

# ELLIMAN

## REPORT

Q4 2017

### WELLINGTON SALES

Highlights of the Quarterly Survey of Wellington Residential Sales

“The market shifted emphasis to larger higher end sales.”

Wellington Market Matrix (Condo)	Q4-2017	%Δ (QTR)	Q3-2017	%Δ (YR)	Q4-2016
Average Sales Price	\$301,266	14.7%	\$262,682	22.1%	\$246,813
Average Price per Sq Ft	\$181	5.2%	\$172	14.6%	\$158
Median Sales Price	\$251,250	9.2%	\$230,000	14.2%	\$220,000
Number of Sales (Closed)	74	-16.9%	89	-20.4%	93
Days on Market (From Last List Date)	82	30.2%	63	-13.7%	95
Wellington Market Matrix (Single Family)	Q4-2017	%Δ (QTR)	Q3-2017	%Δ (YR)	Q4-2016
Average Sales Price	\$616,334	35.8%	\$453,843	19.1%	\$517,431
Average Price per Sq Ft	\$232	28.2%	\$181	20.2%	\$193
Median Sales Price	\$395,000	1.3%	\$390,000	3.9%	\$380,000
Number of Sales	253	5.0%	241	8.6%	233
Days on Market (From Last List Date)	67	9.8%	61	4.7%	64
Luxury Market Matrix (Condo)	Q4-2017	%Δ (QTR)	Q3-2017	%Δ (YR)	Q4-2016
Average Sales Price	\$833,625	38.9%	\$600,278	61.8%	\$515,300
Average Price per Sq Ft	\$363	14.2%	\$318	42.4%	\$255
Median Sales Price	\$677,500	29.0%	\$525,000	27.8%	\$530,000
Number of Sales (Closed)	8	-11.1%	9	-20.0%	10
Days on Market (From Last List Date)	148	-29.9%	211	-34.2%	225
Luxury Market Matrix (Single Family)	Q4-2017	%Δ (QTR)	Q3-2017	%Δ (YR)	Q4-2016
Average Sales Price	\$2,546,907	154.9%	\$999,291	51.6%	\$1,679,938
Average Price per Sq Ft	\$555	118.5%	\$254	30.3%	\$426
Median Sales Price	\$1,062,500	28.2%	\$829,000	3.9%	\$1,022,500
Number of Sales	26	4.0%	25	8.3%	24
Days on Market (From Last List Date)	115	4.5%	110	-5.7%	122

Median sales price for condos jumped 14.2% to \$251,250 and median sales price for single-families rose 3.9% to \$395,000 respectively from the year-ago quarter.

Although sales of single families with two or more acres market, were down by one sale from the year-ago quarter, their activity doubled from the previous quarter as inventory expanded 18.6% from the prior year.

Luxury median sales price of a condo jumped 27.8% to \$677,500 and luxury median sales price of a single-family increased 3.9% to \$1,062,500 respectively from the year-ago quarter.