

# Elliman Report

## Q4-2025 Wellington, FL Sales

### Single Family

#### Dashboard

YEAR-OVER-YEAR

+ **2.1%**  
Prices Median Sales Price

+ **9.9%**  
Sales Closed Sales

- **11.8%**  
Inventory Total Inventory

- **4 days**  
Marketing Time Days on Market

### Condo

#### Dashboard

YEAR-OVER-YEAR

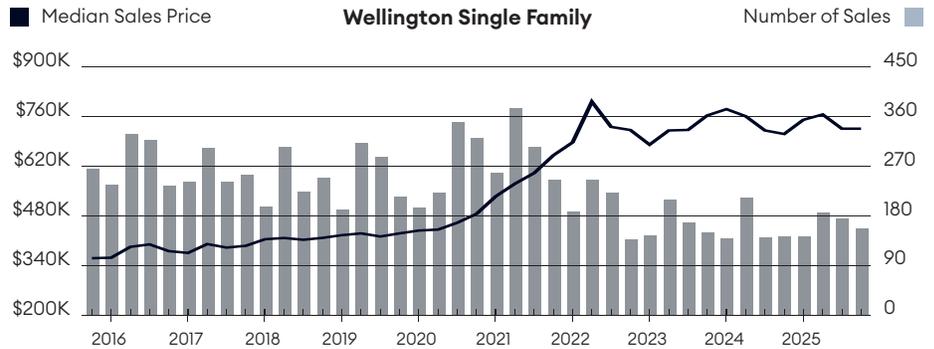
- **0.6%**  
Prices Median Sales Price

+ **12.5%**  
Sales Closed Sales

+ **1.7%**  
Inventory Total Inventory

+ **18 days**  
Marketing Time Days on Market

- Single family price trend indicators and sales increased annually
- Condo price trend indicators showed mixed results as sales increased



Wellington Single Family Matrix	Q4-2025	%Δ (QTR)	Q3-2025	%Δ (YR)	Q4-2024
Average Sales Price	\$1,318,058	22.9%	\$1,072,778	36.3%	\$967,102
Average Price Per Sq Ft	\$469	19.9%	\$391	25.7%	\$373
Median Sales Price	\$725,000	0.0%	\$725,000	2.1%	\$710,000
Number of Sales (Closed)	155	-10.9%	174	9.9%	141
Days on Market (From Last List Date)	75	5.6%	71	-5.1%	79
Listing Discount (From Last List Price)	5.1%		7.9%		4.6%
Listing Inventory	321	-9.6%	355	-11.8%	364
Months of Supply	6.2	1.6%	6.1	-19.5%	7.7
Average Square Feet	2,812	2.5%	2,743	10.5%	2,544



Wellington Condo Matrix	Q4-2025	%Δ (QTR)	Q3-2025	%Δ (YR)	Q4-2024
Average Sales Price	\$535,781	-9.3%	\$590,835	5.7%	\$506,677
Average Price Per Sq Ft	\$341	-4.2%	\$356	5.6%	\$323
Median Sales Price	\$422,375	3.7%	\$407,500	-0.6%	\$425,000
Number of Sales (Closed)	54	8.0%	50	12.5%	48
Days on Market (From Last List Date)	82	-7.9%	89	28.1%	64
Listing Discount (From Last List Price)	5.9%		6.1%		5.0%
Listing Inventory	122	-2.4%	125	1.7%	120
Months of Supply	6.8	-9.3%	7.5	-9.3%	7.5
Average Square Feet	1,571	-5.4%	1,660	0.1%	1,569



Prepared by Miller Samuel Real Estate Appraisers & Consultants

Single family sales rose, and listing inventory declined, aided by the decline in mortgage rates and robust financial markets. The number of single family sales increased by 9.9% year over year to 155. Listing inventory for single families was challenged by the burst in sales, falling 11.8% annually to 321, still well below the fourth quarter decade average of 368. Months of

supply, the number of months to sell all single family listings at the current sales rate, was 6.2, 19.5% faster than the same period last year. The median sales price for single family homes rose by 2.1% year over year to \$725,000. Condo sales also increased annually, rising by 12.5% to 54. Meanwhile, listing inventory rose 1.7% annually to 122,

accelerating the market pace by 9.3% to 6.8 months. The luxury condo market, which accounted for the top 10% of all condo sales and started at \$1,100,000 this quarter, had a median sales price of \$1,250,000 and jumped 19% from the same quarter last year. Luxury condo inventory fell sharply by 17.2% to 24.

## Luxury

- Single family price trend indicators rose annually
- Single family listing inventory fell annually for the first time in six quarters
- Condo price trend indicators surged year over year
- Condo listing inventory declined annually for the second time

Luxury Single Family Mix	Sales Share	Volume Share
> \$5M (%)	4.5%	26.8%
\$1M – \$5M (%)	24.5%	37.9%
Min. – \$1M (%)	71.0%	35.2%

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 surged year over year
- Sales jumped year over year as listing inventory edged higher
- Days on market fell sharply year over year



Luxury Single Family Matrix (Top 10% of Sales)	Q4-2025	%Δ (QTR)	Q3-2025	%Δ (YR)	Q4-2024
Average Sales Price	\$5,597,688	38.8%	\$4,032,083	89.7%	\$2,951,467
Average Price per Sq Ft	\$1,196	61.0%	\$743	55.9%	\$767
Median Sales Price	\$4,500,000	37.5%	\$3,272,500	80.0%	\$2,500,000
Number of Sales (Closed)	16	-11.1%	18	6.7%	15
Days on Market (From Last List Date)	72	-59.8%	179	-65.6%	209
Listing Discount (From Last List Price)	4.0%		13.8%		4.8%
Listing Inventory	94	-35.6%	146	-36.9%	149
Months of Supply	17.6	-27.6%	24.3	-40.9%	29.8
Entry Price Threshold	\$3,250,000	108.0%	\$1,562,500	123.1%	\$1,457,000
Average Square Feet	4,679	-13.8%	5,429	23.2%	3,799

Luxury Condo Matrix (Top 10% of Sales)	Q4-2025	%Δ (QTR)	Q3-2025	%Δ (YR)	Q4-2024
Average Sales Price	\$1,387,500	-13.0%	\$1,594,167	19.7%	\$1,159,600
Average Price per Sq Ft	\$696	-3.2%	\$719	23.0%	\$566
Median Sales Price	\$1,250,000	-14.2%	\$1,457,500	19.0%	\$1,050,000
Number of Sales (Closed)	6	0.0%	6	20.0%	5
Days on Market (From Last List Date)	106	-49.0%	208	5.0%	101
Listing Discount (From Last List Price)	6.8%		11.4%		8.5%
Listing Inventory	24	71.4%	14	-17.2%	29
Months of Supply	12.0	71.4%	7.0	-31.0%	17.4
Entry Price Threshold	\$1,100,000	-18.5%	\$1,350,000	15.8%	\$950,000
Average Square Feet	1,993	-10.1%	2,216	-2.7%	2,049

Wellington Single Family 2+ Acres Matrix	Q4-2025	%Δ (QTR)	Q3-2025	%Δ (YR)	Q4-2024
Average Sales Price	\$4,679,063	75.1%	\$2,672,500	122.6%	\$2,101,750
Average Price per Sq Ft	\$1,192	64.0%	\$727	104.1%	\$584
Median Sales Price	\$3,800,000	61.7%	\$2,350,000	78.5%	\$2,128,500
Number of Sales (Closed)	16	220.0%	5	300.0%	4
Days on Market (From Last List Date)	58	-58.9%	141	-56.1%	132
Listing Discount (From Last List Price)	4.1%		13.7%		-3.7%
Listing Inventory	66	13.8%	58	1.5%	65
Months of Supply	12.4	-64.4%	34.8	-74.6%	48.8
Average Square Feet	3,924	6.7%	3,677	40.0%	2,802

Questions or comments? Email report author Jonathan Miller at [jmiller@millersamuel.com](mailto:jmiller@millersamuel.com)  
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