

City: Wilton



Joni Usdan

Residential Real Estate Specialist

203-216-7654

www.jonihomes.com

joni@jonihomes.com



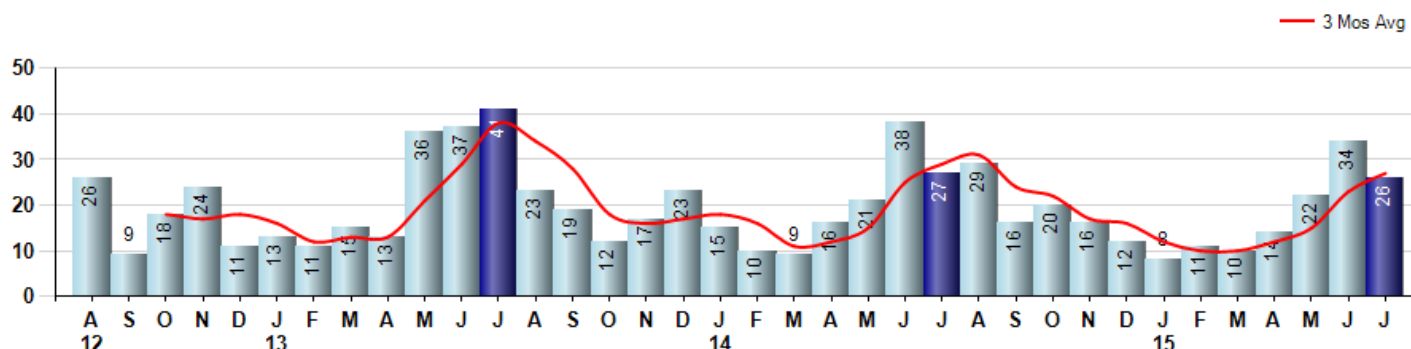
Price Range: \$0 to \$999,999,000 | Properties: Single Family Home

Market Profile & Trends Overview	Trending Versus*:					Trending Versus*:		
	Month	LM	L3M	PYM	LY	YTD	PriorYTD	PriorYear
Median List Price of all Current Listings	\$949,000	0%		1%				
Average List Price of all Current Listings	\$1,146,722	1%		-4%				
July Median Sales Price	\$880,000	-6%	2%	8%	8%	\$870,000	10%	6%
July Average Sales Price	\$1,031,710	7%	7%	7%	12%	\$950,072	2%	3%
Total Properties Currently for Sale (Inventory)	236	-8%		12%				
July Number of Properties Sold	26	-24%		-4%			-8%	
July Average Days on Market (Solds)	123	-25%	-17%	8%	-19%	149	-6%	-1%
Asking Price per Square Foot (based on New Listings)	\$288	-4%	-4%	-10%	-4%	\$300	0%	0%
July Sold Price per Square Foot	\$302	6%	4%	6%	8%	\$290	4%	4%
July Month's Supply of Inventory	9.1	21%	-3%	17%	-17%	13.7	14%	25%
July Sale Price vs List Price Ratio	96.3%	-1.3%	0%	-1%	-0.2%	96.3%	-0.3%	-0.2%

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

Property Sales

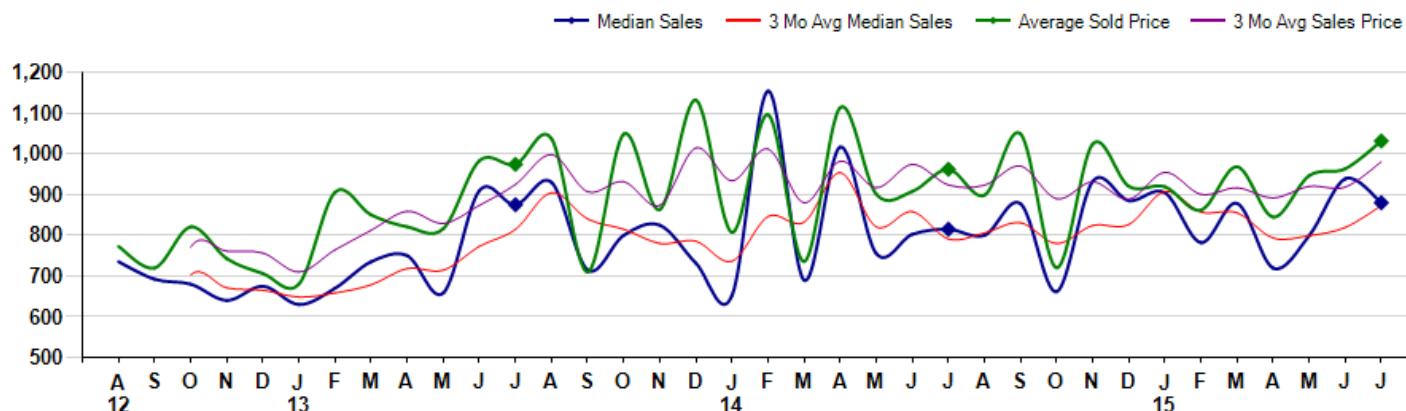
July Property sales were 26, down -3.7% from 27 in July of 2014 and -23.5% lower than the 34 sales last month. July 2015 sales were at their lowest level compared to July of 2014 and 2013. July YTD sales of 125 are running -8.1% behind last year's year-to-date sales of 136.



Prices

The Median Sales Price in July was \$880,000, up 8.0% from \$815,000 in July of 2014 and down -6.3% from \$939,000 last month. The Average Sales Price in July was \$1,031,710, up 7.2% from \$962,148 in July of 2014 and up 7.1% from \$963,461 last month. July 2015 ASP was at highest level compared to July of 2014 and 2013.

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



City: Wilton

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



Joni Usdan
Residential Real Estate Specialist
203-216-7654
www.jonihomes.com
joni@jonihomes.com

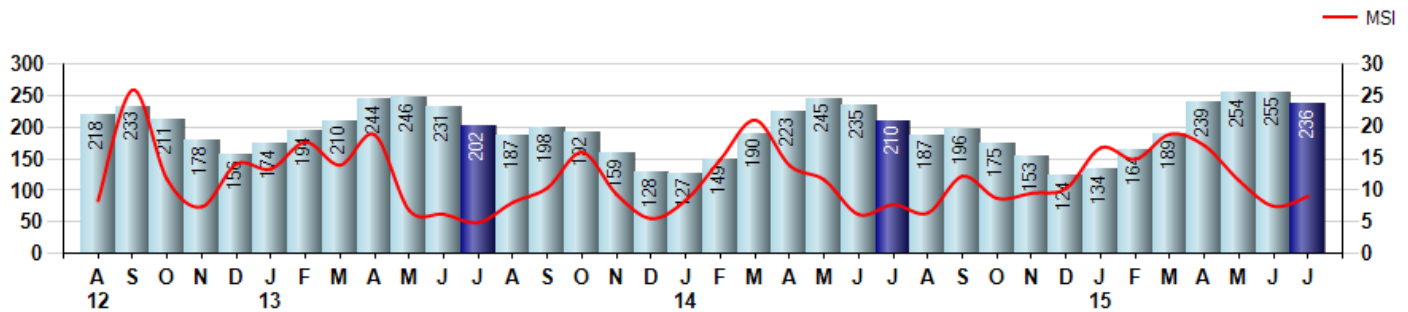


Inventory & MSI

The Total Inventory of Properties available for sale as of July was 236, down -7.5% from 255 last month and up 12.4% from 210 in July of last year. July 2015 Inventory was at highest level compared to July of 2014 and 2013.

A comparatively lower MSI is more beneficial for sellers while a higher MSI is better for buyers. The July 2015 MSI of 9.1 months was at its highest level compared with July of 2014 and 2013.

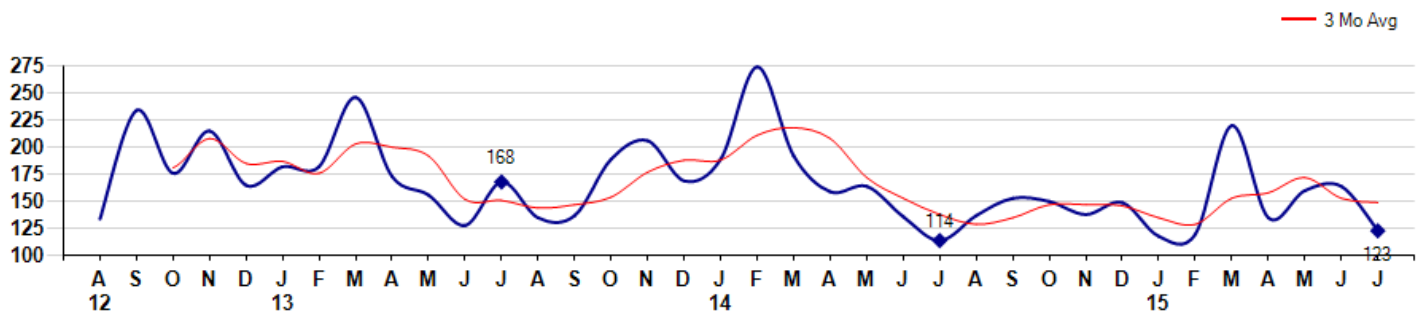
MSI is the # of months needed to sell all of the Inventory at the monthly Sales Pace



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 July was 123, down -25.0% from 164 days last month and up 7.9% from 114 days in July of last year. The July 2015 DOM was at a mid range compared with July of 2014 and 2013.

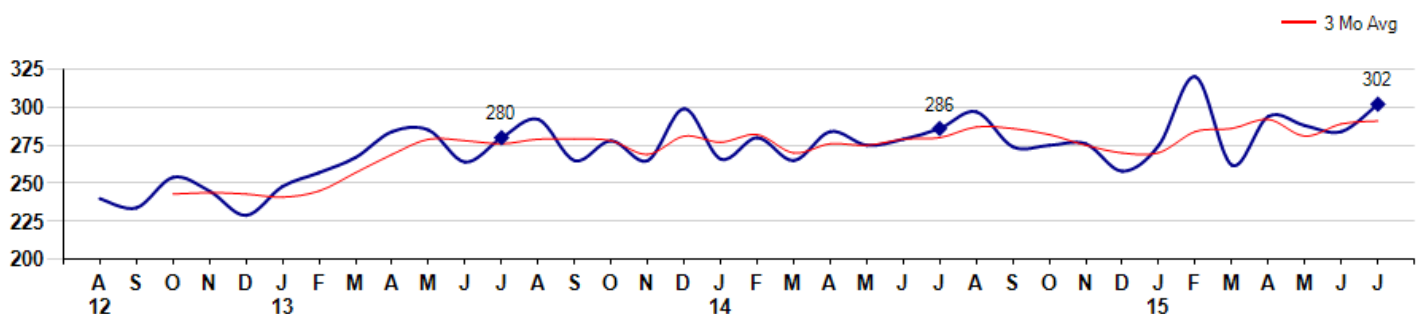
Average Days on Market(Listing to Contract) for properties sold during the month



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 July 2015 Selling Price per Square Foot of \$302 was up 6.3% from \$284 last month and up 5.6% from \$286 in July of last year.

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



City: Wilton

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



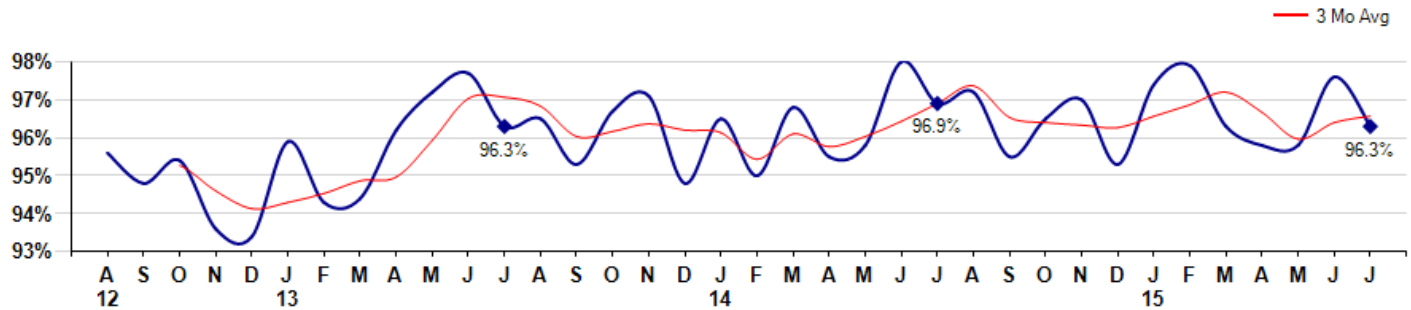
Joni Usdan
Residential Real Estate Specialist
203-216-7654
www.jonihomes.com
joni@jonihomes.com



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 July 2015 Selling Price vs List Price of 96.3% was down from 97.6% last month and down from 96.9% in July 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 July 2015 was 36, down -35.7% from 56 last month and up 71.4% from 21 in July of last year.

Inventory NewListings Sold

