

City: Weston



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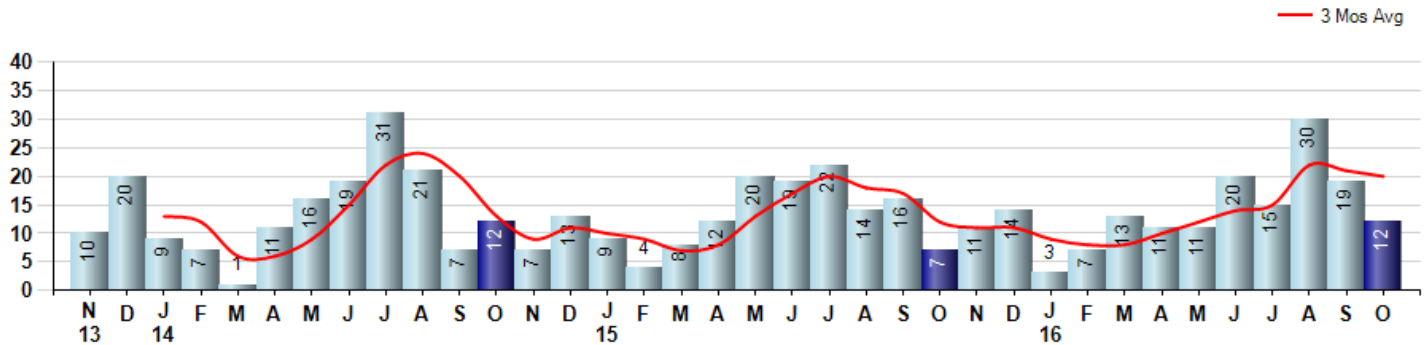
Price Range: \$0 to \$999,999,000 | Properties: Single Family Home

Market Profile & Trends Overview	Trending Versus*:					Trending Versus*:		
	Month	LM	L3M	PYM	LY	YTD	PriorYTD	PriorYear
Median List Price of all Current Listings	\$899,000	0%		-14%				
Average List Price of all Current Listings	\$1,122,977	-2%		-8%				
October Median Sales Price	\$822,500	13%	4%	36%	-3%	\$800,000	-2%	-6%
October Average Sales Price	\$1,078,167	35%	19%	80%	17%	\$893,158	-2%	-3%
Total Properties Currently for Sale (Inventory)	152	-15%		-17%				
October Number of Properties Sold	12	-37%		71%			8%	
October Average Days on Market (Solds)	218	36%	21%	68%	31%	179	7%	8%
Asking Price per Square Foot (based on New Listings)	\$274	9%	-1%	-3%	0%	\$273	-2%	-1%
October Sold Price per Square Foot	\$265	3%	0%	23%	0%	\$253	-5%	-5%
October Month's Supply of Inventory	12.7	35%	34%	-52%	-19%	18.6	14%	19%
October Sale Price vs List Price Ratio	93.3%	-2.9%	-3%	4%	-2.7%	94.9%	-1.0%	-1.0%

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

Property Sales

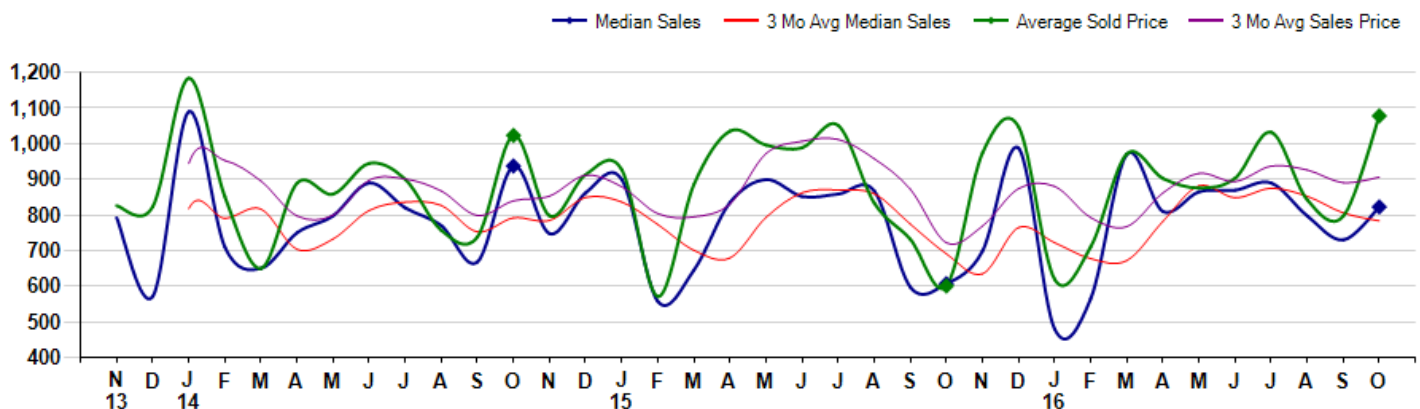
October Property sales were 12, up 71.4% from 7 in October of 2015 and -36.8% lower than the 19 sales last month. October 2016 sales were at a mid level compared to October of 2015 and 2014. October YTD sales of 141 are running 7.6% ahead of last year's year-to-date sales of 131.



Prices

The Median Sales Price in October was \$822,500, up 35.5% from \$607,000 in October of 2015 and up 12.7% from \$730,000 last month. The Average Sales Price in October was \$1,078,167, up 79.6% from \$600,411 in October of 2015 and up 35.3% from \$796,705 last month. October 2016 ASP was at highest level compared to October of 2015 and 2014.

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



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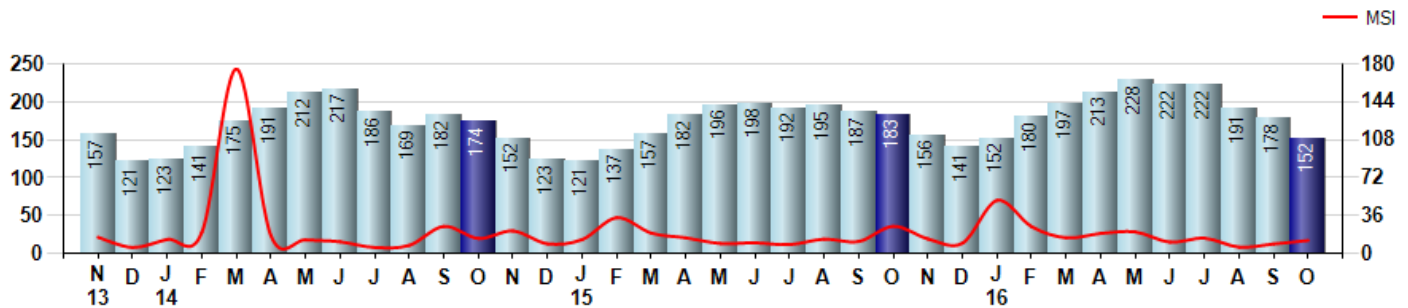
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Inventory & MSI

The Total Inventory of Properties available for sale as of October was 152, down -14.6% from 178 last month and down -16.9% from 183 in October of last year. October 2016 Inventory was at the lowest level compared to October of 2015 and 2014.

A comparatively lower MSI is more beneficial for sellers while a higher MSI is better for buyers. The October 2016 MSI of 12.7 months was at its lowest level compared with October of 2015 and 2014.

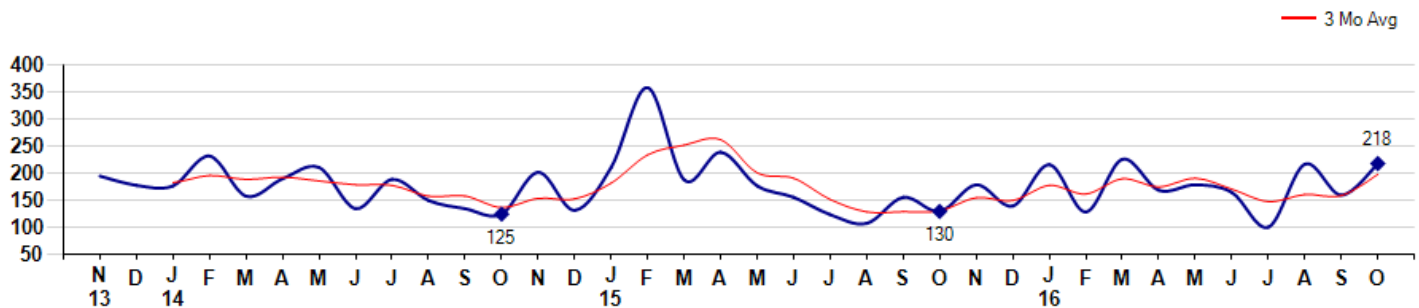
MSI is the # of months needed to sell all of the Inventory at the monthly Sales Pace



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 October was 218, up 36.3% from 160 days last month and up 67.7% from 130 days in October of last year. The October 2016 DOM was at its highest level compared with October of 2015 and 2014.

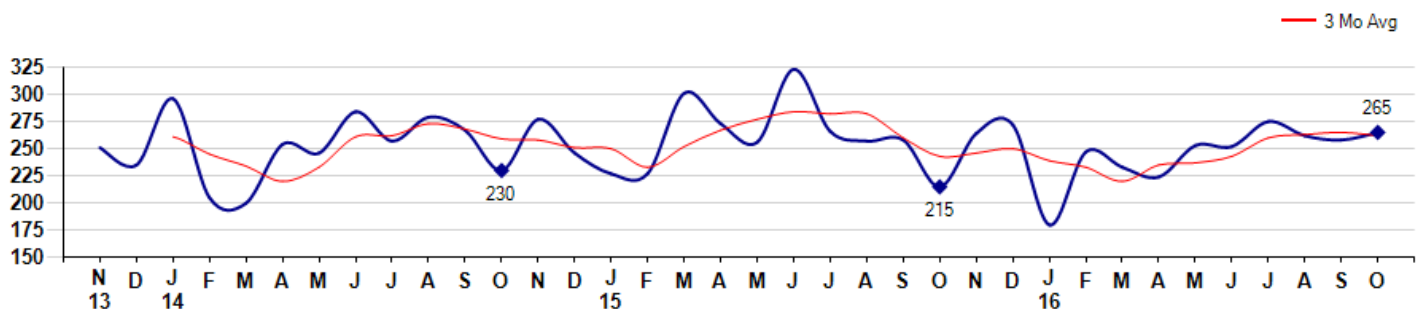
Average Days on Market(Listing to Contract) for properties sold during the month



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 October 2016 Selling Price per Square Foot of \$265 was up 2.7% from \$258 last month and up 23.3% from \$215 in October of last year.

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



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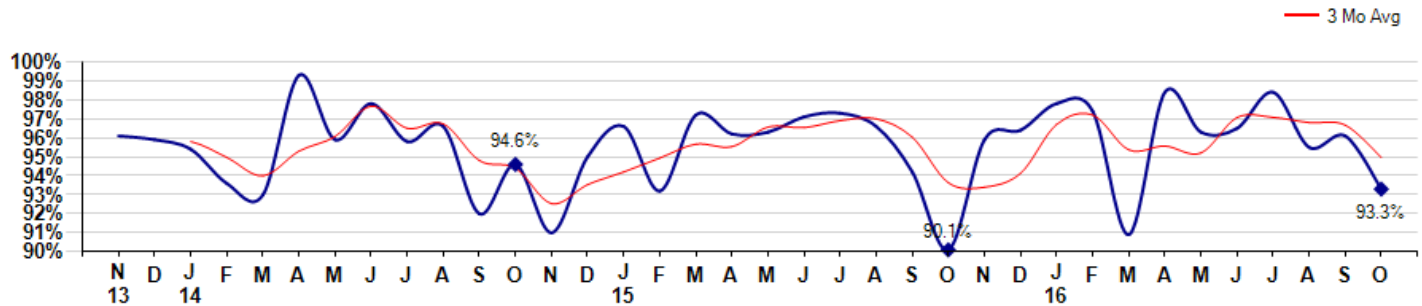


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Selling Price vs Listing Price

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 October 2016 Selling Price vs List Price of 93.3% was down from 96.1% last month and up from 90.1% in October of last year.

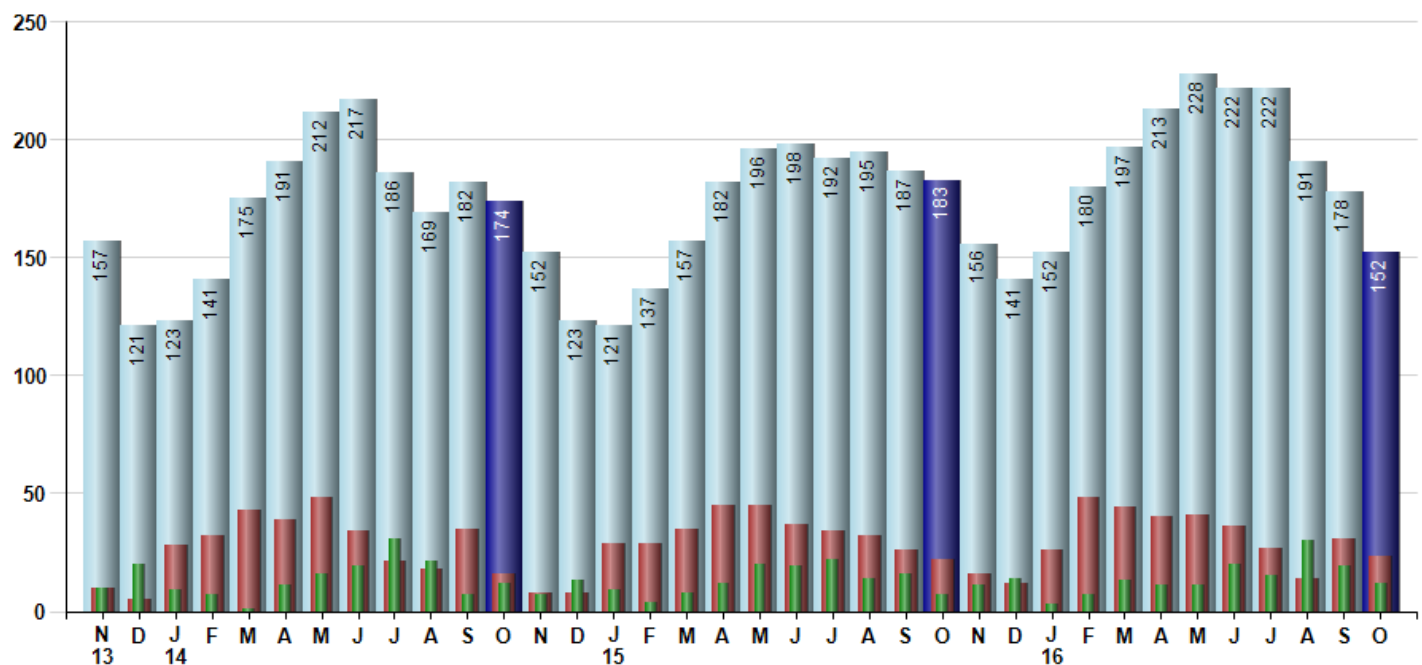
Avg Selling Price divided by Avg Listing Price for sold properties during the month



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 2016 was 23, down -25.8% from 31 last month and up 4.5% from 22 in October of last year.

Inventory NewListings Sold



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