

## City: Wilton



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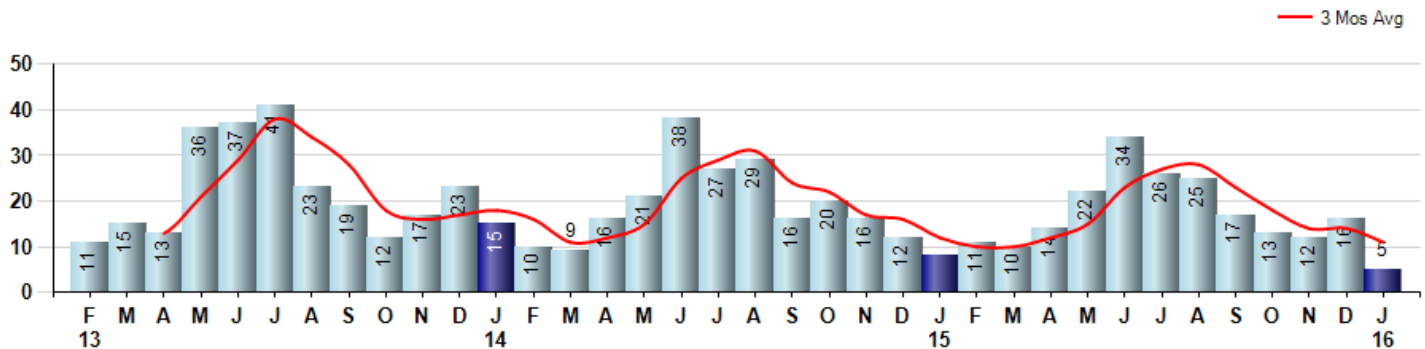
Price Range: \$0 to \$999,999,000 | Properties: Single Family Home

Market Profile & Trends Overview	Trending Versus*:					Trending Versus*:		
	Month	LM	L3M	PYM	LY	YTD	PriorYTD	PriorYear
Median List Price of all Current Listings	\$989,000	4%		4%				
Average List Price of all Current Listings	\$1,102,334	4%		-10%				
January Median Sales Price	\$1,170,000	56%	63%	29%	43%	\$1,170,000	29%	43%
January Average Sales Price	\$1,214,800	50%	53%	32%	36%	\$1,214,800	32%	36%
Total Properties Currently for Sale (Inventory)	157	7%		16%				
January Number of Properties Sold	5	-69%		-38%			0%	
January Average Days on Market (Solds)	152	-7%	6%	29%	4%	152	29%	4%
Asking Price per Square Foot (based on New Listings)	\$309	-1%	0%	7%	3%	\$309	7%	3%
January Sold Price per Square Foot	\$296	5%	10%	8%	4%	\$296	8%	4%
January Month's Supply of Inventory	31.4	242%	68%	86%	133%	31.4	86%	133%
January Sale Price vs List Price Ratio	91.8%	-2.7%	-2%	-6%	-4.2%	90.5%	-7.2%	-5.5%

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

### Property Sales

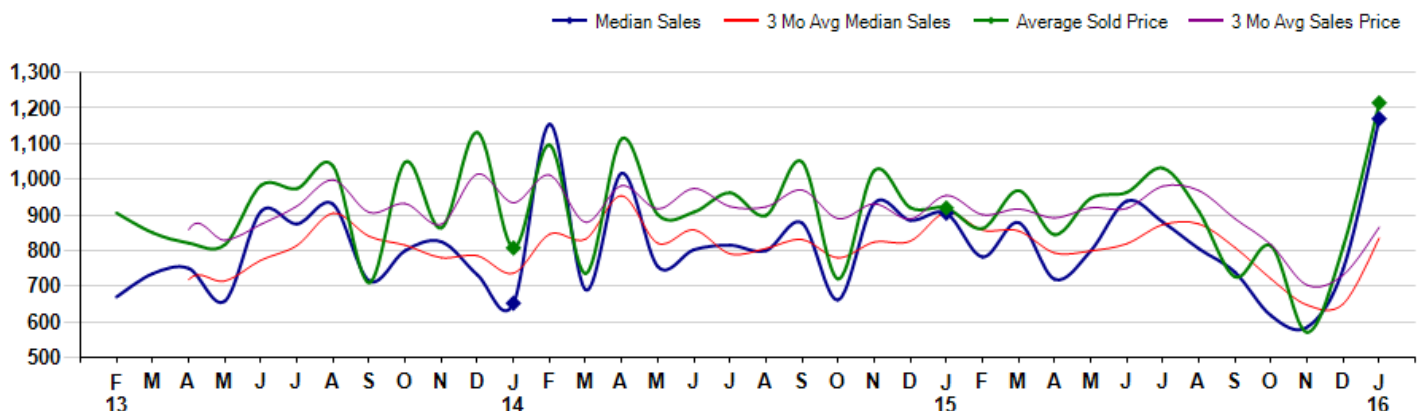
January Property sales were 5, down -37.5% from 8 in January of 2015 and -68.8% lower than the 16 sales last month. January 2016 sales were at their lowest level compared to January of 2015 and 2014. January YTD sales of 5 are running -37.5% behind last year's year-to-date sales of 8.



### Prices

The Median Sales Price in January was \$1,170,000, up 29.3% from \$905,000 in January of 2015 and up 56.3% from \$748,750 last month. The Average Sales Price in January was \$1,214,800, up 32.1% from \$919,375 in January of 2015 and up 49.8% from \$810,956 last month. January 2016 ASP was at highest level compared to January of 2015 and 2014.

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



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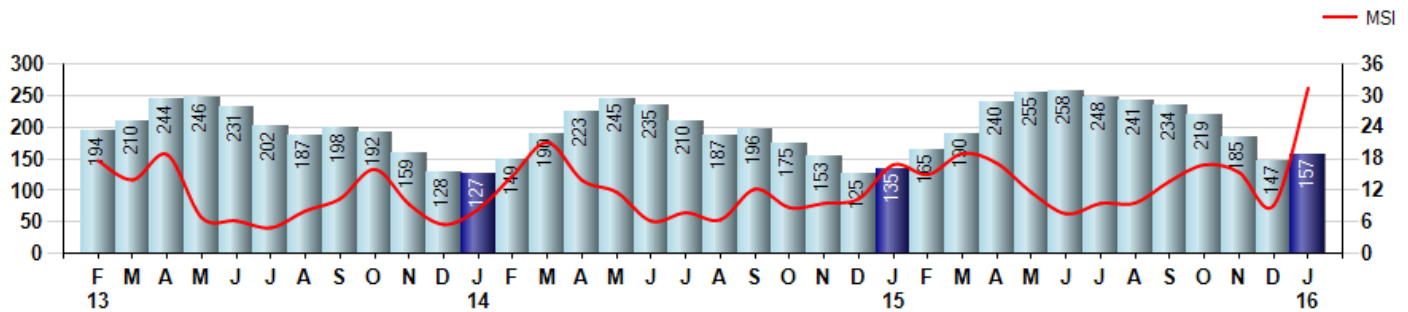


### Inventory & MSI

The Total Inventory of Properties available for sale as of January was 157, up 6.8% from 147 last month and up 16.3% from 135 in January of last year. January 2016 Inventory was at highest level compared to January of 2015 and 2014.

A comparatively lower MSI is more beneficial for sellers while a higher MSI is better for buyers. The January 2016 MSI of 31.4 months was at its highest level compared with January of 2015 and 2014.

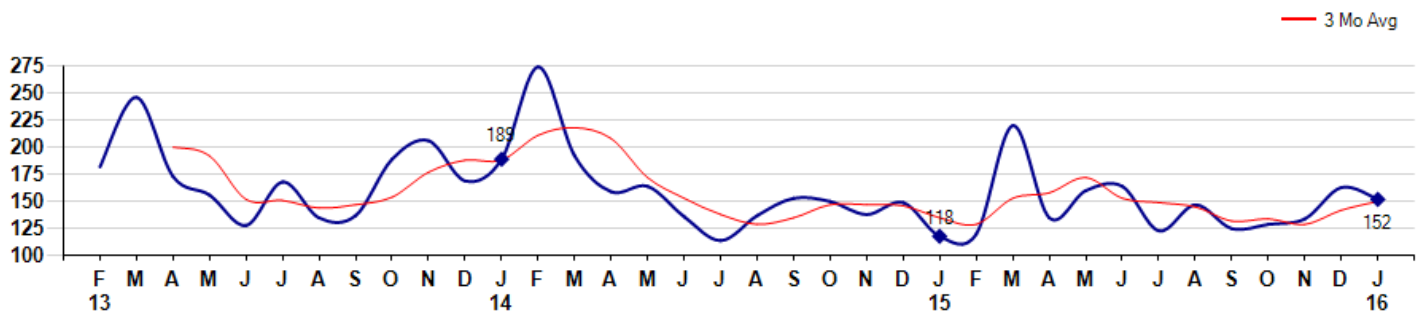
MSI is the # of months needed to sell all of the Inventory at the monthly Sales Pace



### 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 January was 152, down -6.7% from 163 days last month and up 28.8% from 118 days in January of last year. The January 2016 DOM was at a mid range compared with January of 2015 and 2014.

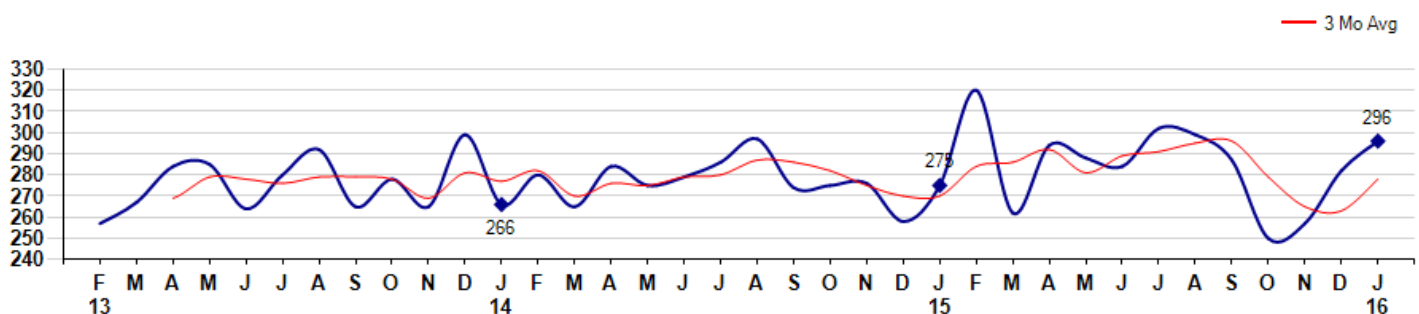
Average Days on Market(Listing to Contract) for properties sold during the month



### 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 January 2016 Selling Price per Square Foot of \$296 was up 5.0% from \$282 last month and up 7.6% from \$275 in January of last year.

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



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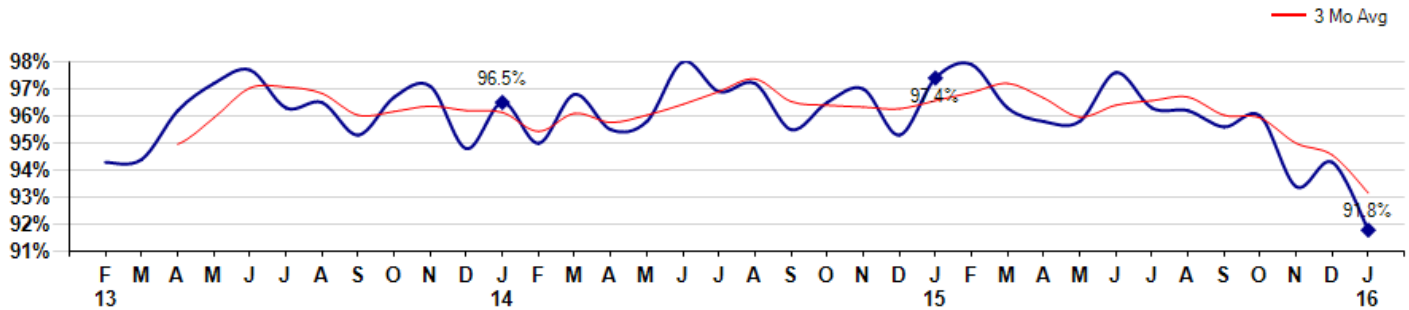


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### Selling Price vs Listing Price

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 January 2016 Selling Price vs List Price of 91.8% was down from 94.3% last month and down from 97.4% in January 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 January 2016 was 40, up 207.7% from 13 last month and up 42.9% from 28 in January of last year.

Inventory NewListings Sold

