

## City: Weston



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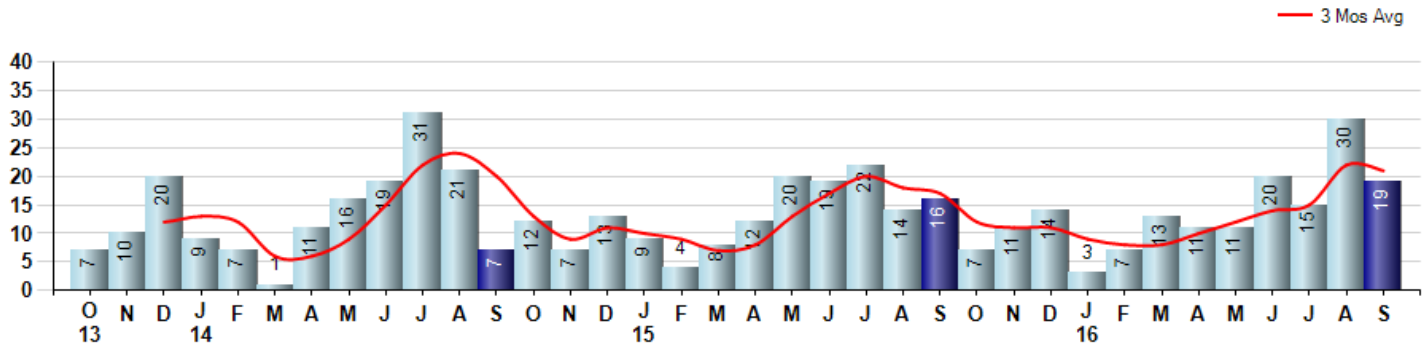
Price Range: \$0 to \$999,999,000 | Properties: Single Family Home

Market Profile & Trends Overview	Month	Trending Versus*:				YTD	Trending Versus*:	
		LM	L3M	PYM	LY		PriorYTD	PriorYear
Median List Price of all Current Listings	\$899,000	0%		-10%				
Average List Price of all Current Listings	\$1,135,456	0%		-8%				
September Median Sales Price	\$730,000	-9%	-10%	22%	-14%	\$800,000	-5%	-6%
September Average Sales Price	\$796,705	-6%	-10%	9%	-14%	\$875,948	-6%	-5%
Total Properties Currently for Sale (Inventory)	171	-10%		-9%				
September Number of Properties Sold	19	-37%		19%			4%	
September Average Days on Market (Solds)	160	-26%	-6%	3%	-4%	176	4%	6%
Asking Price per Square Foot (based on New Listings)	\$257	-19%	-9%	-8%	-7%	\$274	-2%	0%
September Sold Price per Square Foot	\$258	-2%	-1%	0%	-3%	\$252	-7%	-5%
September Month's Supply of Inventory	9.0	43%	-10%	-23%	-42%	19.2	26%	23%
September Sale Price vs List Price Ratio	96.1%	0.6%	0%	2%	0.2%	95.3%	-0.8%	-0.7%

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

### Property Sales

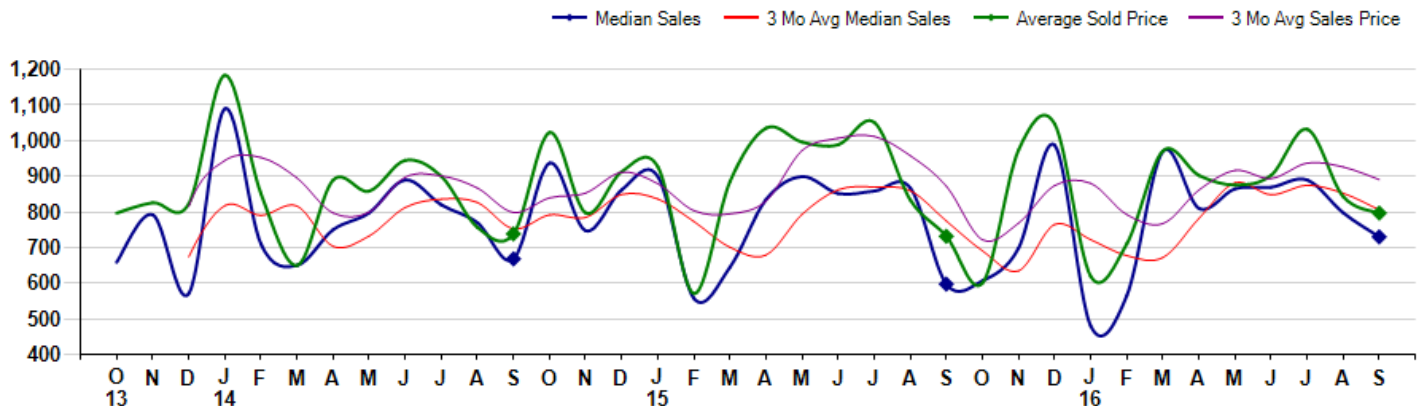
September Property sales were 19, up 18.8% from 16 in September of 2015 and -36.7% lower than the 30 sales last month. September 2016 sales were at their highest level compared to September of 2015 and 2014. September YTD sales of 129 are running 4.0% ahead of last year's year-to-date sales of 124.



### Prices

The Median Sales Price in September was \$730,000, up 22.2% from \$597,500 in September of 2015 and down -8.5% from \$797,500 last month. The Average Sales Price in September was \$796,705, up 8.9% from \$731,725 in September of 2015 and down -5.5% from \$843,049 last month. September 2016 ASP was at highest level compared to September of 2015 and 2014.

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



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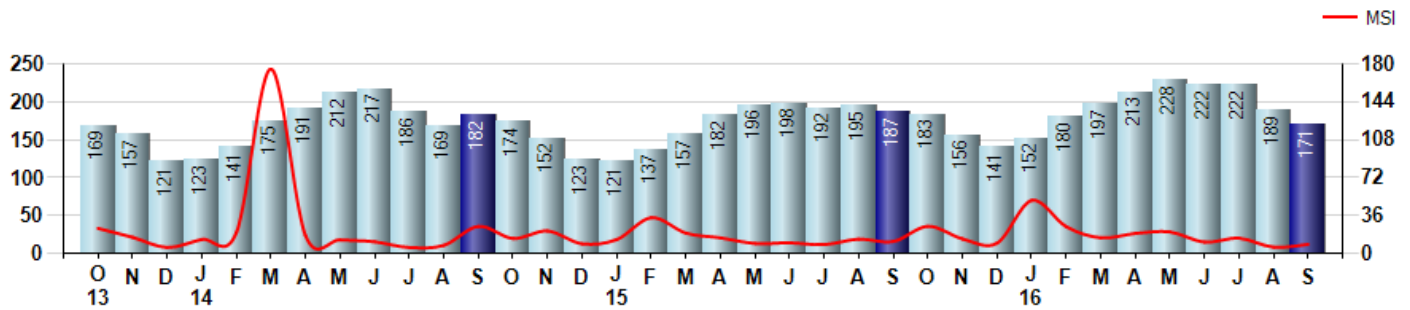
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### Inventory & MSI

The Total Inventory of Properties available for sale as of September was 171, down -9.5% from 189 last month and down -8.6% from 187 in September of last year. September 2016 Inventory was at the lowest level compared to September of 2015 and 2014.

A comparatively lower MSI is more beneficial for sellers while a higher MSI is better for buyers. The September 2016 MSI of 9.0 months was at its lowest level compared with September of 2015 and 2014.

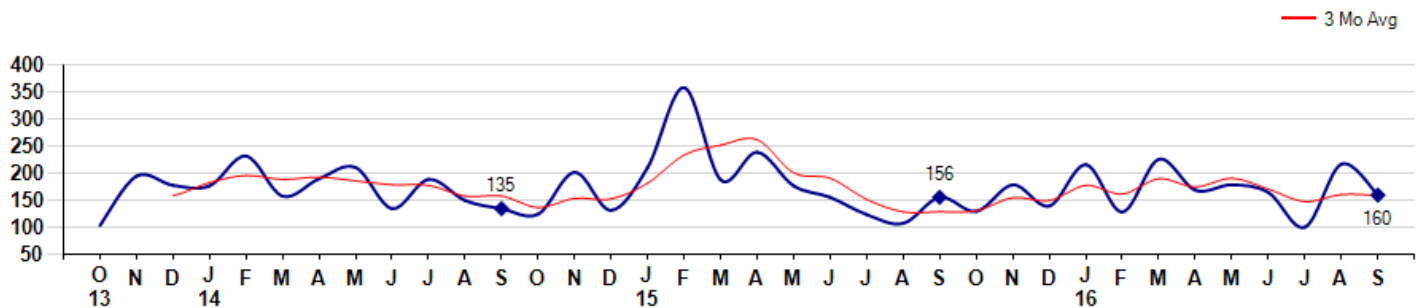
MSI is the # of months needed to sell all of the Inventory at the monthly Sales Pace



### 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 September was 160, down -26.3% from 217 days last month and up 2.6% from 156 days in September of last year. The September 2016 DOM was at its highest level compared with September of 2015 and 2014.

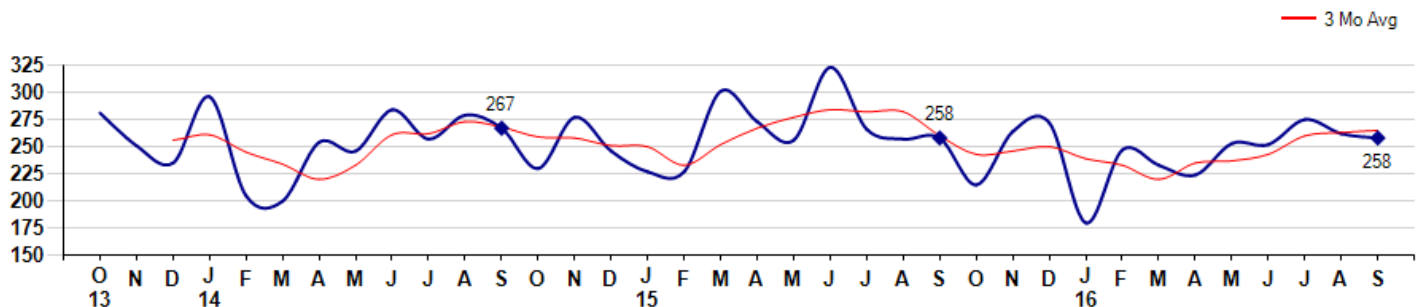
Average Days on Market (Listing to Contract) for properties sold during the month



### 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 September 2016 Selling Price per Square Foot of \$258 was down -1.5% from \$262 last month and equal to \$258 in September of last year.

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



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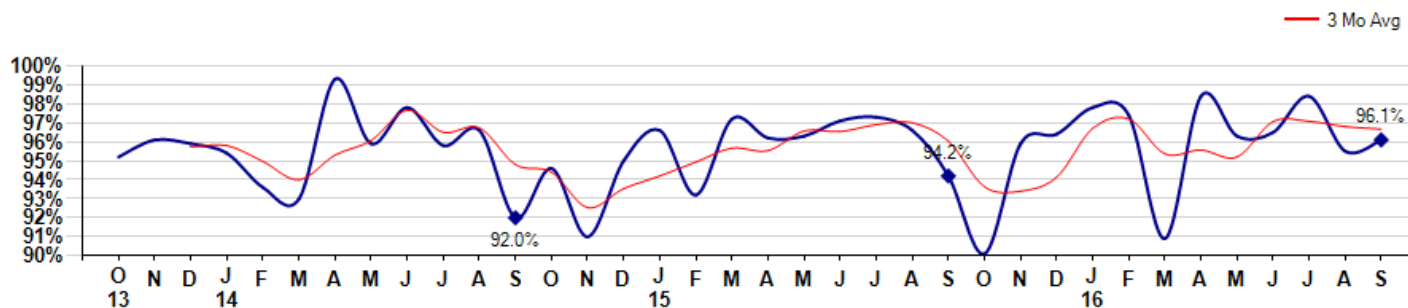


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### Selling Price vs Listing Price

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 September 2016 Selling Price vs List Price of 96.1% was up from 95.5% last month and up from 94.2% in September of last year.

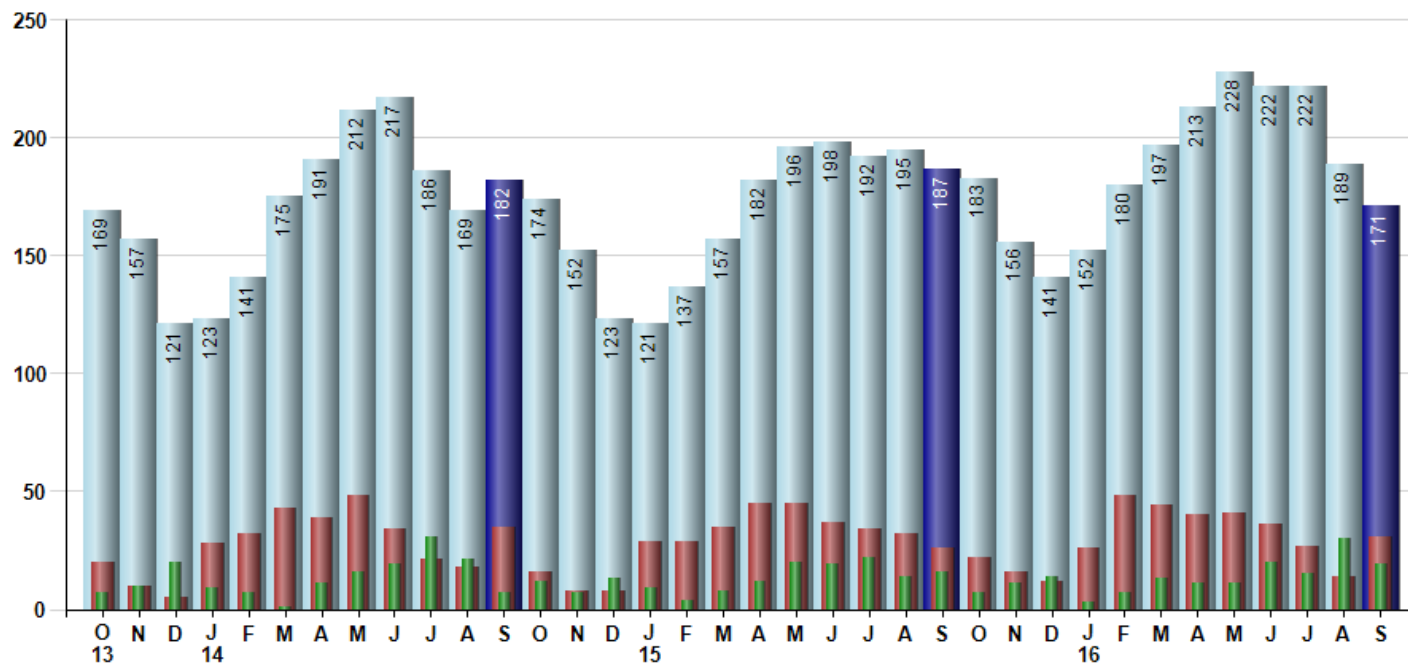
Avg Selling Price divided by Avg Listing Price for sold properties during the month



### 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 September 2016 was 31, up 121.4% from 14 last month and up 19.2% from 26 in September of last year.

Inventory (light blue), New Listings (dark red), Sold (green)



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