

Local Market Update – December 2018



Weston

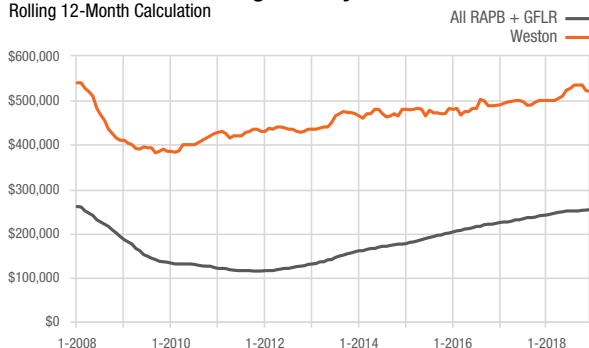
Single Family	December			Year to Date		
	2017	2018	% Change	Thru 12-2017	Thru 12-2018	% Change
Key Metrics						
Closed Sales	14	19	+ 35.7%	267	258	- 3.4%
Median Sales Price*	\$502,500	\$465,000	- 7.5%	\$500,000	\$521,000	+ 4.2%
Average Sales Price*	\$662,179	\$496,171	- 25.1%	\$572,634	\$567,717	- 0.9%
Dollar Volume	\$9,270,500	\$9,427,250	+ 1.7%	\$152,893,196	\$146,470,915	- 4.2%
Percent of Original List Price Received*	93.8%	95.7%	+ 2.0%	94.6%	94.5%	- 0.1%
Median Time to Contract	79	28	- 64.6%	67	65	- 3.0%
Pending Sales	13	13	0.0%	259	256	- 1.2%
New Listings	14	12	- 14.3%	378	379	+ 0.3%
Inventory of Homes for Sale	72	73	+ 1.4%	—	—	—
Months Supply of Inventory	3.3	3.4	+ 3.0%	—	—	—

Townhouse/Condo	December			Year to Date		
	2017	2018	% Change	Thru 12-2017	Thru 12-2018	% Change
Key Metrics						
Closed Sales	5	5	0.0%	111	104	- 6.3%
Median Sales Price*	\$234,797	\$183,000	- 22.1%	\$235,000	\$232,450	- 1.1%
Average Sales Price*	\$235,659	\$195,800	- 16.9%	\$256,805	\$253,573	- 1.3%
Dollar Volume	\$1,178,297	\$979,000	- 16.9%	\$28,505,387	\$26,371,585	- 7.5%
Percent of Original List Price Received*	92.9%	95.7%	+ 3.0%	94.7%	95.3%	+ 0.6%
Median Time to Contract	70	41	- 41.4%	53	48	- 9.4%
Pending Sales	5	6	+ 20.0%	107	107	0.0%
New Listings	6	5	- 16.7%	151	158	+ 4.6%
Inventory of Homes for Sale	25	27	+ 8.0%	—	—	—
Months Supply of Inventory	2.8	3.0	+ 7.1%	—	—	—

* Does not account for seller concessions; % Change may be extreme due to small sample size.

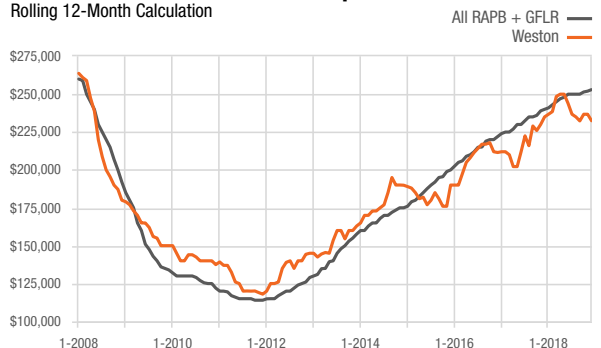
Median Sales Price - Single Family

Rolling 12-Month Calculation



Median Sales Price - Condo/Co-Op/Townhome

Rolling 12-Month Calculation



A rolling 12-month calculation represents the current month and the 11 months prior in a single data point. If no activity occurred during a month, the line extends to the next available data point.