

City: Wilton



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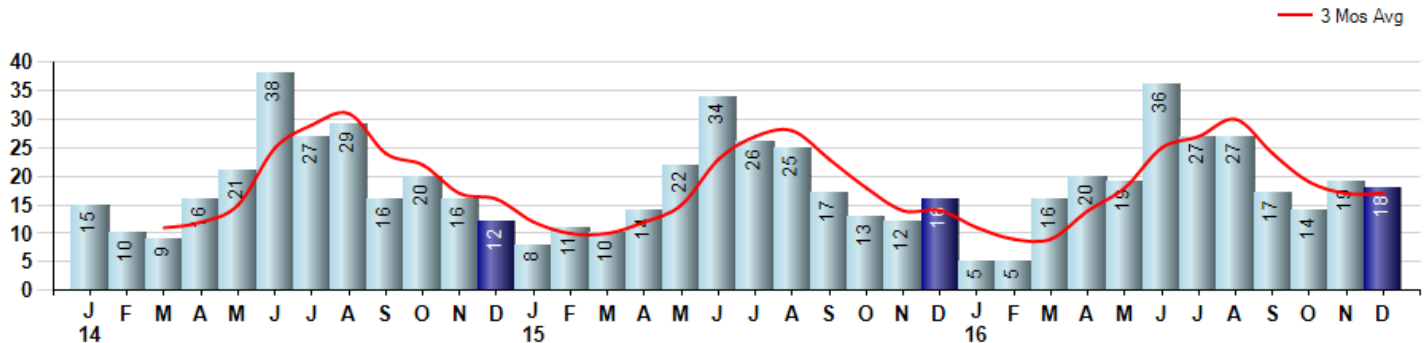
Price Range: \$0 to \$999,999,000 | Properties: Single Family Home

Market Profile & Trends Overview	Trending Versus*:					Trending Versus*:		
	Month	LM	L3M	PYM	LY	YTD	PriorYTD	PriorYear
Median List Price of all Current Listings	\$927,725	1%		3%				
Average List Price of all Current Listings	\$1,126,813	1%		10%				
December Median Sales Price	\$792,500	14%	-2%	6%	-3%	\$801,000	-1%	-2%
December Average Sales Price	\$1,026,667	12%	13%	27%	15%	\$876,006	-1%	-2%
Total Properties Currently for Sale (Inventory)	148	-28%		-3%				
December Number of Properties Sold	18	-5%		13%			7%	
December Average Days on Market (Solds)	185	-5%	-3%	14%	27%	166	14%	14%
Asking Price per Square Foot (based on New Listings)	\$262	-6%	-10%	-14%	-11%	\$289	-2%	-2%
December Sold Price per Square Foot	\$276	1%	2%	-2%	-4%	\$274	-4%	-4%
December Month's Supply of Inventory	8.2	-24%	-33%	-14%	-40%	16.8	24%	24%
December Sale Price vs List Price Ratio	94.9%	-0.8%	-1%	1%	-1.0%	95.8%	-0.2%	-0.1%

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

Property Sales

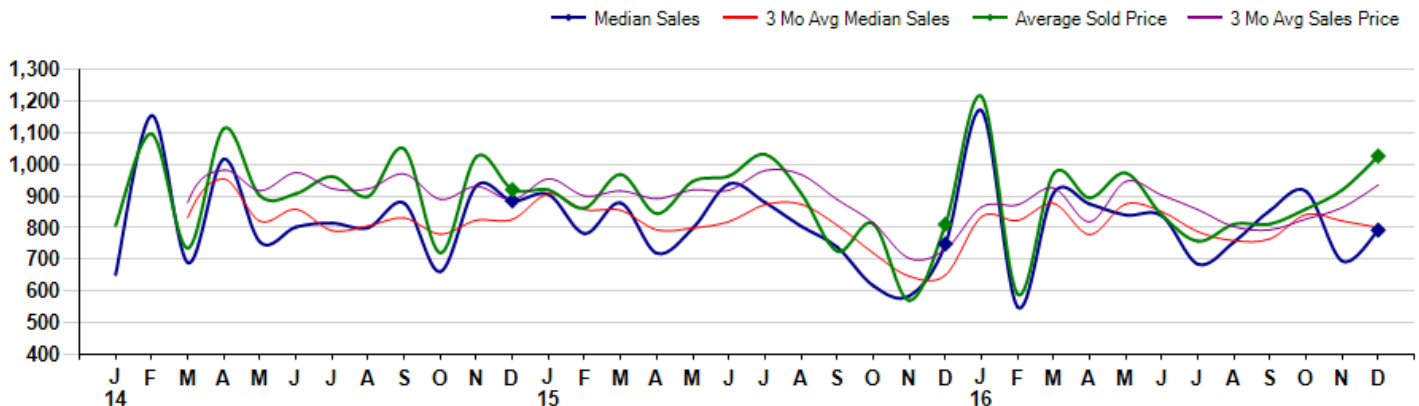
December Property sales were 18, up 12.5% from 16 in December of 2015 and -5.3% lower than the 19 sales last month. December 2016 sales were at their highest level compared to December of 2015 and 2014. December YTD sales of 223 are running 7.2% ahead of last year's year-to-date sales of 208.



Prices

The Median Sales Price in December was \$792,500, up 5.8% from \$748,750 in December of 2015 and up 14.0% from \$695,000 last month. The Average Sales Price in December was \$1,026,667, up 26.6% from \$810,956 in December of 2015 and up 11.7% from \$919,258 last month. December 2016 ASP was at highest level compared to December of 2015 and 2014.

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



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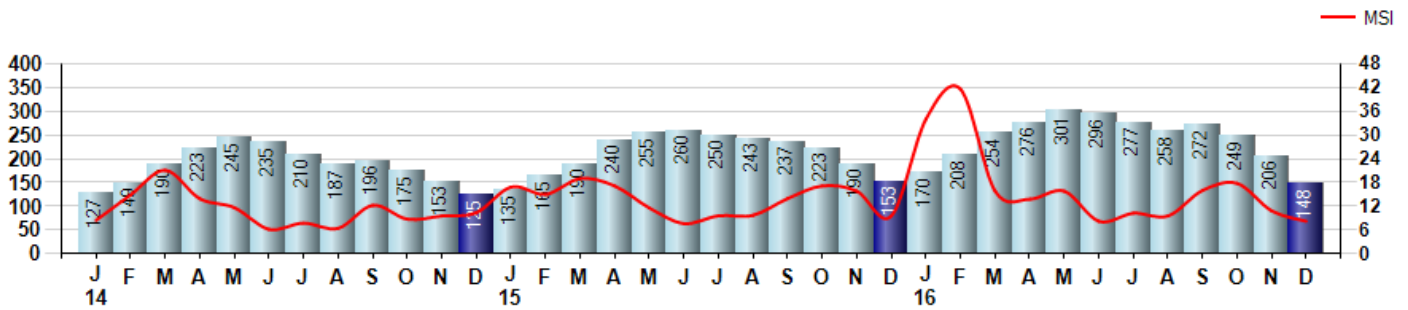
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Inventory & MSI

The Total Inventory of Properties available for sale as of December was 148, down -28.2% from 206 last month and down -3.3% from 153 in December of last year. December 2016 Inventory was at a mid range compared to December of 2015 and 2014.

A comparatively lower MSI is more beneficial for sellers while a higher MSI is better for buyers. The December 2016 MSI of 8.2 months was at its lowest level compared with December of 2015 and 2014.

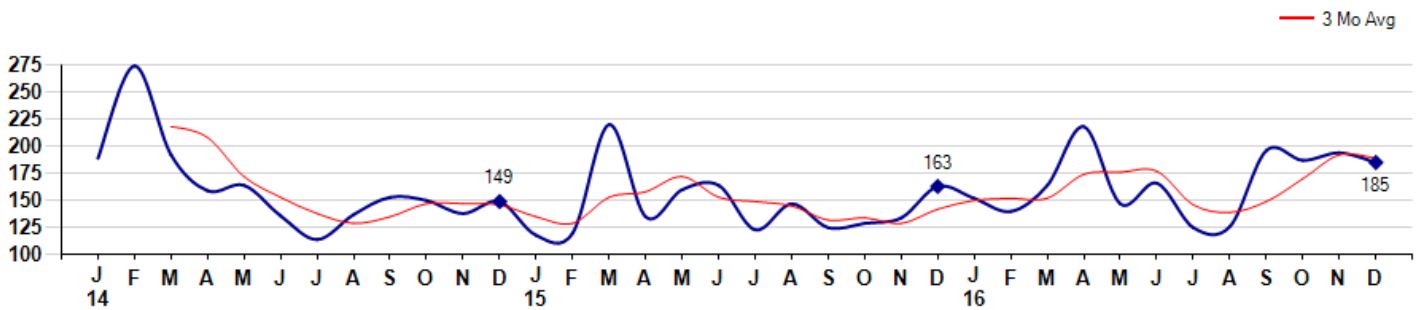
MSI is the # of months needed to sell all of the Inventory at the monthly Sales Pace



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 December was 185, down -4.6% from 194 days last month and up 13.5% from 163 days in December of last year. The December 2016 DOM was at its highest level compared with December of 2015 and 2014.

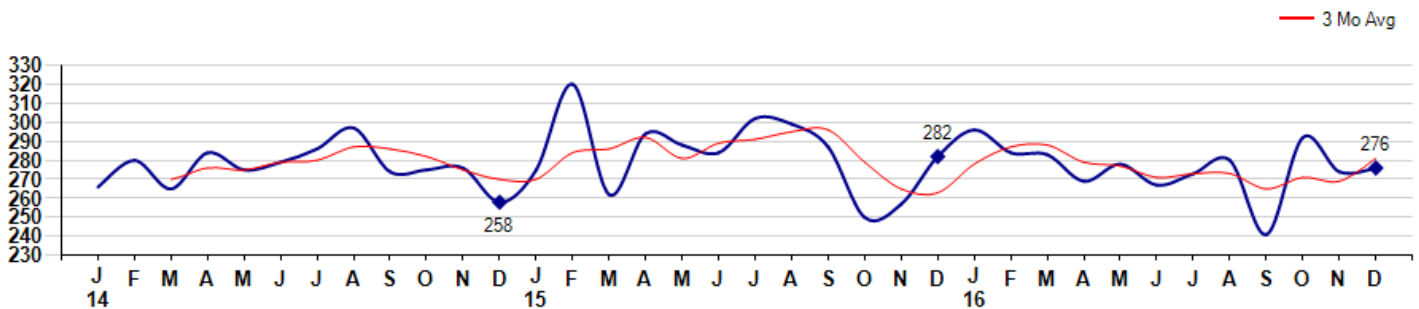
Average Days on Market(Listing to Contract) for properties sold during the month



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 December 2016 Selling Price per Square Foot of \$276 was up 0.7% from \$274 last month and down -2.1% from \$282 in December of last year.

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



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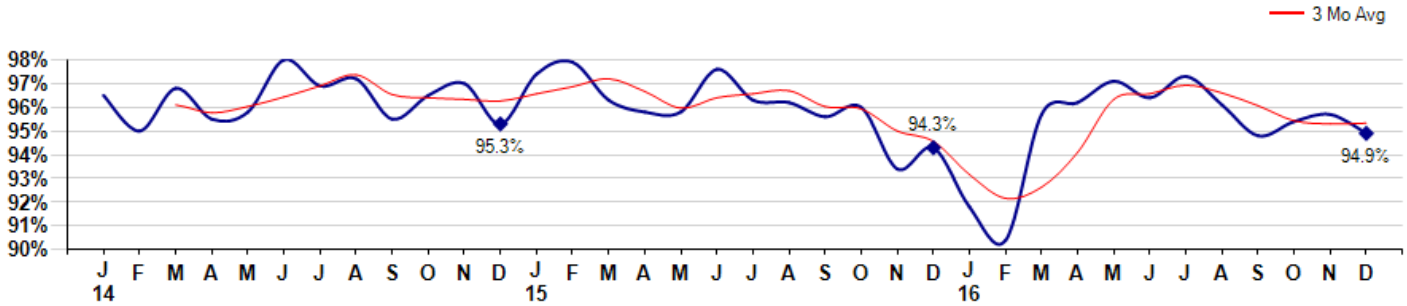


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Selling Price vs Listing Price

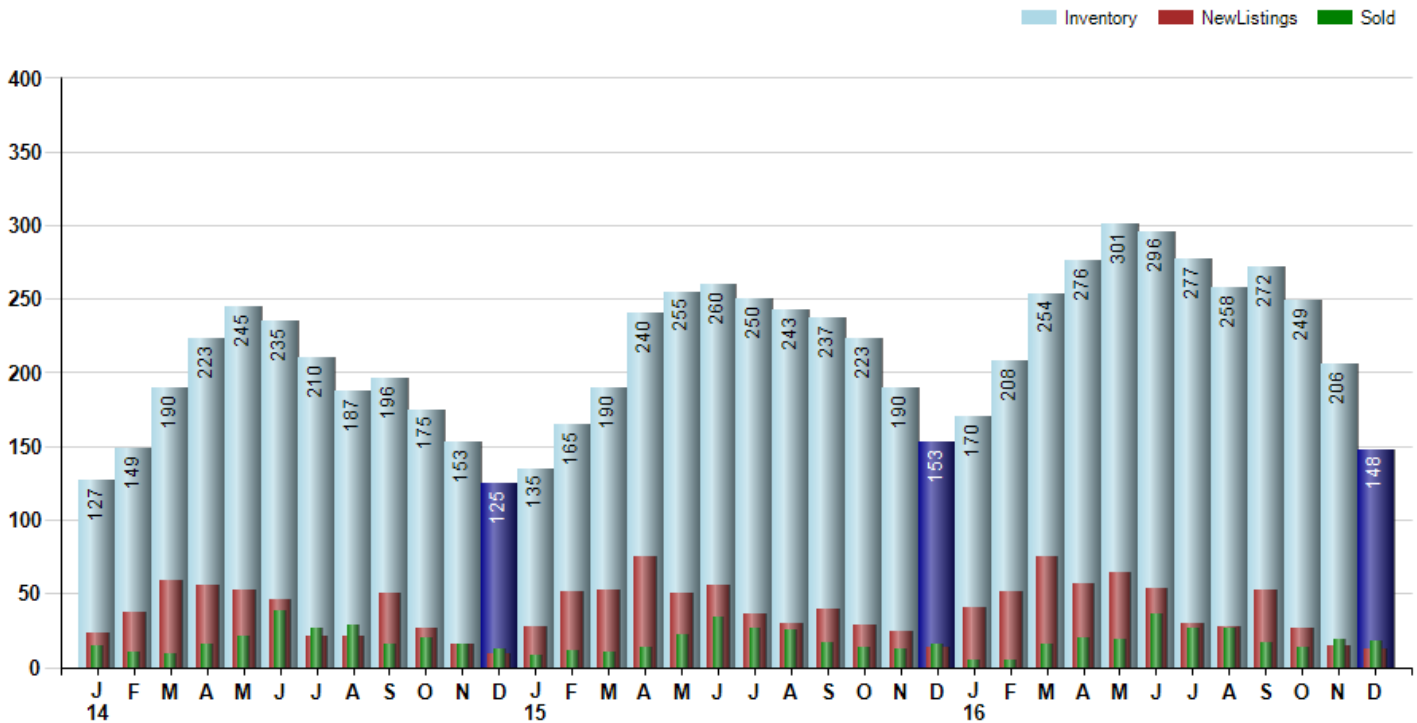
The Selling Price vs Listing Price reveals the average amount that Sellers are agreeing to come down from their list price. The lower the ratio is below 100% the more of a Buyer's market exists, a ratio at or above 100% indicates more of a Seller's market. The December 2016 Selling Price vs List Price of 94.9% was down from 95.7% last month and up from 94.3% 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 2016 was 12, down -20.0% from 15 last month and down -7.7% from 13 in December of last year.



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MARKET ACTION REPORT

December 2016

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	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	S	O	N	D
Homes Sold	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	17	14	19	18
3 Mo. Roll Avg			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	24	19	17	17

(000's)	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	S	O	N	D
Median Sale Price	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	855	915	695	793
3 Mo. Roll Avg			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	765	842	822	801

	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	S	O	N	D
Inventory	127	149	190	223	245	235	210	187	196	175	153	125	135	165	190	240	255	260	250	243	237	223	190	153	170	208	254	276	301	296	277	258	272	249	206	148
MSI	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	42	16	14	16	8	10	10	16	18	11	8

	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	S	O	N	D
Days On Market	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	196	187	194	185
3 Mo. Roll Avg			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	149	170	192	189

	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	S	O	N	D
Price per Sq Ft	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	241	292	274	276
3 Mo. Roll Avg			270	276	275	279	280	287	286	282	275	270	284	286	292	281	289	291	295	296	279	265	263	278	287	288	279	277	271	273	273	265	271	269	281	

	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	S	O	N	D
Sale to List Price	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	0.948	0.954	0.957	0.949
3 Mo. Roll Avg			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	0.961	0.954	0.953	0.953

	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	S	O	N	D
New Listings	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	52	26	15	12
Inventory	127	149	190	223	245	235	210	187	196	175	153	125	135	165	190	240	255	260	250	243	237	223	190	153	170	208	254	276	301	296	277	258	272	249	206	148
Sales	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	17	14	19	18

(000's)	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	S	O	N	D
Avg Sale Price	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	812	860	919	1,027
3 Mo. Roll Avg			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	794	828	864	935

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