

City: Weston



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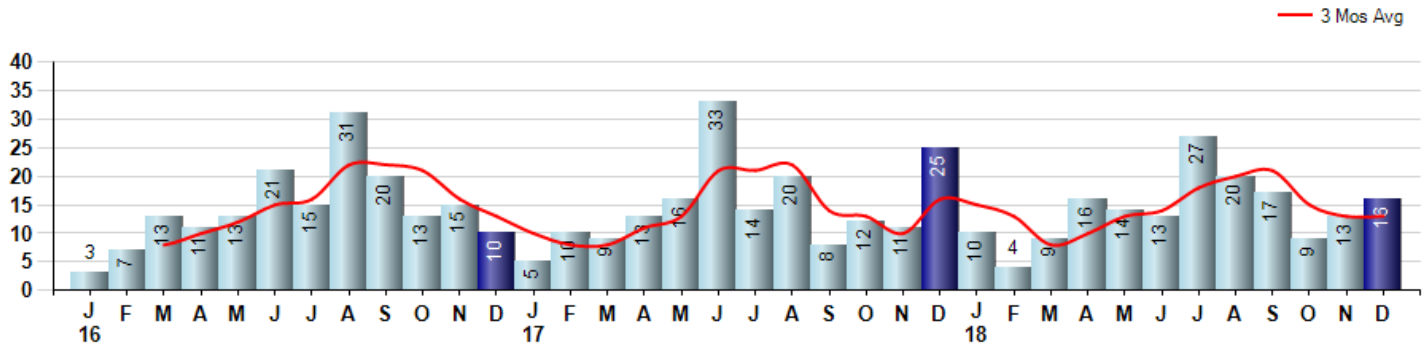
Price Range: 0 to 999999999 | Properties: Single Family Home

Market Profile & Trends Overview	Month	Trending Versus*:				Trending Versus*:		
		LM	L3M	PYM	LY	YTD	PriorYTD	PriorYear
Median List Price of all Current Listings	\$897,500	1%		12%				
Average List Price of all Current Listings	\$1,179,643	3%		18%				
December Median Sales Price	\$710,000	-17%	-3%	-19%	-9%	\$701,605	-10%	-10%
December Average Sales Price	\$853,063	0%	4%	-11%	1%	\$810,372	-5%	-5%
Total Properties Currently for Sale (Inventory)	103	-33%		7%				
December Number of Properties Sold	16	23%		-36%			-5%	
December Average Days on Market (Solds)	131	41%	-2%	-9%	-17%	108	-32%	-31%
Asking Price per Square Foot (based on New Listings)	\$199	-12%	-14%	-25%	-19%	\$235	-5%	-5%
December Sold Price per Square Foot	\$205	-5%	0%	-16%	-8%	\$217	-4%	-3%
December Month's Supply of Inventory	6.4	-45%	-46%	68%	-53%	12.3	-11%	-11%
December Sale Price vs List Price Ratio	87.0%	-8.4%	-4%	-5%	-5.0%	91.9%	0.4%	

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

Property Sales

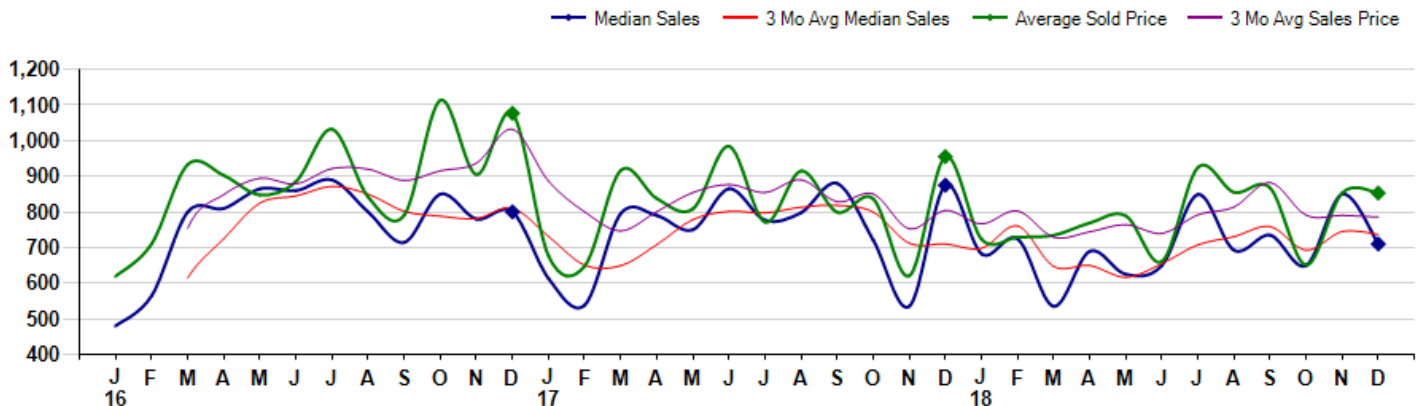
December Property sales were 16, down -36.0% from 25 in December of 2017 and 23.1% higher than the 13 sales last month. December 2018 sales were at a mid level compared to December of 2017 and 2016. December YTD sales of 168 are running -4.5% behind last year's year-to-date sales of 176.



Prices

The Median Sales Price in December was \$710,000, down -18.9% from \$875,000 in December of 2017 and down -16.5% from \$850,000 last month. The Average Sales Price in December was \$853,063, down -10.7% from \$955,400 in December of 2017 and down -0.1% from \$853,527 last month. December 2018 ASP was at the lowest level compared to December of 2017 and 2016.

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



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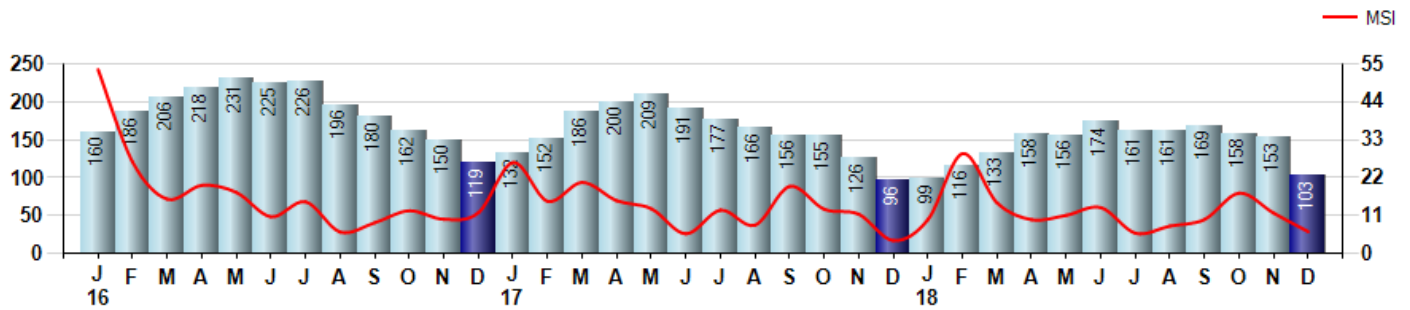
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Inventory & MSI

The Total Inventory of Properties available for sale as of December was 103, down -32.7% from 153 last month and up 7.3% from 96 in December of last year. December 2018 Inventory was at a mid range compared to December of 2017 and 2016.

A comparatively lower MSI is more beneficial for sellers while a higher MSI is better for buyers. The December 2018 MSI of 6.4 months was at a mid range compared with December of 2017 and 2016.

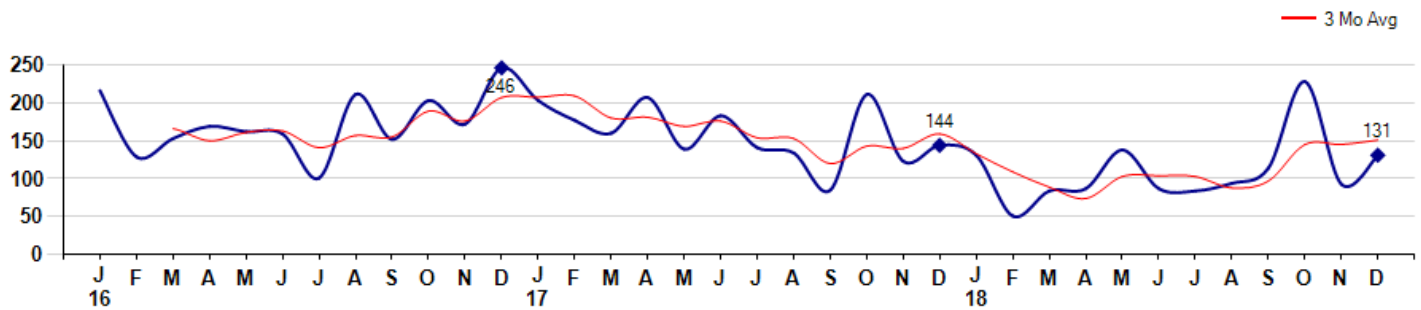
MSI is the # of months needed to sell all of the Inventory at the monthly Sales Pace



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 December was 131, up 40.9% from 93 days last month and down -9.0% from 144 days in December of last year. The December 2018 DOM was at its lowest level compared with December of 2017 and 2016.

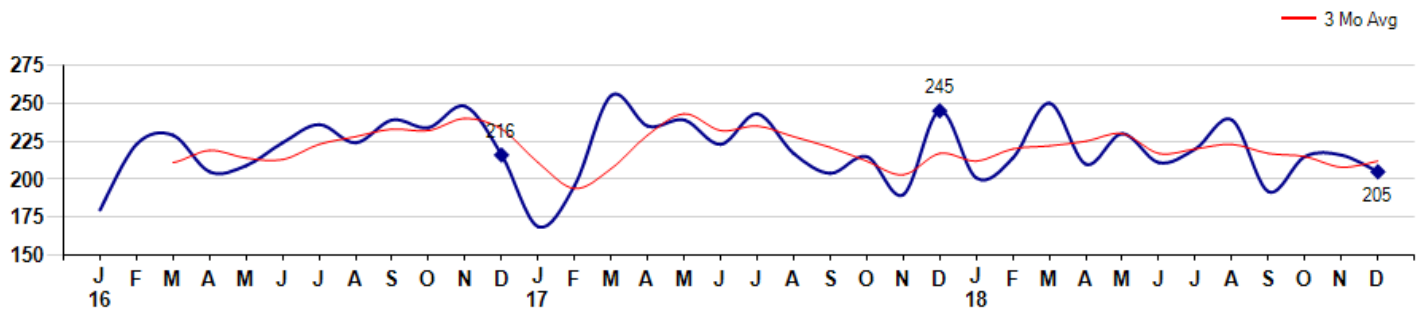
Average Days on Market(Listing to Contract) for properties sold during the month



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 December 2018 Selling Price per Square Foot of \$205 was down -5.1% from \$216 last month and down -16.3% from \$245 in December of last year.

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



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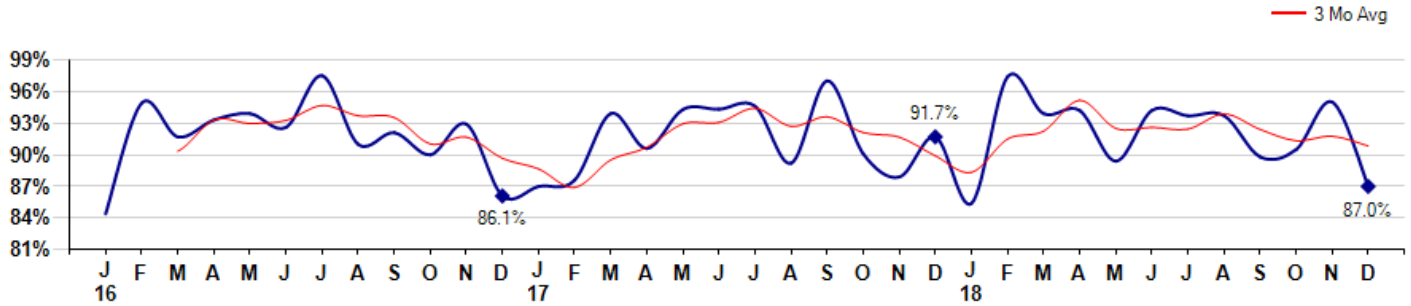


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Selling Price vs Listing Price

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 December 2018 Selling Price vs List Price of 87.0% was down from 95.0% last month and down from 91.7% in December of last year.

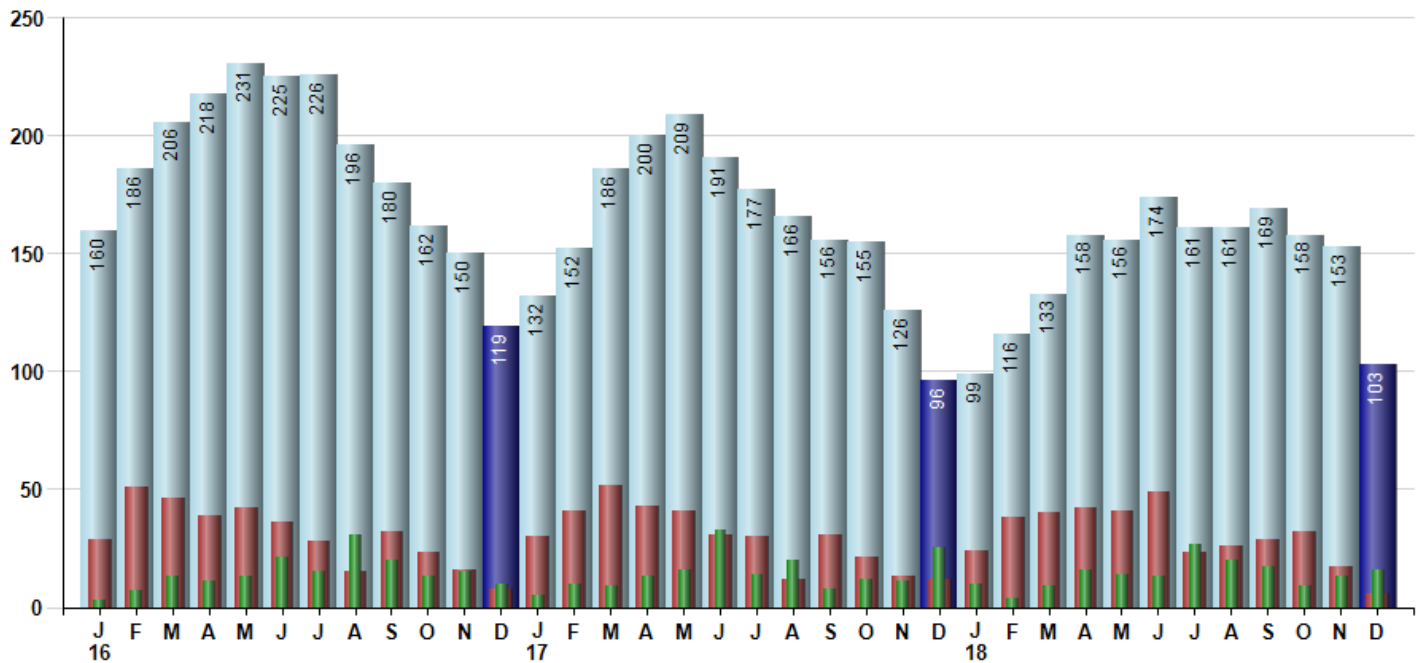
Avg Selling Price divided by Avg Listing Price for sold properties during the month



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 December 2018 was 6, down -64.7% from 17 last month and down -50.0% from 12 in December of last year.

Inventory NewListings Sold



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