

Elliman Report

Q1-2024 Weston, FL Sales

Single Family

Dashboard

YEAR-OVER-YEAR

- + 8.7%**
Prices Median Sales Price
- + 16.7%**
Sales Closed Sales
- + 7.3%**
Inventory Total Inventory
- + 0.2%**
Negotiability Listing Discount

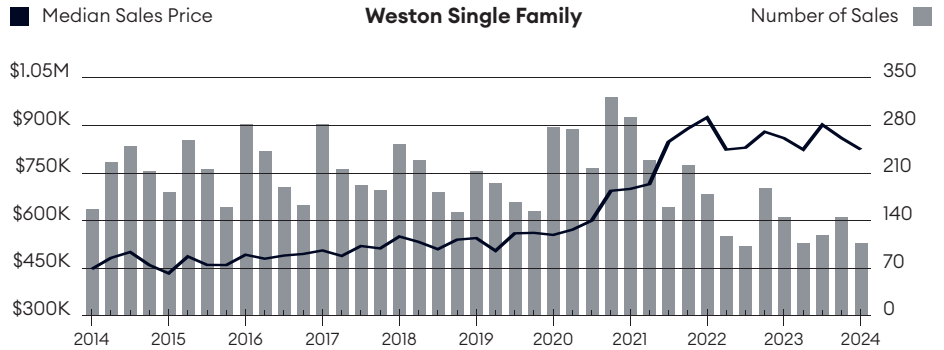
Condo

Dashboard

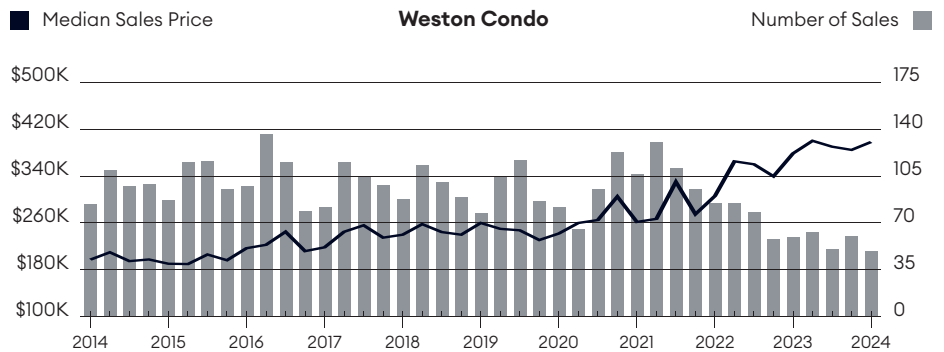
YEAR-OVER-YEAR

- + 5.2%**
Prices Median Sales Price
- 16.9%**
Sales Closed Sales
- + 92.6%**
Inventory Total Inventory
- 0.6%**
Negotiability Listing Discount

- Single family median sales price pressed upward to the second-highest level on record
- Single family sales increased annually for the first time in ten quarters as listing inventory expanded
- Condo median sales price rose yearly for the ninth time as sales declined



Weston Single Family Matrix	Q1-2024	%Δ (QTR)	Q4-2023	%Δ (YR)	Q1-2023
Average Sales Price	\$1,185,462	3.2%	\$1,148,260	11.9%	\$1,059,399
Average Price Per Sq Ft	\$438	0.9%	\$434	17.4%	\$373
Median Sales Price	\$902,100	9.5%	\$824,000	8.7%	\$830,000
Number of Sales (Closed)	119	11.2%	107	16.7%	102
Days on Market (From Last List Date)	57	3.6%	55	3.6%	55
Listing Discount (From Last List Price)	4.5%		3.8%		4.3%
Listing Inventory	118	-2.5%	121	7.3%	110
Months of Supply	3.0	-11.8%	3.4	-6.3%	3.2
Average Square Feet	2,706	2.0%	2,652	-4.8%	2,841

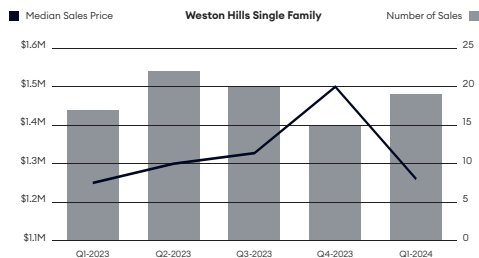


Weston Condos Matrix	Q1-2024	%Δ (QTR)	Q4-2023	%Δ (YR)	Q1-2023
Average Sales Price	\$417,755	-2.4%	\$428,199	-1.1%	\$422,237
Average Price Per Sq Ft	\$308	-3.1%	\$318	3.0%	\$299
Median Sales Price	\$398,000	3.5%	\$384,500	5.2%	\$378,500
Number of Sales (Closed)	49	-18.3%	60	-16.9%	59
Days on Market (From Last List Date)	45	50.0%	30	-4.3%	47
Listing Discount (From Last List Price)	2.6%		1.9%		3.2%
Listing Inventory	52	10.6%	47	92.6%	27
Months of Supply	3.2	33.3%	2.4	128.6%	1.4
Average Square Feet	1,357	0.6%	1,349	-4.0%	1,414



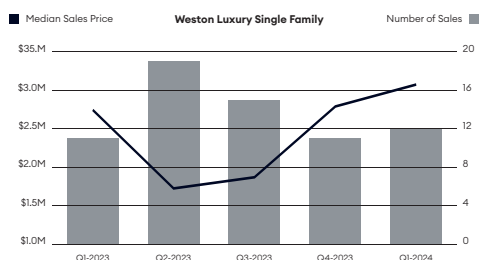
Prepared by Miller Samuel Real Estate Appraisers & Consultants

Weston Hills



Weston Hills Single Family Matrix	Q1-2024	%Δ (QTR)	Q4-2023	%Δ (YR)	Q1-2023
Average Sales Price	\$1,385,347	-13.5%	\$1,601,600	4.8%	\$1,322,412
Average Price Per Sq Ft	\$423	-7.4%	\$457	7.9%	\$392
Median Sales Price	\$1,260,000	-16.0%	\$1,500,000	0.8%	\$1,250,000
Number of Sales (Closed)	19	26.7%	15	11.8%	17
Days on Market (From Last List Date)	71	108.8%	34	31.5%	54
Listing Discount (From Last List Price)	6.5%		2.6%		5.5%
Listing Inventory	30	-3.2%	31	30.4%	23
Months of Supply	4.7	-24.2%	6.2	14.6%	4.1
Average Square Feet	3,278	-6.4%	3,502	-2.9%	3,375

Luxury



Luxury Single Family Matrix (Top 10% of Sales)	Q1-2024	%Δ (QTR)	Q4-2023	%Δ (YR)	Q1-2023
Average Sales Price	\$3,309,417	-2.9%	\$3,409,505	16.9%	\$2,831,000
Average Price per Sq Ft	\$642	7.0%	\$600	34.6%	\$477
Median Sales Price	\$3,075,000	10.2%	\$2,790,000	12.0%	\$2,745,000
Number of Sales (Closed)	12	9.1%	11	9.1%	11
Days on Market (From Last List Date)	142	6.8%	133	118.5%	65
Listing Discount (From Last List Price)	6.0%		6.4%		5.6%
Listing Inventory	43	34.4%	32	0.0%	43
Months of Supply	10.8	24.1%	8.7	-7.7%	11.7
Entry Price Threshold	\$1,800,000	2.9%	\$1,750,000	13.9%	\$1,580,000
Average Sale Square Footage	5,152	-9.4%	5,684	-13.2%	5,935



Luxury Condo Matrix (Top 10% of Sales)	Q1-2024	%Δ (QTR)	Q4-2023	%Δ (YR)	Q1-2023
Average Sales Price	\$679,200	0.9%	\$673,071	4.0%	\$653,317
Average Price per Sq Ft	\$317	-15.9%	\$377	7.1%	\$296
Median Sales Price	\$710,000	4.6%	\$679,000	10.5%	\$642,500
Number of Sales (Closed)	5	-28.6%	7	-16.7%	6
Days on Market (From Last List Date)	34	36.0%	25	-51.4%	70
Listing Discount (From Last List Price)	0.8%		1.8%		2.5%
Listing Inventory	11	120.0%	5	1000.0%	1
Months of Supply	6.6	214.3%	2.1	1220.0%	0.5
Entry Price Threshold	\$575,000	-1.7%	\$585,000	1.8%	\$564,900
Average Sale Square Footage	2,145	20.2%	1,785	-2.9%	2,210

By Sales Share Weston

Finance	Current Quarter	Prior Year Quarter
Single Family Cash	35.3%	27.5%
Single Family Mortgage	64.7%	72.5%
Condo Cash	53.1%	57.6%
Condo Mortgage	46.9%	42.4%

Price	Current Quarter	Prior Year Quarter
Single Family + Condo		
< \$350K	11.3%	10.6%
\$350K - \$499K	12.5%	16.8%
\$500K - \$699K	18.5%	25.5%
\$700K - \$999K	26.8%	28.6%
\$1M - \$1.9M	24.4%	14.3%
\$2M+	6.5%	4.3%

Over/Under Last List	Current Quarter	Prior Year Quarter
Single Family Over	8.4%	7.8%
Single Family At	21.8%	9.8%
Single Family Under	69.7%	82.4%
Condo Over	10.2%	10.2%
Condo At	12.2%	6.8%
Condo Under	77.6%	83.1%

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

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