

Market Trends Report

March 2024

 Property Type

Single Family

 Date Range

April 2021 - March 2024

 Price Range

\$0 - \$999,999,999

 Location

CITY
Weston







Judy Michaelis

Broker Lic#: 0750642

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Overview

The overview below shows real estate activity from January 2024 to March 2024. You will see data comparisons between March and the previous month, the last three months and March 2023.

Overview	Monthly Trends				
	YTD Avg.	March	February	Dec. - Feb.	Mar. 2023
New Listings	38	15	13	9	19
Average Sales Price per Square Foot	307	331	256	303	298
Average Days on Market	47	55	43	42	119
Number of Properties for Sale	92	29	31	31	30
Average List Price	\$2,055,176	\$2,054,043	\$2,105,524	\$2,055,515	\$1,738,387
Median List Price	\$1,824,950	\$1,800,000	\$1,849,900	\$1,824,950	\$1,398,500
Average Sales Price	\$1,264,245	\$991,797	\$1,065,938	\$1,334,422	\$1,123,729
Median Sales Price	\$1,181,083	\$915,000	\$893,250	\$1,246,083	\$900,000
Sales Price / List Price Ratio	102.67%	103.95%	101.5%	102.74%	98.26%
Number of Properties Sold	17	7	8	7	7
Month's Supply of Inventory	8.01	4.14	3.88	7.57	4.29
Absorption Rate	0.19	0.24	0.26	0.22	0.23



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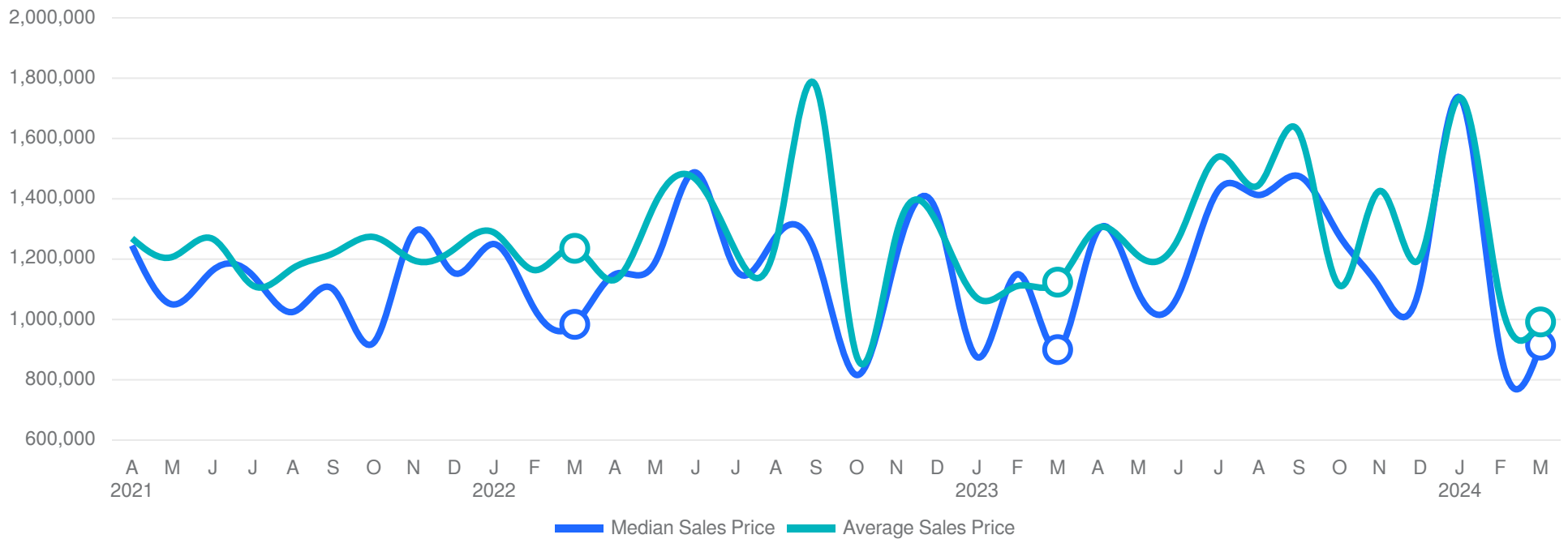
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Average & Median Sales Price

The median sales price in March 2024 was \$915,000, up 2.43% from \$893,250 from the previous month and 1.67% higher than \$900,000 from March 2023. The March 2024 median sales price was at a mid level compared to March 2023 and 2022. The average sales price in March 2024 was \$991,797, down -6.96% from \$1,065,938 from the previous month and -11.74% lower than \$1,123,729 from March 2023. The March 2024 average sale price was at its lowest level compared to March 2023 and 2022.



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Sales Price / List Price Ratio

The sales price/list price ratio is the average sale price divided by the average list price for sold properties expressed as a percentage. If it is above 100%, homes are selling for more than the list price. If it is less than 100%, homes are selling for less than the list price. The March 2024 sales price/list price ratio was 103.95%, up from 101.5% from the previous month and up from 98.26% from March 2023.



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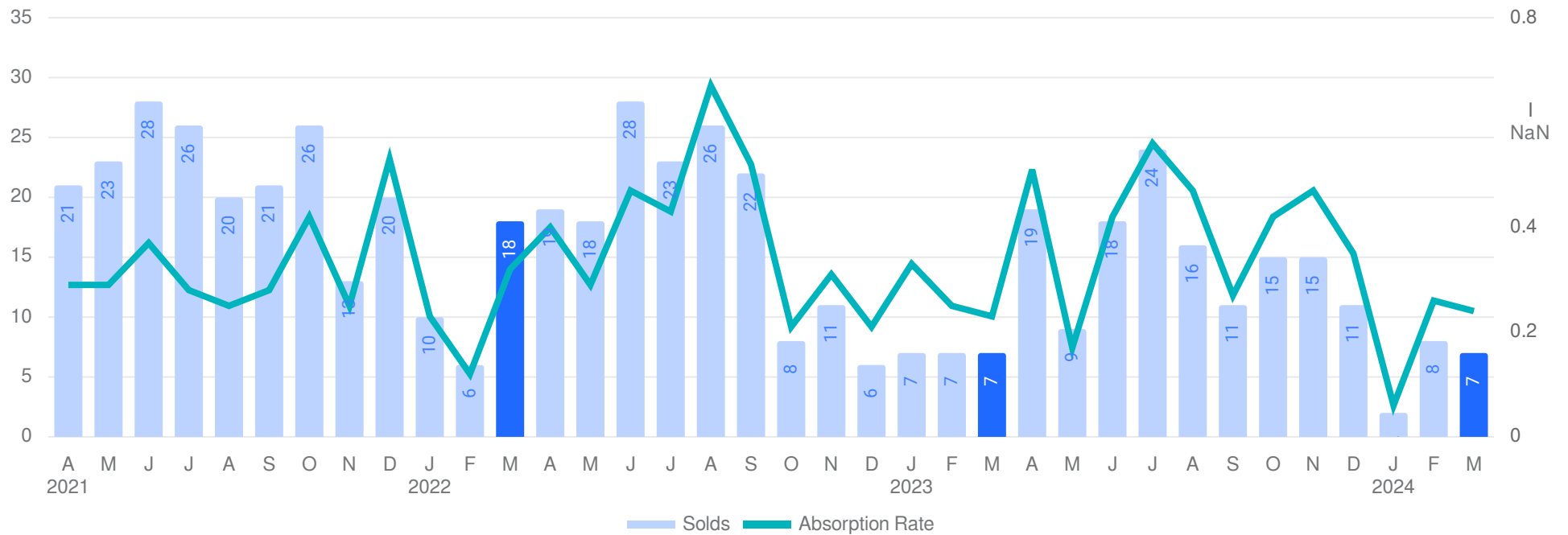
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Number of Properties Sold & Absorption Rate

The number of properties sold in March 2024 was 7, down -12.50% from 8 from the previous month and equal to March 2023. The March 2024 sales were at its lowest level compared to March 2023 and 2022. Absorption rate is the avg number of sales per month divided by the total number of available properties.



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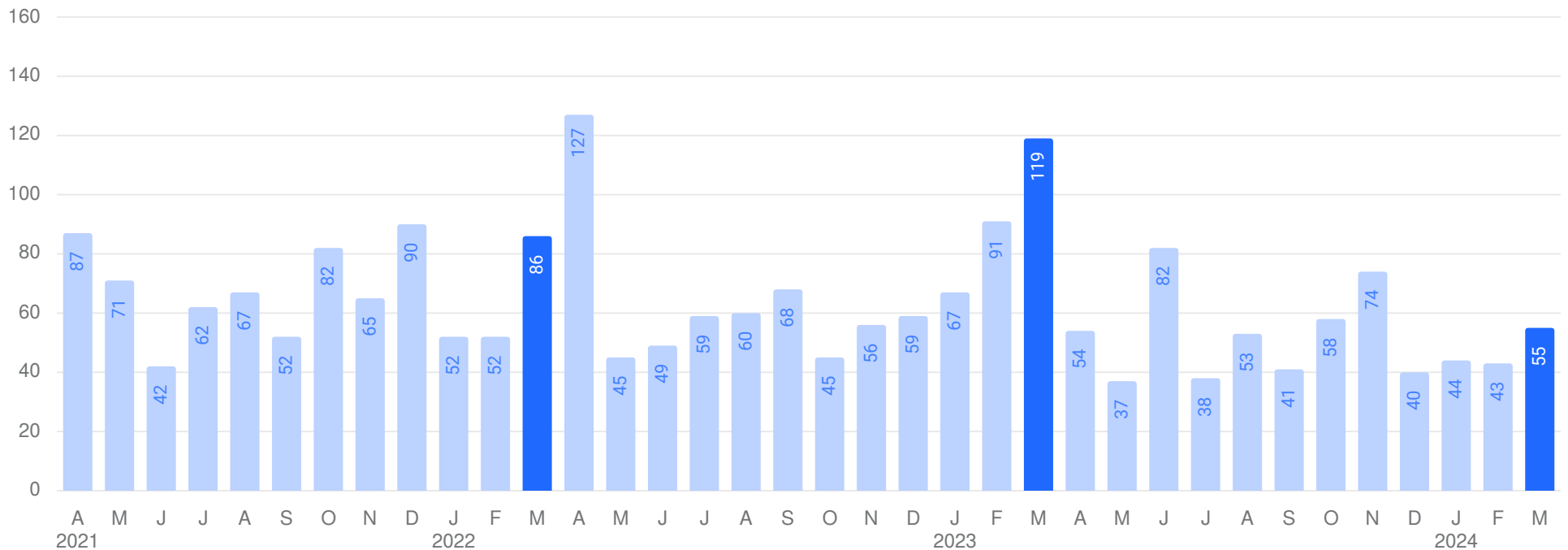
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Average Days on Market

The average days on market (DOM) is the number of days a property is on the market before it sells. An upward trend in DOM tends to indicate a move towards a buyer's market, a downward trend tends to indicate a move towards seller's market. The DOM for March 2024 was 55 days, up 27.91% from 43 days from the previous month and -53.78% lower than 119 days from March 2023. The March 2024 DOM was at its lowest level compared with March 2023 and 2022.



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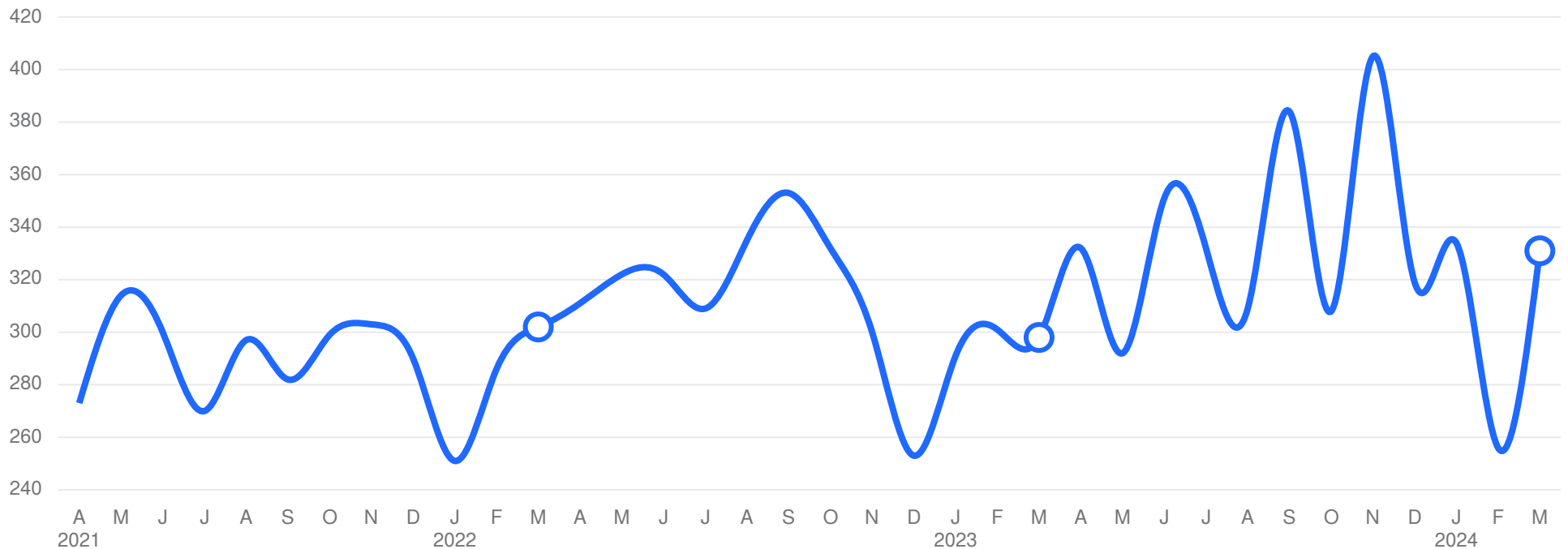
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Average Sales Price per Square Foot

The average sales price per square foot is a more normalized indicator for the direction of property value. The sales price per square foot in March 2024 was \$331, up 29.30% from \$256 from the previous month and 11.07% higher than \$298 from March 2023.



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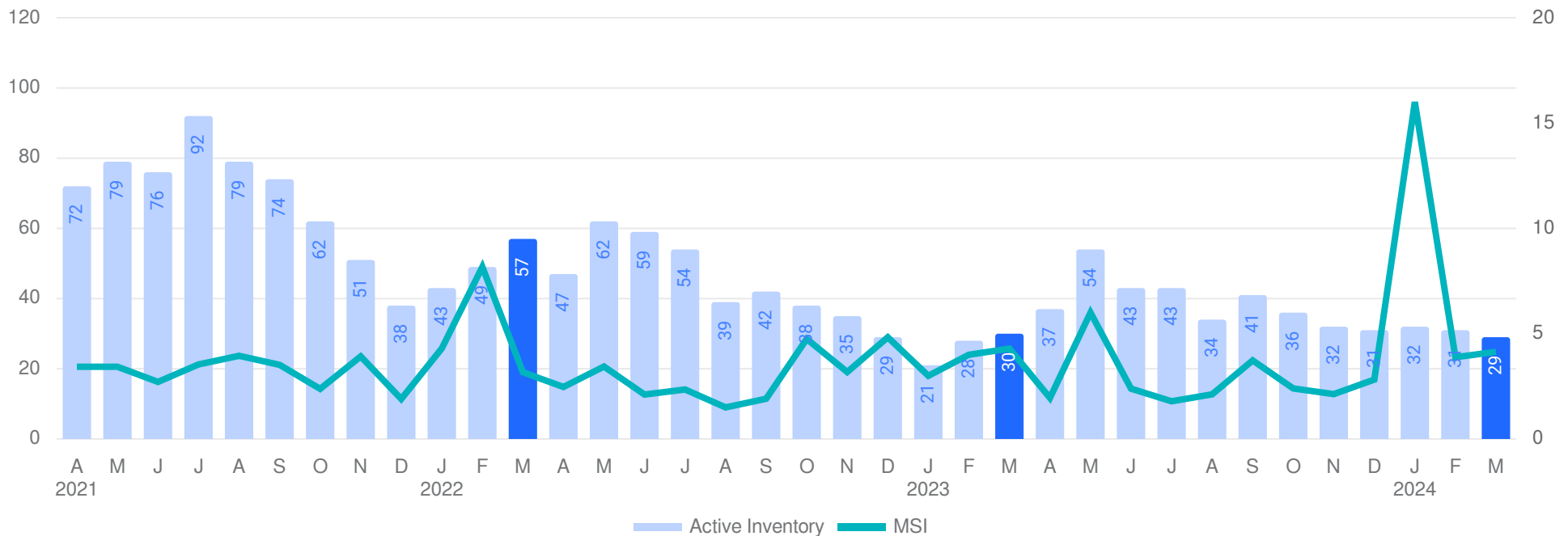
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Inventory & MSI

The number of properties for sale in March 2024 was 29, down -6.45% from 31 from the previous month and -3.33% lower than 30 from March 2023. The March 2024 inventory was at its lowest level compared with March 2023 and 2022. A comparatively lower MSI is more beneficial for sellers while a higher MSI is better for buyers. The March 2024 MSI of 4.14 months was at a mid level compared with March 2023 and 2022.



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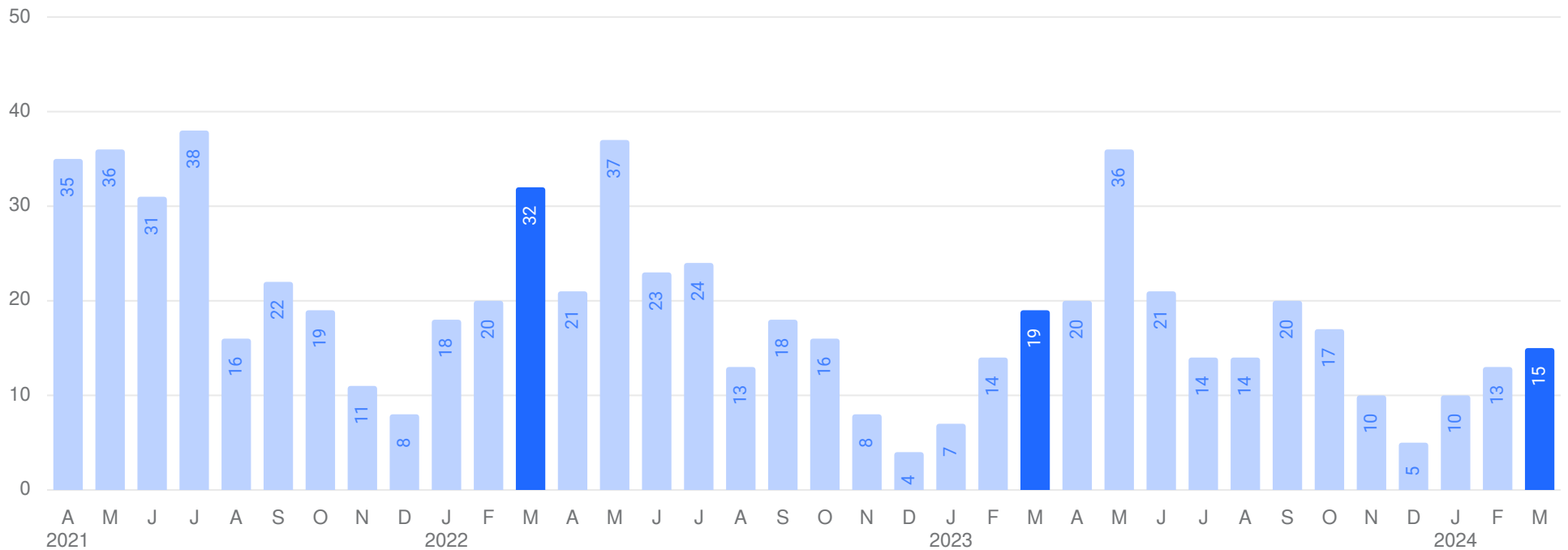
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New Listings

The number of new listings in March 2024 was 15, up 15.38% from 13 from the previous month and -21.05% lower than 19 from March 2023. The March 2024 listings were at its lowest level compared to March 2023 and 2022.



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