Elliman Report Q2-2022 Wellington, FL Sales

Single Family

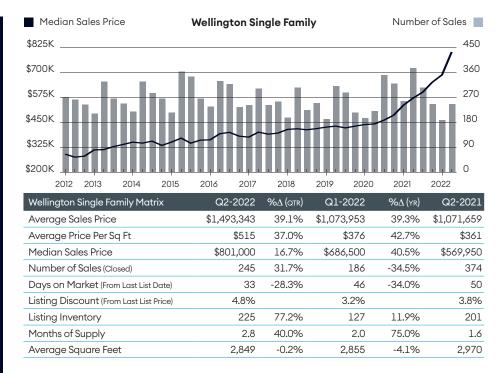
Dashboard year-over-year

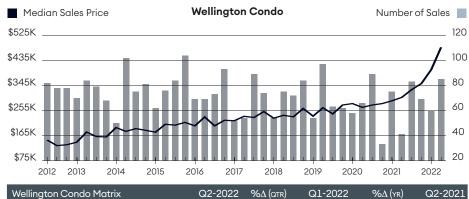
- + 40.5% Prices Median Sales Price
- 34.5% Sales Closed Sales
- + 11.9% Inventory Total Inventory
- 17 days Marketing Time Days on Market

Condo

Dashboard year-over-year

- + 59.7% Prices Median Sales Price
- + 107.3% Sales Closed Sales
- = 0.0% Inventory Total Inventory
- 35 days Marketing Time Days on Market
- Single family median sales price reached a new high for the sixth consecutive quarter
- Condo median sales price reached a new high for the sixth consecutive quarter





Wellington Condo Matrix	Q2-2022	% Δ (QTR)	Q1-2022	% Δ (YR)	Q2-2021
Average Sales Price	\$621,547	47.3%	\$421,868	88.4%	\$329,924
Average Price Per Sq Ft	\$365	33.2%	\$274	67.4%	\$218
Median Sales Price	\$483,000	20.0%	\$402,500	59.7%	\$302,400
Number of Sales (Closed)	85	41.7%	60	107.3%	41
Days on Market (From Last List Date)	19	-42.4%	33	-64.8%	54
Listing Discount (From Last List Price)	1.3%		0.8%		1.9%
Listing Inventory	48	100.0%	24	0.0%	48
Months of Supply	1.7	41.7%	1.2	-51.4%	3.5
Average Square Feet	1,703	10.6%	1,540	12.6%	1,513

DouglasElliman

Prepared by Miller Samuel Real Estate Appraisers & Consultants

Single family median sales price surged 40.5% annually to \$801,000, a new record for the sixth consecutive quarter and 86.3% above pre-pandemic levels. Single family sales fell by 34.5% from the prior-year quarter to 245 as listing inventory rose 11.9% to 225 and 21% below pre-pandemic levels. With the decline in sales and increase in listing inventory, months of

supply, the number of months to sell all single family listing inventory at the current sales rate, was 2.8 months, a brisk market pace and 45.1% faster than pre-pandemic levels. The market share of bidding wars was 35.9%. Condo's median sales price surged 59.7% annually to \$483,000, a new record for the sixth auarter and 82.3% above pre-pandemic

levels. Condo sales more than doubled year over year to 85 as condo listing inventory was unchanged at 48 over the same period and 56.4% below pre-pandemic levels. The market share of condo bidding wars was 27.1% of all closings in the quarter.

Luxury

- Single family price trend indicators rose year over year collectively for the sixth straight quarter
- Single family listing inventory has fallen to a record low in each of the past seven quarters
- Condo price trend indicators nearly tripled annually as listing inventory fell sharply
- Condo days on market fell to a new low

Luxury Single Family Mix	Sales Share	Volume Share
>\$5M (%)	5.3%	30.2%
\$1M - \$5M (%)	29.4%	39.4%
Min \$1M (%)	65.3%	30.4%
Luxury Condo Mix	Sales Share	Volume Share
Luxury Condo Mix > \$1M (%)	00.00	
,	Share	Share
> \$1M (%)	Share 100.0%	Share 100.0%

Single Family With Two+ Acres

- All price trend indicators surged year over year collectively for the fifth straight quarter
- Listing inventory fell to a new low for the fifth time in seven quarters
- The number of sales rose year over year for the first time in three quarters

Questions or comments? Email report author Jonathan Miller at jmiller@millersamuel.com Methodology: millersamuel.com/research-reports/methodology annually to \$483,000, a new record for the sixth quarter and 82.3% above pre-pandemic

Median Sales Price
Condo
Single Family
\$5.5M
\$4.4M
\$3.3M
\$2.2M

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Average Price per Sq Ft\$1,37467.0%\$82343.3%\$959Median Sales Price\$5,100,00070.0%\$3,000,00062.5%\$3,137,500Number of Sales (Closed)2531.6%19-34.2%38Days on Market (From Last List Date)106-43.6%188-52.9%225Listing Discount (From Last List Price)8.6%5.0%6.8%Listing Inventory45-32.8%67-59.8%112Months of Supply5.4-49.1%10.6-38.6%8.8Entry Price Threshold\$3,300,00078.4%\$1,850,000106.9%\$1,595,000Average Square Feet4,590-9.4%5,067-12.2%5,228Luxury Condo Matrix (Top 10% of Sales)Q2-2022%∆ (vrit)Q2-2021%∆ (vrit)Q2-2021Average Sales Price\$1,634,667105.5%\$795,286173.6%\$597,400Average Price per Sq Ft\$70964.1%\$432156.0%\$277Median Sales Price\$1,550,000113.8%\$725,000148.0%\$625,000Number of Sales (Closed)928.6%780.0%52Days on Market (From Last List Date)15-89.0%136-71.2%52Listing Discount (From Last List Price)1.8%1.8%-2.3%23Listing Inventory7-46.2%13-68.2%22Months of Supply2.3-58.9%5.6-82.6%13.2Entry Price Threshold\$1	Luxury Single Family Matrix					
Median Sales Price\$5,100,00070.0%\$3,000,00062.5%\$3,137,500Number of Sales (Closed)2531.6%19-34.2%38Days on Market (From Last List Date)106-43.6%188-52.9%225Listing Discount (From Last List Price)8.6%5.0%6.8%Listing Inventory45-32.8%67-59.8%112Months of Supply5.4-49.1%10.6-38.6%8.8Entry Price Threshold\$3,300,00078.4%\$1,850,000106.9%\$1,595,000Average Square Feet4,590-9.4%5,067-12.2%5,228Luxury Condo Matrix (Top 10% of Sales)Q2-2022%Δ (GTR)Q1-2022%Δ (YR)Q2-2021Average Sales Price\$1,634,667105.5%\$795,286173.6%\$597,400Average Price per Sq Ft\$70964.1%\$432156.0%\$2777Median Sales Price\$1,550,000113.8%\$725,000148.0%\$625,000Number of Sales (Closed)928.6%780.0%5Days on Market (From Last List Date)15-89.0%136-71.2%522Listing Discount (From Last List Price)1.8%1.8%-2.3%Listing Inventory7-46.2%13-68.2%22Months of Supply2.3-58.9%5.6-82.6%13.2Entry Price Threshold\$1,265,00093.1%\$655,000145.6%\$515,000	Average Sales Price	\$6,379,220	52.9%	\$4,172,105	27.3%	\$5,012,913
Number of Sales (Closed) 25 31.6% 19 -34.2% 38 Days on Market (From Last List Date) 106 -43.6% 188 -52.9% 225 Listing Discount (From Last List Price) 8.6% 5.0% 6.8% Listing Inventory 45 -32.8% 67 -59.8% 112 Months of Supply 5.4 -49.1% 10.6 -38.6% 8.8 Entry Price Threshold \$3,300,000 78.4% \$1,850,000 106.9% \$1,595,000 Average Square Feet 4,590 -9.4% 5,067 -12.2% 5,228 Luxury Condo Matrix (Top 10% of Sales) Q2-2022 %A (GTR) Q1-2022 %A (YR) Q2-2021 Average Sales Price \$1,634,667 105.5% \$795,286 173.6% \$597,400 Average Price per Sq Ft \$709 64.1% \$432 156.0% \$277 Median Sales Price \$1,550,000 113.8% \$725,000 148.0% \$625,000 Number of Sales (Closed) 9 28.6% 7	Average Price per Sq Ft	\$1,374	67.0%	\$823	43.3%	\$959
Days on Market (From Last List Date)106-43.6%188-52.9%225Listing Discount (From Last List Price)8.6%5.0%6.8%Listing Inventory45-32.8%67-59.8%112Months of Supply5.4-49.1%10.6-38.6%8.8Entry Price Threshold\$3,300,00078.4%\$1,850,000106.9%\$1,595,000Average Square Feet4,590-9.4%5,067-12.2%5,228Luxury Condo Matrix (Top 10% of Sales)Q2-2022%Δ (arr.)Q1-2022%Δ (rr.)Q2-2021Average Sales Price\$1,634,667105.5%\$795,286173.6%\$597,400Average Price per Sq Ft\$70964.1%\$432156.0%\$277Median Sales Price\$1,550,000113.8%\$725,000148.0%\$625,000Number of Sales (Closed)928.6%780.0%55Days on Market (From Last List Date)15-89.0%136-71.2%52Listing Discount (From Last List Price)1.8%1.8%-2.3%22Months of Supply2.3-58.9%5.6-82.6%13.2Entry Price Threshold\$1,265,00093.1%\$655,000145.6%\$515,000	Median Sales Price	\$5,100,000	70.0%	\$3,000,000	62.5%	\$3,137,500
Listing Discount (From Last List Price)8.6%5.0%6.8%Listing Inventory45-32.8%67-59.8%112Months of Supply5.4-49.1%10.6-38.6%8.8Entry Price Threshold\$3,300,00078.4%\$1,850,000106.9%\$1,595,000Average Square Feet4,590-9.4%5,067-12.2%5,228Luxury Condo Matrix (Top 10% of Sales)Q2-2022%Δ (ατκ)Q1-2022%Δ (γκ)Q2-2021Average Sales Price\$1,634,667105.5%\$795,286173.6%\$597,400Average Price per Sq Ft\$70964.1%\$432156.0%\$277Median Sales Price\$1,550,000113.8%\$725,000148.0%\$625,000Number of Sales (Closed)928.6%780.0%5Days on Market (From Last List Date)15-89.0%136-71.2%52Listing Discount (From Last List Price)1.8%1.8%-2.3%Listing Inventory7-46.2%13-68.2%22Months of Supply2.3-58.9%5.6-82.6%13.2Entry Price Threshold\$1,265,00093.1%\$655,000145.6%\$515,000	Number of Sales (Closed)	25	31.6%	19	-34.2%	38
Listing Inventory45-32.8%67-59.8%112Months of Supply5.4-49.1%10.6-38.6%8.8Entry Price Threshold\$3,300,00078.4%\$1,850,000106.9%\$1,595,000Average Square Feet4,590-9.4%5,067-12.2%5,228Luxury Condo Matrix (Top 10% of Sales)Q2-2022%Δ (ατκ)Q1-2022%Δ (γκ)Q2-2021Average Sales Price\$1,634,667105.5%\$795,286173.6%\$597,400Average Price per Sq Ft\$70964.1%\$432156.0%\$277Median Sales Price\$1,550,000113.8%\$725,000148.0%\$625,000Number of Sales (Closed)928.6%780.0%5Days on Market (From Last List Date)15-89.0%136-71.2%52Listing Inventory7-46.2%13-68.2%22Months of Supply2.3-58.9%5.6-82.6%13.2Entry Price Threshold\$1,265,00093.1%\$655,000145.6%\$515,000	Days on Market (From Last List Date)	106	-43.6%	188	-52.9%	225
Months of Supply 5.4 -49.1% 10.6 -38.6% 8.8 Entry Price Threshold \$3,300,000 78.4% \$1,850,000 106.9% \$1,595,000 Average Square Feet 4,590 -9.4% 5,067 -12.2% 5,228 Luxury Condo Matrix (Top 10% of Sales) Q2-2022 %Δ (ατκ) Q1-2022 %Δ (γκ) Q2-2021 Average Sales Price \$1,634,667 105.5% \$7795,286 173.6% \$597,400 Average Price per Sq Ft \$709 64.1% \$432 156.0% \$2777 Median Sales Price \$1,550,000 113.8% \$725,000 148.0% \$625,000 Number of Sales (Closed) 9 28.6% 7 80.0% 5 Days on Market (From Last List Date) 15 -89.0% 136 -71.2% 52 Listing Inventory 7 -46.2% 13 -68.2% 22 Months of Supply 2.3 -58.9% 5.6 -82.6% 13.2 Entry Price Threshold \$1,265,000 93.1%	Listing Discount (From Last List Price)	8.6%		5.0%		6.8%
Entry Price Threshold\$3,300,00078.4%\$1,850,000106.9%\$1,595,000Average Square Feet4,590-9.4%5,067-12.2%5,228Luxury Condo Matrix (Top 10% of Sales)Q2-2022%Δ (arr.)Q1-2022%Δ (YR.)Q2-2021Average Sales Price\$1,634,667105.5%\$795,286173.6%\$597,400Average Price per Sq Ft\$70964.1%\$432156.0%\$277Median Sales Price\$1,550,000113.8%\$725,000148.0%\$625,000Number of Sales (Closed)928.6%780.0%5Days on Market (From Last List Date)15-89.0%136-71.2%52Listing Discount (From Last List Price)1.8%1.8%-2.3%Listing Inventory7-46.2%13-68.2%22Months of Supply2.3-58.9%5.6-82.6%13.2Entry Price Threshold\$1,265,00093.1%\$655,000145.6%\$515,000	Listing Inventory	45	-32.8%	67	-59.8%	112
Average Square Feet 4,590 -9.4% 5,067 -12.2% 5,228 Luxury Condo Matrix (Top 10% of Sales) Q2-2022 %A (arr.) Q1-2022 %A (yr.) Q2-2021 Average Sales Price \$1,634,667 105.5% \$795,286 173.6% \$597,400 Average Price per Sq Ft \$709 64.1% \$432 156.0% \$277 Median Sales Price \$1,550,000 113.8% \$725,000 148.0% \$625,000 Number of Sales (Closed) 9 28.6% 7 80.0% 5 Days on Market (From Last List Date) 15 -89.0% 136 -71.2% 52 Listing Discount (From Last List Price) 1.8% 1.8% -2.3% 22 Months of Supply 2.3 -58.9% 5.6 -82.6% 13.2 Entry Price Threshold \$1,265,000 93.1% \$655,000 145.6% \$515,000	Months of Supply	5.4	-49.1%	10.6	-38.6%	8.8
Luxury Condo Matrix (Top 10% of Sales)Q2-2022%Δ (QTR)Q1-2022%Δ (YR)Q2-2021Average Sales Price\$1,634,667105.5%\$795,286173.6%\$597,400Average Price per Sq Ft\$70964.1%\$432156.0%\$277Median Sales Price\$1,550,000113.8%\$725,000148.0%\$625,000Number of Sales (Closed)928.6%780.0%5Days on Market (From Last List Date)15-89.0%136-71.2%52Listing Discount (From Last List Price)1.8%1.8%-2.3%Listing Inventory7-46.2%13-68.2%22Months of Supply2.3-58.9%5.6-82.6%13.2Entry Price Threshold\$1,265,00093.1%\$655,000145.6%\$515,000	Entry Price Threshold	\$3,300,000	78.4%	\$1,850,000	106.9%	\$1,595,000
Average Sales Price \$1,634,667 105.5% \$795,286 173.6% \$597,400 Average Price per Sq Ft \$709 64.1% \$432 156.0% \$277 Median Sales Price \$1,550,000 113.8% \$725,000 148.0% \$625,000 Number of Sales (Closed) 9 28.6% 7 80.0% 5 Days on Market (From Last List Date) 15 -89.0% 136 -71.2% 52 Listing Discount (From Last List Price) 1.8% 1.8% -2.3% Listing Inventory 7 -46.2% 13 -68.2% 22 Months of Supply 2.3 -58.9% 5.6 -82.6% 13.2 Entry Price Threshold \$1,265,000 93.1% \$655,000 145.6% \$515,000	Average Square Feet	4,590	-9.4%	5,067	-12.2%	5,228
Average Price per Sq Ft \$709 64.1% \$432 156.0% \$277 Median Sales Price \$1,550,000 113.8% \$725,000 148.0% \$625,000 Number of Sales (Closed) 9 28.6% 7 80.0% 5 Days on Market (From Last List Date) 15 -89.0% 136 -71.2% 52 Listing Discount (From Last List Price) 1.8% 1.8% -2.3% Listing Inventory 7 -46.2% 13 -68.2% 22 Months of Supply 2.3 -58.9% 5.6 -82.6% 13.2 Entry Price Threshold \$1,265,000 93.1% \$655,000 145.6% \$515,000	Luxury Condo Matrix (Top 10% of Sales)	Q2-2022	Δ (QTR)	Q1-2022	Δ (yr)	Q2-2021
Median Sales Price \$1,550,000 113.8% \$725,000 148.0% \$625,000 Number of Sales (Closed) 9 28.6% 7 80.0% 5 Days on Market (From Last List Date) 15 -89.0% 136 -71.2% 52 Listing Discount (From Last List Price) 1.8% 1.8% -2.3% Listing Inventory 7 -46.2% 13 -68.2% 22 Months of Supply 2.3 -58.9% 5.6 -82.6% 13.2 Entry Price Threshold \$1,265,000 93.1% \$655,000 145.6% \$515,000	Average Sales Price	\$1,634,667	105.5%	\$795,286	173.6%	\$597,400
Number of Sales (Closed) 9 28.6% 7 80.0% 5 Days on Market (From Last List Date) 15 -89.0% 136 -71.2% 52 Listing Discount (From Last List Price) 1.8% 1.8% -2.3% Listing Inventory 7 -46.2% 13 -68.2% 22 Months of Supply 2.3 -58.9% 5.6 -82.6% 13.2 Entry Price Threshold \$1,265,000 93.1% \$655,000 145.6% \$515,000	Average Price per Sq Ft	\$709	64.1%	\$432	156.0%	\$277
Days on Market (From Last List Date) 15 -89.0% 136 -71.2% 52 Listing Discount (From Last List Price) 1.8% 1.8% -2.3% Listing Inventory 7 -46.2% 13 -68.2% 22 Months of Supply 2.3 -58.9% 5.6 -82.6% 13.2 Entry Price Threshold \$1,265,000 93.1% \$655,000 145.6% \$515,000	Median Sales Price	\$1,550,000	113.8%	\$725,000	148.0%	\$625,000
Listing Discount (From Last List Price) 1.8% 1.8% -2.3% Listing Inventory 7 -46.2% 13 -68.2% 22 Months of Supply 2.3 -58.9% 5.6 -82.6% 13.2 Entry Price Threshold \$1,265,000 93.1% \$655,000 145.6% \$515,000	Number of Sales (Closed)	9	28.6%	7	80.0%	5
Listing Inventory 7 -46.2% 13 -68.2% 22 Months of Supply 2.3 -58.9% 5.6 -82.6% 13.2 Entry Price Threshold \$1,265,000 93.1% \$655,000 145.6% \$515,000	Days on Market (From Last List Date)	15	-89.0%	136	-71.2%	52
Months of Supply 2.3 -58.9% 5.6 -82.6% 13.2 Entry Price Threshold \$1,265,000 93.1% \$655,000 145.6% \$515,000	Listing Discount (From Last List Price)	1.8%		1.8%		-2.3%
Entry Price Threshold \$1,265,000 93.1% \$655,000 145.6% \$515,000	Listing Inventory	7	-46.2%	13	-68.2%	22
	Months of Supply	2.3	-58.9%	5.6	-82.6%	13.2
Average Square Feet 2,306 25.3% 1,840 6.8% 2,160	Entry Price Threshold	\$1,265,000	93.1%	\$655,000	145.6%	\$515,000
	Average Square Feet	2,306	25.3%	1,840	6.8%	2,160

Wellington Single Family 2+ Acres Matrix	Q2-2022	% Δ (QTR)	Q1-2022	Δ (yr)	Q2-2021
Average Sales Price	\$4,813,729	6.4%	\$4,523,462	29.5%	\$3,717,332
Average Price per Sq Ft	\$1,252	21.0%	\$1,035	26.7%	\$988
Median Sales Price	\$4,100,000	-12.8%	\$4,700,000	102.5%	\$2,025,000
Number of Sales (Closed)	35	169.2%	13	59.1%	22
Days on Market (From Last List Date)	108	-61.4%	280	-42.2%	187
Listing Discount (From Last List Price)	8.5%		5.4%		6.3%
Listing Inventory	39	-20.4%	49	-51.3%	80
Months of Supply	3.3	-70.8%	11.3	-69.7%	10.9
Average Square Feet	3,768	-13.8%	4,372	0.1%	3,764

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Number of Sales Condo Single Family

40

32

24

16

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