

ELLIMAN REPORT

Q4 2019
WELLINGTON SALES

Highlights of the Quarterly Survey of Wellington Residential Sales

“ Across the market the number of sales declined year over year, as did listing inventory. ”

Wellington Market Matrix (Condo)	Q4-2019	%Δ (QTR)	Q3-2019	%Δ (YR)	Q4-2018
Average Sales Price	\$297,569	14.4%	\$260,135	1.7%	\$292,619
Average Price Per Sq Ft	\$185	6.9%	\$173	1.1%	\$183
Median Sales Price	\$275,000	13.2%	\$243,000	4.8%	\$262,500
Number of Sales (Closed)	62	-1.6%	63	-26.2%	84
Days on Market (From Last List Date)	80	0.0%	80	2.6%	78
Wellington Market Matrix (Single Family)	Q4-2019	%Δ (QTR)	Q3-2019	%Δ (YR)	Q4-2018
Average Sales Price	\$559,674	-8.9%	\$614,595	-21.0%	\$708,433
Average Price Per Sq Ft	\$204	-8.1%	\$222	-16.7%	\$245
Median Sales Price	\$430,000	2.1%	\$421,250	3.0%	\$417,450
Number of Sales (Closed)	213	-25.5%	286	-14.1%	248
Days on Market (From Last List Date)	78	8.3%	72	-4.9%	82
Luxury Market Matrix (Condo)	Q4-2019	%Δ (QTR)	Q3-2019	%Δ (YR)	Q4-2018
Average Sales Price	\$582,571	20.7%	\$482,857	-8.3%	\$635,222
Average Price Per Sq Ft	\$277	4.5%	\$265	-18.0%	\$338
Median Sales Price	\$512,000	23.4%	\$415,000	-23.0%	\$665,000
Number of Sales (Closed)	7	0.0%	7	-22.2%	9
Days on Market (From Last List Date)	116	-17.7%	141	50.6%	77
Luxury Market Matrix (Single Family)	Q4-2019	%Δ (QTR)	Q3-2019	%Δ (YR)	Q4-2018
Average Sales Price	\$1,487,348	-33.3%	\$2,230,276	-52.5%	\$3,131,240
Average Price Per Sq Ft	\$364	-25.6%	\$489	-44.3%	\$654
Median Sales Price	\$1,025,000	-28.1%	\$1,425,000	-48.8%	\$2,000,000
Number of Sales (Closed)	23	-20.7%	29	-8.0%	25
Days on Market (From Last List Date)	149	-17.7%	181	-23.6%	195

Listing inventory for condos fell 23.8% to 96 and listing inventory for single-family properties fell 22.3% to 442, respectively, from the prior-year quarter. The number of sales followed the same pattern with condo sales falling 26.2% to 62 and single-family sales declining 14.1% to 213 respectively over the same period.