

Elliman Report

Q4-2023 Weston, FL Sales

Single Family

Dashboard

YEAR-OVER-YEAR

= 0.0%
Prices Median Sales Price

- 8.5%
Sales Closed Sales

+ 1.7%
Inventory Total Inventory

+ 1.2%
Negotiability Listing Discount

Condo

Dashboard

YEAR-OVER-YEAR

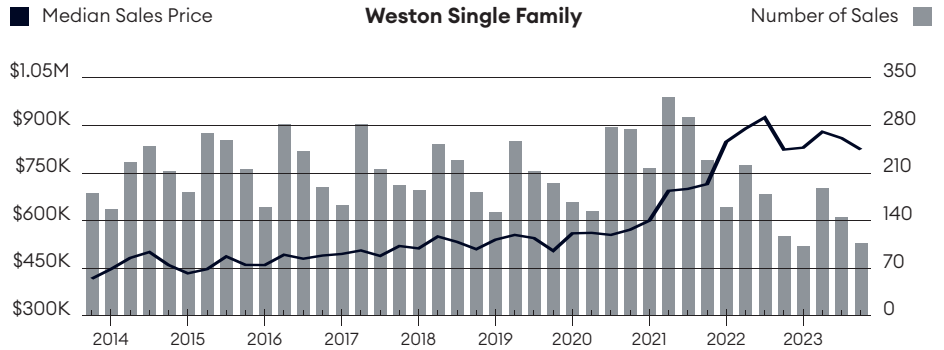
+ 13.3%
Prices Median Sales Price

+ 3.4%
Sales Closed Sales

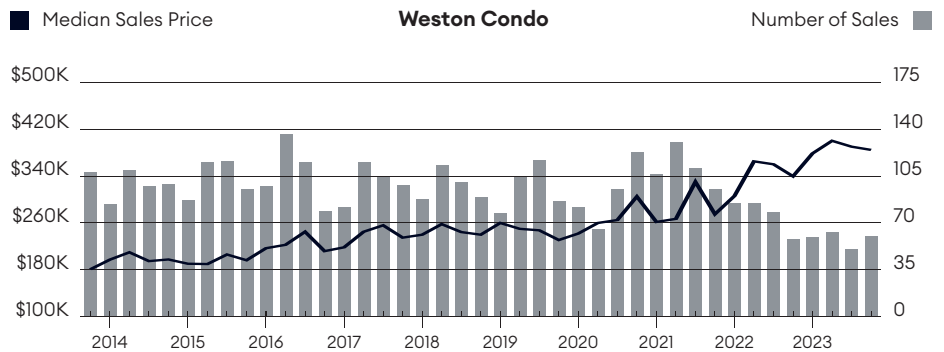
+ 74.1%
Inventory Total Inventory

- 0.6%
Negotiability Listing Discount

- Single family median sales price remained unchanged year over year
- Single family sales declined as listing inventory edged higher year over year
- Condo price trend indicators increased collectively year over year for the fifteenth time



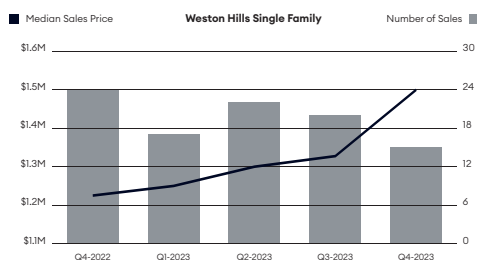
Weston Single Family Matrix	Q4-2023	%Δ (QTR)	Q3-2023	%Δ (YR)	Q4-2022
Average Sales Price	\$1,148,260	12.8%	\$1,017,691	1.7%	\$1,129,510
Average Price Per Sq Ft	\$434	7.7%	\$403	11.0%	\$391
Median Sales Price	\$824,000	-4.2%	\$860,000	0.0%	\$824,000
Number of Sales (Closed)	107	-26.2%	145	-8.5%	117
Days on Market (From Last List Date)	55	37.5%	40	12.2%	49
Listing Discount (From Last List Price)	3.8%		3.1%		2.6%
Listing Inventory	121	23.5%	98	1.7%	119
Months of Supply	3.4	70.0%	2.0	9.7%	3.1
Average Square Feet	2,652	0.1%	2,650	-4.9%	2,789



Weston Condos Matrix	Q4-2023	%Δ (QTR)	Q3-2023	%Δ (YR)	Q4-2022
Average Sales Price	\$428,199	2.1%	\$419,390	12.2%	\$381,709
Average Price Per Sq Ft	\$318	0.6%	\$316	10.8%	\$287
Median Sales Price	\$384,500	-1.4%	\$390,000	13.3%	\$339,500
Number of Sales (Closed)	60	20.0%	50	3.4%	58
Days on Market (From Last List Date)	30	0.0%	30	-25.0%	40
Listing Discount (From Last List Price)	1.9%		1.0%		2.5%
Listing Inventory	47	20.5%	39	74.1%	27
Months of Supply	2.4	4.3%	2.3	71.4%	1.4
Average Square Feet	1,349	0.7%	1,339	1.4%	1,330

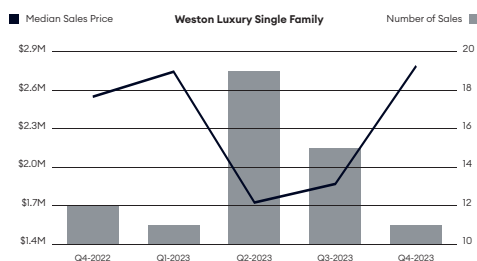


Weston Hills



Weston Hills Single Family Matrix	Q4-2023	%Δ (QTR)	Q3-2023	%Δ (YR)	Q4-2022
Average Sales Price	\$1,601,600	9.0%	\$1,469,700	32.7%	\$1,206,833
Average Price Per Sq Ft	\$457	5.1%	\$435	23.8%	\$369
Median Sales Price	\$1,500,000	13.0%	\$1,327,500	22.4%	\$1,225,000
Number of Sales (Closed)	15	-25.0%	20	-37.5%	24
Days on Market (From Last List Date)	34	-67.9%	106	-34.6%	52
Listing Discount (From Last List Price)	2.6%		5.1%		6.8%
Listing Inventory	31	63.2%	19	34.8%	23
Months of Supply	6.2	113.8%	2.9	113.8%	2.9
Average Square Feet	3,502	3.6%	3,381	7.1%	3,269

Luxury



Luxury Single Family Matrix (Top 10% of Sales)	Q4-2023	%Δ (QTR)	Q3-2023	%Δ (YR)	Q4-2022
Average Sales Price	\$3,409,505	59.4%	\$2,139,167	-1.8%	\$3,470,708
Average Price per Sq Ft	\$600	19.0%	\$504	18.6%	\$506
Median Sales Price	\$2,790,000	49.2%	\$1,870,000	9.4%	\$2,550,000
Number of Sales (Closed)	11	-26.7%	15	-8.3%	12
Days on Market (From Last List Date)	133	84.7%	72	84.7%	72
Listing Discount (From Last List Price)	6.4%		5.3%		15.2%
Listing Inventory	32	-27.3%	44	52.4%	21
Months of Supply	8.7	-1.1%	8.8	64.2%	5.3
Entry Price Threshold	\$1,750,000	16.7%	\$1,500,000	2.9%	\$1,700,000
Average Sale Square Footage	5,684	33.8%	4,248	-17.1%	6,858



Luxury Condo Matrix (Top 10% of Sales)	Q4-2023	%Δ (QTR)	Q3-2023	%Δ (YR)	Q4-2022
Average Sales Price	\$673,071	11.7%	\$602,833	10.9%	\$607,083
Average Price per Sq Ft	\$377	5.6%	\$357	12.9%	\$334
Median Sales Price	\$679,000	15.7%	\$587,000	16.6%	\$582,500
Number of Sales (Closed)	7	16.7%	6	16.7%	6
Days on Market (From Last List Date)	25	78.6%	14	-52.8%	53
Listing Discount (From Last List Price)	1.8%		0.4%		3.1%
Listing Inventory	5	-28.6%	7	-37.5%	8
Months of Supply	2.1	-40.0%	3.5	-47.5%	4.0
Entry Price Threshold	\$585,000	3.0%	\$568,000	13.6%	\$515,000
Average Sale Square Footage	1,785	5.7%	1,689	-1.9%	1,820

By Sales Share Weston

Finance	Current Quarter	Prior Year Quarter
Single Family Cash	22.4%	32.5%
Single Family Mortgage	77.6%	67.5%
Condo Cash	46.7%	55.2%
Condo Mortgage	53.3%	44.8%

Price	Current Quarter	Prior Year Quarter
Single Family + Condo		
< \$350K	12.0%	17.7%
\$350K - \$499K	16.2%	13.7%
\$500K - \$699K	22.8%	21.7%
\$700K - \$999K	25.7%	21.1%
\$1M - \$1.9M	18.0%	20.6%
\$2M+	5.4%	5.1%

Over/Under Last List	Current Quarter	Prior Year Quarter
Single Family Over	15.9%	9.4%
Single Family At	12.1%	6.8%
Single Family Under	72.0%	81.2%
Condo Over	18.3%	13.8%
Condo At	26.7%	17.2%
Condo Under	55.0%	69.0%

Questions or comments? Email report author Jonathan Miller at jmiller@millersamuel.com
Methodology: millersamuel.com/research-reports/methodology

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