

## City: Weston



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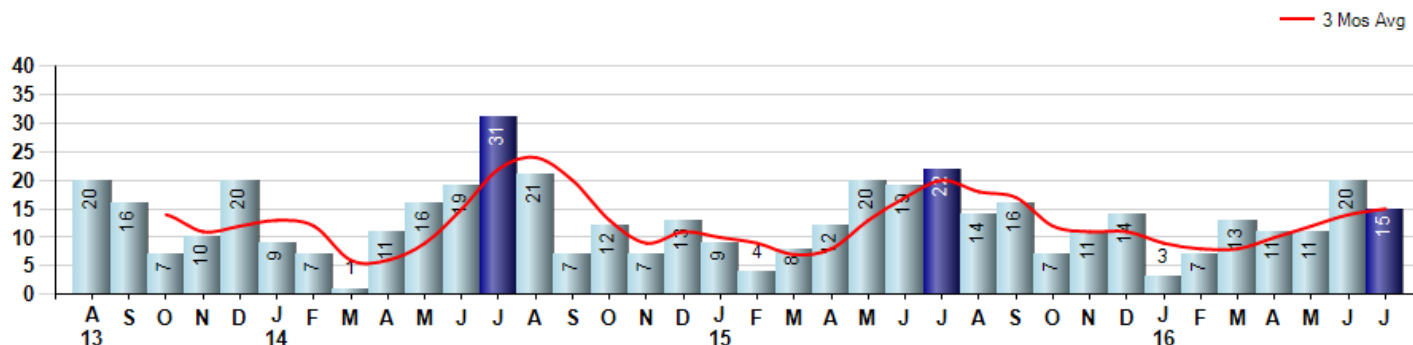
Price Range: \$0 to \$999,999,000 | Properties: Single Family Home

Market Profile & Trends Overview	Trending Versus*:					Trending Versus*:		
	Month	LM	L3M	PYM	LY	YTD	PriorYTD	PriorYear
Median List Price of all Current Listings	\$939,000	2%		-6%				
Average List Price of all Current Listings	\$1,176,612	1%		-4%				
July Median Sales Price	\$890,000	2%	3%	4%	5%	\$839,250	-2%	-1%
July Average Sales Price	\$1,032,367	14%	11%	-2%	12%	\$907,105	-7%	-2%
Total Properties Currently for Sale (Inventory)	195	-7%		2%				
July Number of Properties Sold	15	-25%		-32%			-15%	
July Average Days on Market (Solds)	101	-39%	-34%	-19%	-39%	164	-9%	-1%
Asking Price per Square Foot (based on New Listings)	\$298	5%	5%	5%	8%	\$276	-2%	0%
July Sold Price per Square Foot	\$275	9%	9%	3%	3%	\$246	-10%	-8%
July Month's Supply of Inventory	13.0	24%	-11%	50%	-16%	21.9	39%	41%
July Sale Price vs List Price Ratio	98.4%	2.0%	2%	1%	2.6%	94.9%	-1.1%	-1.1%

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

### Property Sales

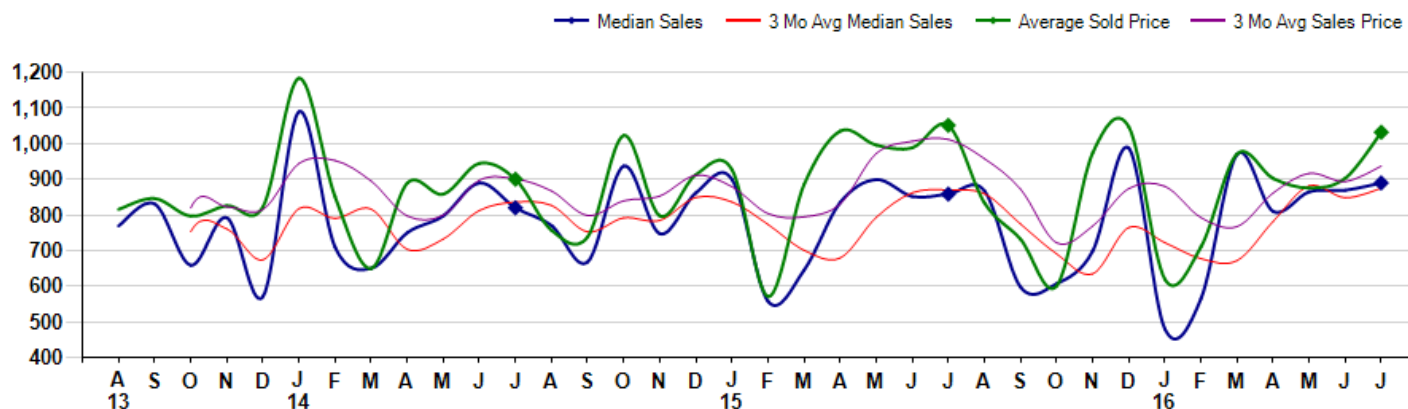
July Property sales were 15, down -31.8% from 22 in July of 2015 and -25.0% lower than the 20 sales last month. July 2016 sales were at their lowest level compared to July of 2015 and 2014. July YTD sales of 80 are running -14.9% behind last year's year-to-date sales of 94.



### Prices

The Median Sales Price in July was \$890,000, up 3.7% from \$858,500 in July of 2015 and up 2.4% from \$869,500 last month. The Average Sales Price in July was \$1,032,367, down -1.8% from \$1,051,655 in July of 2015 and up 14.3% from \$903,035 last month. July 2016 ASP was at a mid range compared to July of 2015 and 2014.

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



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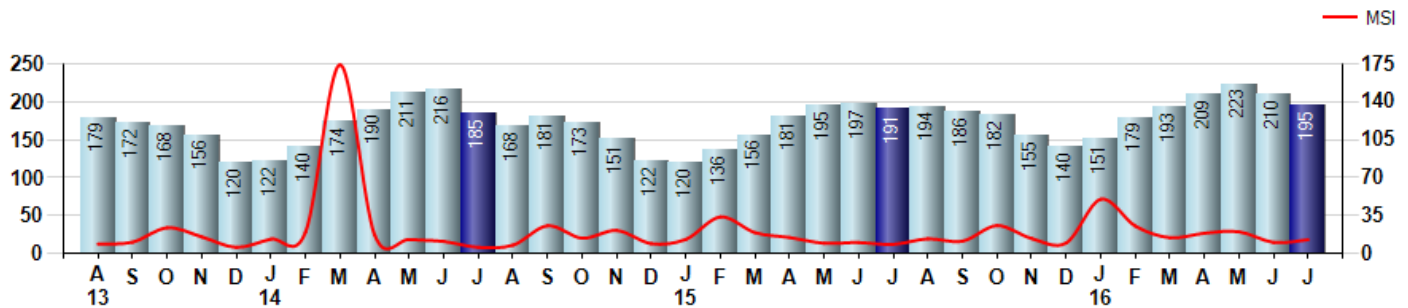


### Inventory & MSI

The Total Inventory of Properties available for sale as of July was 195, down -7.1% from 210 last month and up 2.1% from 191 in July of last year. July 2016 Inventory was at highest level compared to July of 2015 and 2014.

A comparatively lower MSI is more beneficial for sellers while a higher MSI is better for buyers. The July 2016 MSI of 13.0 months was at its highest level compared with July of 2015 and 2014.

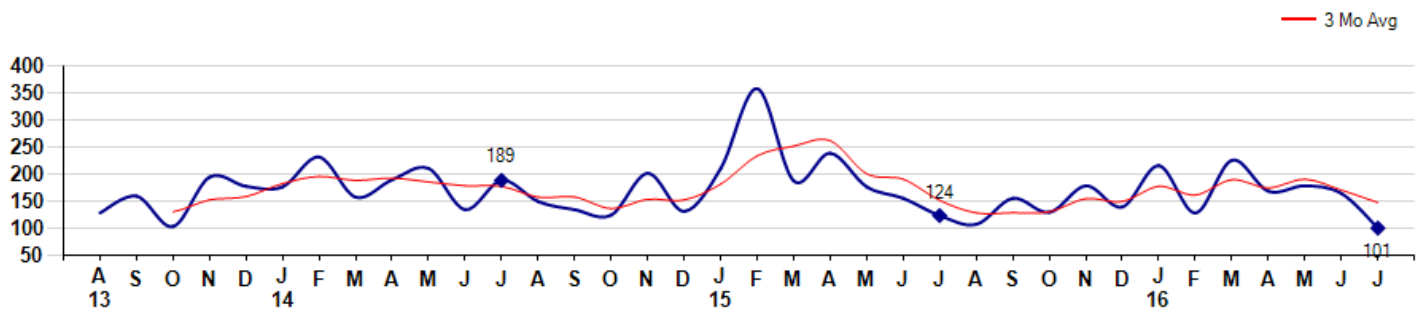
MSI is the # of months needed to sell all of the Inventory at the monthly Sales Pace



### 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 July was 101, down -38.8% from 165 days last month and down -18.5% from 124 days in July of last year. The July 2016 DOM was at its lowest level compared with July of 2015 and 2014.

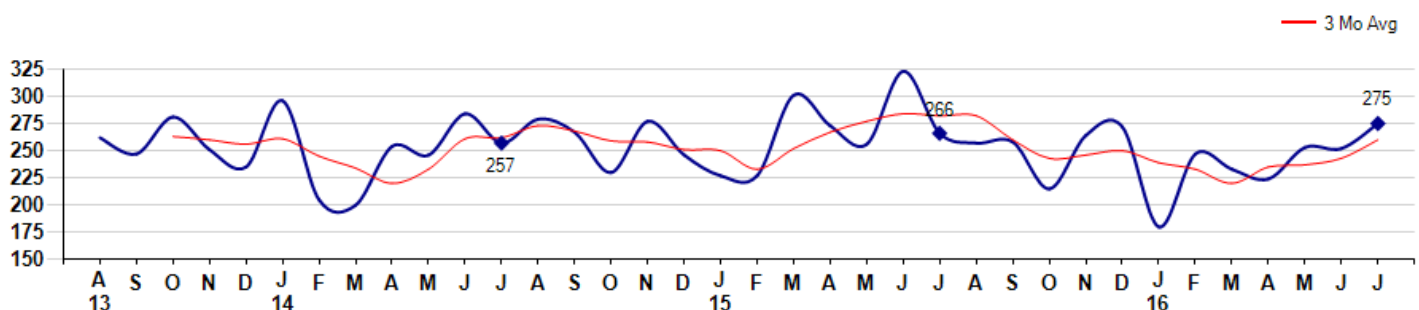
Average Days on Market(Listing to Contract) for properties sold during the month



### 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 July 2016 Selling Price per Square Foot of \$275 was up 9.1% from \$252 last month and up 3.4% from \$266 in July of last year.

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



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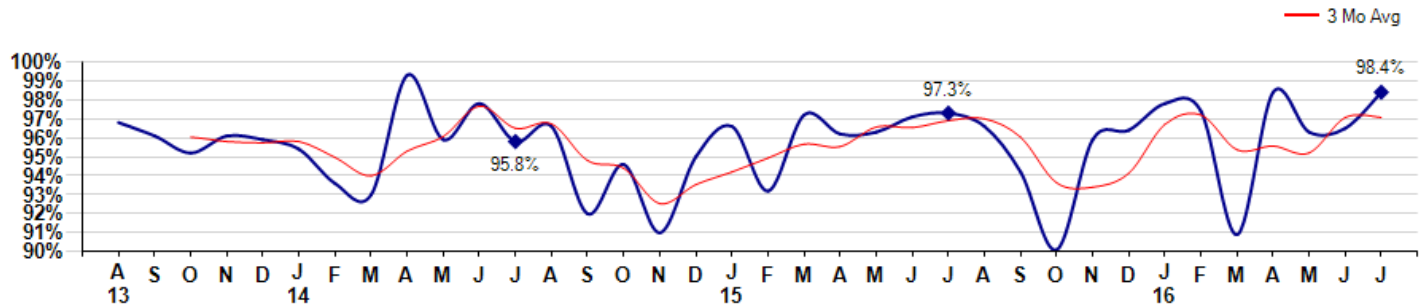


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### Selling Price vs Listing Price

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 July 2016 Selling Price vs List Price of 98.4% was up from 96.5% last month and up from 97.3% in July 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 July 2016 was 27, down -25.0% from 36 last month and down -20.6% from 34 in July of last year.

Inventory NewListings Sold

