

City: Weston



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



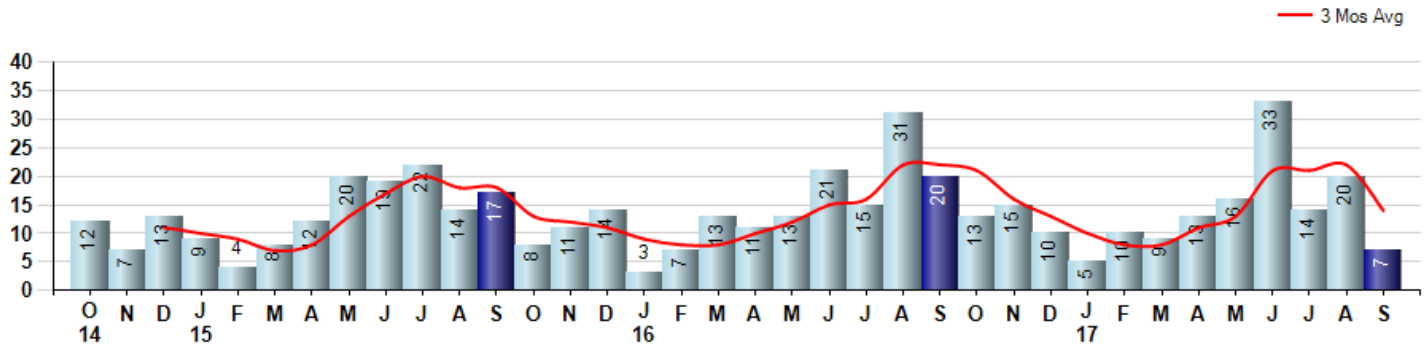
Price Range: 0 to 999999999 | Properties: Single Family Home

| Market Profile & Trends Overview | Month | Trending Versus*: | | | | Trending Versus*: | | |
|--|-------------|-------------------|------|------|------|-------------------|----------|-----------|
| | | LM | L3M | PYM | LY | YTD | PriorYTD | PriorYear |
| Median List Price of all Current Listings | \$904,500 | -1% | | 1% | | | | |
| Average List Price of all Current Listings | \$1,095,091 | 1% | | -3% | | | | |
| September Median Sales Price | \$895,000 | 12% | 8% | 25% | 13% | \$795,500 | 0% | 0% |
| September Average Sales Price | \$790,000 | -14% | -13% | 0% | -12% | \$858,650 | -1% | -4% |
| Total Properties Currently for Sale (Inventory) | 156 | -6% | | -12% | | | | |
| September Number of Properties Sold | 7 | -65% | | -65% | | | -5% | |
| September Average Days on Market (Solds) | 81 | -40% | -47% | -47% | -53% | 161 | -2% | -7% |
| Asking Price per Square Foot (based on New Listings) | \$238 | 0% | -8% | 5% | -2% | \$250 | 3% | 3% |
| September Sold Price per Square Foot | \$191 | -12% | -14% | -20% | -15% | \$224 | 0% | 0% |
| September Month's Supply of Inventory | 22.3 | 170% | 55% | 150% | 29% | 15.4 | -21% | -11% |
| September Sale Price vs List Price Ratio | 97.1% | 8.9% | 4% | 5% | 5.5% | 92.5% | -0.3% | 0.5% |

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

Property Sales

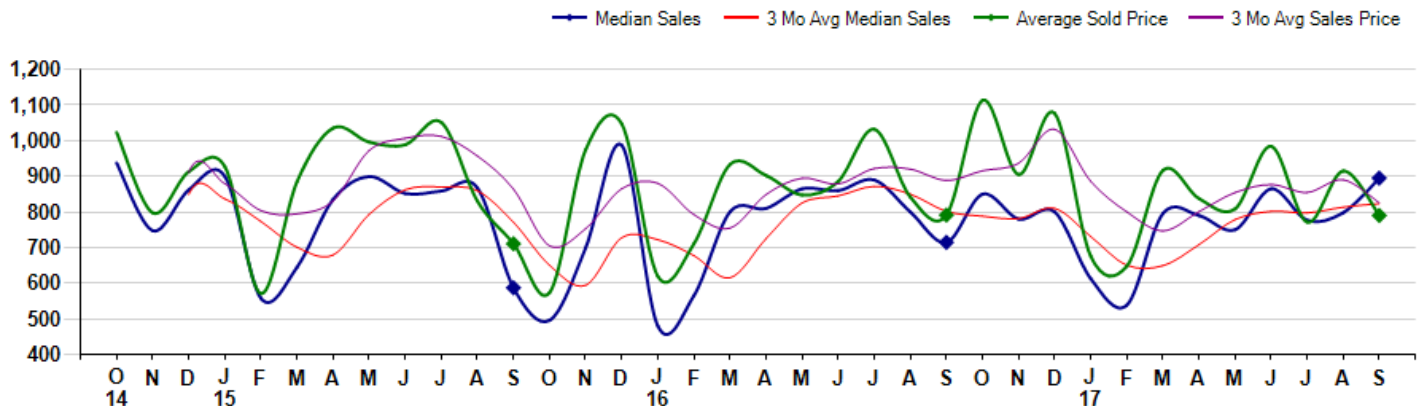
September Property sales were 7, down -65.0% from 20 in September of 2016 and -65.0% lower than the 20 sales last month. September 2017 sales were at their lowest level compared to September of 2016 and 2015. September YTD sales of 127 are running -5.2% behind last year's year-to-date sales of 134.



Prices

The Median Sales Price in September was \$895,000, up 25.3% from \$714,500 in September of 2016 and up 12.2% from \$798,000 last month. The Average Sales Price in September was \$790,000, down -0.2% from \$791,320 in September of 2016 and down -13.7% from \$915,034 last month. September 2017 ASP was at a mid range compared to September of 2016 and 2015.

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



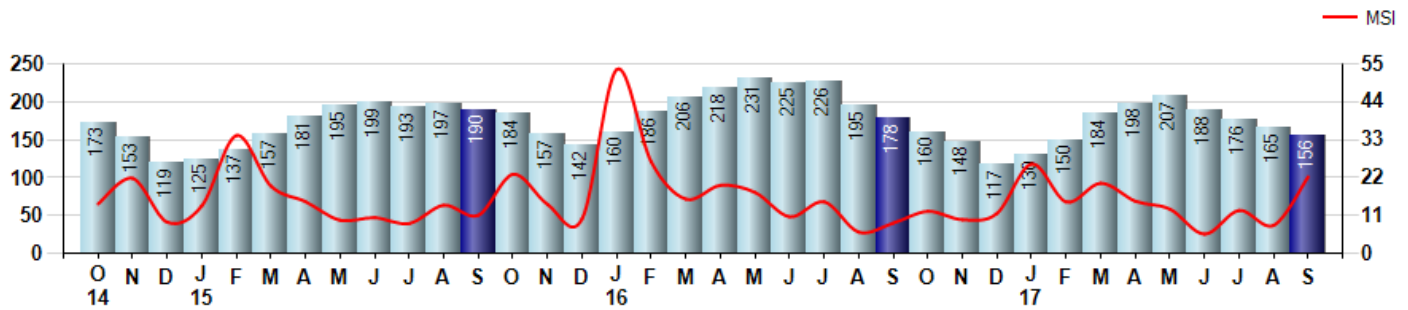
Price Range: 0 to 999999999 | Properties: Single Family Home

Inventory & MSI

The Total Inventory of Properties available for sale as of September was 156, down -5.5% from 165 last month and down -12.4% from 178 in September of last year. September 2017 Inventory was at the lowest level compared to September of 2016 and 2015.

A comparatively lower MSI is more beneficial for sellers while a higher MSI is better for buyers. The September 2017 MSI of 22.3 months was at its highest level compared with September of 2016 and 2015.

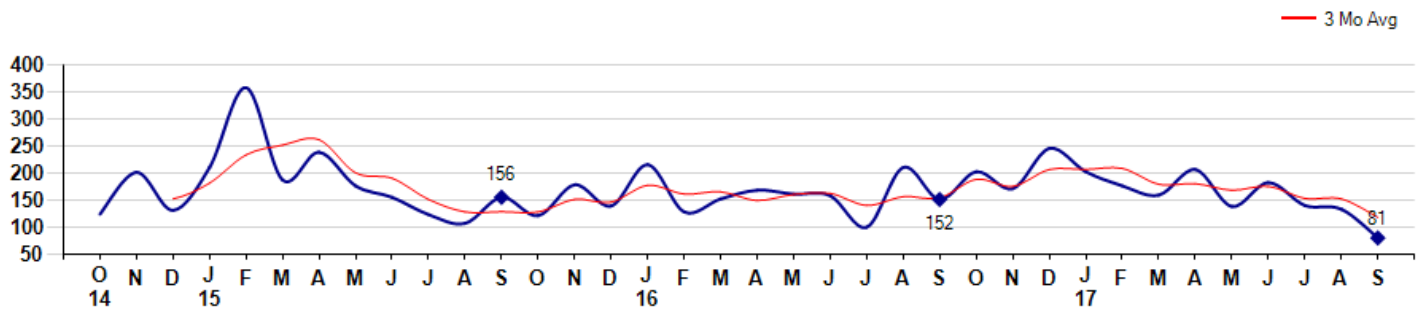
MSI is the # of months needed to sell all of the Inventory at the monthly Sales Pace



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 September was 81, down -39.6% from 134 days last month and down -46.7% from 152 days in September of last year. The September 2017 DOM was at its lowest level compared with September of 2016 and 2015.

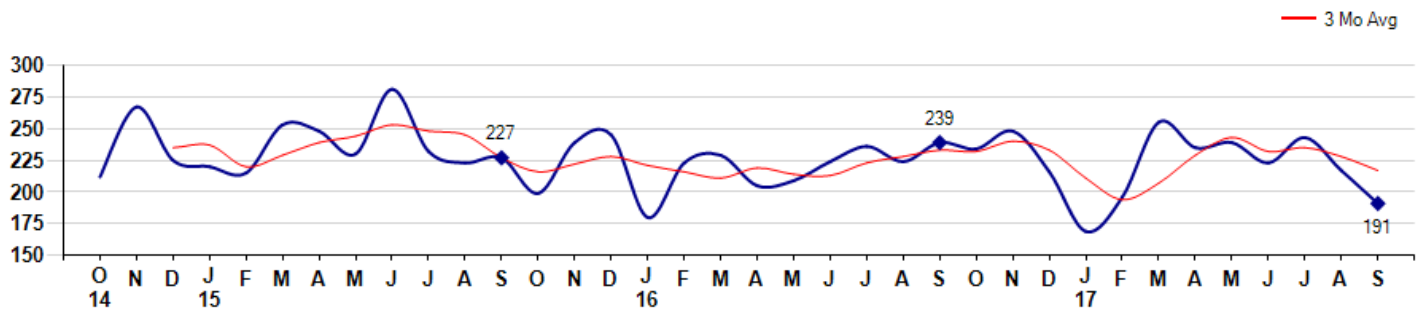
Average Days on Market (Listing to Contract) for properties sold during the month



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 September 2017 Selling Price per Square Foot of \$191 was down -12.0% from \$217 last month and down -20.1% from \$239 in September 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

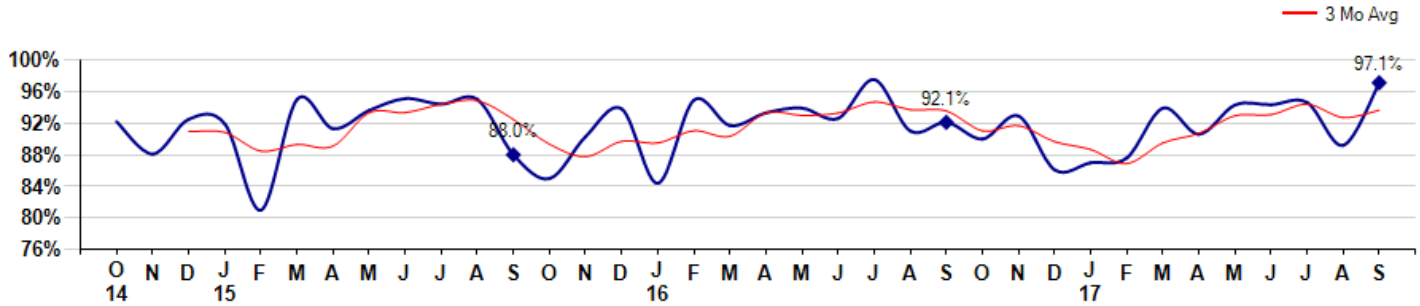


Price Range: 0 to 999999999 | Properties: Single Family Home

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 2017 Selling Price vs List Price of 97.1% was up from 89.2% last month and up from 92.1% in September of last year.

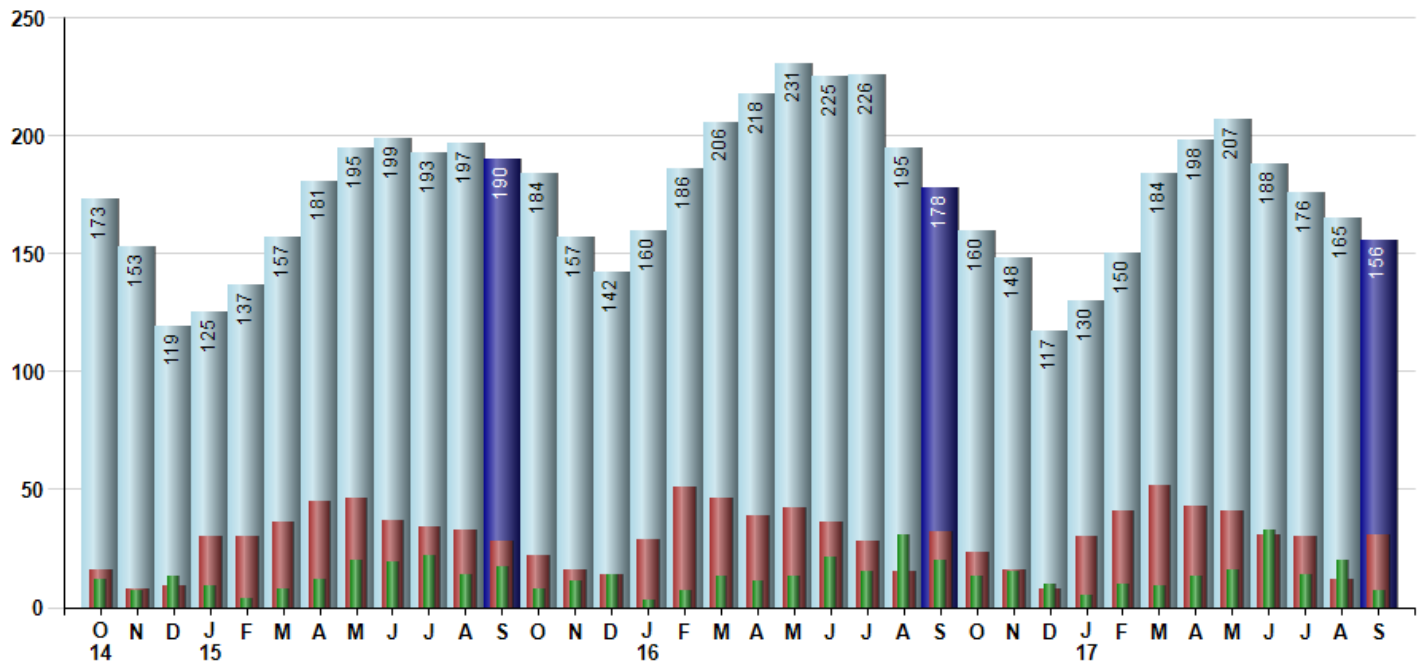
Avg Selling Price divided by Avg Listing Price for sold properties during the month



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 2017 was 31, up 158.3% from 12 last month and down -3.1% from 32 in September of last year.

Inventory New Listings Sold



© 2017 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 10/1/2014 through 9/30/2017. 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.

