

## City: Weston



**Joni Usdan**  
Residential Real Estate Specialist  
2032167654  
www.jonihomes.com  
joni@jonihomes.com



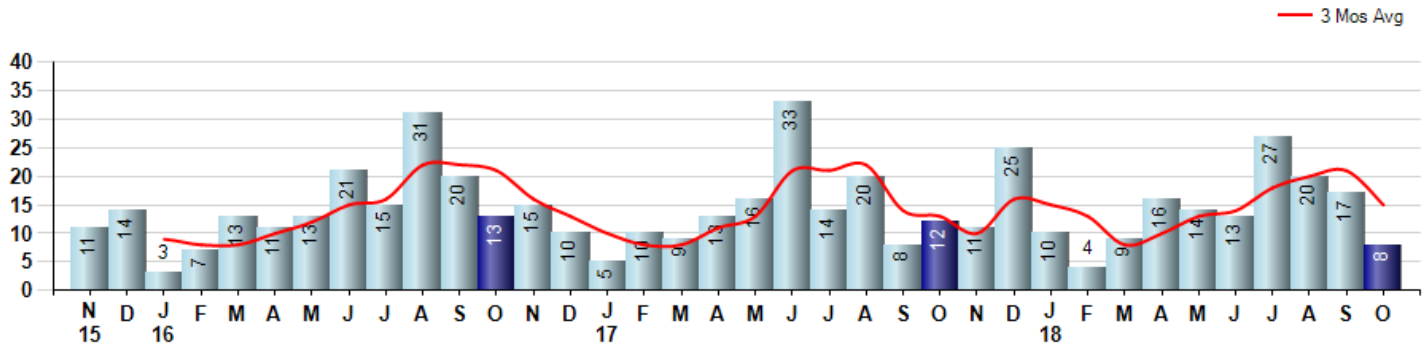
Price Range: 0 to 999999999 | Properties: Single Family Home, Townhome, Condo

Market Profile & Trends Overview	Month	Trending Versus*:				YTD	Trending Versus*:	
		LM	L3M	PYM	LY		PriorYTD	PriorYear
Median List Price of all Current Listings	\$882,000	2%		-2%				
Average List Price of all Current Listings	\$1,143,461	8%		10%				
October Median Sales Price	\$645,000	-12%	-13%	-11%	-17%	\$694,500	-10%	-11%
October Average Sales Price	\$638,025	-26%	-26%	-24%	-25%	\$801,794	-6%	-6%
Total Properties Currently for Sale (Inventory)	160	-5%		3%				
October Number of Properties Sold	8	-53%		-33%			-1%	
October Average Days on Market (Solds)	245	115%	119%	16%	56%	107	-35%	-32%
Asking Price per Square Foot (based on New Listings)	\$238	1%	1%	0%	-4%	\$237	-4%	-4%
October Sold Price per Square Foot	\$213	11%	-2%	-1%	-5%	\$218	-3%	-2%
October Month's Supply of Inventory	20.0	101%	58%	55%	45%	13.2	-12%	-4%
October Sale Price vs List Price Ratio	90.8%	1.1%	-2%	1%	-0.8%	92.2%	-0.1%	0.7%

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

### Property Sales

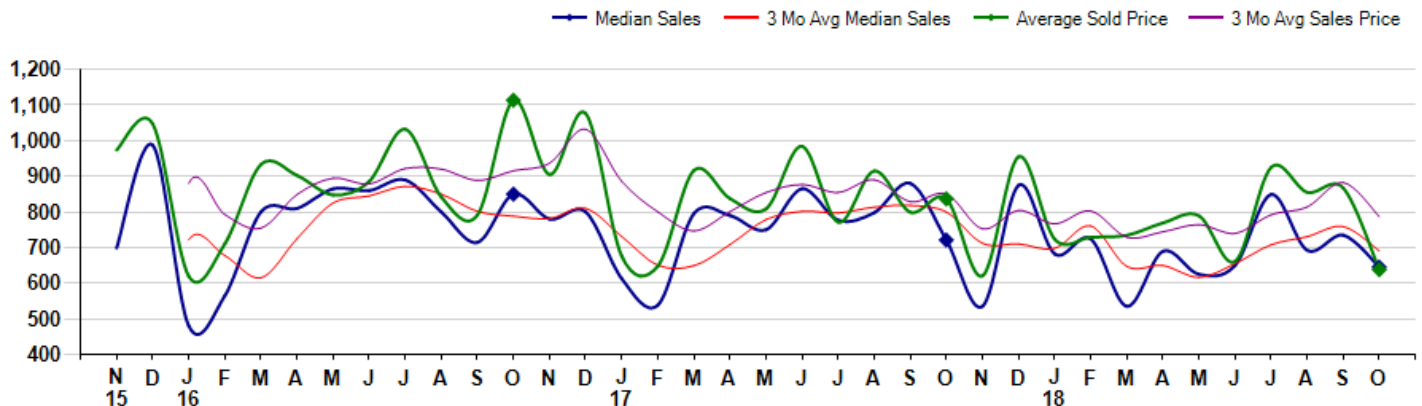
October Property sales were 8, down -33.3% from 12 in October of 2017 and -52.9% lower than the 17 sales last month. October 2018 sales were at their lowest level compared to October of 2017 and 2016. October YTD sales of 138 are running -1.4% behind last year's year-to-date sales of 140.



### Prices

The Median Sales Price in October was \$645,000, down -10.5% from \$721,000 in October of 2017 and down -12.2% from \$735,000 last month. The Average Sales Price in October was \$638,025, down -23.7% from \$836,742 in October of 2017 and down -26.4% from \$867,288 last month. October 2018 ASP was at the lowest level compared to October of 2017 and 2016.

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



## City: *Weston*



**Joni Usdan**  
Residential Real Estate Specialist  
2032167654  
www.jonihomes.com  
joni@jonihomes.com



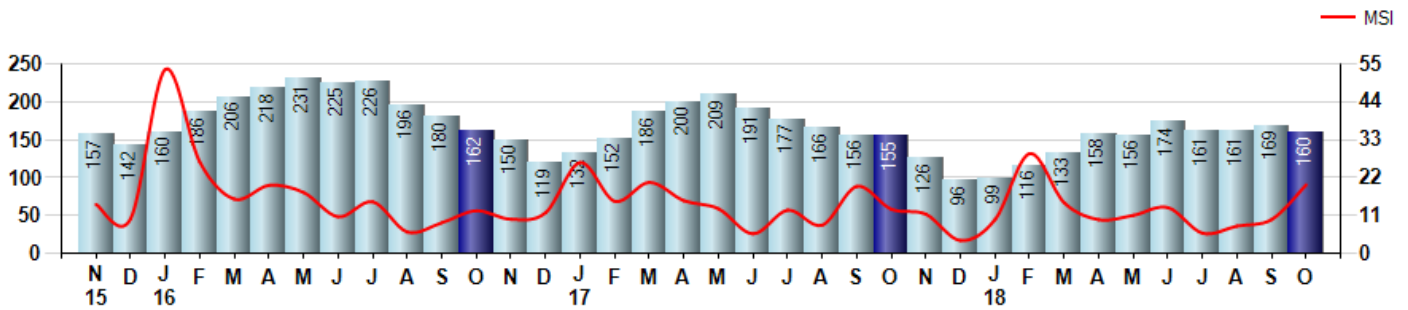
Price Range: 0 to 999999999 | Properties: Single Family Home, Townhome, Condo

### Inventory & MSI

The Total Inventory of Properties available for sale as of October was 160, down -5.3% from 169 last month and up 3.2% from 155 in October of last year. October 2018 Inventory was at a mid range compared to October of 2017 and 2016.

A comparatively lower MSI is more beneficial for sellers while a higher MSI is better for buyers. The October 2018 MSI of 20.0 months was at its highest level compared with October of 2017 and 2016.

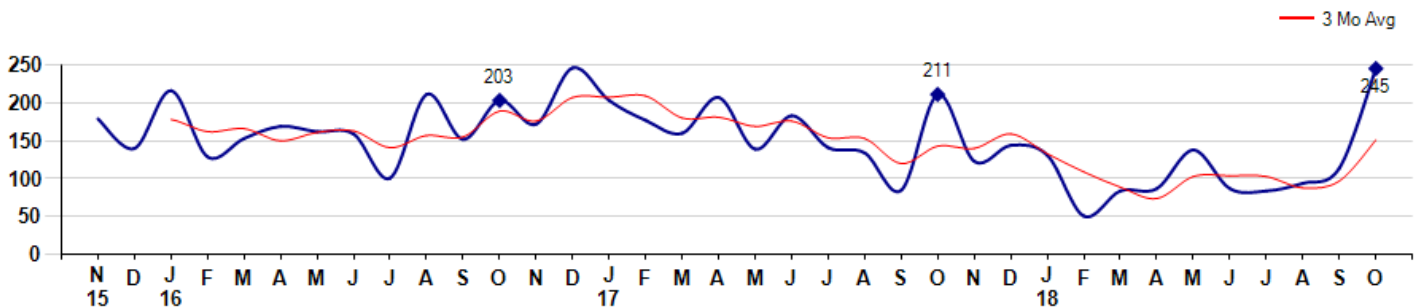
MSI is the # of months needed to sell all of the Inventory at the monthly Sales Pace



### 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 October was 245, up 114.9% from 114 days last month and up 16.1% from 211 days in October of last year. The October 2018 DOM was at its highest level compared with October of 2017 and 2016.

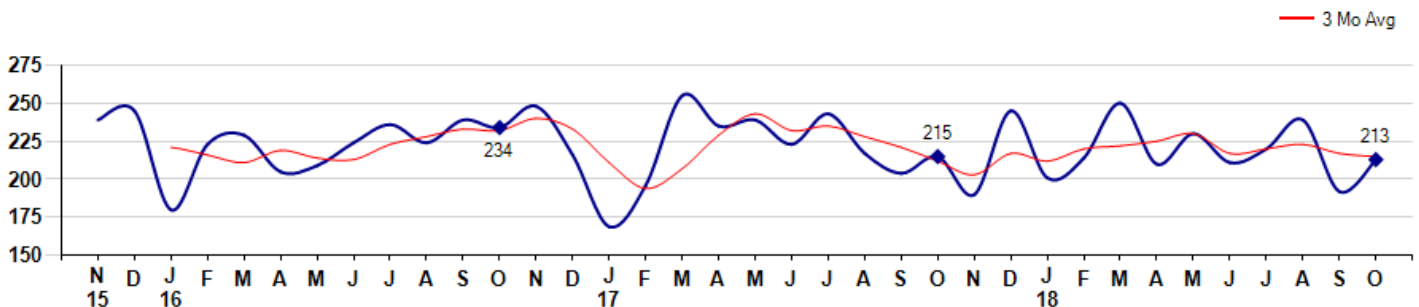
Average Days on Market(Listing to Contract) for properties sold during the month



### 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 October 2018 Selling Price per Square Foot of \$213 was up 10.9% from \$192 last month and down -0.9% from \$215 in October of last year.

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



## City: Weston



**Joni Usdan**  
 Residential Real Estate Specialist  
 2032167654  
 www.jonihomes.com  
 joni@jonihomes.com

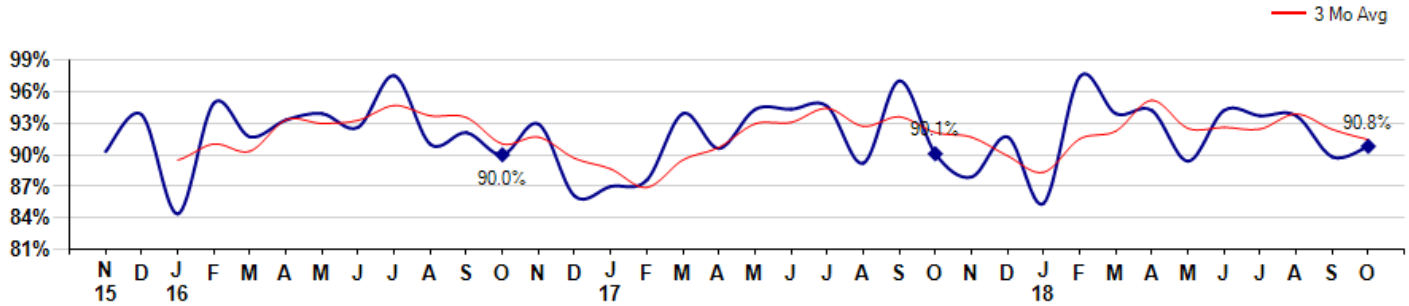


Price Range: 0 to 999999999 | Properties: Single Family Home, Townhome, Condo

### 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 October 2018 Selling Price vs List Price of 90.8% was up from 89.8% last month and up from 90.1% in October of last year.

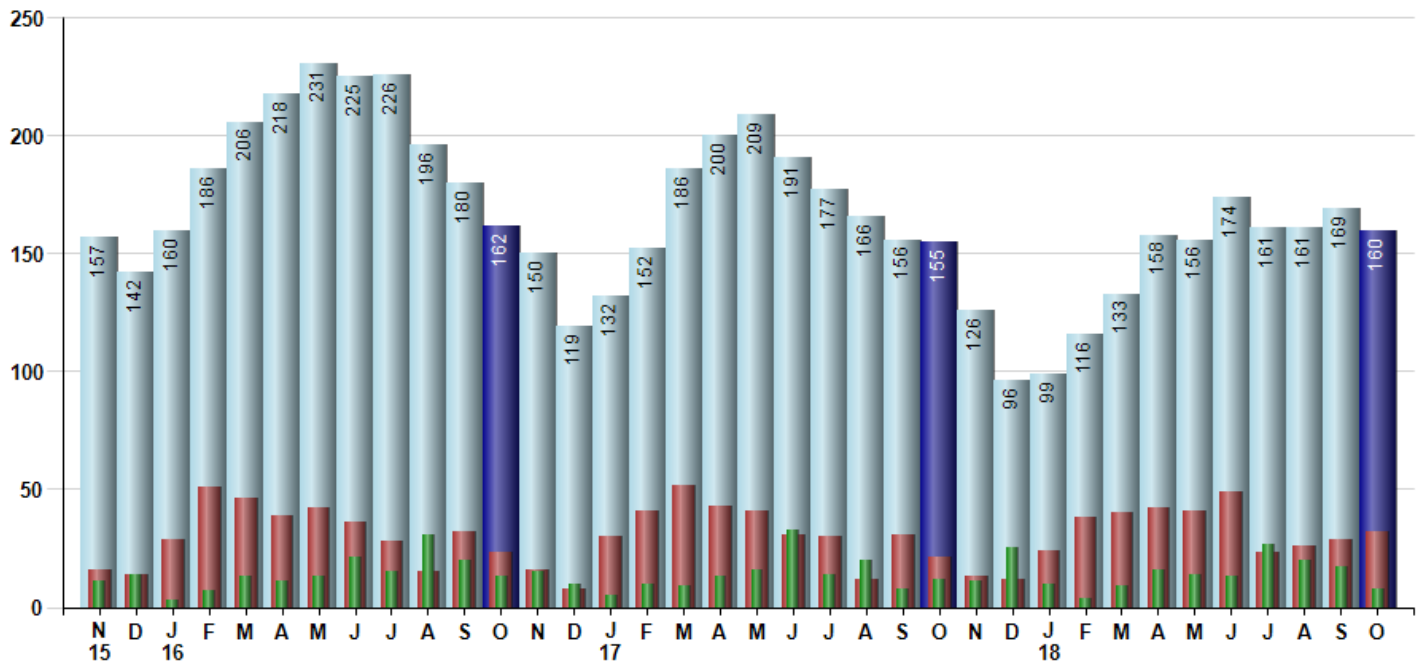
Avg Selling Price divided by Avg Listing Price for sold properties during the month



### 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 October 2018 was 32, up 10.3% from 29 last month and up 52.4% from 21 in October of last year.

Inventory    New Listings    Sold



© 2018 Coldwell Banker Residential Brokerage. All Rights Reserved. Coldwell Banker Residential Brokerage fully supports the principles of the Fair Housing Act and the Equal Opportunity Act. Coldwell Banker Residential Brokerage is operated by a subsidiary of NRT LLC. Coldwell Banker and the Coldwell Banker Logo are registered service marks owned by Coldwell Banker Real Estate LLC.

Based on information from SmartMLS for the period 11/1/2015 through 10/31/2018. Due to MLS reporting methods and allowable reporting policy, this data is only informational and may not be completely accurate. Therefore, Coldwell Banker Residential Brokerage does not guarantee the data accuracy. Data maintained by the MLS's may not reflect all real estate activity in the market.

