Elliman Report Q2-2025 Wellington, FL Sales

Single Family

Dashboard year-over-year

- + 0.7% Prices Median Sales Price
- 12.8% Sales Closed Sales
- + 2.3% Inventory Total Inventory
- + 7 days Marketing Time Days on Market

Condo

Dashboard year-over-year

- 8.0% Prices Median Sales Price
- 25.8% Sales Closed Sales
- + 46.8% Inventory Total Inventory
- + 1 days Marketing Time Days on Market
- Single family price trend indicators pushed higher annually as sales declined
- Condo price trend indicators were mixed as sales declined





Average Sales Price	\$564,841	-3.5%	\$585,173	2.3%	\$552,227
Average Price Per Sq Ft	\$350	-3.3%	\$362	5.1%	\$333
Median Sales Price	\$430,000	-5.9%	\$457,000	-8.0%	\$467,500
Number of Sales (Closed)	49	-7.5%	53	-25.8%	66
Days on Market (From Last List Date)	71	-15.5%	84	1.4%	70
Listing Discount (From Last List Price)	5.0%		7.6%		7.2%
Listing Inventory	138	-13.2%	159	46.8%	94
Months of Supply	8.4	-6.7%	9.0	95.3%	4.3
Average Square Feet	1,614	-0.2%	1,617	-2.7%	1,658



Prepared by Miller Samuel Real Estate Appraisers & Consultants

Single family median sales price edged higher by 0.7% annually to \$765,000. Single family sales fell annually by 12.8% to 184 as listing inventory rose 2.3%, slowing the pace of the market. As a result, the market pace to sell all listing inventory at the current sales rate was

Luxury

• Single family median sales price slipped for the third time

16.3% slower annually, with a months of supply

of 5.7 months. The median sales price of condos

- Single family listing inventory increased for the fourth time
- Condo price trend indicators surged annually
- Condo listing inventory showed stability year over year

Sales Share	Volume Share
3.8%	28.0%
22.3%	32.6%
73.9%	39.3%
Sales Share	Volume Share
100.0%	100.0%
0.0%	0.0%
0.0%	0.0%
	Share 3.8% 22.3% 73.9% Sales Share 100.0% 0.0%

Single Family With Two+ Acres

- Price trend indicators showed mixed year over year results
- Sales increased year over year for the second time
- Listing inventory edged higher annually for the ninth time in ten quarters

fell year over year by 8% to \$430,000. Condo sales fell 25.8% annually to 49, while listing inventory grew 46.8% to 138, slowing the pace of the market by half. The market pace, the number of months to sell all listing inventory at the current sales rate, was 95.3% slower annually, with a months of supply of 8.4 months. The luxury condo market, comprising the top ten percent of all condo sales starting at \$1,150,000 this quarter, also saw a record median sales price of \$1,795,000, surging 67% annually. Both average sales price and average price per square foot results also surged. Luxury condo inventory remained stable at 21.

Median Sales Price Condo Single Family	Wellingto	n Luxury			mber of Sales
\$5.5M					40
\$4.4M		+++	<u> </u>	$- \wedge$	32
\$3.3M		+++	\mathbb{N}	$ \cdot / \cdot $	24
\$2.2M					
\$1.IM				$+\Lambda$	8
\$0 <u>2015 2016 2017 2018</u>	2019 2020	2021	2022 2023	3 2024	2025 O
Luxury Single Family Matrix (Top 10% of Sales)	Q2-2025	%∆ (qtr)	Q1-2025	%∆ (yr)	Q2-2024
Average Sales Price	\$5,622,346	28.5%	\$4,374,938	11.7%	\$5,031,318
Average Price per Sq Ft	\$1,308	23.2%	\$1,062	22.8%	\$1,065
Median Sales Price	\$4,300,000	24.2%	\$3,462,500	-12.7%	\$4,925,000
Number of Sales (Closed)	19	18.8%	16	-13.6%	22
Days on Market (From Last List Date)	142	17.4%	121	11.8%	127
Listing Discount (From Last List Price)	6.8%		5.7%		7.2%
Listing Inventory	95	-16.7%	114	31.9%	72
Months of Supply	15.0	-29.9%	21.4	53.1%	9.8
Entry Price Threshold	\$2,250,000	-18.2%	\$2,750,000	-7.0%	\$2,420,000
Average Square Feet	4,326	5.0%	4,121	-7.5%	4,678
Luxury Condo Matrix (Top 10% of Sales)	Q2-2025	%∆ (QTR)	Q1-2025	%∆ (yr)	Q2-2024
Luxury Condo Matrix (Top 10% of Sales) Average Sales Price	Q2-2025 \$1,637,000	%∆ (qtr) 0.7%	Q1-2025 \$1,625,000	%∆ (yr) 36.6%	Q2-2024 \$1,198,143
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Average Sales Price	\$1,637,000	0.7%	\$1,625,000	36.6%	\$1,198,143
Average Sales Price Average Price per Sq Ft	\$1,637,000 \$756	0.7% -10.2%	\$1,625,000 \$842	36.6% 40.5%	\$1,198,143 \$538
Average Sales Price Average Price per Sq Ft Median Sales Price	\$1,637,000 \$756 \$1,795,000	0.7% -10.2% 33.0%	\$1,625,000 \$842 \$1,350,000	36.6% 40.5% 67.0%	\$1,198,143 \$538 \$1,075,000
Average Sales Price Average Price per Sq Ft Median Sales Price Number of Sales (Closed)	\$1,637,000 \$756 \$1,795,000 5	0.7% -10.2% 33.0% -16.7%	\$1,625,000 \$842 \$1,350,000 6	36.6% 40.5% 67.0% -28.6%	\$1,198,143 \$538 \$1,075,000 7
Average Sales Price Average Price per Sq Ft Median Sales Price Number of Sales (Closed) Days on Market (From Last List Date)	\$1,637,000 \$756 \$1,795,000 5 68	0.7% -10.2% 33.0% -16.7%	\$1,625,000 \$842 \$1,350,000 6 155	36.6% 40.5% 67.0% -28.6%	\$1,198,143 \$538 \$1,075,000 7 47
Average Sales Price Average Price per Sq Ft Median Sales Price Number of Sales (Closed) Days on Market (From Last List Date) Listing Discount (From Last List Price)	\$1,637,000 \$756 \$1,795,000 5 68 6.7%	0.7% -10.2% 33.0% -16.7% -56.1%	\$1,625,000 \$842 \$1,350,000 6 155 8.1%	36.6% 40.5% 67.0% -28.6% 44.7%	\$1,198,143 \$538 \$1,075,000 7 47 13.3%
Average Sales Price Average Price per Sq Ft Median Sales Price Number of Sales (Closed) Days on Market (From Last List Date) Listing Discount (From Last List Price) Listing Inventory	\$1,637,000 \$756 \$1,795,000 5 6.7% 6.7% 21	0.7% -10.2% 33.0% -16.7% -56.1%	\$1,625,000 \$842 \$1,350,000 6 155 8.1% 45	36.6% 40.5% 67.0% -28.6% 44.7%	\$1,198,143 \$538 \$1,075,000 7 47 13.3% 21
Average Sales Price Average Price per Sq Ft Median Sales Price Number of Sales (Closed) Days on Market (From Last List Date) Listing Discount (From Last List Price) Listing Inventory Months of Supply	\$1,637,000 \$756 \$1,795,000 5 68 6.7% 21 12.6	0.7% -10.2% 33.0% -16.7% -56.1% -53.3% -44.0%	\$1,625,000 \$842 \$1,350,000 6 155 8.1% 45 22.5	36.6% 40.5% 67.0% -28.6% 44.7% 0.0% 40.0%	\$1,198,143 \$538 \$1,075,000 7 47 13.3% 21 9,0
Average Sales Price Average Price per Sq Ft Median Sales Price Number of Sales (Closed) Days on Market (From Last List Date) Listing Discount (From Last List Price) Listing Inventory Months of Supply Entry Price Threshold	\$1,637,000 \$756 \$1,795,000 68 6.7% 21 12.6 \$1,150,000 2,165	0.7% -10.2% 33.0% -16.7% -56.1% -53.3% -44.0% 31.4%	\$1,625,000 \$842 \$1,350,000 6 155 8.1% 45 22.5 \$875,000	36.6% 40.5% 67.0% -28.6% 44.7% 0.0% 40.0% 21.1%	\$1,198,143 \$538 \$1,075,000 7 47 13,3% 21 9,0 \$950,000
Average Sales PriceAverage Price per Sq FtMedian Sales PriceNumber of Sales (Closed)Days on Market (From Last List Date)Listing Discount (From Last List Price)Listing InventoryMonths of SupplyEntry Price ThresholdAverage Square Feet	\$1,637,000 \$756 \$1,795,000 68 6.7% 21 12.6 \$1,150,000 2,165	0.7% -10.2% 33.0% -16.7% -56.1% -55.3% -44.0% 31.4% 12.1%	\$1,625,000 \$842 \$1,350,000 (155 8.1% 45 22.5 \$875,000 1,931	36.6% 40.5% 67.0% -28.6% 44.7% 0.0% 40.0% 21.1% -2.8%	\$1,198,143 \$538 \$1,075,000 7 47 13.3% 21 9,0 \$950,000 2,228
Average Sales Price Average Price per Sq Ft Median Sales Price Number of Sales (Closed) Days on Market (From Last List Date) Listing Discount (From Last List Price) Listing Inventory Months of Supply Entry Price Threshold Average Square Feet Wellington Single Family 2+ Acres Matrix	\$1,637,000 \$756 \$1,795,000 6 6 7 6 7 7 12 6 12,6 12,6 12,6 12 2,165 2,165	0.7% -10.2% 33.0% -16.7% -56.1% -55.3% -44.0% 31.4% 12.1%	\$1,625,000 \$842 \$1,350,000 (155 8.1% 45 22.5 \$875,000 1,931 vg1-2025	36.6% 40.5% 67.0% -28.6% 44.7% 0.0% 40.0% 21.1% -2.8% %Δ (γr)	\$1,198,143 \$538 \$1,075,000 7 47 13.3% 21 9.0 \$950,000 2,228
Average Sales Price Average Price per Sq Ft Median Sales Price Number of Sales (Closed) Days on Market (From Last List Date) Listing Discount (From Last List Drice) Listing Inventory Months of Supply Entry Price Threshold Average Square Feet Wellington Single Family 2+ Acres Matrix Average Sales Price	\$1,637,000 \$756 \$1,795,000 6.8 6.7% 2.1 12.6 \$1,150,000 2,165 2,165 2,165 2,165	0.7% -10.2% 33.0% -16.7% -56.1% -53.3% -44.0% 31.4% 12.1% \$\delta_(QTR) 4.3%	\$1,625,000 \$842 \$1,350,000 (155 8.1% 45 22.5 \$875,000 1,931 (1,931 \$2,146,125	36.6% 40.5% 67.0% -28.6% 44.7% 0.0% 40.0% 21.1% -2.8% %Δ (vr) 31.4%	\$1,198,143 \$538 \$1,075,000 7 47 13.3% 21 9,0 \$950,000 2,228 Q2-2024 \$4,083,692
Average Sales Price Average Price per Sq Ft Median Sales Price Number of Sales (Closed) Days on Market (From Last List Date) Listing Discount (From Last List Price) Listing Inventory Months of Supply Entry Price Threshold Average Square Feet Wellington Single Family 2+ Acres Matrix Average Price per Sq Ft	\$1,637,000 \$756 \$1,795,000 68 6.7% 21 21 21 2.65 \$1,150,000 2,165	0.7% -10.2% 33.0% -16.7% -55.1% -53.3% -44.0% 31.4% 12.1% %∆ (GTR) 4.3% 7.0%	\$1,625,000 \$842 \$1,350,000 6 155 8.1% 45 \$22.5 \$875,000 1,931 \$875,000 \$\$1,931 \$5,146,125 \$1,270	36.6% 40.5% 67.0% -28.6% 44.7% 0.0% 40.0% 21.1% -2.8% 21.1% -2.8% 31.4% 36.7%	\$1,198,143 \$538 \$1,075,000 7 47 13.3% 21 9,0 \$950,000 2,228 \$950,000 2,228 \$2,228
Average Sales Price Average Price per Sq Ft Median Sales Price Number of Sales (Closed) Days on Market (From Last List Date) Listing Discount (From Last List Price) Listing Inventory Months of Supply Entry Price Threshold Average Square Feet Wellington Single Family 2+ Acres Matrix Average Sales Price Average Price per Sq Ft Median Sales Price	\$1,637,000 \$1,795,000 6 8 6 8 7 21 2 12.6 12.6 11,150,000 2,165 2,165 8 5,365,321 \$5,365,321 \$1,359	0.7% -10.2% 33.0% -16.7% -55.1% -55.3% -44.0% 31.4% 12.1% %∆ (cm) 4.3% 7.0% -43.6%	\$1,625,000 \$842 \$1,350,000 6 155 8.1% 45 22.5 \$875,000 \$875,000 1,931 9 Q1-2025 \$5,146,125 \$1,270 \$1,270	36.6% 40.5% 67.0% -28.6% 44.7% 0.0% 40.0% 21.1% -2.8% %Δ (vr) 31.4% 36.7% -31.2%	\$1,198,143 \$538 \$1,075,000 7 47 13.3% 21 9,00 \$950,000 2,228 02-2024 \$4,083,692 \$994 \$4,545,000
Average Sales Price Average Price per Sq Ft Median Sales Price Number of Sales (Closed) Days on Market (From Last List Date) Listing Discount (From Last List Price) Listing Inventory Months of Supply Entry Price Threshold Average Square Feet Wellington Single Family 2+ Acres Matrix Average Price per Sq Ft Median Sales Price Number of Sales (Closed)	\$1,637,000 \$756 \$1,795,000 6 6 7 7 12,6 12,6 1,150,000 2,165 2 5,365,321 \$1,359 \$3,125,000 14	0.7% -10.2% 33.0% -16.7% -56.1% -53.3% -44.0% 31.4% 12.1% %∆ (стк) 4.3% 7.0% -43.6% 75.0%	\$1,625,000 \$842 \$1,350,000 6 155 8.1% 45 22.5 \$875,000 1,931 \$875,000 \$1,270 \$5,146,125 \$1,270 \$5,537,500	36.6% 40.5% 67.0% -28.6% 44.7% 0.0% 40.0% 21.1% -2.8% 21.1% -2.8% 31.4% 36.7% -31.2% 7.7%	\$1,198,143 \$538 \$1,075,000 7 47 13.3% 21 9,0 \$950,000 2,228 Q2-2024 \$4,083,692 \$994 \$4,545,000 13
Average Sales Price Average Price per Sq Ft Median Sales Price Number of Sales (Closed) Days on Market (From Last List Date) Listing Discount (From Last List Price) Listing Inventory Months of Supply Entry Price Threshold Average Square Feet Wellington Single Family 2+ Acres Matrix Average Sales Price Average Price per Sq Ft Median Sales Price Number of Sales (Closed) Days on Market (From Last List Date) Listing Discount (From Last List Price) Listing Inventory	\$1,637,000 \$756 \$1,795,000 6 6 7 7 8 7 8 1,150,000 2,165 7 8 1,150,000 8 3,125,000 1 4 3,125,000 1 4 1 2 3,125,000	0.7% -10.2% 33.0% -16.7% -56.1% -53.3% -44.0% 31.4% 12.1% %∆ (стк) 4.3% 7.0% -43.6% 75.0%	\$1,625,000 \$842 \$1,350,000 6 155 8.1% 22.5 \$875,000 1,931 \$875,000 \$5,146,125 \$5,146,125 \$5,146,125 \$5,537,500 \$5,537,500	36.6% 40.5% 67.0% -28.6% 44.7% 0.0% 40.0% 21.1% -2.8% 21.1% -2.8% 31.4% 36.7% -31.2% 7.7%	\$1,198,143 \$538 \$1,075,000 7 47 13.3% 21 9,0 \$950,000 2,228 Q2-2024 \$4,083,692 \$994 \$4,545,000 13
Average Sales Price Average Price per Sq Ft Median Sales Price Number of Sales (Closed) Days on Market (From Last List Date) Listing Discount (From Last List Price) Listing Inventory Months of Supply Entry Price Threshold Average Square Feet Wellington Single Family 2+ Acres Matrix Average Sales Price Average Price per Sq Ft Median Sales Price Number of Sales (Closed) Days on Market (From Last List Date) Listing Discount (From Last List Price)	\$1,637,000 \$756 \$1,795,000 6.8 6.7% 2.1 12.6 \$1,150,000 2,165 \$1,150,000 \$2,165 \$1,355,001 \$3,125,000 \$3,125,000 14 123 5,5,55,121	0.7% -10.2% 33.0% -16.7% -55.1% -44.0% 31.4% 12.1% %∆ (qтк) 4.3% 7.0% -43.6% 75.0% -18.5%	\$1,625,000 \$842 \$1,350,000 6 155 8.1% 45 22.5 \$875,000 1,931 \$5,146,125 \$5,146,125 \$1,270 \$5,537,500 \$5,537,500 8 \$5,537,500	36.6% 40.5% 67.0% -28.6% 44.7% 0.0% 40.0% 21.1% -2.8% 21.1% -2.8% 31.4% 36.7% -31.2% 7.7% 7.0%	\$1,198,143 \$538 \$1,075,000 7 47 13.3% 21 9,0 \$950,000 2,228 Q2-2024 \$4,083,692 \$994 \$4,545,000 13 115 8.0%

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