

## City: Wilton



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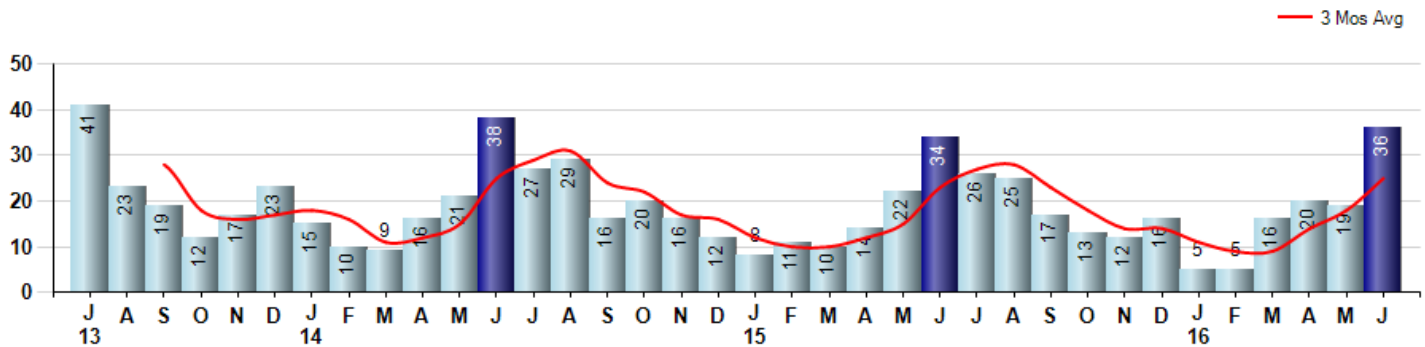
Price Range: \$0 to \$999,999,000 | Properties: Single Family Home

Market Profile & Trends Overview	Month	Trending Versus*:				YTD	Trending Versus*:	
		LM	L3M	PYM	LY		PriorYTD	PriorYear
Median List Price of all Current Listings	\$948,800	3%		2%				
Average List Price of all Current Listings	\$1,120,795	3%		0%				
June Median Sales Price	\$837,450	0%	-1%	-11%	2%	\$845,000	-2%	3%
June Average Sales Price	\$840,402	-14%	-7%	-13%	-6%	\$902,955	-3%	1%
Total Properties Currently for Sale (Inventory)	275	-7%		6%				
June Number of Properties Sold	36	90%		6%			2%	
June Average Days on Market (Solds)	166	13%	-4%	1%	14%	170	9%	16%
Asking Price per Square Foot (based on New Listings)	\$310	1%	3%	6%	5%	\$297	0%	0%
June Sold Price per Square Foot	\$267	-4%	-2%	-6%	-7%	\$274	-5%	-4%
June Month's Supply of Inventory	7.6	-51%	-38%	0%	-44%	21.3	47%	57%
June Sale Price vs List Price Ratio	96.4%	-0.7%	0%	-1%	0.6%	95.7%	-0.7%	-0.1%

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

### Property Sales

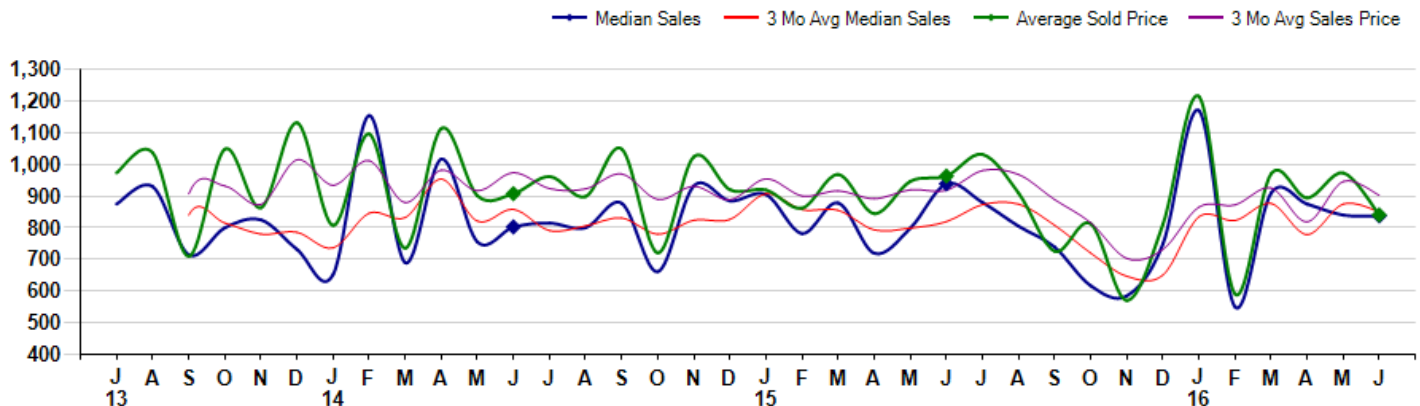
June Property sales were 36, up 5.9% from 34 in June of 2015 and 89.5% higher than the 19 sales last month. June 2016 sales were at a mid level compared to June of 2015 and 2014. June YTD sales of 101 are running 2.0% ahead of last year's year-to-date sales of 99.



### Prices

The Median Sales Price in June was \$837,450, down -10.8% from \$939,000 in June of 2015 and down -0.3% from \$840,000 last month. The Average Sales Price in June was \$840,402, down -12.8% from \$963,461 in June of 2015 and down -13.7% from \$973,263 last month. June 2016 ASP was at the lowest level compared to June of 2015 and 2014.

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



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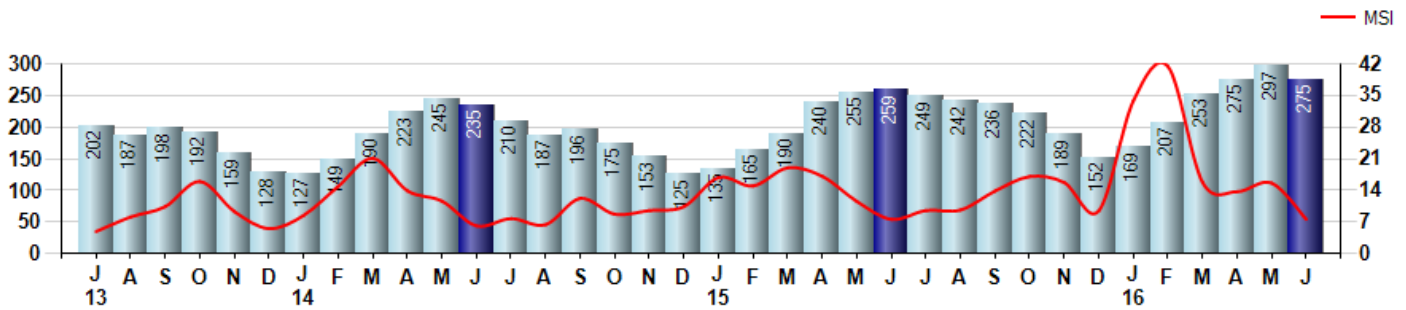
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### Inventory & MSI

The Total Inventory of Properties available for sale as of June was 275, down -7.4% from 297 last month and up 6.2% from 259 in June of last year. June 2016 Inventory was at highest level compared to June of 2015 and 2014.

A comparatively lower MSI is more beneficial for sellers while a higher MSI is better for buyers. The June 2016 MSI of 7.6 months was at its highest level compared with June of 2015 and 2014.

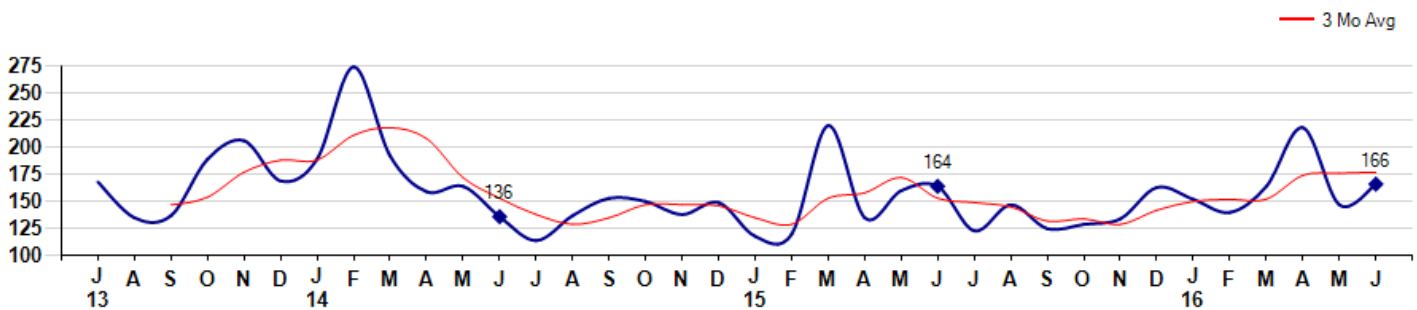
MSI is the # of months needed to sell all of the Inventory at the monthly Sales Pace



### 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 June was 166, up 12.9% from 147 days last month and up 1.2% from 164 days in June of last year. The June 2016 DOM was at its highest level compared with June of 2015 and 2014.

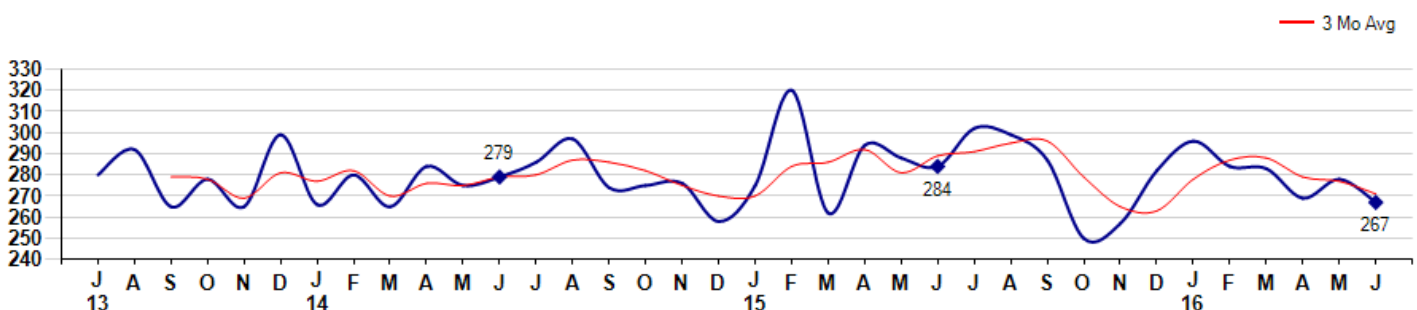
Average Days on Market(Listing to Contract) for properties sold during the month



### 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 June 2016 Selling Price per Square Foot of \$267 was down -4.0% from \$278 last month and down -6.0% from \$284 in June of last year.

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



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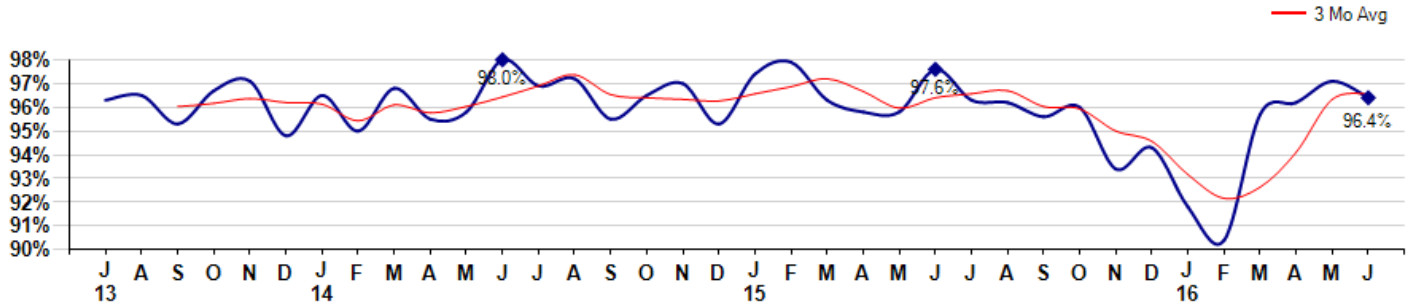


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### Selling Price vs Listing Price

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 June 2016 Selling Price vs List Price of 96.4% was down from 97.1% last month and down from 97.6% in June of last year.

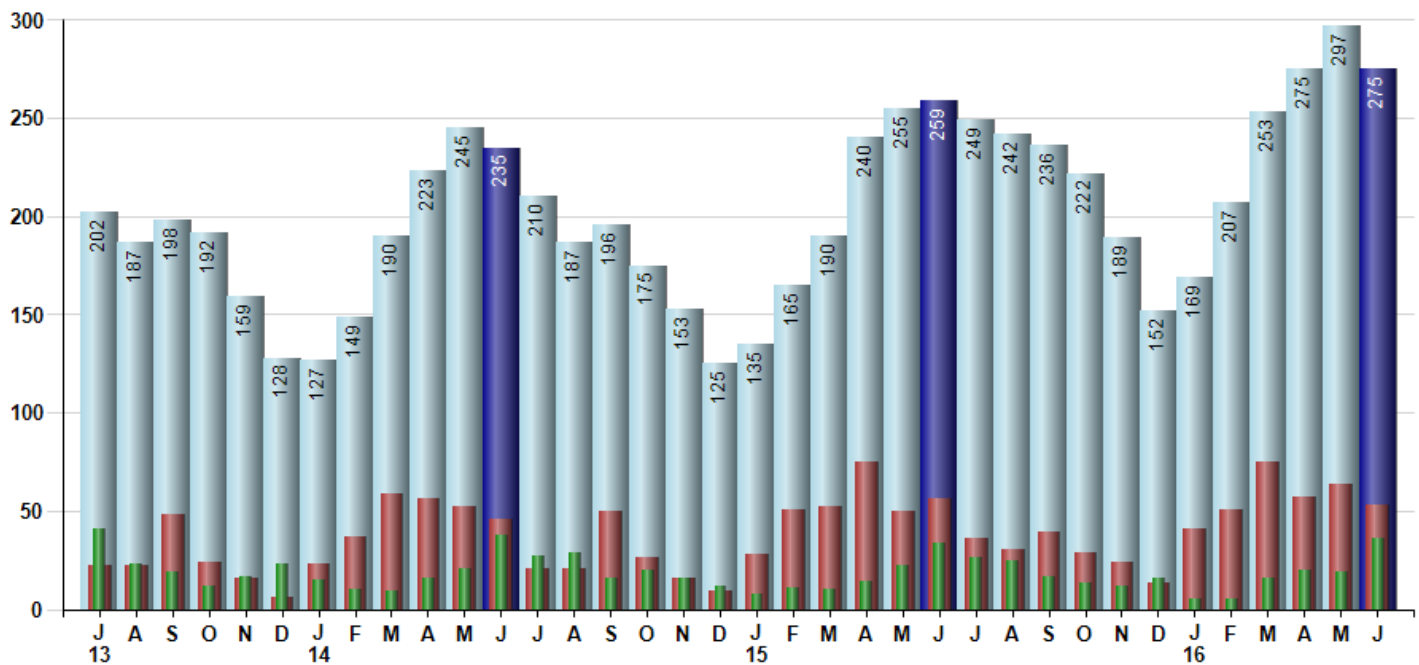
Avg Selling Price divided by Avg Listing Price for sold properties during the month



### 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 June 2016 was 53, down -17.2% from 64 last month and down -5.4% from 56 in June of last year.

Inventory (light blue), New Listings (red), Sold (green)



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