

Elliman Report

Q3-2025 Wellington, FL Sales

Single Family

Dashboard

YEAR-OVER-YEAR

- + **0.7%**
Prices Median Sales Price
- + **24.3%**
Sales Closed Sales
- + **4.1%**
Inventory Total Inventory
- **1 day**
Marketing Time Days on Market

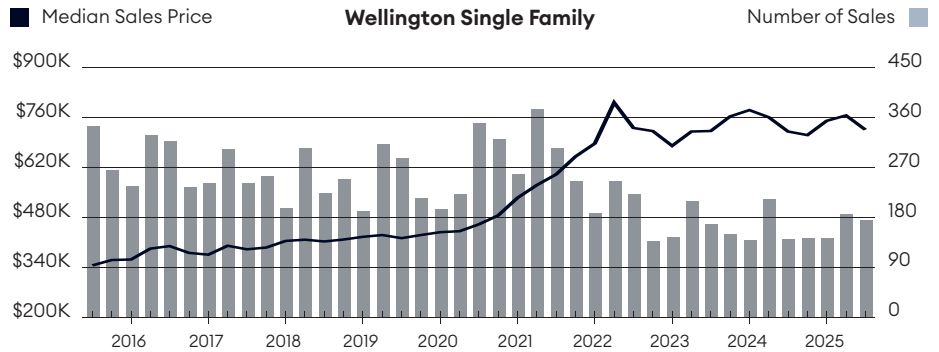
Condo

Dashboard

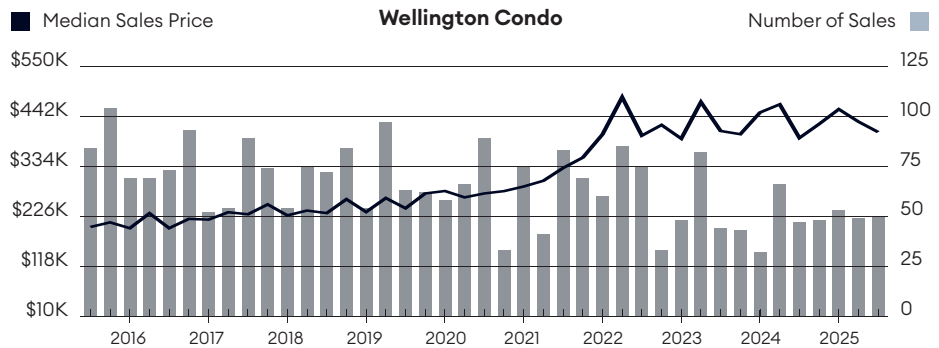
YEAR-OVER-YEAR

- + **3.2%**
Prices Median Sales Price
- + **6.4%**
Sales Closed Sales
- + **14.7%**
Inventory Total Inventory
- + **37 days**
Marketing Time Days on Market

- Single family median sales price and sales rose year over year
- Condo price trend indicators and sales expanded



Wellington Single Family Matrix	Q3-2025	%Δ (QTR)	Q2-2025	%Δ (YR)	Q3-2024
Average Sales Price	\$1,072,778	-17.2%	\$1,295,456	-15.8%	\$1,274,144
Average Price Per Sq Ft	\$391	-16.5%	\$468	-14.6%	\$458
Median Sales Price	\$725,000	-5.2%	\$765,000	0.7%	\$720,000
Number of Sales (Closed)	174	-5.4%	184	24.3%	140
Days on Market (From Last List Date)	71	-2.7%	73	-1.4%	72
Listing Discount (From Last List Price)	7.9%		6.0%		9.5%
Listing Inventory	355	0.9%	352	4.1%	341
Months of Supply	6.1	7.0%	5.7	-16.4%	7.3
Average Square Feet	2,743	0.7%	2,724	-1.4%	2,783



Wellington Condo Matrix	Q3-2025	%Δ (QTR)	Q2-2025	%Δ (YR)	Q3-2024
Average Sales Price	\$590,835	4.6%	\$564,841	39.9%	\$422,234
Average Price Per Sq Ft	\$356	1.7%	\$350	24.5%	\$286
Median Sales Price	\$407,500	-5.2%	\$430,000	3.2%	\$395,000
Number of Sales (Closed)	50	2.0%	49	6.4%	47
Days on Market (From Last List Date)	89	25.4%	71	71.2%	52
Listing Discount (From Last List Price)	6.1%		5.0%		4.1%
Listing Inventory	125	-9.4%	138	14.7%	109
Months of Supply	7.5	-10.7%	8.4	7.1%	7.0
Average Square Feet	1,660	2.9%	1,614	12.5%	1,476



Prepared by Miller Samuel Real Estate Appraisers & Consultants

The median sales price for single family homes increased by 0.7% year over year to \$725,000 but was nearly twice as high as it was six years ago. Bidding wars remained low at 8.6% of single family sales during the quarter as sales rose faster annually than listing inventory. There were 174 single family sales during the quarter,

a 24.3% increase from the same period last year. Cash sales accounted for 34.9% of all single family sales, representing 77.7% of the total market. Condo sales rose 6.4% to 50 compared to the same period last year, marking the fourth increase in five months. Meanwhile, listing inventory increased by

14.7%, slowing the market pace. Bidding wars made up 6% of condo sales, while cash sales accounted for 52%, representing 22.3% of the total market. The luxury condo market had a median sales price of \$1,457,500, which surged 137% from the same quarter last year as listing inventory fell 70.8% to 14.

Luxury

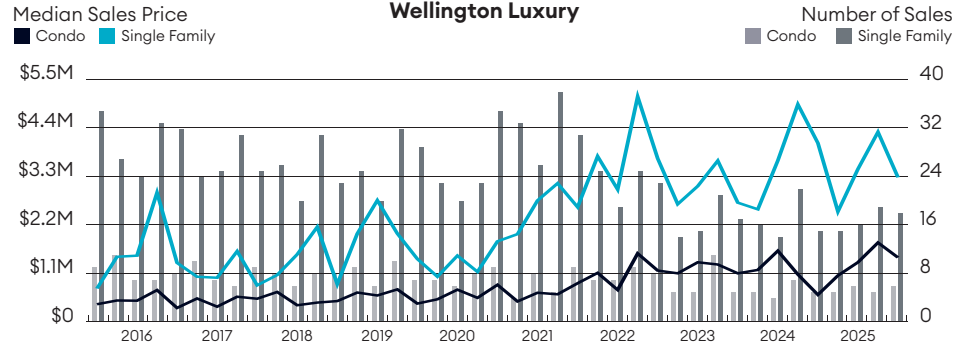
- Single family sales jumped as price trend indicators declined
- Single family listing inventory expanded year over year for the fifth time
- Condo price trend indicators and sales size continued to surge annually
- Condo listing inventory fell sharply from the year ago level

Luxury Single Family Mix	Sales Share	Volume Share
> \$5M (%)	2.3%	16.6%
\$1M – \$5M (%)	16.7%	32.0%
Min. – \$1M (%)	81.0%	51.4%

Luxury Condo Mix	Sales Share	Volume Share
> \$1M (%)	100.0%	100.0%
\$500K – \$1M (%)	0.0%	0.0%
Min. – \$500K (%)	0.0%	0.0%

Single Family With Two+ Acres

- Price trend indicators and average sales size declined annually
- Sales stabilized annually as listing inventory expanded
- Days on market and listing discount declined year over year



Luxury Single Family Matrix (Top 10% of Sales)	Q3-2025	%Δ (QTR)	Q2-2025	%Δ (YR)	Q3-2024
Average Sales Price	\$4,032,083	-28.3%	\$5,622,346	-24.6%	\$5,348,000
Average Price per Sq Ft	\$743	-43.2%	\$1,308	-39.1%	\$1,221
Median Sales Price	\$3,272,500	-23.9%	\$4,300,000	-19.2%	\$4,050,000
Number of Sales (Closed)	18	-5.3%	19	20.0%	15
Days on Market (From Last List Date)	179	26.1%	142	20.1%	149
Listing Discount (From Last List Price)	13.8%		6.8%		16.4%
Listing Inventory	146	53.7%	95	11.5%	131
Months of Supply	24.3	62.0%	15.0	-7.3%	26.2
Entry Price Threshold	\$1,562,500	-30.6%	\$2,250,000	-2.3%	\$1,600,000
Average Square Feet	5,429	25.5%	4,326	23.9%	4,381

Luxury Condo Matrix (Top 10% of Sales)	Q3-2025	%Δ (QTR)	Q2-2025	%Δ (YR)	Q3-2024
Average Sales Price	\$1,594,167	-2.6%	\$1,637,000	132.0%	\$687,000
Average Price per Sq Ft	\$719	-4.9%	\$756	75.8%	\$409
Median Sales Price	\$1,457,500	-18.8%	\$1,795,000	137.0%	\$615,000
Number of Sales (Closed)	6	20.0%	5	20.0%	5
Days on Market (From Last List Date)	208	205.9%	68	87.4%	111
Listing Discount (From Last List Price)	11.4%		6.7%		6.8%
Listing Inventory	14	-33.3%	21	-70.8%	48
Months of Supply	7.0	-44.4%	12.6	-75.7%	28.8
Entry Price Threshold	\$1,350,000	17.4%	\$1,150,000	143.2%	\$555,000
Average Square Feet	2,216	2.4%	2,165	31.9%	1,680

Wellington Single Family 2+ Acres Matrix	Q3-2025	%Δ (QTR)	Q2-2025	%Δ (YR)	Q3-2024
Average Sales Price	\$2,672,500	-50.2%	\$5,365,321	-72.6%	\$9,770,000
Average Price per Sq Ft	\$727	-46.5%	\$1,359	-67.3%	\$2,226
Median Sales Price	\$2,350,000	-24.8%	\$3,125,000	-78.2%	\$10,800,000
Number of Sales (Closed)	5	-64.3%	14	0.0%	5
Days on Market (From Last List Date)	141	14.6%	123	-26.9%	193
Listing Discount (From Last List Price)	13.7%		7.5%		17.6%
Listing Inventory	58	18.4%	49	13.7%	51
Months of Supply	34.8	231.4%	10.5	13.7%	30.6
Average Square Feet	3,677	-7.4%	3,971	-16.2%	4,389

Questions or comments? Email report author
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Methodology: [millersamuel.com/research-reports/methodology](https://www.millersamuel.com/research-reports/methodology)

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