

# Elliman Report

**Q4-2023** Wellington, FL Sales

“Listing inventory expanded across the market, possibly expanding sales in 2024.”

Wellington Single Family Matrix	Q4-2023	%Δ (QTR)	Q3-2023	%Δ (YR)	Q4-2022
Average Sales Price	\$1,202,990	-4.5%	\$1,259,639	4.7%	\$1,149,073
Average Price per Sq Ft	\$443	-2.0%	\$452	14.5%	\$387
Median Sales Price	\$762,250	5.6%	\$721,500	5.7%	\$721,250
Number of Sales (Closed)	148	-10.8%	166	8.8%	136
Days on Market (From Last List Date)	48	-4.0%	50	-23.8%	63
Wellington Condo Matrix	Q4-2023	%Δ (QTR)	Q3-2023	%Δ (YR)	Q4-2022
Average Sales Price	\$531,105	4.2%	\$509,589	1.8%	\$521,891
Average Price per Sq Ft	\$353	12.4%	\$314	0.0%	\$353
Median Sales Price	\$403,000	-1.7%	\$410,000	-4.7%	\$423,000
Number of Sales (Closed)	43	-2.3%	44	30.3%	33
Days on Market (From Last List Date)	34	41.7%	24	-17.1%	41
Luxury Single Family Matrix (Top 10% of Sales)	Q4-2023	%Δ (QTR)	Q3-2023	%Δ (YR)	Q4-2022
Average Sales Price	\$4,433,516	-23.4%	\$5,786,324	17.0%	\$3,789,571
Average Price per Sq Ft	\$1,031	-16.6%	\$1,236	29.7%	\$795
Median Sales Price	\$2,550,000	-5.6%	\$2,700,000	-4.4%	\$2,667,500
Number of Sales (Closed)	16	-5.9%	17	14.3%	14
Days on Market (From Last List Date)	118	2.6%	115	-28.9%	166
Luxury Condo Matrix (Top 10% of Sales)	Q4-2023	%Δ (QTR)	Q3-2023	%Δ (YR)	Q4-2022
Average Sales Price	\$1,363,800	15.9%	\$1,176,400	18.5%	\$1,151,000
Average Price per Sq Ft	\$689	16.8%	\$590	3.9%	\$663
Median Sales Price	\$1,177,000	7.0%	\$1,100,000	7.0%	\$1,100,000
Number of Sales (Closed)	5	0.0%	5	0.0%	5
Days on Market (From Last List Date)	99	200.0%	33	-7.5%	107

The condo median sales price declined by 4.7% to \$403,000. The average sales price increased by 1.8%, and the average price per square foot was unchanged at \$353 respectively from the last year. Condo listing inventory more than doubled to 79. The condo luxury market, representing the top ten percent of all condo sales, started at \$927,000. The luxury median sales price rose annually by 7% to \$1,177,000, as condo luxury listing inventory increased annually by 35.7% to 19.