

## City: Weston



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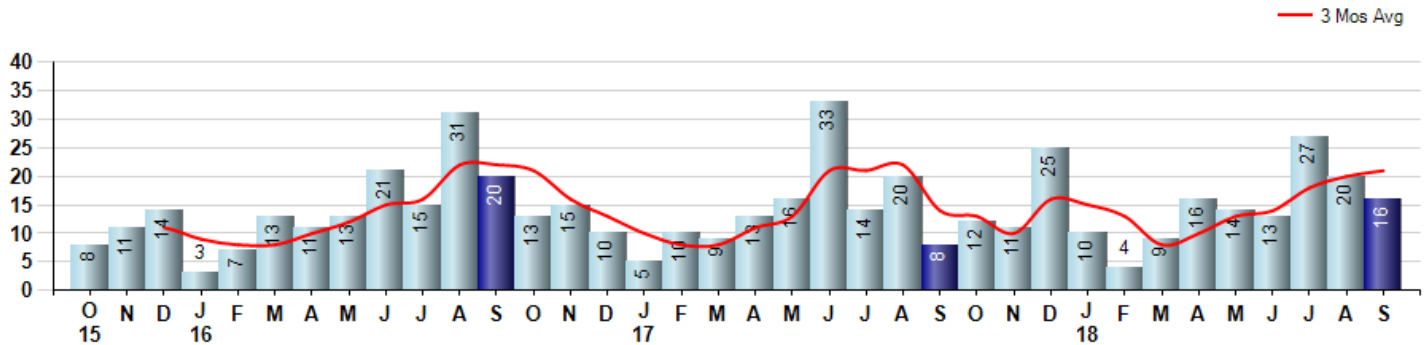
Price Range: 0 to 999999999 | Properties: Single Family Home

Market Profile & Trends Overview	Month	Trending Versus*:				Trending Versus*:		
		LM	L3M	PYM	LY	YTD	PriorYTD	PriorYear
Median List Price of all Current Listings	\$875,000	-2%		-3%				
Average List Price of all Current Listings	\$1,071,183	0%		1%				
September Median Sales Price	\$777,500	12%	5%	-12%	0%	\$700,000	-12%	-10%
September Average Sales Price	\$882,119	3%	4%	10%	4%	\$813,282	-5%	-4%
Total Properties Currently for Sale (Inventory)	168	5%		8%				
September Number of Properties Sold	16	-20%		100%			1%	
September Average Days on Market (Solds)	116	23%	23%	37%	-26%	99	-38%	-37%
Asking Price per Square Foot (based on New Listings)	\$241	4%	0%	6%	-2%	\$238	-3%	-4%
September Sold Price per Square Foot	\$192	-20%	-12%	-6%	-14%	\$219	-2%	-2%
September Month's Supply of Inventory	10.5	31%	29%	-46%	-24%	12.4	-18%	-10%
September Sale Price vs List Price Ratio	90.4%	-3.5%	-3%	-7%	-1.3%	92.4%	-0.1%	0.9%

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

### Property Sales

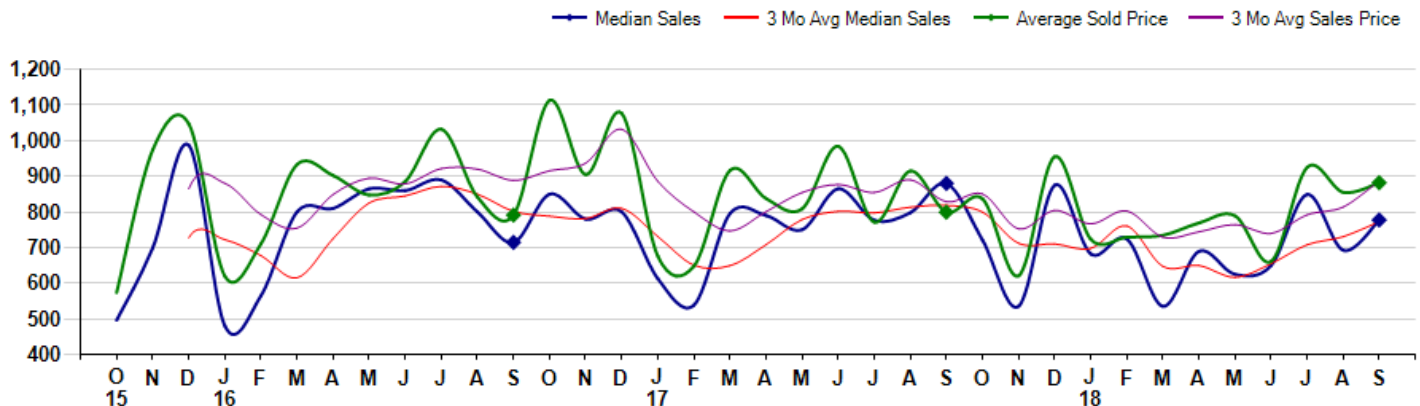
September Property sales were 16, up 100.0% from 8 in September of 2017 and -20.0% lower than the 20 sales last month. September 2018 sales were at a mid level compared to September of 2017 and 2016. September YTD sales of 129 are running 0.8% ahead of last year's year-to-date sales of 128.



### Prices

The Median Sales Price in September was \$777,500, down -11.6% from \$880,000 in September of 2017 and up 12.3% from \$692,500 last month. The Average Sales Price in September was \$882,119, up 10.4% from \$799,375 in September of 2017 and up 3.1% from \$855,195 last month. September 2018 ASP was at highest level compared to September of 2017 and 2016.

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



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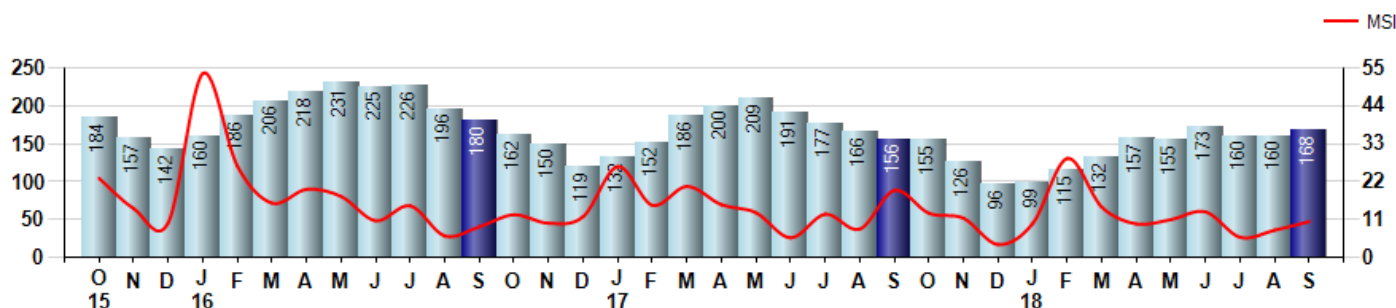
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### Inventory & MSI

The Total Inventory of Properties available for sale as of September was 168, up 5.0% from 160 last month and up 7.7% from 156 in September of last year. September 2018 Inventory was at a mid range compared to September of 2017 and 2016.

A comparatively lower MSI is more beneficial for sellers while a higher MSI is better for buyers. The September 2018 MSI of 10.5 months was at a mid range compared with September of 2017 and 2016.

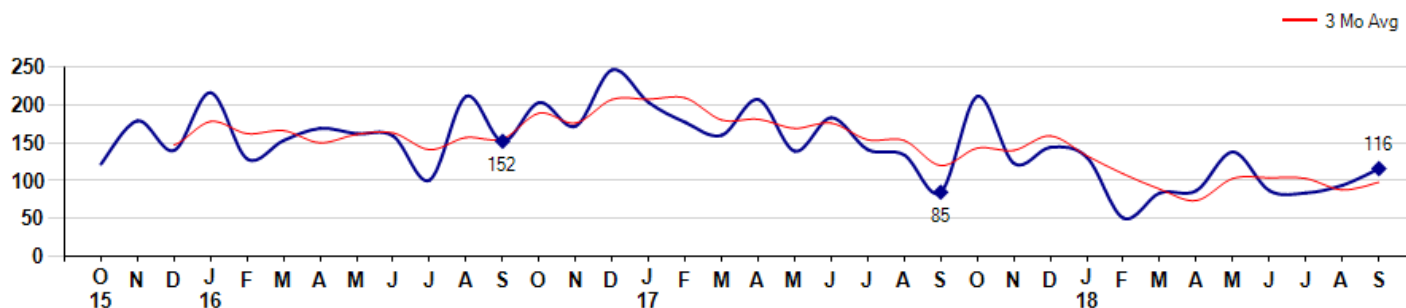
MSI is the # of months needed to sell all of the Inventory at the monthly Sales Pace



### 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 September was 116, up 23.4% from 94 days last month and up 36.5% from 85 days in September of last year. The September 2018 DOM was at a mid range compared with September of 2017 and 2016.

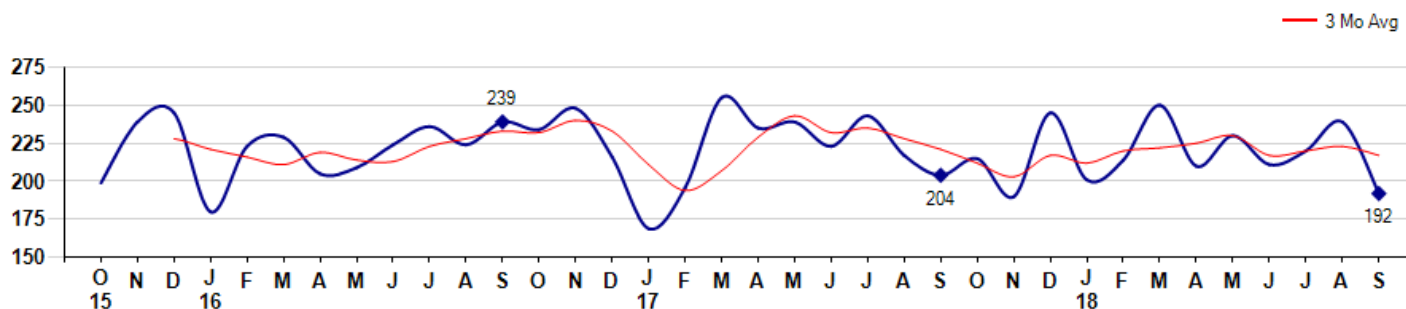
Average Days on Market(Listing to Contract) for properties sold during the month



### 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 September 2018 Selling Price per Square Foot of \$192 was down -19.7% from \$239 last month and down -9.9% from \$204 in September of last year.

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



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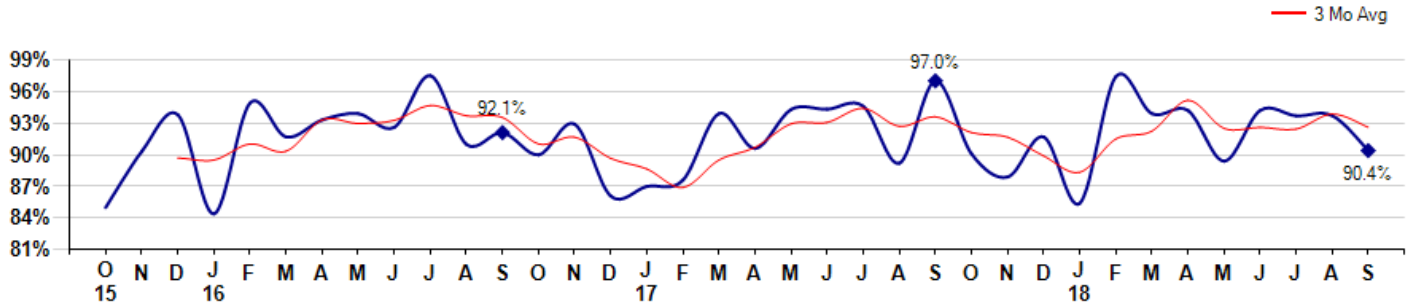


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### Selling Price vs Listing Price

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 September 2018 Selling Price vs List Price of 90.4% was down from 93.7% last month and down from 97.0% in September of last year.

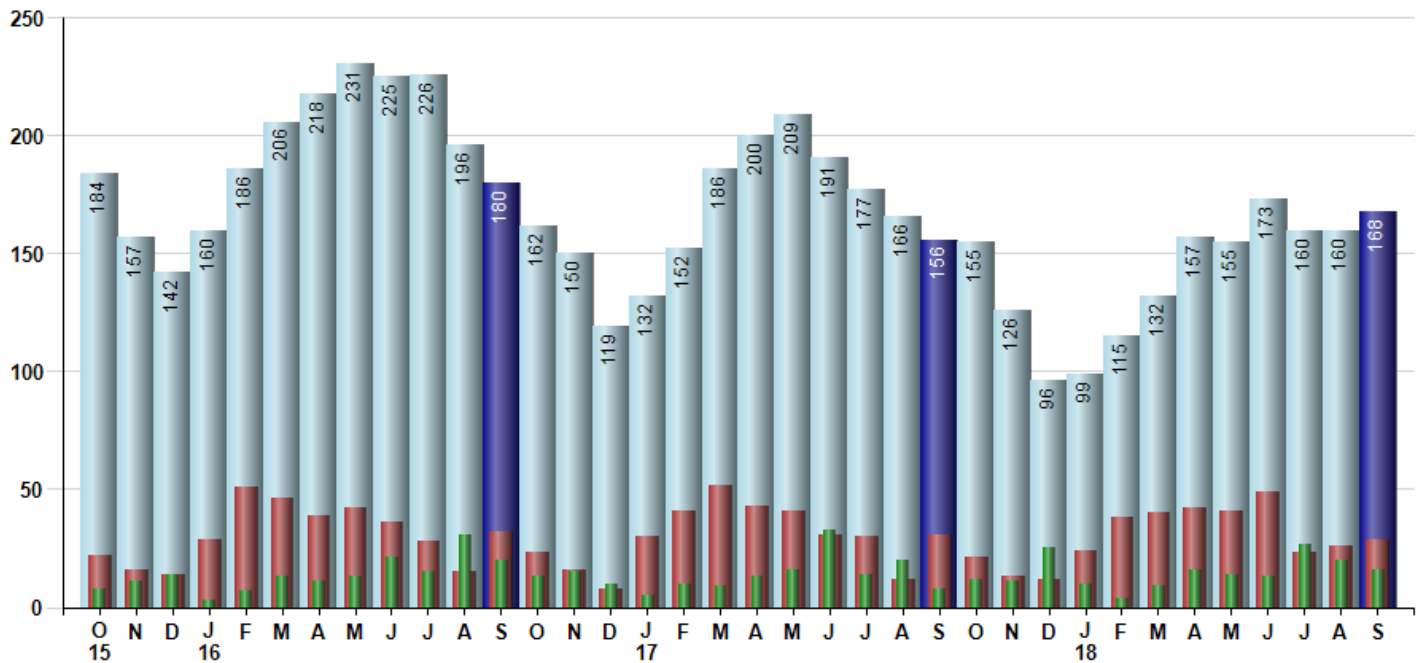
Avg Selling Price divided by Avg Listing Price for sold properties during the month



### 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 September 2018 was 29, up 11.5% from 26 last month and down -6.5% from 31 in September of last year.

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



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