

Market Trends Report

March 2025

 Property Type

Single Family

 Date Range

April 2022 - March 2025

 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 2025 to March 2025. You will see data comparisons between March and the previous month, the last three months and March 2024.

| Overview | Monthly Trends | | | | |
|-------------------------------------|----------------|-------------|-------------|-------------|-------------|
| | YTD Avg. | March | February | Dec. - Feb. | Mar. 2024 |
| New Listings | 39 | 17 | 15 | 8 | 16 |
| Average Sales Price per Square Foot | 389 | 398 | 398 | 364 | 331 |
| Average Days on Market | 72 | 59 | 71 | 67 | 55 |
| Number of Properties for Sale | 53 | 20 | 20 | 16 | 36 |
| Average List Price | \$1,579,502 | \$1,548,895 | \$1,584,850 | \$1,593,181 | \$1,873,615 |
| Median List Price | \$1,436,833 | \$1,362,500 | \$1,399,000 | \$1,439,167 | \$1,689,500 |
| Average Sales Price | \$1,510,041 | \$1,359,833 | \$1,585,333 | \$1,495,055 | \$991,797 |
| Median Sales Price | \$1,362,667 | \$1,400,000 | \$1,400,000 | \$1,302,250 | \$915,000 |
| Sales Price / List Price Ratio | 103.93% | 104.74% | 100.71% | 103.33% | 103.95% |
| Number of Properties Sold | 26 | 6 | 9 | 11 | 7 |
| Month's Supply of Inventory | 2.24 | 3.33 | 2.22 | 1.58 | 5.14 |
| Absorption Rate | 0.53 | 0.3 | 0.45 | 0.68 | 0.19 |



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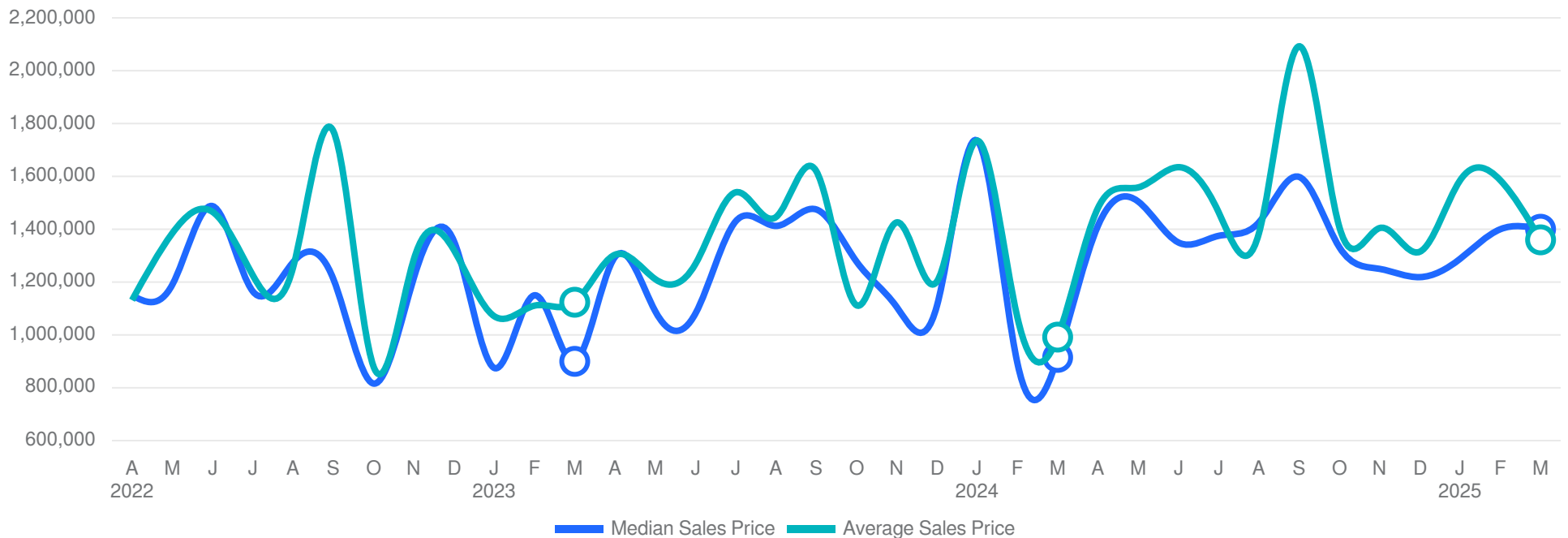
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Average & Median Sales Price

The median sales price in March 2025 was \$1,400,000, equal to the previous month and 53.01% higher than \$915,000 from March 2024. The March 2025 median sales price was at its highest level compared to March 2024 and 2023. The average sales price in March 2025 was \$1,359,833, down -14.22% from \$1,585,333 from the previous month and 37.11% higher than \$991,797 from March 2024. The March 2025 average sale price was at its highest level compared to March 2024 and 2023.



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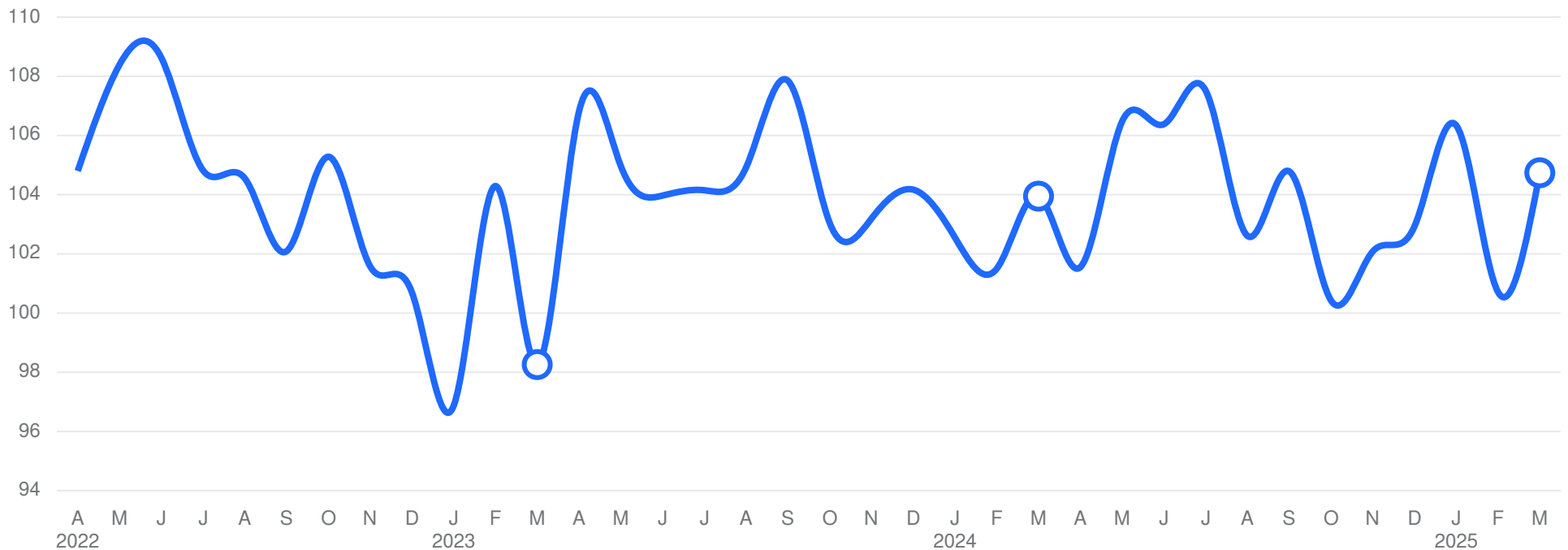
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Sales Price / List Price Ratio

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 2025 sales price/list price ratio was 104.74%, up from 100.71% from the previous month and equal to March 2024.



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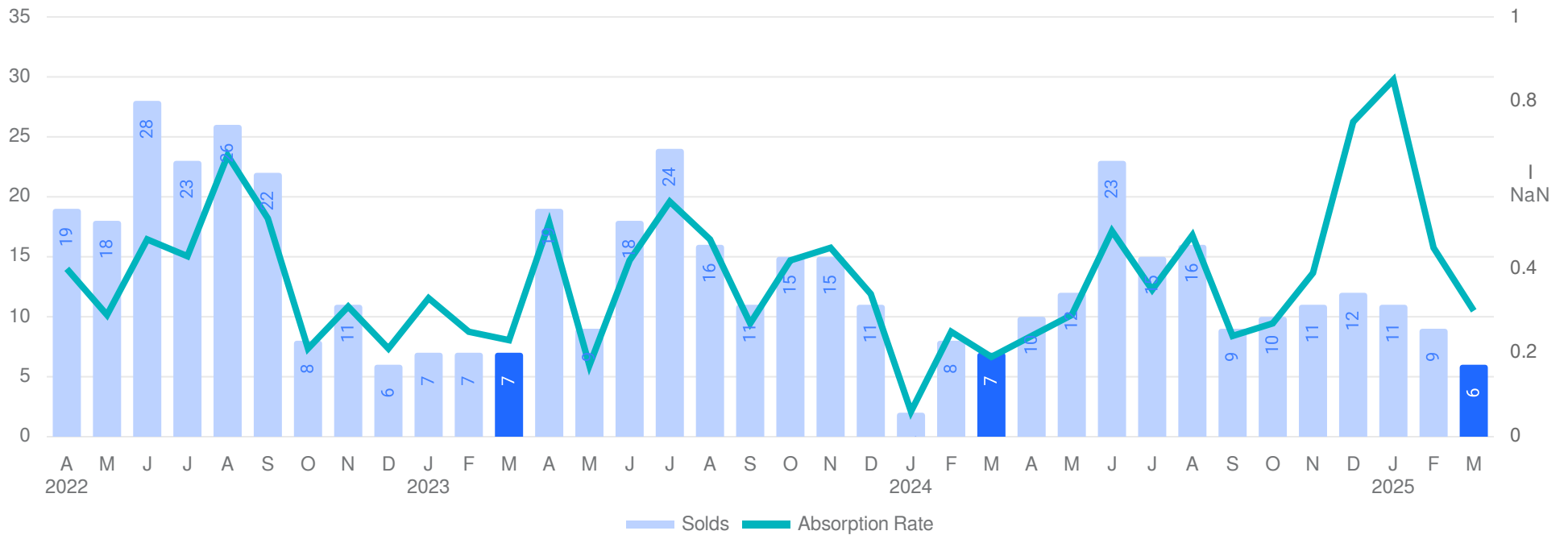
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Number of Properties Sold & Absorption Rate

The number of properties sold in March 2025 was 6, down -33.33% from 9 from the previous month and -14.29% lower than 7 from March 2024. The March 2025 sales were at its lowest level compared to March 2024 and 2023. Absorption rate is the avg number of sales per month divided by the total number of available properties.



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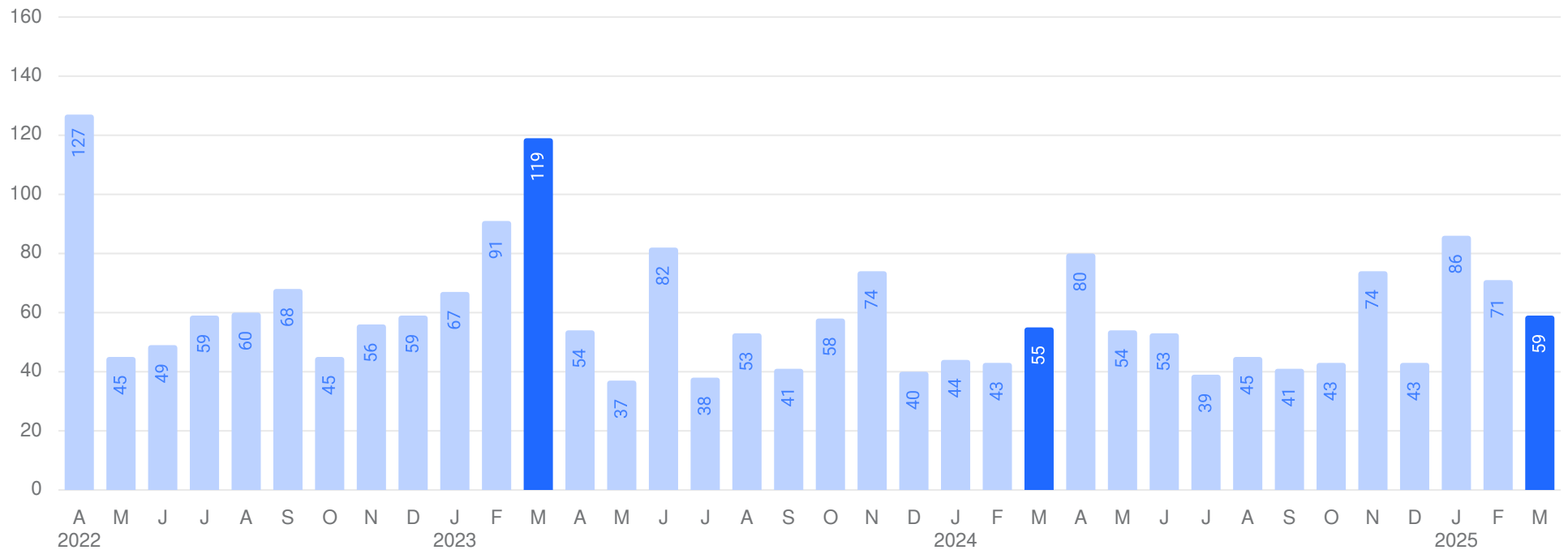
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Average Days on Market

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 2025 was 59 days, down -16.90% from 71 days from the previous month and 7.27% higher than 55 days from March 2024. The March 2025 DOM was at a mid level compared with March 2024 and 2023.



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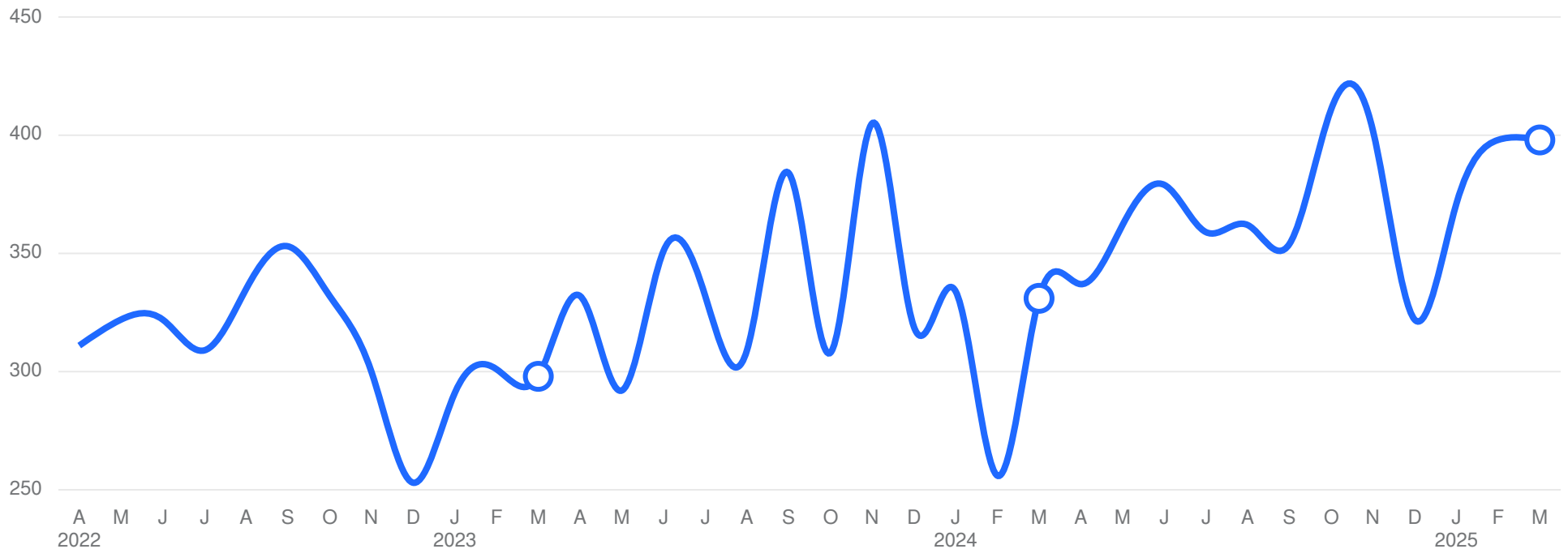
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Average Sales Price per Square Foot

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 2025 was \$398, equal to the previous month and 20.24% higher than \$331 from March 2024.



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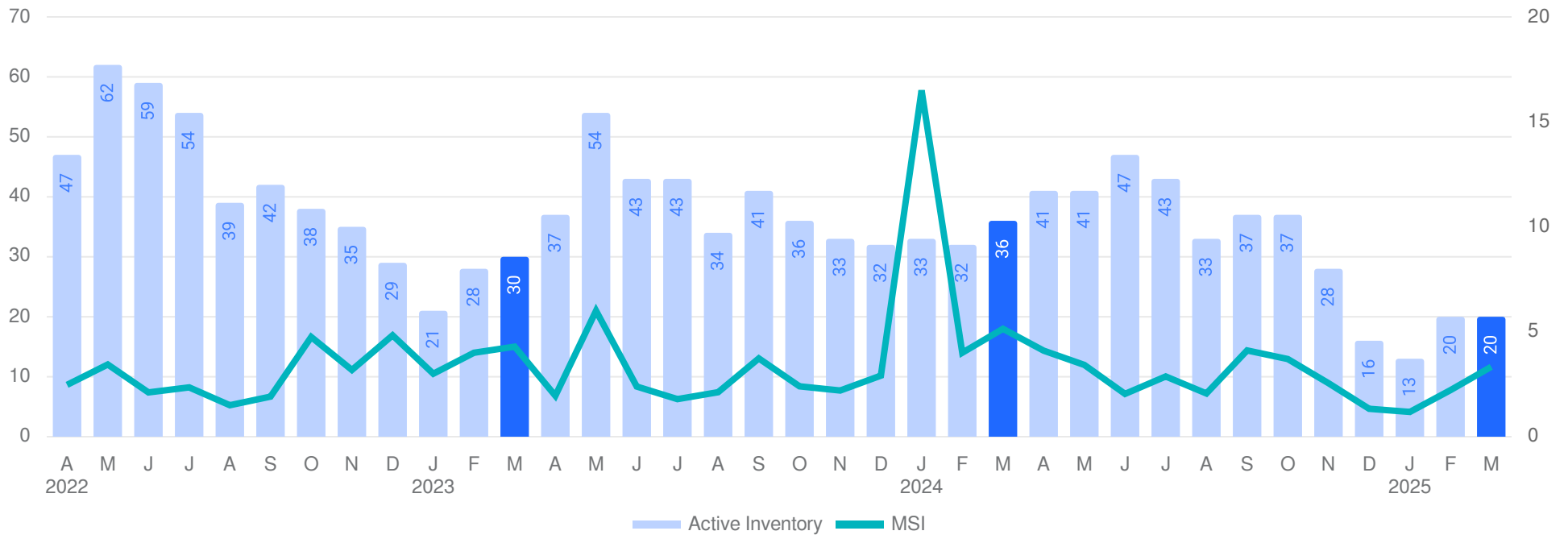
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Inventory & MSI

The number of properties for sale in March 2025 was 20, equal to the previous month and -44.44% lower than 36 from March 2024. The March 2025 inventory was at its lowest level compared with March 2024 and 2023. A comparatively lower MSI is more beneficial for sellers while a higher MSI is better for buyers. The March 2025 MSI of 3.33 months was at its lowest level compared with March 2024 and 2023.



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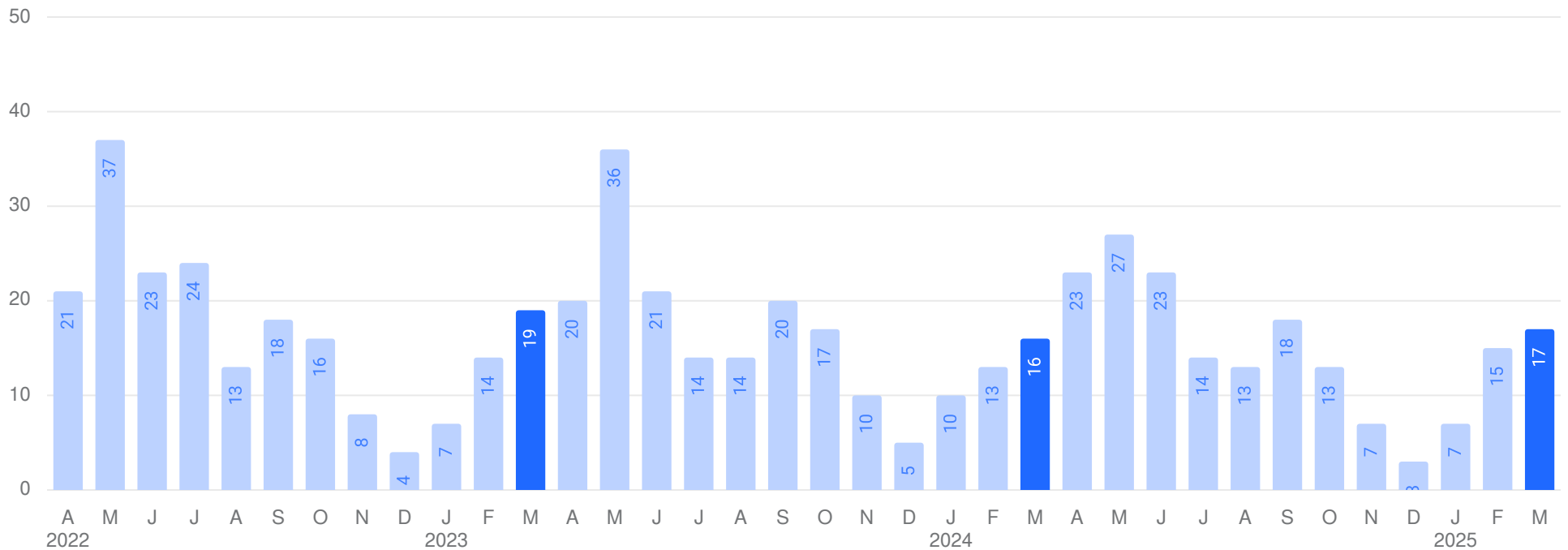
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New Listings

The number of new listings in March 2025 was 17, up 13.33% from 15 from the previous month and 6.25% higher than 16 from March 2024. The March 2025 listings were at a mid level compared to March 2024 and 2023.



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