

ELLIMAN

REPORT

Q4 2018
WELLINGTON SALES

Highlights of the Quarterly Survey of
Wellington Residential Sales

“ *Most condo and single-family price trend indicators pressed higher.* ”

Wellington Market Matrix (Condo)	Q4-2018	%Δ (QTR)	Q3-2018	%Δ (YR)	Q4-2017
Average Sales Price	\$292,619	15.6%	\$253,208	-2.9%	\$301,266
Average Price Per Sq Ft	\$183	11.0%	\$165	1.3%	\$181
Median Sales Price	\$262,500	12.9%	\$232,500	4.5%	\$251,250
Number of Sales (Closed)	84	16.7%	72	13.5%	74
Days on Market (From Last List Date)	78	-1.7%	80	-4.4%	82
Wellington Market Matrix (Single Family)	Q4-2018	%Δ (QTR)	Q3-2018	%Δ (YR)	Q4-2017
Average Sales Price	\$708,433	21.1%	\$585,196	14.9%	\$616,334
Average Price Per Sq Ft	\$245	12.2%	\$219	5.7%	\$232
Median Sales Price	\$417,450	1.3%	\$412,000	5.7%	\$395,000
Number of Sales (Closed)	248	11.2%	223	-2.0%	253
Days on Market (From Last List Date)	82	3.3%	79	21.6%	67
Luxury Market Matrix (Condo)	Q4-2018	%Δ (QTR)	Q3-2018	%Δ (YR)	Q4-2017
Average Sales Price	\$635,222	26.9%	\$500,688	-23.8%	\$833,625
Average Price Per Sq Ft	\$338	37.9%	\$245	-6.8%	\$363
Median Sales Price	\$665,000	41.0%	\$471,500	-1.8%	\$677,500
Number of Sales (Closed)	9	12.5%	8	12.5%	8
Days on Market (From Last List Date)	77	-58.9%	187	-48.0%	148
Luxury Market Matrix (Single Family)	Q4-2018	%Δ (QTR)	Q3-2018	%Δ (YR)	Q4-2017
Average Sales Price	\$3,131,240	49.3%	\$2,097,370	22.9%	\$2,546,907
Average Price Per Sq Ft	\$654	40.5%	\$465	17.8%	\$555
Median Sales Price	\$2,000,000	133.9%	\$855,000	88.2%	\$1,062,500
Number of Sales (Closed)	25	8.7%	23	-3.8%	26
Days on Market (From Last List Date)	195	-4.4%	204	69.9%	115

The median sales price for a condo was \$262,500, up 4.5% and the median sales price of a single-family was \$417,450, up 5.7% respectively from the year-ago quarter.

Condo sales rose 13.5% to 84 while single-family sales slipped 2% to 248 respectively from the year-ago quarter. Single-family sales on two or more acres rose 50% to their highest total in two and a half years.

Condo listing inventory rose 8.6% to 126 and was outpaced by the growth in sales, quickening the pace of the market.