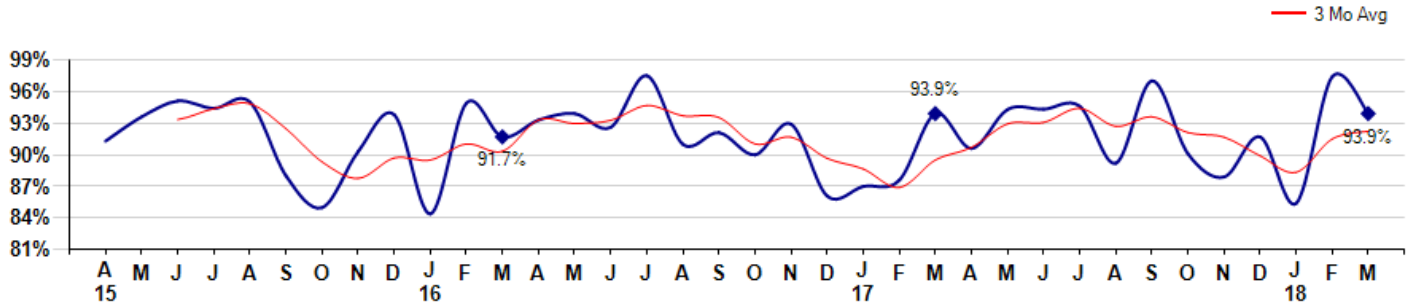


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### Selling Price vs Listing Price

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 March 2018 Selling Price vs List Price of 93.9% was down from 97.4% last month and equal to 93.9% in March of last year.

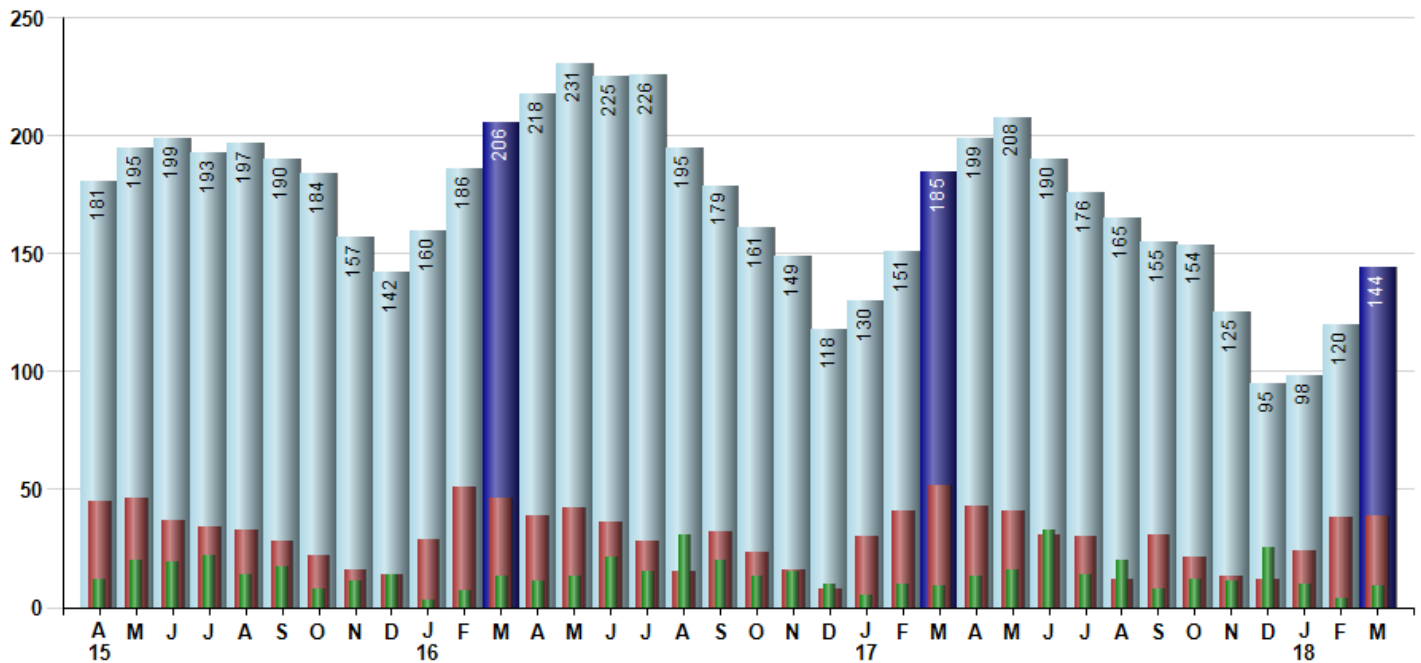
Avg Selling Price divided by Avg Listing Price for sold properties during the month



### 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 March 2018 was 39, up 2.6% from 38 last month and down -25.0% from 52 in March of last year.

Inventory    New Listings    Sold



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