

## City: Wilton



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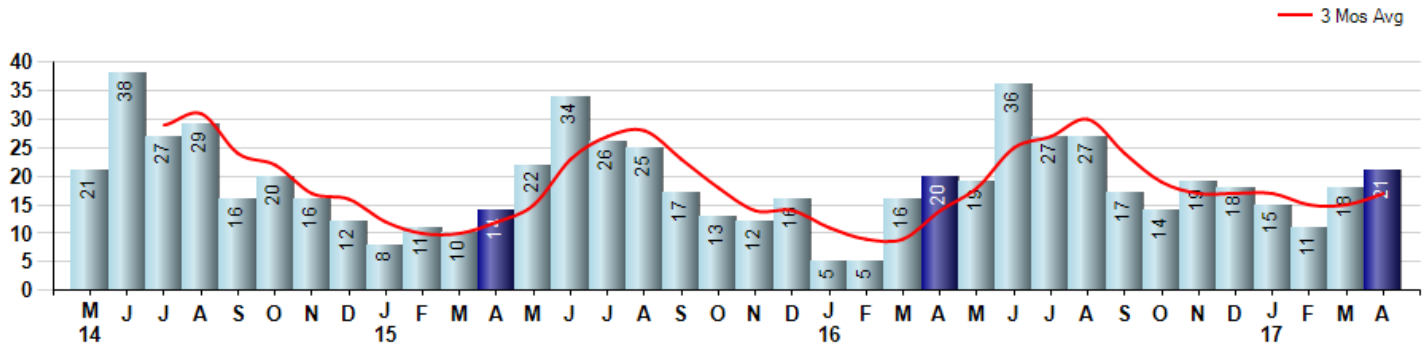
Price Range: 0 to 999999999 | Properties: Single Family Home

| Market Profile & Trends Overview                     | Month       | Trending Versus*: |      |      |      | YTD       | Trending Versus*: |           |
|--|-------------|-------------------|------|------|------|-----------|-------------------|-----------|
|  |             | LM                | L3M  | PYM  | LY   |           | PriorYTD          | PriorYear |
| Median List Price of all Current Listings            | \$947,000   | 3%                |      | 5%   |      |           |                   |           |
| Average List Price of all Current Listings           | \$1,166,121 | 3%                |      | 12%  |      |           |                   |           |
| April Median Sales Price                             | \$750,000   | 11%               | 1%   | -14% | -6%  | \$745,000 | -15%              | -7%       |
| April Average Sales Price                            | \$825,698   | 10%               | -8%  | -8%  | -5%  | \$897,701 | -3%               | 3%        |
| Total Properties Currently for Sale (Inventory)      | 246         | 13%               |      | -11% |      |           |                   |           |
| April Number of Properties Sold                      | 21          | 17%               |      | 5%   |      |           | 41%               |           |
| April Average Days on Market (Solds)                 | 212         | 6%                | 4%   | -3%  | 29%  | 203       | 11%               | 23%       |
| Asking Price per Square Foot (based on New Listings) | \$299       | 9%                | 1%   | -1%  | 4%   | \$295     | 2%                | 3%        |
| April Sold Price per Square Foot                     | \$274       | 16%               | 1%   | 2%   | 0%   | \$272     | -2%               | -1%       |
| April Month's Supply of Inventory                    | 11.7        | -3%               | -15% | -15% | -31% | 13.3      | -50%              | -22%      |
| April Sale Price vs List Price Ratio                 | 93.2%       | 2.2%              | 3%   | 3%   | 1.8% | 90.9%     | 0.2%              | -0.8%     |

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

### Property Sales

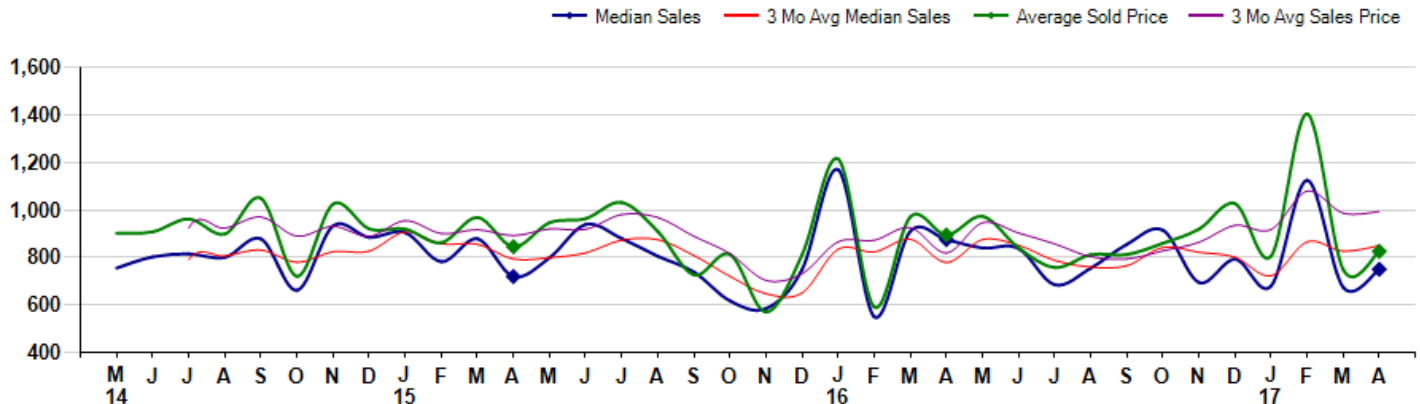
April Property sales were 21, up 5.0% from 20 in April of 2016 and 16.7% higher than the 18 sales last month. April 2017 sales were at their highest level compared to April of 2016 and 2015. April YTD sales of 65 are running 41.3% ahead of last year's year-to-date sales of 46.



### Prices

The Median Sales Price in April was \$750,000, down -14.3% from \$875,000 in April of 2016 and up 11.3% from \$673,750 last month. The Average Sales Price in April was \$825,698, down -7.7% from \$894,575 in April of 2016 and up 10.3% from \$748,758 last month. April 2017 ASP was at the lowest level compared to April of 2016 and 2015.

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



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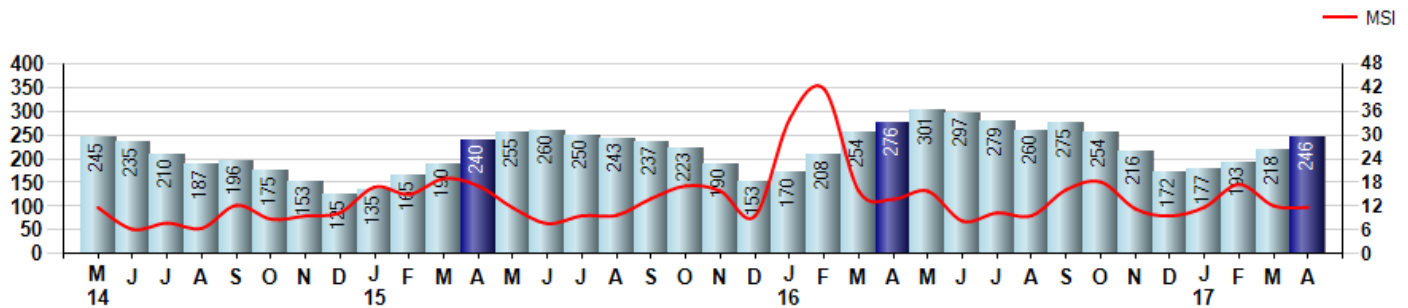
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### Inventory & MSI

The Total Inventory of Properties available for sale as of April was 246, up 12.8% from 218 last month and down -10.9% from 276 in April of last year. April 2017 Inventory was at a mid range compared to April of 2016 and 2015.

A comparatively lower MSI is more beneficial for sellers while a higher MSI is better for buyers. The April 2017 MSI of 11.7 months was at its lowest level compared with April of 2016 and 2015.

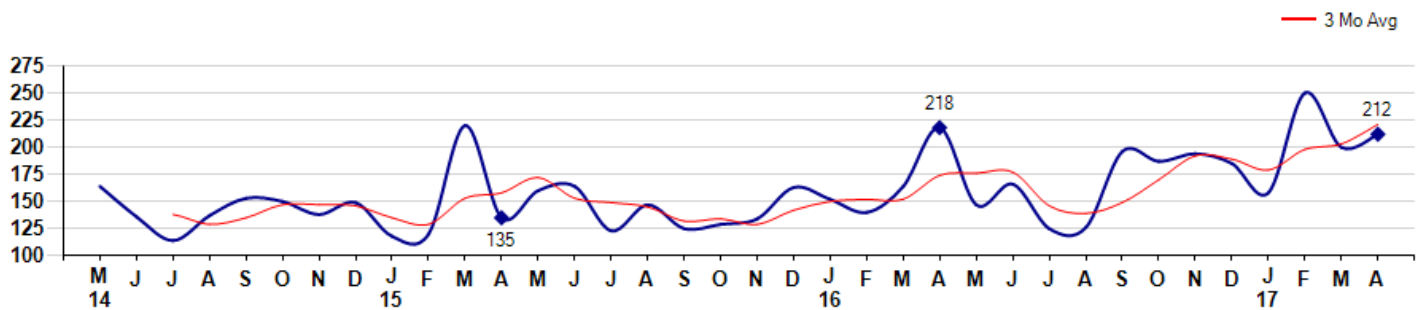
MSI is the # of months needed to sell all of the Inventory at the monthly Sales Pace



### 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 April was 212, up 6.0% from 200 days last month and down -2.8% from 218 days in April of last year. The April 2017 DOM was at a mid range compared with April of 2016 and 2015.

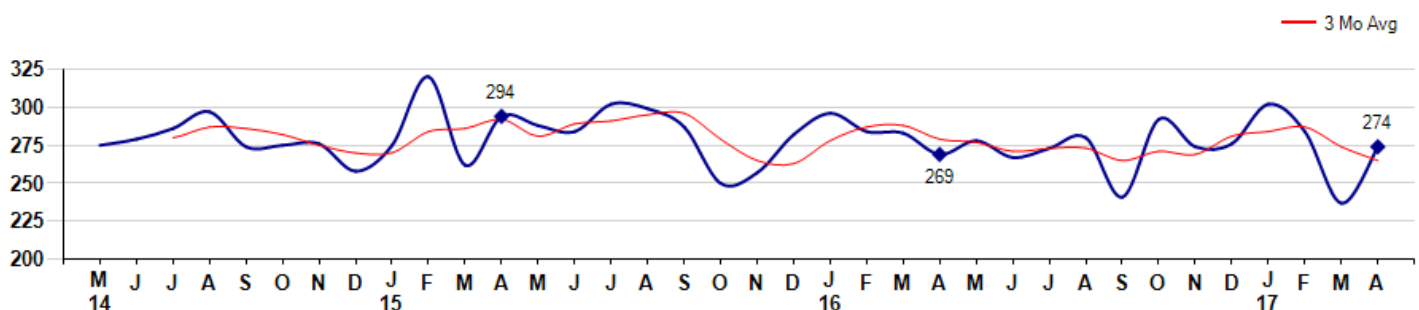
Average Days on Market(Listing to Contract) for properties sold during the month



### 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 April 2017 Selling Price per Square Foot of \$274 was up 15.6% from \$237 last month and up 1.9% from \$269 in April of last year.

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



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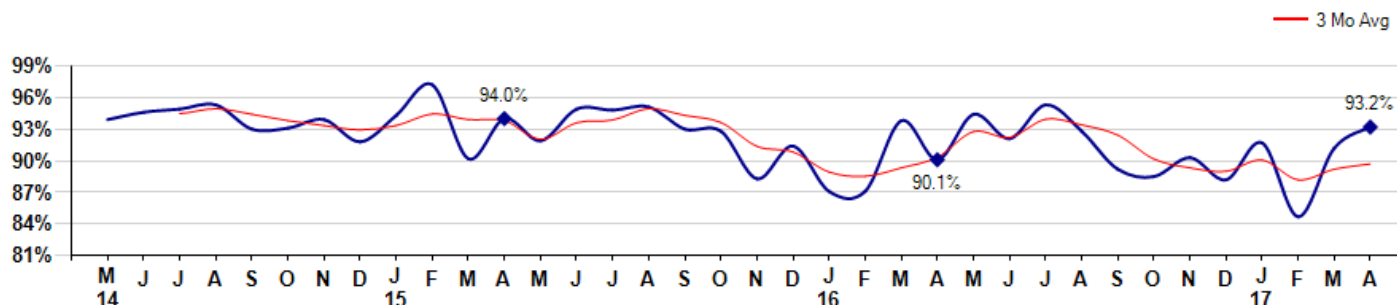


Price Range: 0 to 999999999 | Properties: Single Family Home

### 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 April 2017 Selling Price vs List Price of 93.2% was up from 91.2% last month and up from 90.1% in April of last year.

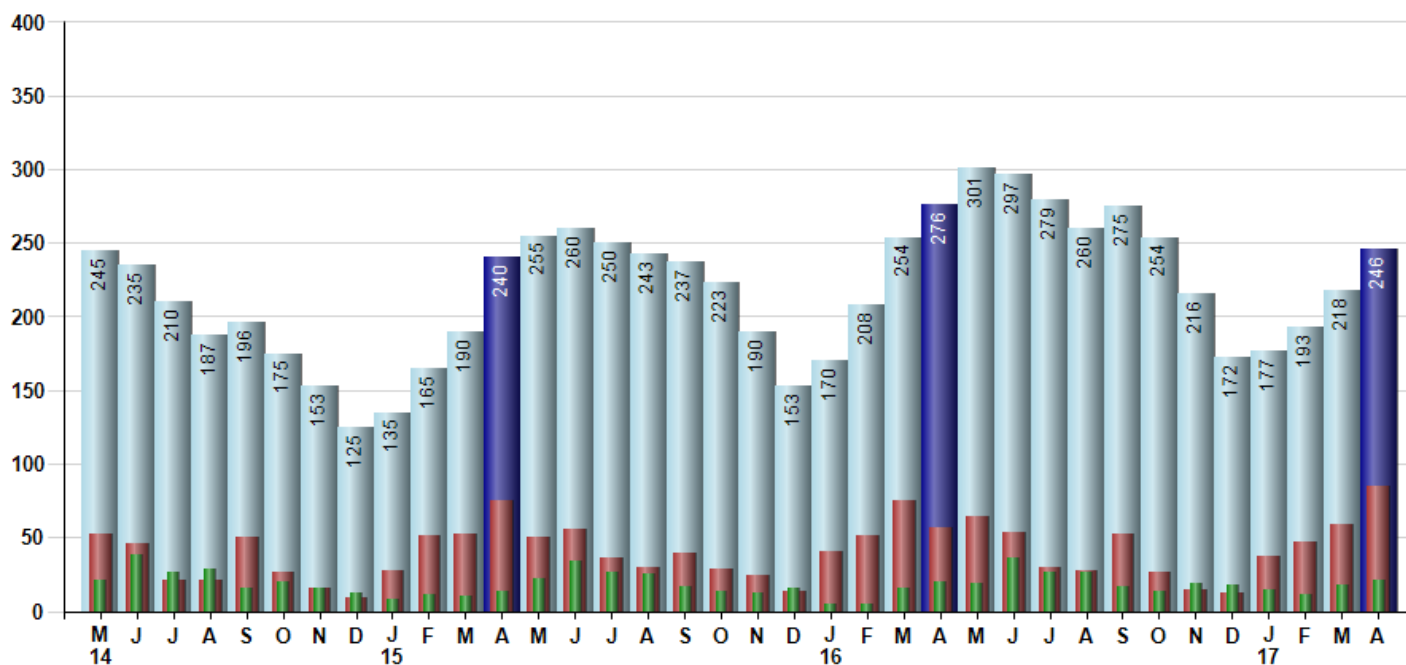
Avg Selling Price divided by Avg Listing Price for sold properties during the month



### 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 April 2017 was 85, up 44.1% from 59 last month and up 49.1% from 57 in April of last year.

Inventory NewListings Sold



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