

City: Wilton



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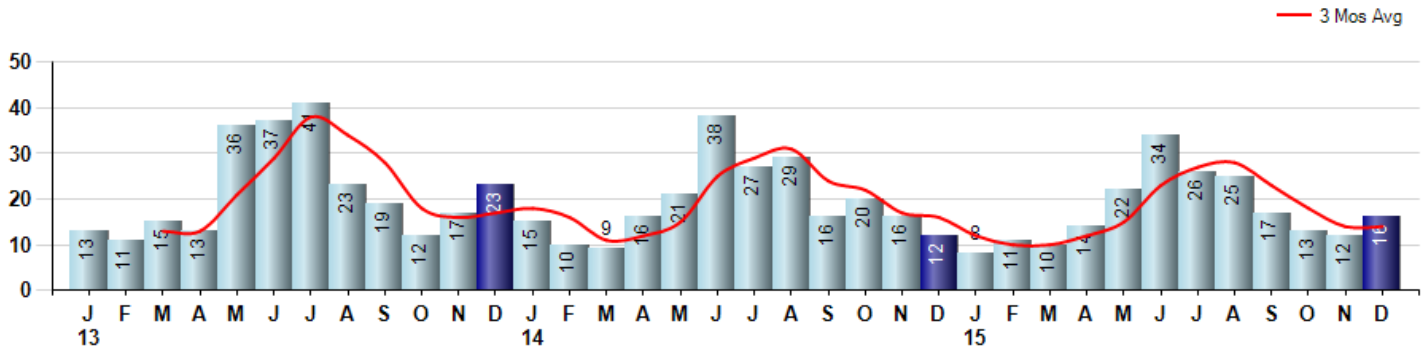
Price Range: \$0 to \$999,999,000 | Properties: Single Family Home

Market Profile & Trends Overview	Month	Trending Versus*:				Trending Versus*:		
		LM	L3M	PYM	LY	YTD	PriorYTD	PriorYear
Median List Price of all Current Listings	\$927,000	1%		0%				
Average List Price of all Current Listings	\$1,052,536	-1%		-16%				
December Median Sales Price	\$748,750	28%	9%	-15%	-8%	\$812,500	0%	-1%
December Average Sales Price	\$810,956	42%	10%	-12%	-12%	\$885,704	-4%	-4%
Total Properties Currently for Sale (Inventory)	138	-25%		10%				
December Number of Properties Sold	16	33%		33%				-9%
December Average Days on Market (Solds)	163	22%	18%	9%	8%	146	-5%	-3%
Asking Price per Square Foot (based on New Listings)	\$313	4%	1%	-22%	4%	\$299	-1%	0%
December Sold Price per Square Foot	\$282	10%	4%	9%	1%	\$286	3%	3%
December Month's Supply of Inventory	8.6	-44%	-37%	-17%	-21%	13.4	22%	22%
December Sale Price vs List Price Ratio	94.3%	1.0%	-1%	-1%	-2.2%	96.0%	-0.5%	-0.5%

* LM=Last Month / L3M=Last 3 Months / PYM=Same Month Prior Year / LY=Last Year / YTD = Year-to-date

Property Sales

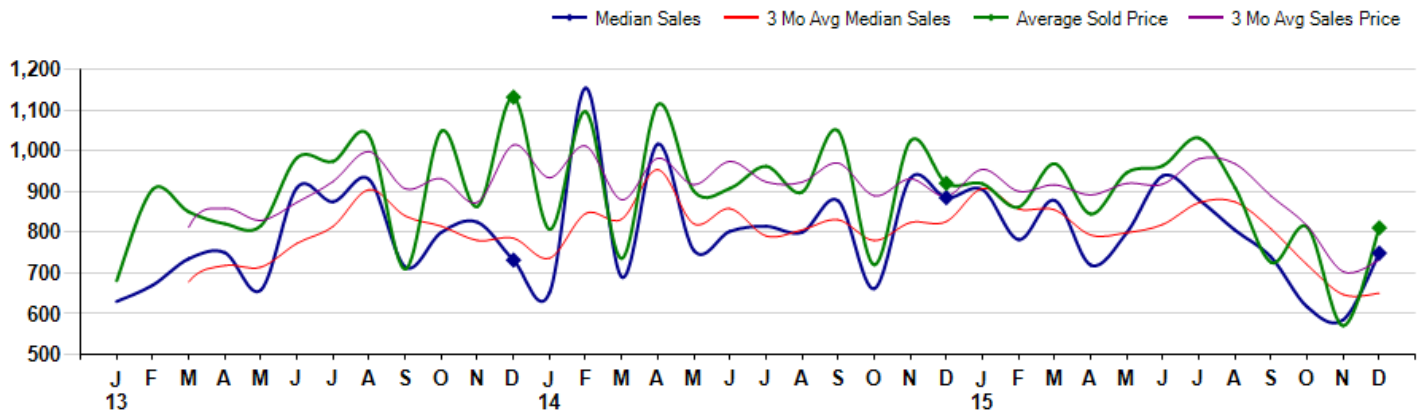
December Property sales were 16, up 33.3% from 12 in December of 2014 and 33.3% higher than the 12 sales last month. December 2015 sales were at a mid level compared to December of 2014 and 2013. December YTD sales of 208 are running -9.2% behind last year's year-to-date sales of 229.



Prices

The Median Sales Price in December was \$748,750, down -15.4% from \$885,000 in December of 2014 and up 28.0% from \$585,000 last month. The Average Sales Price in December was \$810,956, down -11.9% from \$920,458 in December of 2014 and up 42.2% from \$570,417 last month. December 2015 ASP was at the lowest level compared to December of 2014 and 2013.

Median means Middle (the same # of properties sold above and below Median) (000's)



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Based on information from Greater Fairfield County CMLS, Inc. for the period 1/1/2013 through 12/31/2015. Due to MLS reporting methods and allowable reporting policy, this data is only informational and may not be completely accurate. Therefore, Coldwell Banker Residential Brokerage does not guarantee the data accuracy. Data maintained by the MLS's may not reflect all real estate activity in the market.



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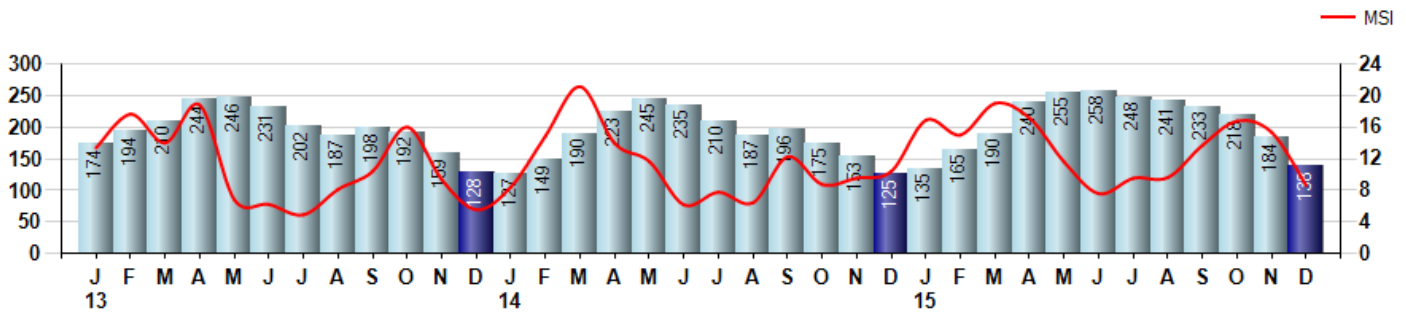
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Inventory & MSI

The Total Inventory of Properties available for sale as of December was 138, down -25.0% from 184 last month and up 10.4% from 125 in December of last year. December 2015 Inventory was at highest level compared to December of 2014 and 2013.

A comparatively lower MSI is more beneficial for sellers while a higher MSI is better for buyers. The December 2015 MSI of 8.6 months was at a mid range compared with December of 2014 and 2013.

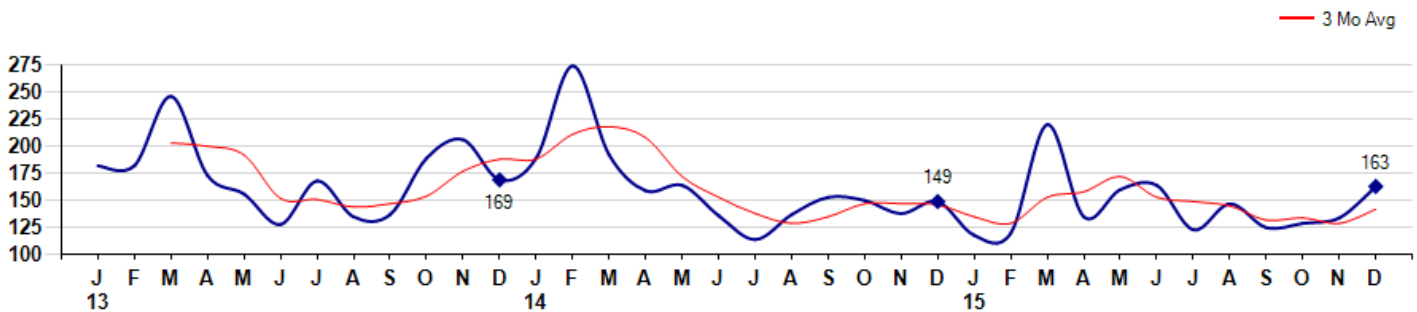
MSI is the # of months needed to sell all of the Inventory at the monthly Sales Pace



Market Time

The average Days On Market(DOM) shows how many days the average Property is on the Market before it sells. An upward trend in DOM tends to indicate a move towards more of a Buyer's market, a downward trend a move towards more of a Seller's market. The DOM for December was 163, up 21.6% from 134 days last month and up 9.4% from 149 days in December of last year. The December 2015 DOM was at a mid range compared with December of 2014 and 2013.

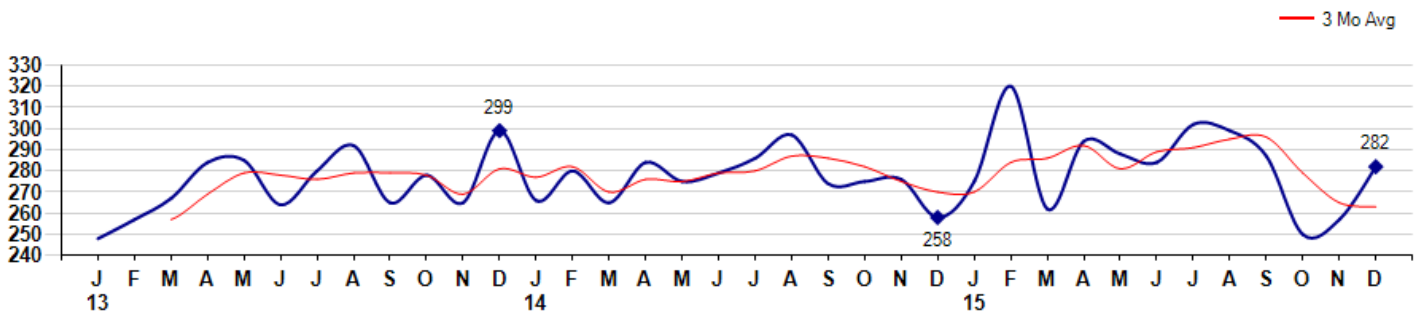
Average Days on Market(Listing to Contract) for properties sold during the month



Selling Price per Square Foot

The Selling Price per Square Foot is a great indicator for the direction of Property values. Since Median Sales Price and Average Sales price can be impacted by the 'mix' of high or low end Properties in the market, the selling price per square foot is a more normalized indicator on the direction of Property values. The December 2015 Selling Price per Square Foot of \$282 was up 9.7% from \$257 last month and up 9.3% from \$258 in December of last year.

Average Selling Price per Square Foot for properties that sold during the month



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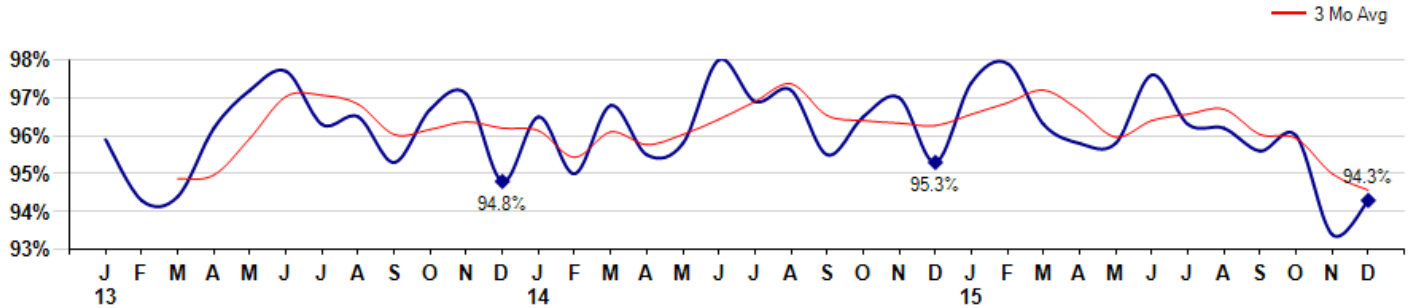


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Selling Price vs Listing Price

The Selling Price vs Listing Price reveals the average amount that Sellers are agreeing to come down from their list price. The lower the ratio is below 100% the more of a Buyer's market exists, a ratio at or above 100% indicates more of a Seller's market. The December 2015 Selling Price vs List Price of 94.3% was up from 93.4% last month and down from 95.3% in December of last year.

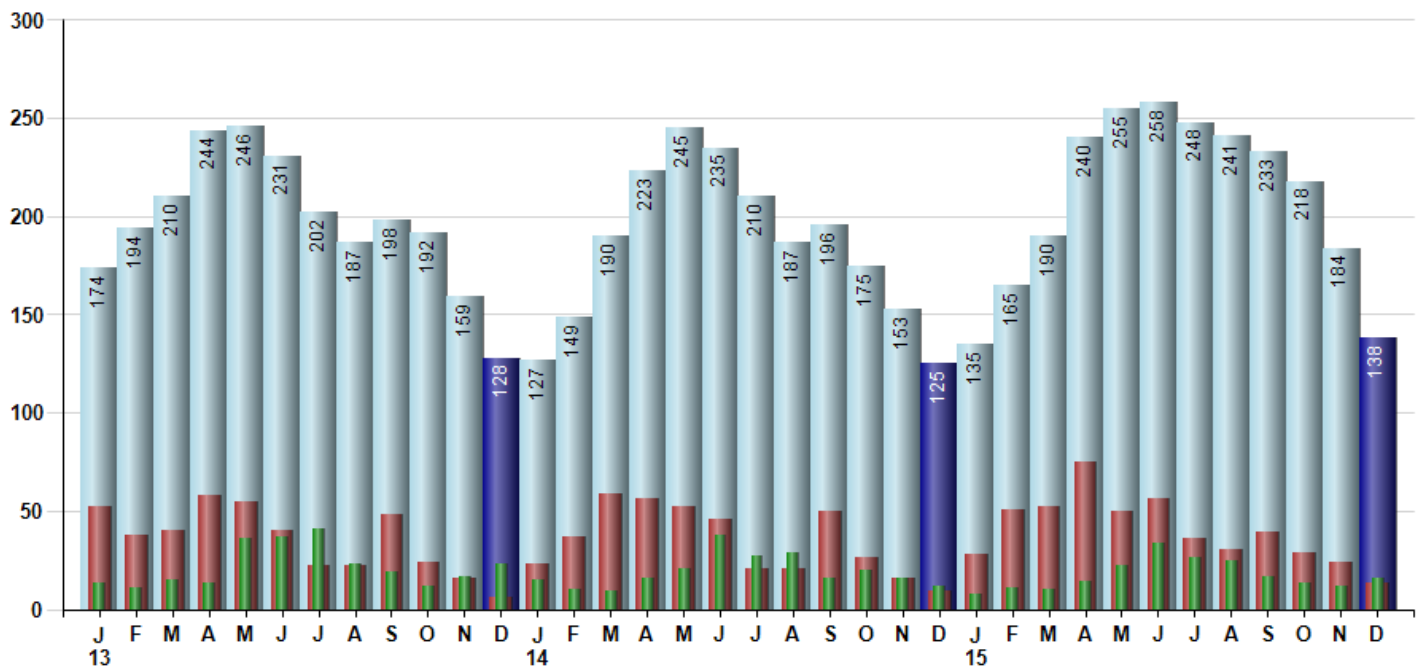
Avg Selling Price divided by Avg Listing Price for sold properties during the month



Inventory / New Listings / Sales

This last view of the market combines monthly inventory of Properties for sale along with New Listings and Sales. The graph shows the basic annual seasonality of the market as well as the relationship between these items. The number of New Listings in December 2015 was 13, down -45.8% from 24 last month and up 44.4% from 9 in December of last year.

Inventory / New Listings / Sales



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