



Zip Code: 33076, 33067

**Lea Plotkin**

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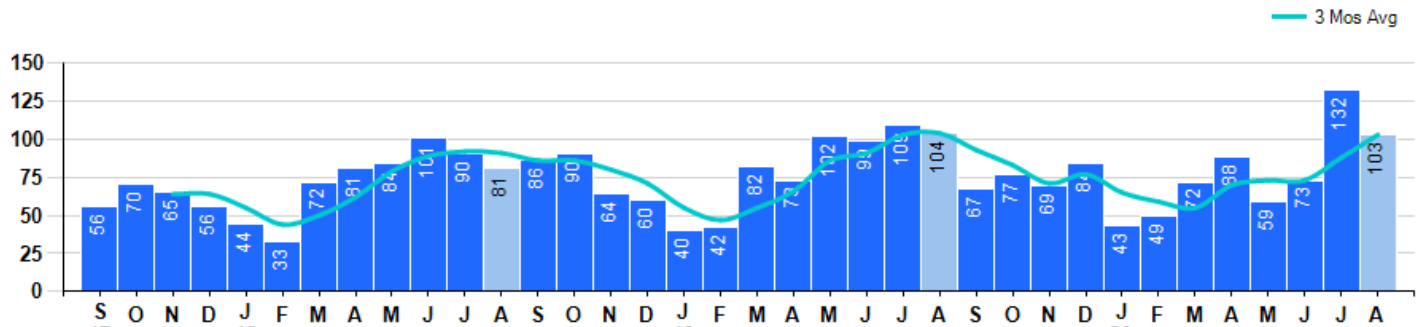
Price Range: 350000 to 999999999 | Properties: Single Family Home, Townhome, Condo

Market Profile & Trends Overview	Month	Trending Versus*:				YTD	Trending Versus*:	
		LM	L3M	PYM	LY		PriorYTD	PriorYear
Median List Price of all Current Listings	\$729,950	↓		↑				
Average List Price of all Current Listings	\$929,614	↑		↑				
August Median Sales Price	\$555,000	↓	↔	↑	↑	\$555,000	↑	↑
August Average Sales Price	\$658,484	↑	↑	↑	↑	\$622,755	↑	↑
Total Properties Currently for Sale (Inventory)	210	↓		↓				
August Number of Properties Sold	103	↓		↔		619	↓	
August Average Days on Market (Solds)	62	↑	↑	↓	↓	63	↓	↓
Asking Price per Square Foot (based on New Listings)	\$186	↓	↑	↑	↑	\$181	↑	↑
August Sold Price per Square Foot	\$170	↔	↑	↑	↑	\$165	↑	↑
August Month's Supply of Inventory	2.0	↑	↓	↓	↓	4.5	↓	↓
August Sale Price vs List Price Ratio	95.8%	↓	↔	↑	↑	95.7%	↑	↑

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

Property Sales

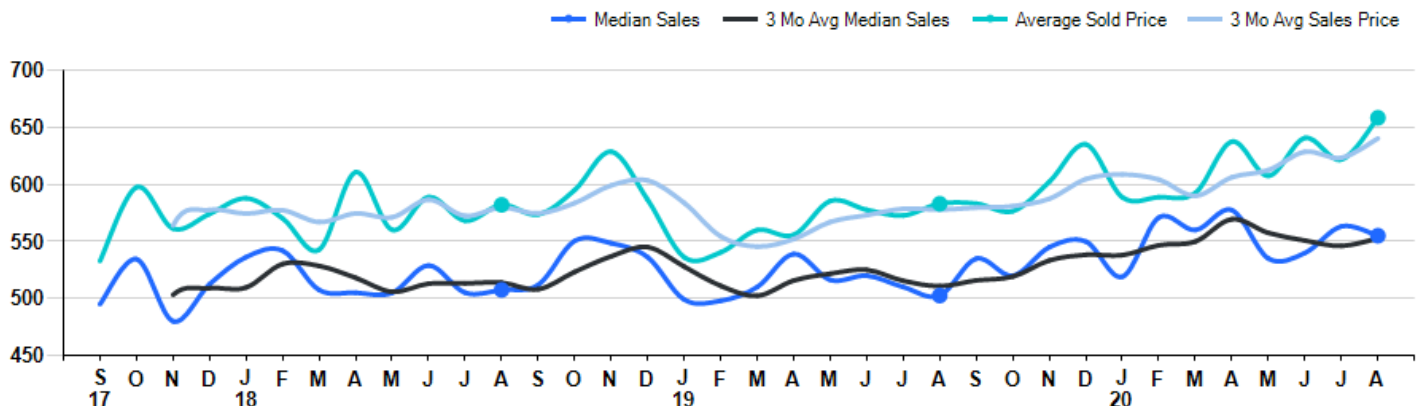
August Property sales were 103, down -1.0% from 104 in August of 2019 and -22.0% lower than the 132 sales last month. August 2020 sales were at a mid level compared to August of 2019 and 2018. August YTD sales of 619 are running -4.9% behind last year's year-to-date sales of 651.



Prices

The Median Sales Price in August was \$555,000, up 10.4% from \$502,500 in August of 2019 and down -1.5% from \$563,250 last month. The Average Sales Price in August was \$658,484, up 12.9% from \$583,045 in August of 2019 and up 5.9% from \$621,839 last month. August 2020 ASP was at highest level compared to August of 2019 and 2018.

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





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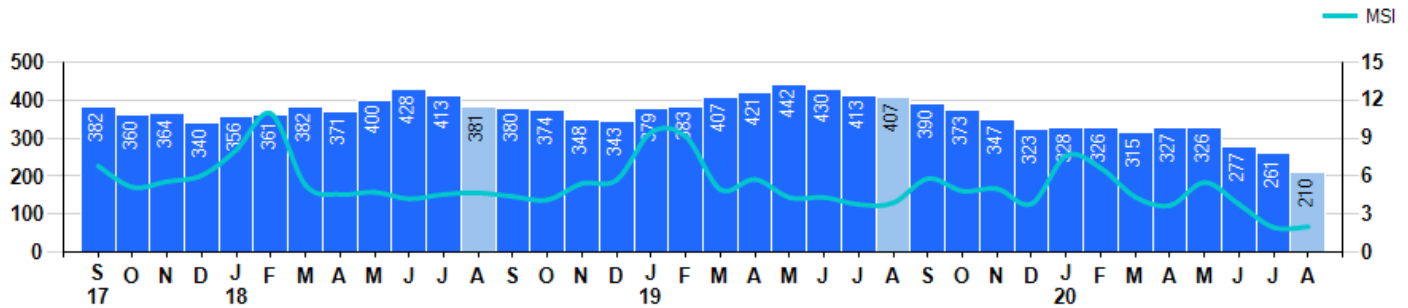
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Inventory & MSI

The Total Inventory of Properties available for sale as of August was 210, down -19.5% from 261 last month and down -48.4% from 407 in August of last year. August 2020 Inventory was at the lowest level compared to August of 2019 and 2018.

A comparatively lower MSI is more beneficial for sellers while a higher MSI is better for buyers. The August 2020 MSI of 2.0 months was at its lowest level compared with August of 2019 and 2018.

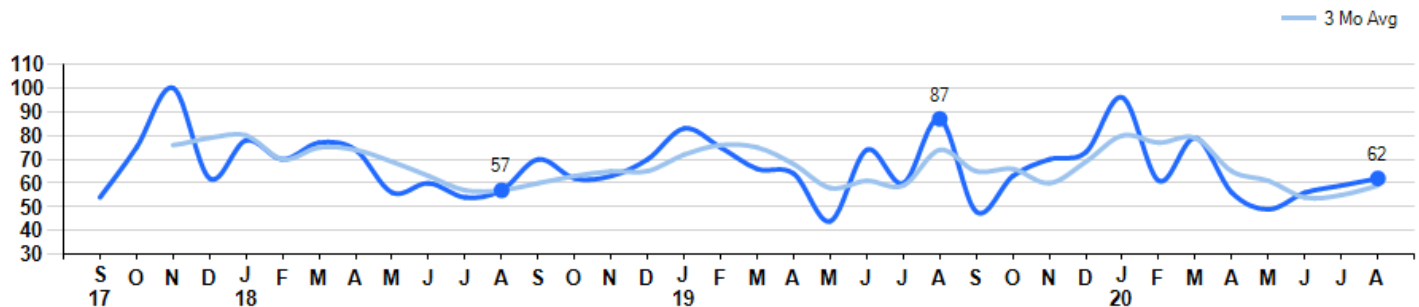
MSI is the # of months needed to sell all of the Inventory at the monthly Sales Pace



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 August was 62, up 5.1% from 59 days last month and down -28.7% from 87 days in August of last year. The August 2020 DOM was at a mid range compared with August of 2019 and 2018.

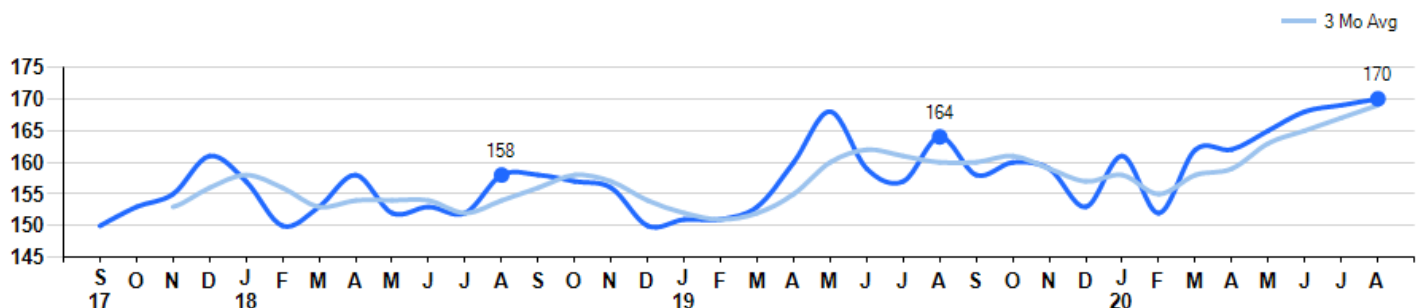
Average Days on Market (Listing to Contract) for properties sold during the month



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 August 2020 Selling Price per Square Foot of \$170 was up 0.6% from \$169 last month and up 3.7% from \$164 in August of last year.

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





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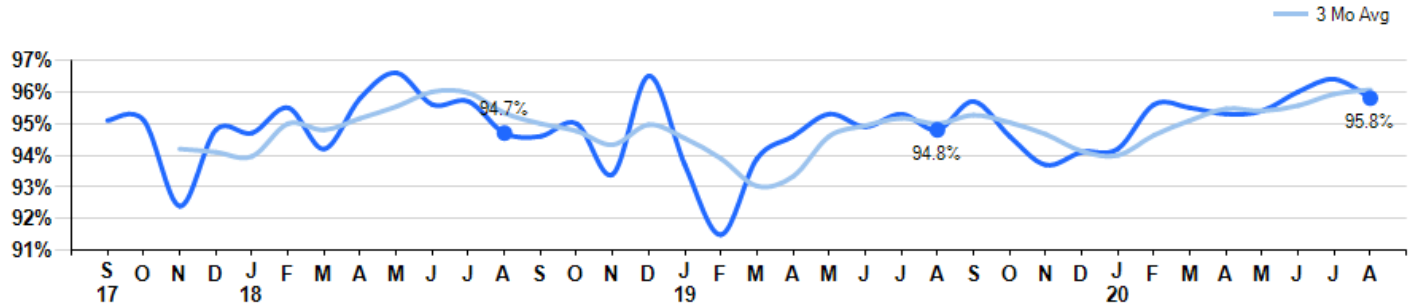
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Selling Price vs Listing Price

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 August 2020 Selling Price vs List Price of 95.8% was down from 96.4% last month and up from 94.8% in August of last year.

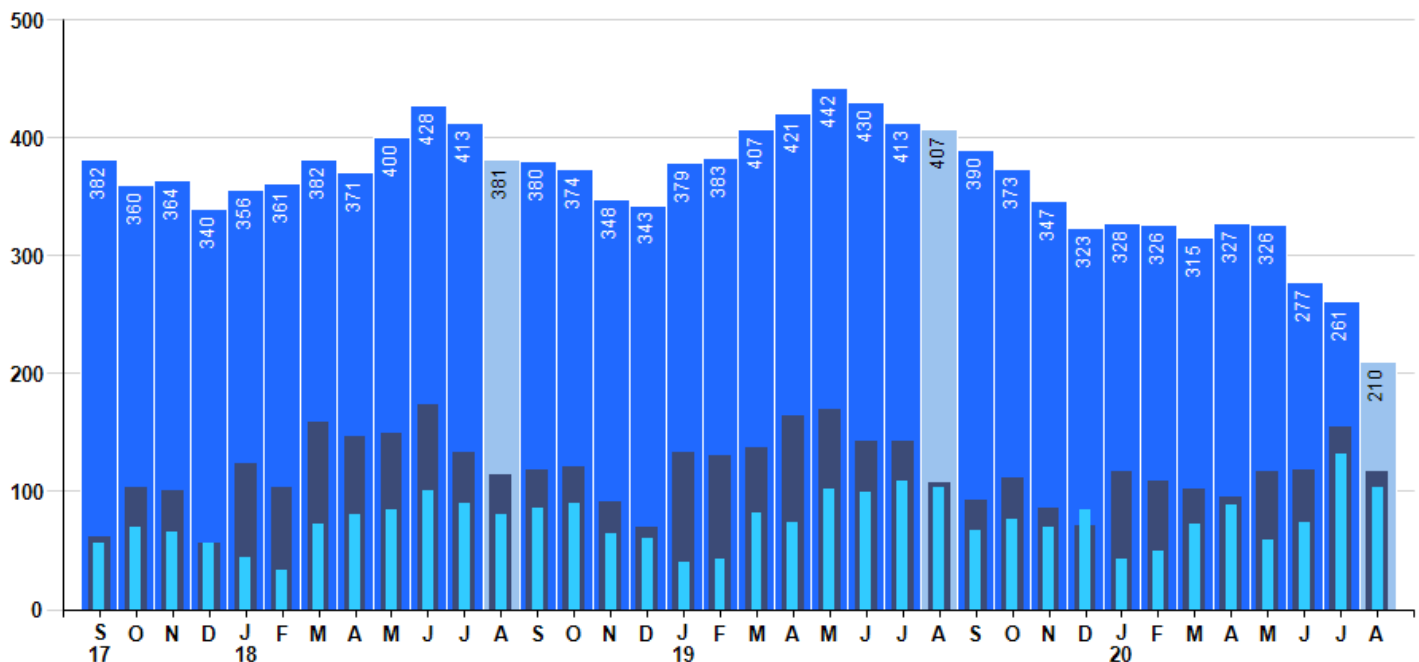
Avg Selling Price divided by Avg Listing Price for sold properties during the month



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 August 2020 was 117, down -24.5% from 155 last month and up 8.3% from 108 in August of last year.

Inventory NewListings Sold





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	S 17	O	N	D J 18	F	M	A	M	J	J	A	S	O	N	D J 19	F	M	A	M	J	J	A	S	O	N	D J 20	F	M	A	M	J	J	A			
Homes Sold	56	70	65	56	44	33	72	81	84	101	90	81	86	90	64	60	40	42	82	73	102	99	109	104	67	77	69	84	43	49	72	88	59	73	132	103
3 Mo. Roll Avg			64	64	55	44	50	62	79	89	92	91	86	86	80	71	55	47	55	66	86	91	103	104	93	83	71	77	65	59	55	70	73	73	88	103

(000's)	S 17	O	N	D	J 18	F	M	A	M	J	J	A	S	O	N	D	J 19	F	M	A	M	J	J	A	S	O	N	D	J 20	F	M	A	M	J	J	A
MedianSalePrice	495	535	480	513	536	542	508	505	505	529	505	508	512	551	549	536	499	498	510	539	516	520	510	503	535	520	545	550	519	571	560	578	535	540	563	555
3 Mo. Roll Avg			503	509	510	530	529	518	506	513	513	514	508	523	537	545	528	511	502	516	522	525	515	511	516	519	533	538	538	547	550	569	557	551	546	553

	S 17	O	N	D	J 18	F	M	A	M	J	J	A	S	O	N	D	J 19	F	M	A	M	J	J	A	S	O	N	D	J 20	F	M	A	M	J	J	A
Inventory	382	360	364	340	356	361	382	371	400	428	413	381	380	374	348	343	379	383	407	421	442	430	413	407	390	373	347	323	328	326	315	327	326	277	261	210
MSI	7	5	6	6	8	11	5	5	5	4	5	5	4	4	5	6	9	9	5	6	4	4	4	4	6	5	5	4	8	7	4	4	6	4	2	2

	S 17	O	N	D J 18	F	M	A	M	J	J	A	S	O	N	D J 19	F	M	A	M	J	J	A	S	O	N	D J 20	F	M	A	M	J	J	A			
Days On Market	54	75	100	62	78	70	77	74	56	60	54	57	70	62	63	70	83	75	66	64	44	74	60	87	48	63	70	73	96	61	79	56	49	56	59	62
3 Mo. Roll Avg			76	79	80	70	75	74	69	63	57	57	60	63	65	65	72	76	75	68	58	61	59	74	65	66	60	69	80	77	79	65	61	54	55	59

	S 17	O	N	D	J 18	F	M	A	M	J	J	A	S	O	N	D	J 19	F	M	A	M	J	J	A	S	O	N	D	J 20	F	M	A	M	J	J	A
Price per Sq Ft	150	153	155	161	157	150	153	158	152	153	152	158	158	157	156	150	151	151	153	160	168	159	157	164	158	160	159	153	161	152	162	162	165	168	169	170
3 Mo. Roll Avg			153	156	158	156	153	154	154	154	152	154	156	158	157	154	152	151	152	155	160	162	161	160	160	161	159	157	158	155	158	159	163	165	167	169

	S 17	O	N	D J 18	F	M	A	M	J	J	A	S	O	N	D J 19	F	M	A	M	J	J	A	S	O	N	D J 20	F	M	A	M	J	J	A			
Sale to List Price	0.951	0.951	0.924	0.948	0.947	0.955	0.942	0.958	0.966	0.956	0.957	0.947	0.946	0.950	0.934	0.965	0.937	0.915	0.939	0.946	0.953	0.949	0.953	0.948	0.957	0.946	0.937	0.941	0.942	0.956	0.955	0.953	0.954	0.960	0.964	0.958
3 Mo. Roll Avg			0.942	0.941	0.940	0.950	0.948	0.952	0.955	0.960	0.960	0.953	0.950	0.948	0.943	0.950	0.945	0.939	0.930	0.933	0.946	0.949	0.952	0.950	0.953	0.950	0.947	0.941	0.940	0.946	0.951	0.955	0.954	0.956	0.959	0.961

	S 17	O	N	D J 18	F	M	A	M	J	J	A	S	O	N	D J 19	F	M	A	M	J	J	A	S	O	N	D J 20	F	M	A	M	J	J	A			
New Listings	61	103	100	56	123	104	159	146	149	174	133	114	118	121	91	69	133	130	137	164	170	143	143	108	93	111	86	71	117	109	102	95	117	118	155	117
Inventory	382	360	364	340	356	361	382	371	400	428	413	381	380	374	348	343	379	383	407	421	442	430	413	407	390	373	347	323	328	326	315	327	326	277	261	210
Sales	56	70	65	56	44	33	72	81	84	101	90	81	86	90	64	60	40	42	82	73	102	99	109	104	67	77	69	84	43	49	72	88	59	73	132	103

(000's)	S 17	O	N	D	J 18	F	M	A	M	J	J	A	S	O	N	D	J 19	F	M	A	M	J	J	A	S	O	N	D	J 20	F	M	A	M	J	J	A
Avg Sale Price	533	598	561	574	588	570	543	611	560	589	568	582	574	595	629	587	536	540	560	556	586	578	573	583	583	577	602	635	589	589	593	638	608	641	622	658
3 Mo. Roll Avg			564	578	574	577	567	575	571	587	572	580	575	584	599	603	584	554	546	552	567	573	579	578	580	581	587	605	609	604	590	606	613	629	623	640