

Elliman Report

Q2-2024 Weston, FL Sales

Single Family

Dashboard

YEAR-OVER-YEAR

- + 12.2%**
Prices Median Sales Price
- 2.7%**
Sales Closed Sales
- + 56.7%**
Inventory Total Inventory
- + 1.8%**
Negotiability Listing Discount

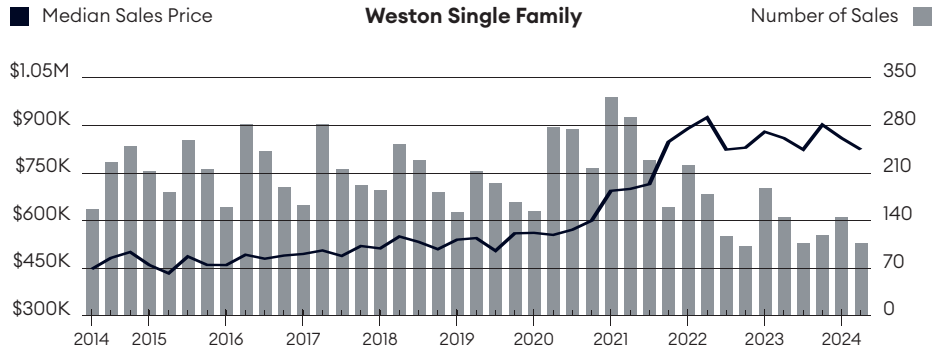
Condo

Dashboard

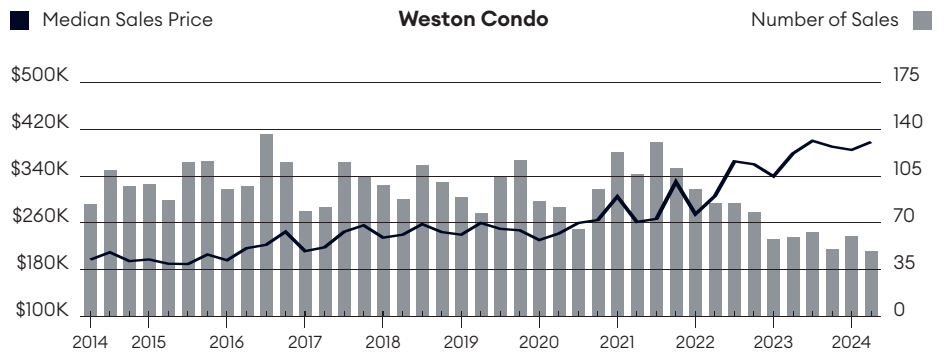
YEAR-OVER-YEAR

- + 9.8%**
Prices Median Sales Price
- 1.6%**
Sales Closed Sales
- + 221.7%**
Inventory Total Inventory
- + 0.7%**
Negotiability Listing Discount

- Single family median sales price increased annually to the highest level on record
- Single family listing inventory rose year over year for the third time as sales slipped
- Condo median sales price increased annually for the tenth time as sales declined



Weston Single Family Matrix	Q2-2024	%Δ (QTR)	Q1-2024	%Δ (YR)	Q2-2023
Average Sales Price	\$1,157,273	-2.4%	\$1,185,462	17.9%	\$981,595
Average Price Per Sq Ft	\$429	-2.1%	\$438	15.0%	\$373
Median Sales Price	\$987,500	9.5%	\$902,100	12.2%	\$880,000
Number of Sales (Closed)	182	52.9%	119	-2.7%	187
Days on Market (From Last List Date)	38	-33.3%	57	-20.8%	48
Listing Discount (From Last List Price)	4.8%		4.5%		3.0%
Listing Inventory	163	38.1%	118	56.7%	104
Months of Supply	2.7	-10.0%	3.0	58.8%	1.7
Average Square Feet	2,700	-0.2%	2,706	-0.4%	2,711

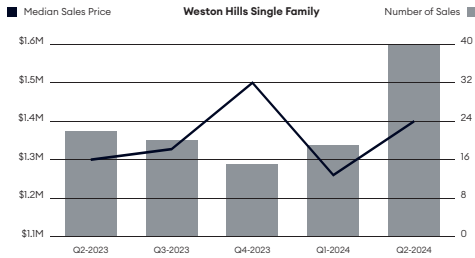


Weston Condos Matrix	Q2-2024	%Δ (QTR)	Q1-2024	%Δ (YR)	Q2-2023
Average Sales Price	\$446,476	6.9%	\$417,755	-0.2%	\$447,403
Average Price Per Sq Ft	\$324	5.2%	\$308	4.9%	\$309
Median Sales Price	\$439,000	10.3%	\$398,000	9.8%	\$400,000
Number of Sales (Closed)	62	26.5%	49	-1.6%	63
Days on Market (From Last List Date)	40	-11.1%	45	17.6%	34
Listing Discount (From Last List Price)	2.1%		2.6%		1.4%
Listing Inventory	74	42.3%	52	221.7%	23
Months of Supply	3.6	12.5%	3.2	227.3%	1.1
Average Square Feet	1,376	1.4%	1,357	-4.1%	1,435



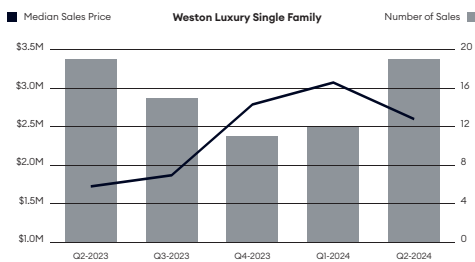
Prepared by Miller Samuel Real Estate Appraisers & Consultants

Weston Hills



Weston Hills Single Family Matrix	Q2-2024	%Δ (QTR)	Q1-2024	%Δ (YR)	Q2-2023
Average Sales Price	\$1,626,194	17.4%	\$1,385,347	10.5%	\$1,472,273
Average Price Per Sq Ft	\$466	10.2%	\$423	12.8%	\$413
Median Sales Price	\$1,400,000	11.1%	\$1,260,000	7.7%	\$1,300,000
Number of Sales (Closed)	40	110.5%	19	81.8%	22
Days on Market (From Last List Date)	48	-32.4%	71	-44.8%	87
Listing Discount (From Last List Price)	6.1%		6.5%		5.2%
Listing Inventory	39	30.0%	30	50.0%	26
Months of Supply	2.9	-38.3%	4.7	-17.1%	3.5
Average Square Feet	3,534	7.8%	3,278	-2.3%	3,618

Luxury



Luxury Single Family Matrix (Top 10% of Sales)	Q2-2024	%Δ (QTR)	Q1-2024	%Δ (YR)	Q2-2023
Average Sales Price	\$2,576,579	-22.1%	\$3,309,417	25.3%	\$2,056,832
Average Price per Sq Ft	\$518	-19.3%	\$642	11.9%	\$463
Median Sales Price	\$2,600,000	-15.4%	\$3,075,000	50.7%	\$1,725,000
Number of Sales (Closed)	19	58.3%	12	0.0%	19
Days on Market (From Last List Date)	61	-57.0%	142	22.0%	50
Listing Discount (From Last List Price)	7.1%		6.0%		3.6%
Listing Inventory	38	-11.6%	43	-22.4%	49
Months of Supply	6.0	-44.4%	10.8	-22.1%	7.7
Entry Price Threshold	\$1,910,000	6.1%	\$1,800,000	41.6%	\$1,349,000
Average Sale Square Footage	4,975	-3.4%	5,152	9.9%	4,528



Luxury Condo Matrix (Top 10% of Sales)	Q2-2024	%Δ (QTR)	Q1-2024	%Δ (YR)	Q2-2023
Average Sales Price	\$722,857	6.4%	\$679,200	0.8%	\$717,143
Average Price per Sq Ft	\$368	16.1%	\$317	15.0%	\$320
Median Sales Price	\$725,000	2.1%	\$710,000	2.8%	\$705,000
Number of Sales (Closed)	7	40.0%	5	0.0%	7
Days on Market (From Last List Date)	48	41.2%	34	71.4%	28
Listing Discount (From Last List Price)	2.0%		0.8%		0.6%
Listing Inventory	15	36.4%	11	275.0%	4
Months of Supply	6.4	-3.0%	6.6	276.5%	1.7
Entry Price Threshold	\$580,000	0.9%	\$575,000	-10.8%	\$650,000
Average Sale Square Footage	1,964	-8.4%	2,145	-12.4%	2,243

By Sales Share Weston

Finance	Current Quarter	Prior Year Quarter
Single Family Cash	22.5%	19.8%
Single Family Mortgage	77.5%	80.2%
Condo Cash	43.5%	39.7%
Condo Mortgage	56.5%	60.3%

Price	Current Quarter	Prior Year Quarter
Single Family + Condo		
< \$350K	7.4%	6.8%
\$350K - \$499K	11.1%	12.4%
\$500K - \$699K	17.6%	22.0%
\$700K - \$999K	27.0%	34.0%
\$1M - \$1.9M	30.3%	21.2%
\$2M+	6.6%	3.6%

Over/Under Last List	Current Quarter	Prior Year Quarter
Single Family Over	14.3%	19.3%
Single Family At	11.0%	15.0%
Single Family Under	74.7%	65.8%
Condo Over	12.9%	14.3%
Condo At	14.5%	28.6%
Condo Under	72.6%	57.1%

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

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