

Elliman Report

Q1-2025

Wellington, FL Sales

Single Family

Dashboard

YEAR-OVER-YEAR

- 3.8%
Prices Median Sales Price

+ 2.9%
Sales Closed Sales

+ 21.7%
Inventory Total Inventory

+ 5 days
Marketing Time Days on Market

Condo

Dashboard

YEAR-OVER-YEAR

+ 1.6%
Prices Median Sales Price

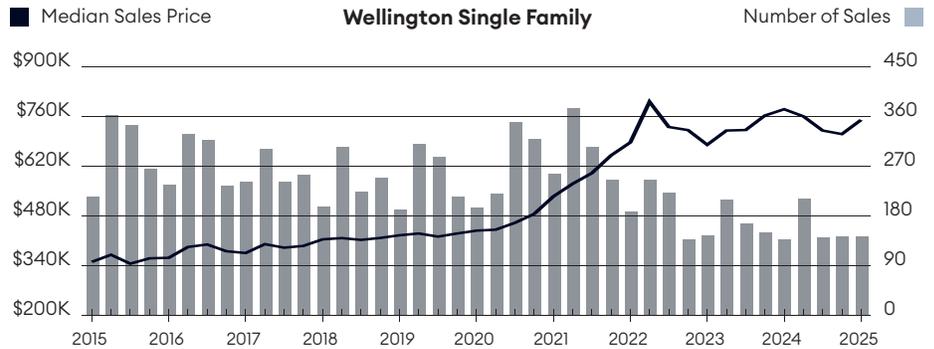
+ 65.6%
Sales Closed Sales

+ 52.9%
Inventory Total Inventory

+ 25 days
Marketing Time Days on Market

- Single family price trend indicators slipped year over year as sales increased

- Condo median sales price increased annually as sales surged



Wellington Single Family Matrix	Q1-2025	%Δ (QTR)	Q4-2024	%Δ (YR)	Q1-2024
Average Sales Price	\$1,212,615	25.4%	\$967,102	-3.7%	\$1,259,718
Average Price Per Sq Ft	\$445	19.3%	\$373	-2.4%	\$456
Median Sales Price	\$750,000	5.6%	\$710,000	-3.8%	\$780,000
Number of Sales (Closed)	141	0.0%	141	2.9%	137
Days on Market (From Last List Date)	76	-3.8%	79	7.0%	71
Listing Discount (From Last List Price)	5.3%		4.6%		7.5%
Listing Inventory	392	7.7%	364	21.7%	322
Months of Supply	8.3	7.8%	7.7	16.9%	7.1
Average Square Feet	2,725	7.1%	2,544	-1.4%	2,763



Wellington Condo Matrix	Q1-2025	%Δ (QTR)	Q4-2024	%Δ (YR)	Q1-2024
Average Sales Price	\$585,173	15.5%	\$506,677	-6.8%	\$628,016
Average Price Per Sq Ft	\$362	12.1%	\$323	0.8%	\$359
Median Sales Price	\$457,000	7.5%	\$425,000	1.6%	\$450,000
Number of Sales (Closed)	53	10.4%	48	65.6%	32
Days on Market (From Last List Date)	84	31.3%	64	42.4%	59
Listing Discount (From Last List Price)	7.6%		5.0%		6.5%
Listing Inventory	159	32.5%	120	52.9%	104
Months of Supply	9.0	20.0%	7.5	-8.2%	9.8
Average Square Feet	1,617	3.1%	1,569	-7.5%	1,749



Prepared by Miller Samuel Real Estate Appraisers & Consultants

The median sales price of a single family home declined by 3.8% to \$750,000, nearly double that of the same period five years ago. Single family sales rose by 2.9% to 141 compared to the same quarter last year. Listing inventory for single family homes continued to expand, increasing by 21.7% to 392, but remained 15.5% below the first quarter of 2020. With listing

inventory expanding as sales decreased, the pace of the single family market slowed. The months of supply, the time it would take to sell all listing inventory at the current sales rate, was 8.3 months, 16.9% slower than the same period last year. The median sales price for condos rose by 1.6% annually to \$457,000, while condo sales surged by 65.6% year over

year to 53 as listing inventory rose by 52.9% to 159 during the same period. The luxury condo market, comprising the top ten percent of all condo sales starting at \$875,000 this quarter, had a median sales price of \$1,350,000, down 16.1% annually. Luxury condo inventory expanded by 181.3% to 45, which is 25% above the same period five years ago.

Luxury

- Single family median sales price slipped for the second time
- Single family listing inventory increased for the third time
- Condo median sales price declined year over year as sales rose
- Condo listing inventory expanded year over year

Luxury Single Family Mix	Sales Share	Volume Share
> \$5M (%)	4.3%	22.9%
\$1M – \$5M (%)	22.7%	36.4%
Min. – \$1M (%)	73.0%	40.7%

Luxury Condo Mix	Sales Share	Volume Share
> \$1M (%)	66.7%	81.5%
\$500K – \$1M (%)	33.3%	18.5%
Min. – \$500K (%)	0.0%	0.0%

Single Family With Two+ Acres

- Median sales price and average sales price surged annually
- Sales increased year over year for the first time in three quarters
- Listing inventory fell year over year for the first time in two years



Luxury Single Family Matrix (Top 10% of Sales)	Q1-2025	%Δ (QTR)	Q4-2024	%Δ (YR)	Q1-2024
Average Sales Price	\$4,374,938	48.2%	\$2,951,467	-8.0%	\$4,756,250
Average Price per Sq Ft	\$1,062	38.5%	\$767	2.0%	\$1,041
Median Sales Price	\$3,462,500	38.5%	\$2,500,000	-5.3%	\$3,655,000
Number of Sales (Closed)	16	6.7%	15	14.3%	14
Days on Market (From Last List Date)	121	-42.1%	209	-6.2%	129
Listing Discount (From Last List Price)	5.7%		4.8%		9.6%
Listing Inventory	114	-23.5%	149	9.6%	104
Months of Supply	21.4	-28.2%	29.8	-4.0%	22.3
Entry Price Threshold	\$2,750,000	88.7%	\$1,457,000	9.5%	\$2,512,500
Average Square Feet	4,121	8.5%	3,799	-9.8%	4,567

Luxury Condo Matrix (Top 10% of Sales)	Q1-2025	%Δ (QTR)	Q4-2024	%Δ (YR)	Q1-2024
Average Sales Price	\$1,625,000	40.1%	\$1,159,600	2.3%	\$1,588,500
Average Price per Sq Ft	\$842	48.8%	\$566	13.9%	\$739
Median Sales Price	\$1,350,000	28.6%	\$1,050,000	-16.1%	\$1,609,500
Number of Sales (Closed)	6	20.0%	5	50.0%	4
Days on Market (From Last List Date)	155	53.5%	101	269.0%	42
Listing Discount (From Last List Price)	8.1%		8.5%		8.7%
Listing Inventory	45	55.2%	29	181.3%	16
Months of Supply	22.5	29.3%	17.4	87.5%	12.0
Entry Price Threshold	\$875,000	-7.9%	\$950,000	-27.7%	\$1,210,000
Average Square Feet	1,931	-5.8%	2,049	-10.2%	2,150

Wellington Single Family 2+ Acres Matrix	Q1-2025	%Δ (QTR)	Q4-2024	%Δ (YR)	Q1-2024
Average Sales Price	\$5,146,125	144.8%	\$2,101,750	57.1%	\$3,275,000
Average Price per Sq Ft	\$1,270	117.5%	\$584	40.2%	\$906
Median Sales Price	\$5,537,500	160.2%	\$2,128,500	71.7%	\$3,225,000
Number of Sales (Closed)	8	100.0%	4	14.3%	7
Days on Market (From Last List Date)	151	14.4%	132	62.4%	93
Listing Discount (From Last List Price)	4.4%		-3.7%		14.0%
Listing Inventory	66	1.5%	65	-2.9%	68
Months of Supply	24.8	-49.2%	48.8	-14.8%	29.1
Average Square Feet	4,053	44.6%	2,802	12.2%	3,613

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

Douglas Elliman Real Estate
 13501 South Shore Blvd, Suite 102
 Wellington, FL 33414 • 561.653.6195 • elliman.com

Miller Samuel Real Estate Appraisers & Consultants
 21 West 38th Street, New York, NY 10018
 212.768.8100 • millersamuel.com