

City: Wilton



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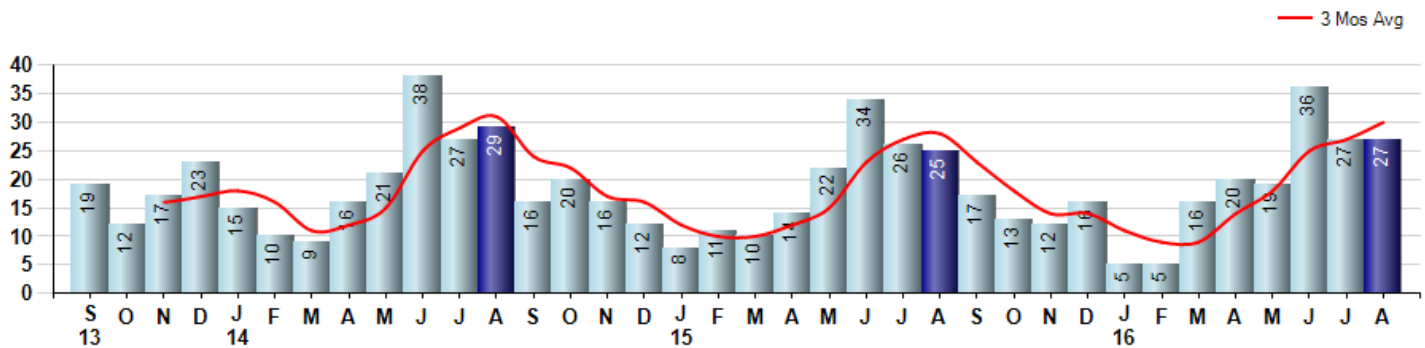
Price Range: \$0 to \$999,999,000 | Properties: Single Family Home

Market Profile & Trends Overview	Month	Trending Versus*:				YTD	Trending Versus*:	
		LM	L3M	PYM	LY		PriorYTD	PriorYear
Median List Price of all Current Listings	\$949,900	↔		↑				
Average List Price of all Current Listings	\$1,147,677	↑		↑				
August Median Sales Price	\$755,000	↑	↓	↑	↓	\$801,000	↓	↓
August Average Sales Price	\$811,463	↑	↓	↓	↓	\$861,717	↓	↓
Total Properties Currently for Sale (Inventory)	243	↓		↔				
August Number of Properties Sold	27	↔		↑		155	↑	
August Average Days on Market (Solds)	126	↔	↓	↓	↓	155	↑	↑
Asking Price per Square Foot (based on New Listings)	\$278	↓	↓	↓	↓	\$292	↔	↓
August Sold Price per Square Foot	\$280	↑	↑	↓	↓	\$275	↓	↓
August Month's Supply of Inventory	9.0	↓	↔	↓	↓	18.5	↑	↑
August Sale Price vs List Price Ratio	96.1%	↓	↓	↔	↑	95.9%	↓	↔

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

Property Sales

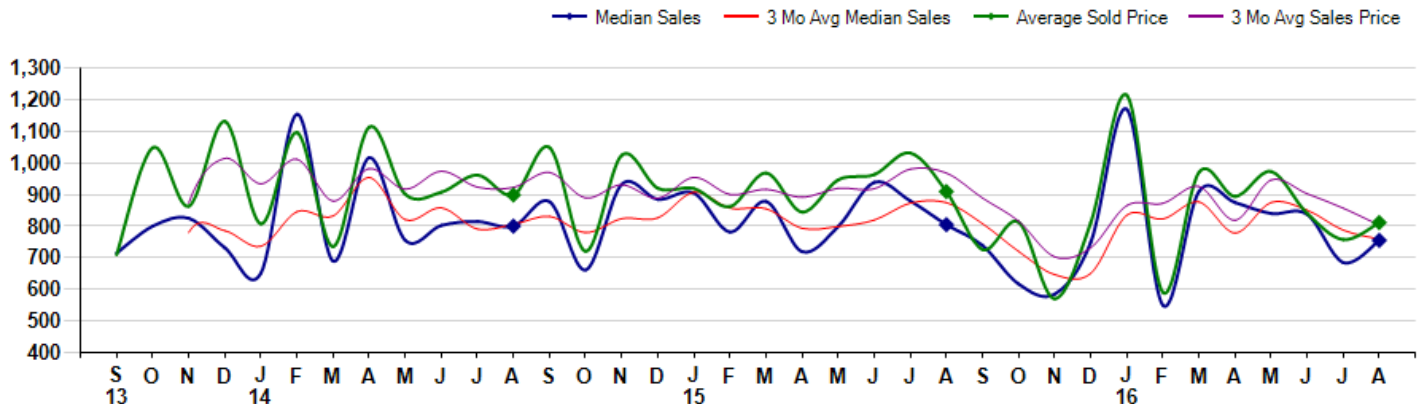
August Property sales were 27, up 8.0% from 25 in August of 2015 and equal to 0.0% 27 sales last month. August 2016 sales were at a mid level compared to August of 2015 and 2014. August YTD sales of 155 are running 3.3% ahead of last year's year-to-date sales of 150.



Prices

The Median Sales Price in August was \$755,000, down -6.2% from \$805,000 in August of 2015 and up 10.2% from \$685,000 last month. The Average Sales Price in August was \$811,463, down -10.8% from \$909,525 in August of 2015 and up 7.1% from \$757,707 last month. August 2016 ASP was at the lowest level compared to August of 2015 and 2014.

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



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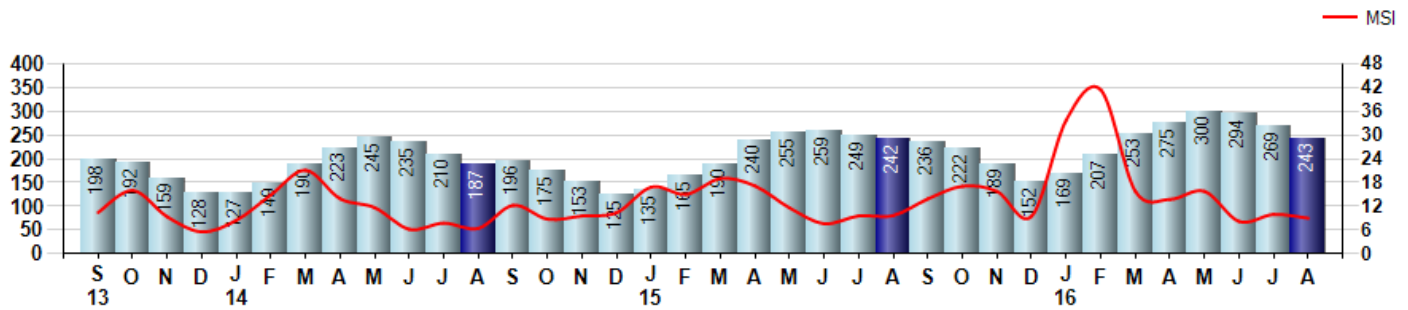
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Inventory & MSI

The Total Inventory of Properties available for sale as of August was 243, down -9.7% from 269 last month and up 0.4% from 242 in August of last year. August 2016 Inventory was at highest level compared to August of 2015 and 2014.

A comparatively lower MSI is more beneficial for sellers while a higher MSI is better for buyers. The August 2016 MSI of 9.0 months was at a mid range compared with August of 2015 and 2014.

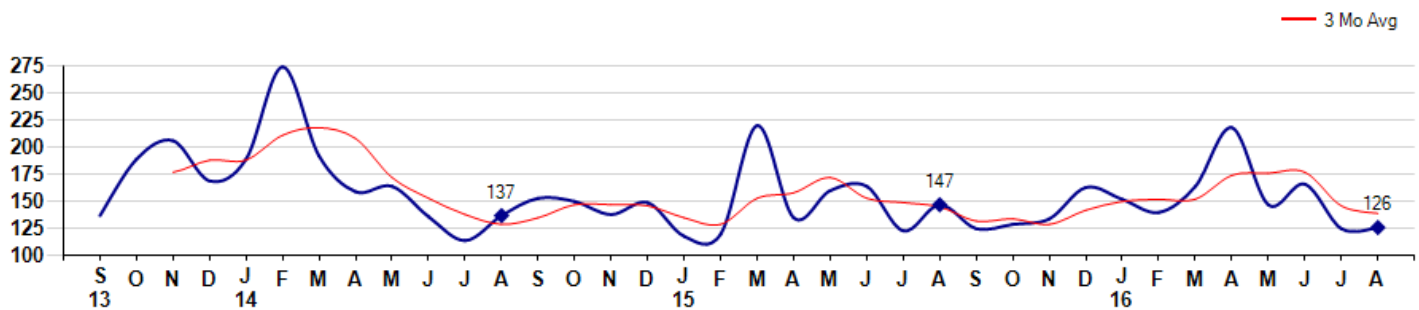
MSI is the # of months needed to sell all of the Inventory at the monthly Sales Pace



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 August was 126, up 0.8% from 125 days last month and down -14.3% from 147 days in August of last year. The August 2016 DOM was at its lowest level compared with August of 2015 and 2014.

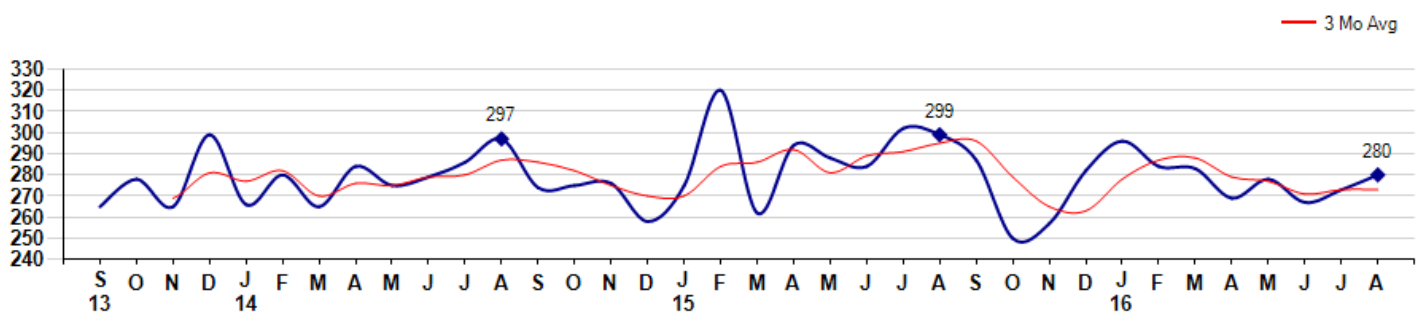
Average Days on Market(Listing to Contract) for properties sold during the month



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 August 2016 Selling Price per Square Foot of \$280 was up 2.6% from \$273 last month and down -6.4% from \$299 in August of last year.

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



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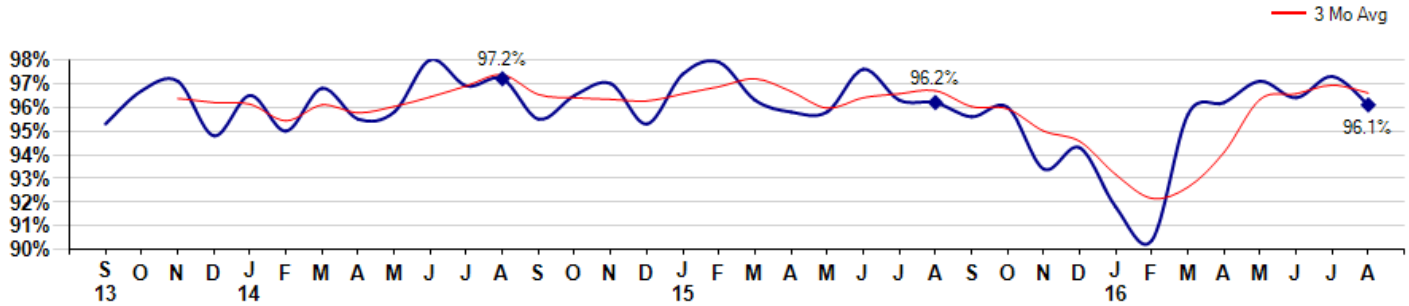


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Selling Price vs Listing Price

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 August 2016 Selling Price vs List Price of 96.1% was down from 97.3% last month and down from 96.2% in August of last year.

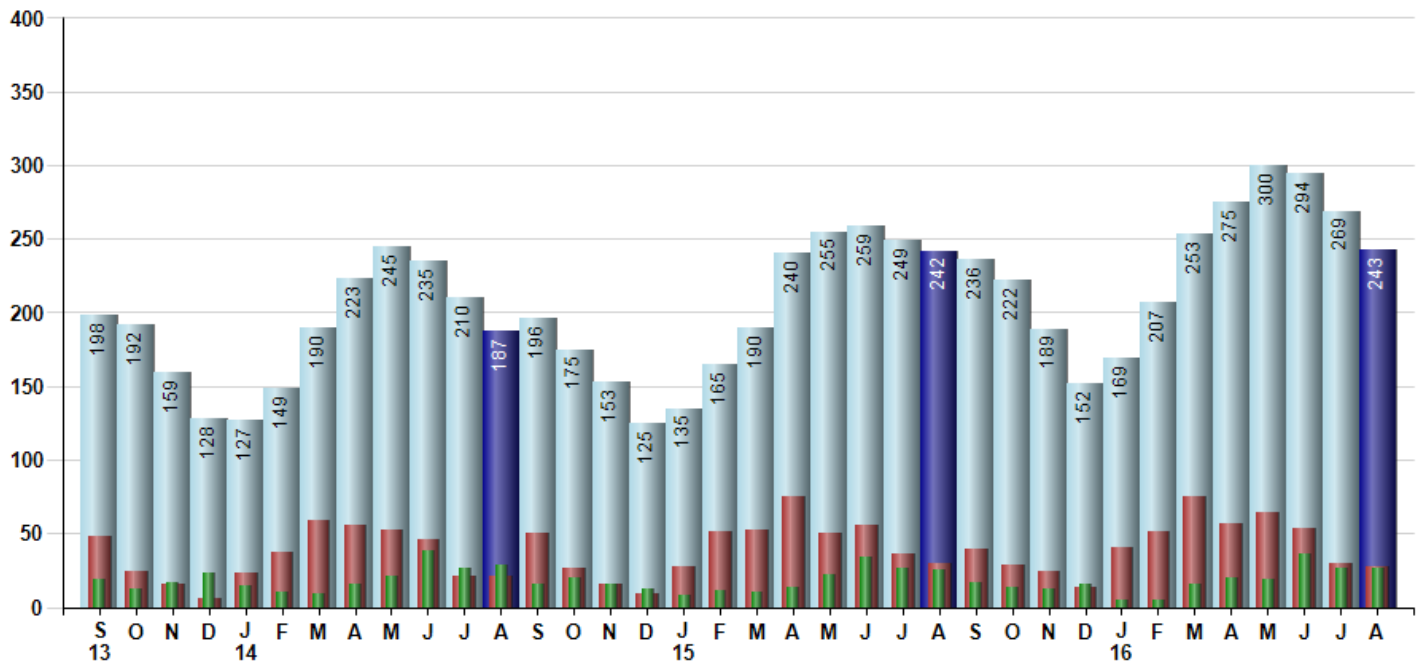
Avg Selling Price divided by Avg Listing Price for sold properties during the month



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 August 2016 was 28, down -6.7% from 30 last month and down -6.7% from 30 in August of last year.

Inventory New Listings Sold



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MARKET ACTION REPORT

August 2016

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	S 13	O	N	D	J 14	F	M	A	M	J	J	A	S	O	N	D	J 15	F	M	A	M	J	J	A	S	O	N	D	J 16	F	M	A	M	J	J	A
Homes Sold	19	12	17	23	15	10	9	16	21	38	27	29	16	20	16	12	8	11	10	14	22	34	26	25	17	13	12	16	5	5	16	20	19	36	27	27
3 Mo. Roll Avg			16	17	18	16	11	12	15	25	29	31	24	22	17	16	12	10	10	12	15	23	27	28	23	18	14	14	11	9	9	14	18	25	27	30

(000's)	S 13	O	N	D	J 14	F	M	A	M	J	J	A	S	O	N	D	J 15	F	M	A	M	J	J	A	S	O	N	D	J 16	F	M	A	M	J	J	A
Median Sale Price	715	800	825	732	652	1,155	690	1,017	755	803	815	800	878	662	933	885	905	782	879	720	799	939	880	805	739	617	585	749	1,170	550	910	875	840	837	685	755
3 Mo. Roll Avg			780	786	736	846	832	954	821	858	791	806	831	780	824	826	908	857	855	793	799	819	873	875	808	720	647	650	835	823	877	778	875	851	787	759

	S 13	O	N	D	J 14	F	M	A	M	J	J	A	S	O	N	D	J 15	F	M	A	M	J	J	A	S	O	N	D	J 16	F	M	A	M	J	J	A
Inventory	198	192	159	128	127	149	190	223	245	235	210	187	196	175	153	125	135	165	190	240	255	259	249	242	236	222	189	152	169	207	253	275	300	294	269	243
MSI	10	16	9	6	8	15	21	14	12	6	8	6	12	9	10	10	17	15	19	17	12	8	10	10	14	17	16	10	34	41	16	14	16	8	10	9

	S 13	O	N	D	J 14	F	M	A	M	J	J	A	S	O	N	D	J 15	F	M	A	M	J	J	A	S	O	N	D	J 16	F	M	A	M	J	J	A
Days On Market	137	189	206	169	189	274	192	159	164	136	114	137	153	150	138	149	118	120	220	135	160	164	123	147	125	129	134	163	152	140	164	218	147	166	125	126
3 Mo. Roll Avg			177	188	188	211	218	208	172	153	138	129	135	147	147	146	135	129	153	158	172	153	149	145	132	134	129	142	150	152	152	174	176	177	146	139

	S 13	O	N	D	J 14	F	M	A	M	J	J	A	S	O	N	D	J 15	F	M	A	M	J	J	A	S	O	N	D	J 16	F	M	A	M	J	J	A
Price per Sq Ft	265	278	265	299	266	280	265	284	275	279	286	297	274	275	276	258	275	320	262	294	288	284	302	299	287	250	257	282	296	284	283	269	278	267	273	280
3 Mo. Roll Avg			269	281	277	282	270	276	275	279	280	287	286	282	275	270	270	284	286	292	281	289	291	295	296	279	265	263	278	287	288	279	277	271	273	273

	S 13	O	N	D	J 14	F	M	A	M	J	J	A	S	O	N	D	J 15	F	M	A	M	J	J	A	S	O	N	D	J 16	F	M	A	M	J	J	A
Sale to List Price	0.953	0.967	0.971	0.948	0.965	0.950	0.968	0.955	0.958	0.980	0.969	0.972	0.955	0.965	0.970	0.953	0.974	0.979	0.963	0.958	0.958	0.976	0.963	0.962	0.956	0.960	0.934	0.943	0.918	0.904	0.957	0.962	0.971	0.964	0.973	0.961
3 Mo. Roll Avg			0.964	0.962	0.961	0.954	0.961	0.958	0.960	0.964	0.969	0.974	0.965	0.964	0.963	0.963	0.966	0.969	0.972	0.967	0.960	0.964	0.966	0.967	0.960	0.959	0.950	0.946	0.932	0.922	0.926	0.941	0.963	0.966	0.969	0.966

	S 13	O	N	D	J 14	F	M	A	M	J	J	A	S	O	N	D	J 15	F	M	A	M	J	J	A	S	O	N	D	J 16	F	M	A	M	J	J	A
New Listings	48	24	16	6	23	37	59	56	52	46	21	21	50	26	16	9	28	51	52	75	50	56	36	30	39	29	24	13	41	51	75	57	64	53	30	28
Inventory	198	192	159	128	127	149	190	223	245	235	210	187	196	175	153	125	135	165	190	240	255	259	249	242	236	222	189	152	169	207	253	275	300	294	269	243
Sales	19	12	17	23	15	10	9	16	21	38	27	29	16	20	16	12	8	11	10	14	22	34	26	25	17	13	12	16	5	5	16	20	19	36	27	27

(000's)	S 13	O	N	D	J 14	F	M	A	M	J	J	A	S	O	N	D	J 15	F	M	A	M	J	J	A	S	O	N	D	J 16	F	M	A	M	J	J	A
Avg Sale Price	710	1,049	863	1,132	807	1,096	736	1,114	901	908	962	899	1,049	720	1,024	920	919	862	969	845	947	963	1,032	910	726	813	570	811	1,215	591	971	895	973	840	758	811
3 Mo. Roll Avg			874	1,015	934	1,012	880	982	917	974	924	923	970	889	931	888	955	901	917	892	920	918	981	968	889	816	703	731	865	872	926	819	946	903	857	803

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