

City: Weston



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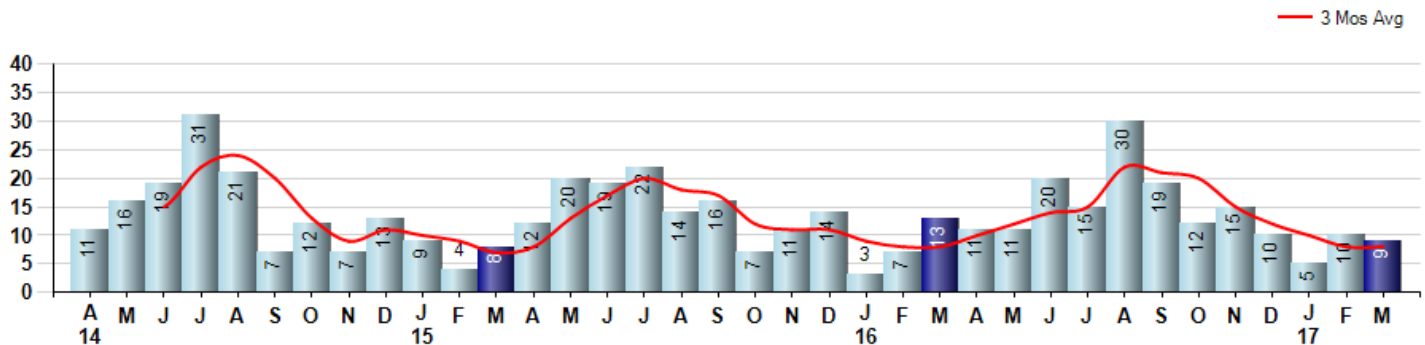
Price Range: 0 to 999999999 | Properties: Single Family Home

Market Profile & Trends Overview	Trending Versus*:					Trending Versus*:		
	Month	LM	L3M	PYM	LY	YTD	PriorYTD	PriorYear
Median List Price of all Current Listings	\$899,000	0%		0%				
Average List Price of all Current Listings	\$1,117,899	-2%		-1%				
March Median Sales Price	\$795,500	48%	15%	-18%	0%	\$627,500	-16%	-21%
March Average Sales Price	\$916,611	42%	8%	-6%	2%	\$754,486	-11%	-16%
Total Properties Currently for Sale (Inventory)	163	18%		-17%				
March Number of Properties Sold	9	-10%		-31%			4%	
March Average Days on Market (Solds)	160	-10%	-18%	-29%	-13%	176	-10%	-4%
Asking Price per Square Foot (based on New Listings)	\$275	-5%	-1%	3%	2%	\$276	5%	3%
March Sold Price per Square Foot	\$278	29%	17%	19%	10%	\$233	1%	-8%
March Month's Supply of Inventory	18.1	31%	-4%	20%	5%	18.8	-38%	9%
March Sale Price vs List Price Ratio	93.9%	7.2%	6%	8%	2.5%	89.9%	0.9%	-1.9%

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

Property Sales

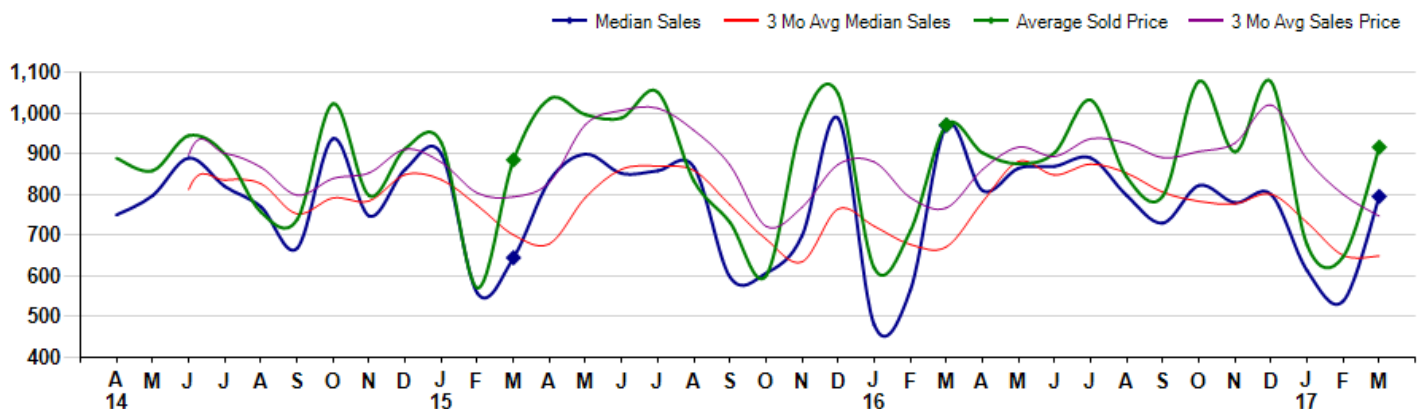
March Property sales were 9, down -30.8% from 13 in March of 2016 and -10.0% lower than the 10 sales last month. March 2017 sales were at a mid level compared to March of 2016 and 2015. March YTD sales of 24 are running 4.3% ahead of last year's year-to-date sales of 23.



Prices

The Median Sales Price in March was \$795,500, down -18.0% from \$970,000 in March of 2016 and up 47.7% from \$538,500 last month. The Average Sales Price in March was \$916,611, down -5.6% from \$971,423 in March of 2016 and up 41.5% from \$647,700 last month. March 2017 ASP was at a mid range compared to March of 2016 and 2015.

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



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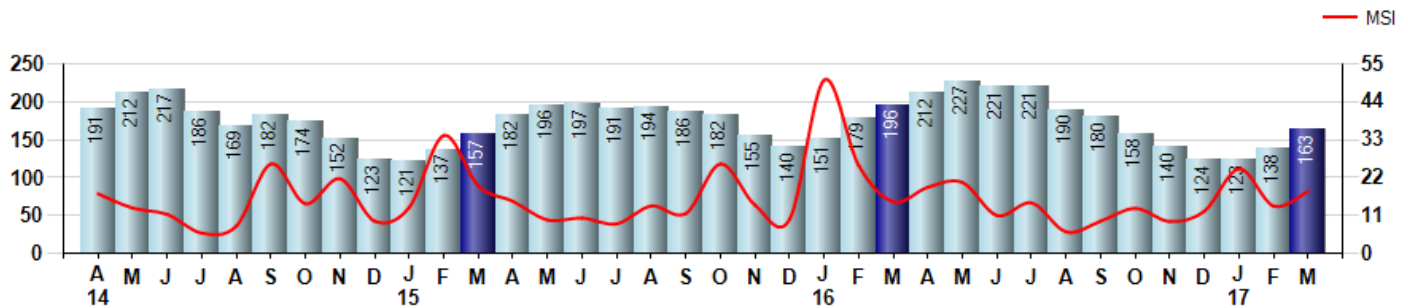


Inventory & MSI

The Total Inventory of Properties available for sale as of March was 163, up 18.1% from 138 last month and down -16.8% from 196 in March of last year. March 2017 Inventory was at a mid range compared to March of 2016 and 2015.

A comparatively lower MSI is more beneficial for sellers while a higher MSI is better for buyers. The March 2017 MSI of 18.1 months was at a mid range compared with March of 2016 and 2015.

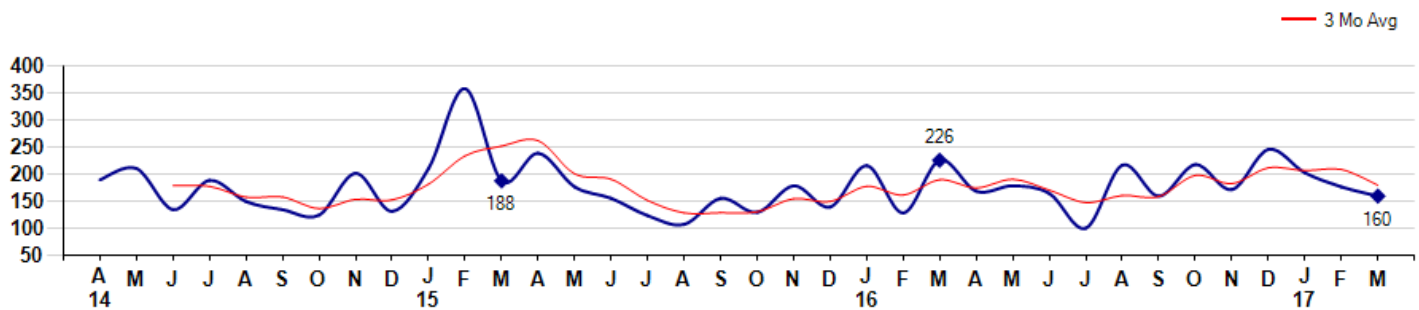
MSI is the # of months needed to sell all of the Inventory at the monthly Sales Pace



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 160, down -9.6% from 177 days last month and down -29.2% from 226 days in March of last year. The March 2017 DOM was at its lowest level compared with March of 2016 and 2015.

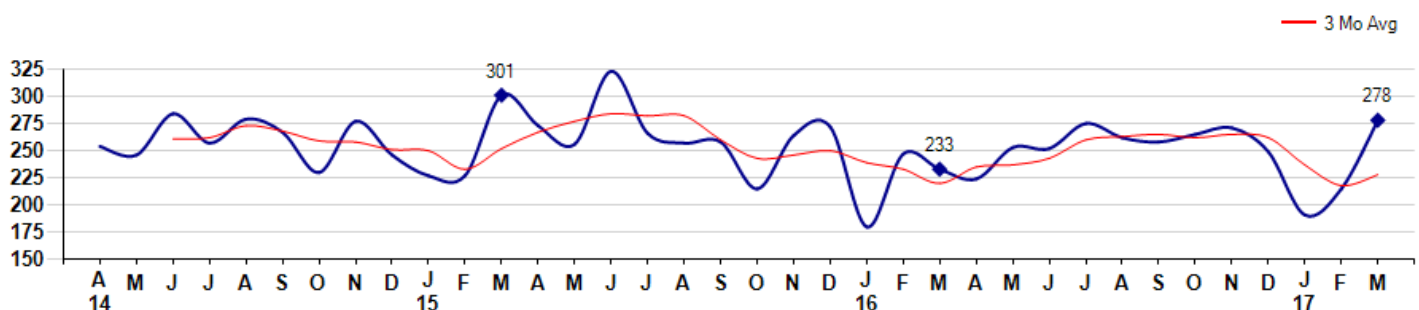
Average Days on Market(Listing to Contract) for properties sold during the month



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 2017 Selling Price per Square Foot of \$278 was up 29.3% from \$215 last month and up 19.3% from \$233 in March of last year.

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



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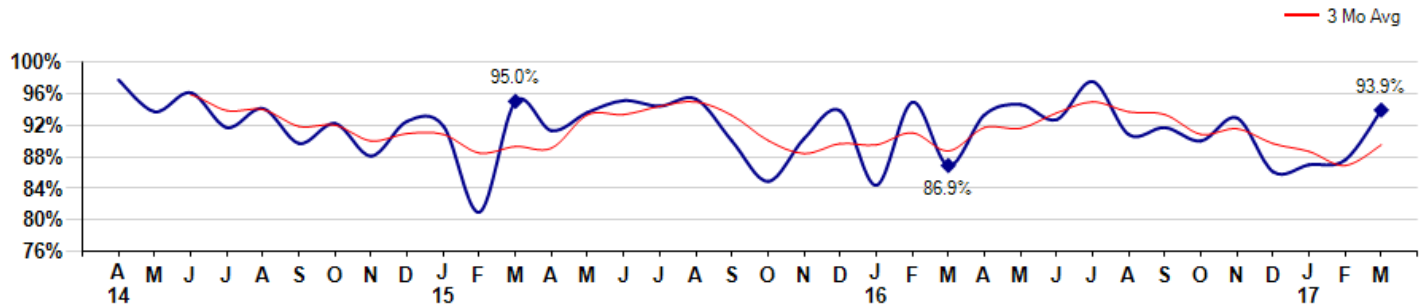


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Selling Price vs Listing Price

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 2017 Selling Price vs List Price of 93.9% was up from 87.6% last month and up from 86.9% 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 2017 was 52, up 33.3% from 39 last month and up 18.2% from 44 in March of last year.

Inventory NewListings Sold

