

ELLIMAN

REPORT

Q3 2018
WELLINGTON SALES

Highlights of the Quarterly Survey of Wellington Residential Sales

“Most price trend indicators moved higher with greater gains seen in the single-family market.”

Wellington Market Matrix (Condo)	Q3-2018	%Δ (QTR)	Q2-2018	%Δ (YR)	Q3-2017
Average Sales Price	\$253,208	-0.9%	\$255,623	-3.6%	\$262,682
Average Price per Sq Ft	\$165	-2.3%	\$169	-4.0%	\$172
Median Sales Price	\$232,500	-2.3%	\$238,000	1.1%	\$230,000
Number of Sales (Closed)	72	-4.0%	75	-19.1%	89
Days on Market (From Last List Date)	80	3.6%	77	26.6%	63
Wellington Market Matrix (Single Family)	Q3-2018	%Δ (QTR)	Q2-2018	%Δ (YR)	Q3-2017
Average Sales Price	\$585,196	-17.1%	\$706,016	28.9%	\$453,843
Average Price per Sq Ft	\$219	-13.6%	\$253	20.8%	\$181
Median Sales Price	\$412,000	-1.2%	\$417,000	5.6%	\$390,000
Number of Sales	223	-26.4%	303	-7.5%	241
Days on Market (From Last List Date)	79	3.8%	76	29.4%	61
Luxury Market Matrix (Condo)	Q3-2018	%Δ (QTR)	Q2-2018	%Δ (YR)	Q3-2017
Average Sales Price	\$2,965,357	-46.1%	\$5,502,500	124.9%	\$1,318,750
Average Price per Sq Ft	\$580	-44.1%	\$1,039	42.6%	\$407
Median Sales Price	\$1,287,500	-76.8%	\$5,550,000	-1.0%	\$1,300,000
Number of Sales (Closed)	7	-30.0%	10	75.0%	4
Days on Market (From Last List Date)	236	32.7%	178	10.4%	214
Luxury Market Matrix (Single Family)	Q3-2018	%Δ (QTR)	Q2-2018	%Δ (YR)	Q3-2017
Average Sales Price	\$2,097,370	-34.3%	\$3,192,565	109.9%	\$999,291
Average Price per Sq Ft	\$465	-29.0%	\$655	83.2%	\$254
Median Sales Price	\$855,000	-60.2%	\$2,150,000	3.1%	\$829,000
Number of Sales	23	-25.8%	31	-8.0%	25
Days on Market (From Last List Date)	204	16.1%	176	85.8%	110

The median sales price for single families increased 5.6% to \$412,000, and the median sales price for condos edged up 1.1% to \$232,500 respectively from the year-ago quarter.

The median sales price of the luxury condo market was \$471,500, down 10.2% from the year-ago quarter with an entry threshold of \$360,000. The median sales price of the luxury single-family market was \$855,000, up 3.1% from the year-ago quarter with an entry threshold of \$750,000.

Condo sales fell 19.1% to 72, and single-family sales decreased 7.5% to 223 respectively from the same quarter last year.