

City: Weston



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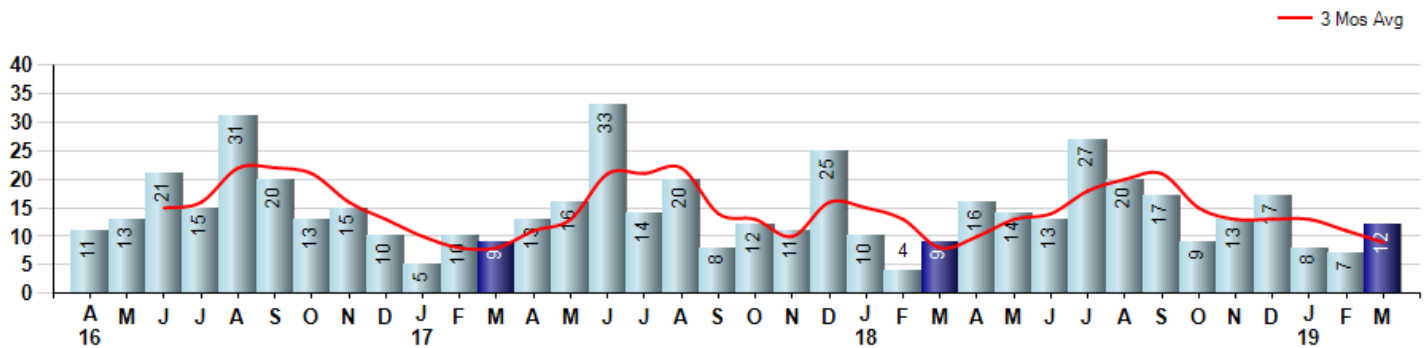
Price Range: 0 to 999999999 | Properties: Single Family Home

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	\$1,116,256	-2%		5%				
March Median Sales Price	\$622,502	19%	-1%	16%	-11%	\$584,000	-15%	-17%
March Average Sales Price	\$615,259	-2%	-14%	-16%	-23%	\$640,685	-12%	-20%
Total Properties Currently for Sale (Inventory)	139	11%		5%				
March Number of Properties Sold	12	71%		33%			17%	
March Average Days on Market (Solds)	92	-60%	-31%	10%	-16%	138	39%	27%
Asking Price per Square Foot (based on New Listings)	\$242	9%	12%	0%	5%	\$219	-9%	-5%
March Sold Price per Square Foot	\$174	-3%	-7%	-30%	-19%	\$176	-21%	-18%
March Month's Supply of Inventory	11.6	-35%	-20%	-22%	-6%	14.4	-19%	17%
March Sale Price vs List Price Ratio	92.8%	8.3%	6%	-1%	1.5%	87.8%	-3.3%	-4.0%

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

Property Sales

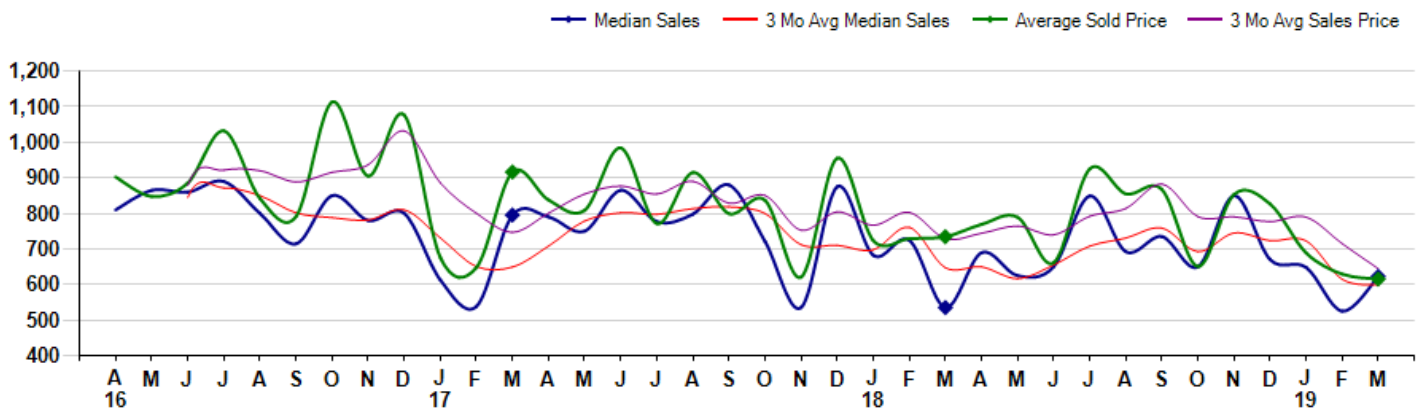
March Property sales were 12, up 33.3% from 9 in March of 2018 and 71.4% higher than the 7 sales last month. March 2019 sales were at their highest level compared to March of 2018 and 2017. March YTD sales of 27 are running 17.4% ahead of last year's year-to-date sales of 23.



Prices

The Median Sales Price in March was \$622,502, up 16.4% from \$535,000 in March of 2018 and up 18.6% from \$525,000 last month. The Average Sales Price in March was \$615,259, down -16.2% from \$734,433 in March of 2018 and down -2.2% from \$629,200 last month. March 2019 ASP was at the lowest level compared to March of 2018 and 2017.

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



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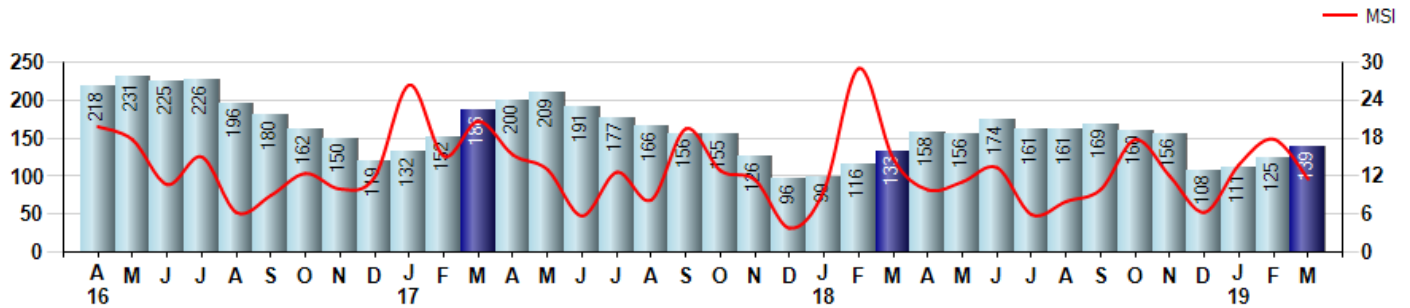
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Inventory & MSI

The Total Inventory of Properties available for sale as of March was 139, up 11.2% from 125 last month and up 4.5% from 133 in March of last year. March 2019 Inventory was at a mid range compared to March of 2018 and 2017.

A comparatively lower MSI is more beneficial for sellers while a higher MSI is better for buyers. The March 2019 MSI of 11.6 months was at its lowest level compared with March of 2018 and 2017.

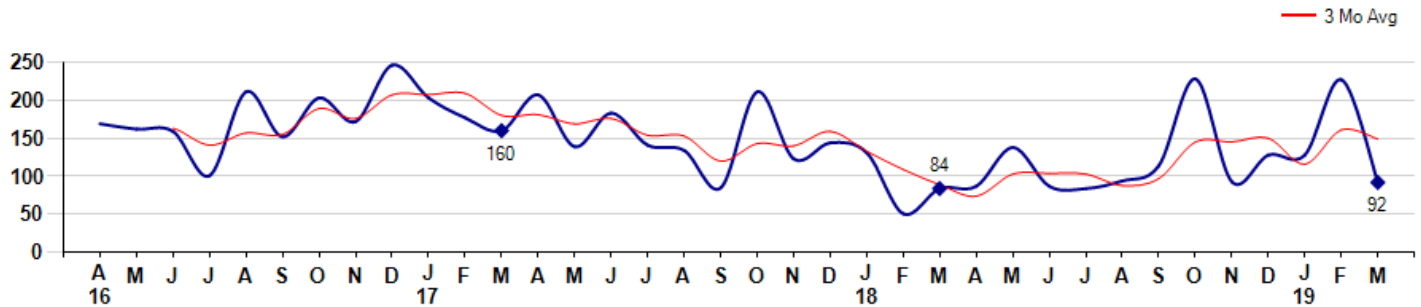
MSI is the # of months needed to sell all of the Inventory at the monthly Sales Pace



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 92, down -59.5% from 227 days last month and up 9.5% from 84 days in March of last year. The March 2019 DOM was at a mid range compared with March of 2018 and 2017.

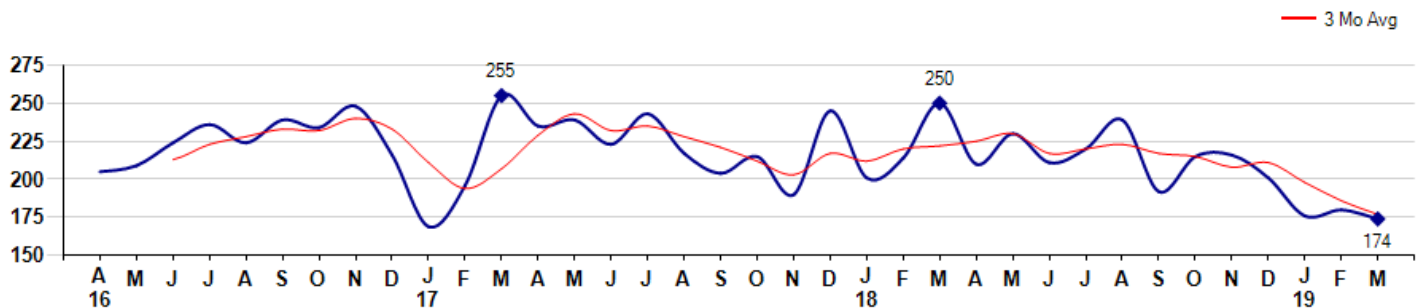
Average Days on Market(Listing to Contract) for properties sold during the month



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 2019 Selling Price per Square Foot of \$174 was down -3.3% from \$180 last month and down -30.4% from \$250 in March of last year.

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



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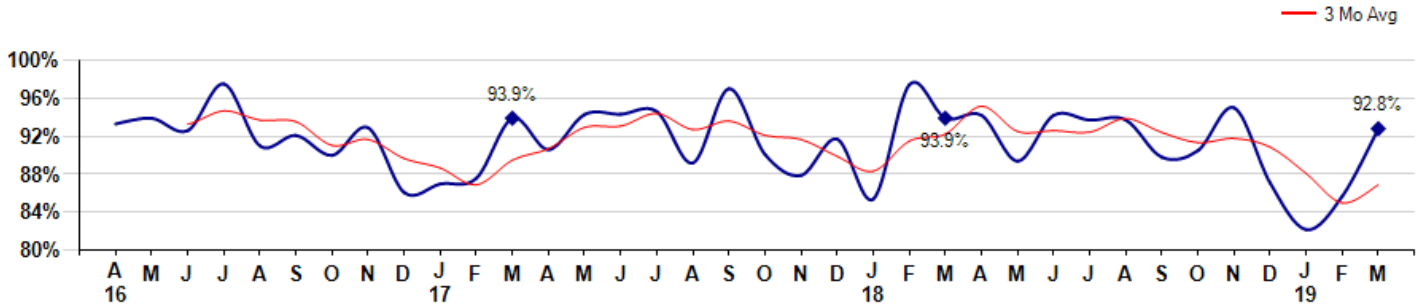
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Selling Price vs Listing Price

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 2019 Selling Price vs List Price of 92.8% was up from 85.7% last month and down from 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 2019 was 38, up 22.6% from 31 last month and down -5.0% from 40 in March of last year.

