

City: Wilton



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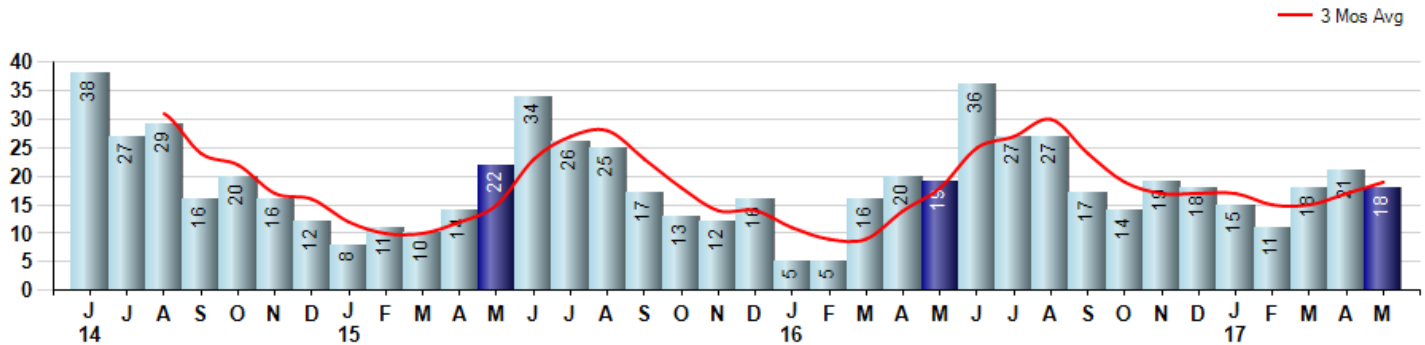
Price Range: 0 to 999999999 | Properties: Single Family Home

| Market Profile & Trends Overview | Month | Trending Versus*: | | | | YTD | Trending Versus*: | |
|--|-------------|-------------------|-----|------|------|-----------|-------------------|-----------|
| | | LM | L3M | PYM | LY | | PriorYTD | PriorYear |
| Median List Price of all Current Listings | \$942,000 | 1% | | 5% | | | | |
| Average List Price of all Current Listings | \$1,151,424 | 1% | | 8% | | | | |
| May Median Sales Price | \$787,000 | 5% | 4% | -6% | -1% | \$750,000 | -14% | -6% |
| May Average Sales Price | \$863,544 | 5% | -5% | -11% | -1% | \$890,293 | -5% | 2% |
| Total Properties Currently for Sale (Inventory) | 266 | 3% | | -12% | | | | |
| May Number of Properties Sold | 18 | -14% | | -5% | | | 28% | |
| May Average Days on Market (Solds) | 215 | 1% | -1% | 46% | 30% | 205 | 19% | 24% |
| Asking Price per Square Foot (based on New Listings) | \$295 | 0% | 0% | -2% | 3% | \$293 | 1% | 2% |
| May Sold Price per Square Foot | \$260 | -5% | -1% | -7% | -6% | \$269 | -3% | -2% |
| May Month's Supply of Inventory | 14.8 | 20% | 13% | -7% | -14% | 13.8 | -43% | -19% |
| May Sale Price vs List Price Ratio | 92.4% | -0.9% | 1% | -2% | 0.9% | 91.2% | -0.7% | -0.4% |

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

Property Sales

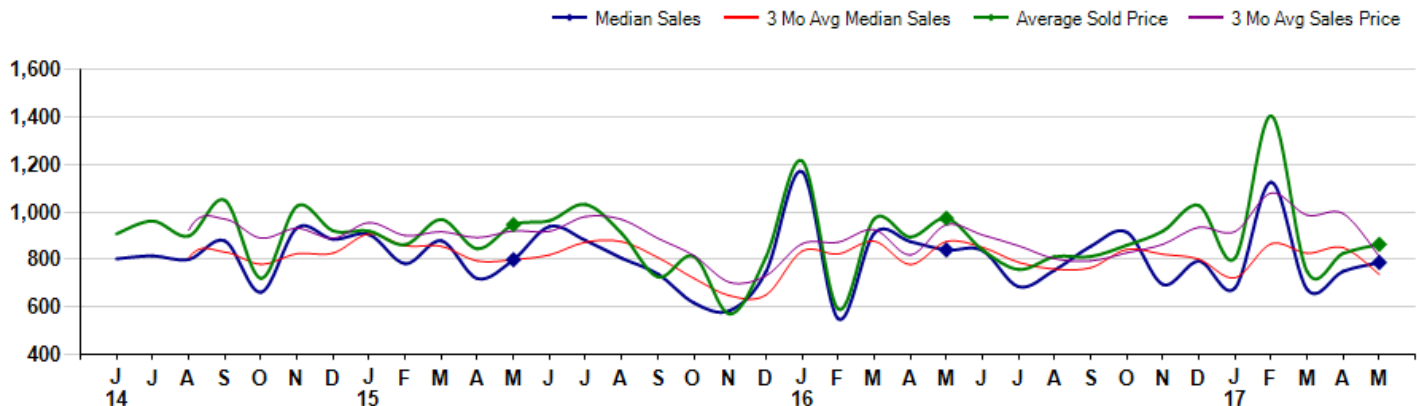
May Property sales were 18, down -5.3% from 19 in May of 2016 and -14.3% lower than the 21 sales last month. May 2017 sales were at their lowest level compared to May of 2016 and 2015. May YTD sales of 83 are running 27.7% ahead of last year's year-to-date sales of 65.



Prices

The Median Sales Price in May was \$787,000, down -6.3% from \$840,000 in May of 2016 and up 4.9% from \$750,000 last month. The Average Sales Price in May was \$863,544, down -11.3% from \$973,263 in May of 2016 and up 4.6% from \$825,698 last month. May 2017 ASP was at the lowest level compared to May of 2016 and 2015.

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



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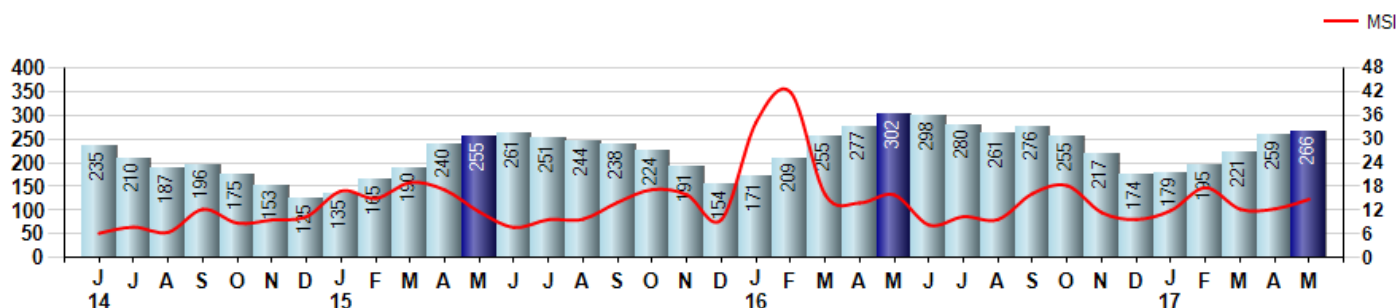
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Inventory & MSI

The Total Inventory of Properties available for sale as of May was 266, up 2.7% from 259 last month and down -11.9% from 302 in May of last year. May 2017 Inventory was at a mid range compared to May of 2016 and 2015.

A comparatively lower MSI is more beneficial for sellers while a higher MSI is better for buyers. The May 2017 MSI of 14.8 months was at a mid range compared with May of 2016 and 2015.

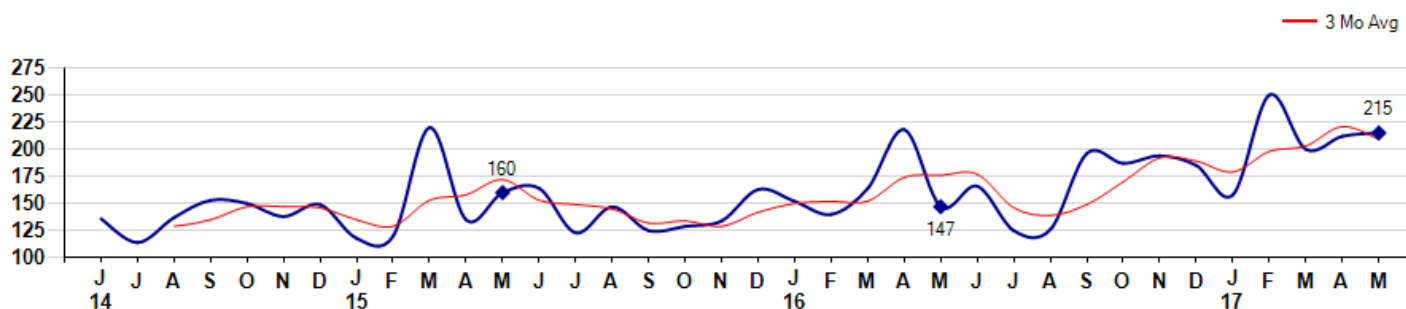
MSI is the # of months needed to sell all of the Inventory at the monthly Sales Pace



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 May was 215, up 1.4% from 212 days last month and up 46.3% from 147 days in May of last year. The May 2017 DOM was at its highest level compared with May of 2016 and 2015.

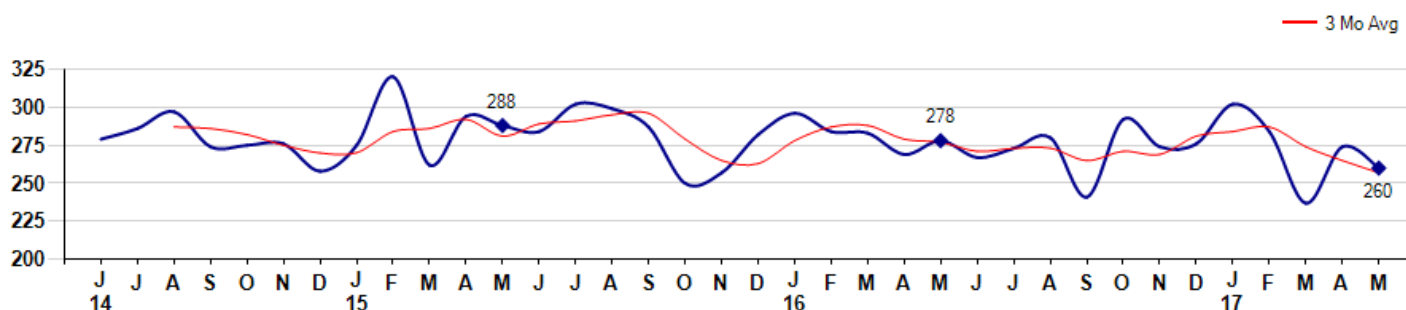
Average Days on Market(Listing to Contract) for properties sold during the month



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 May 2017 Selling Price per Square Foot of \$260 was down -5.1% from \$274 last month and down -6.5% from \$278 in May of last year.

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



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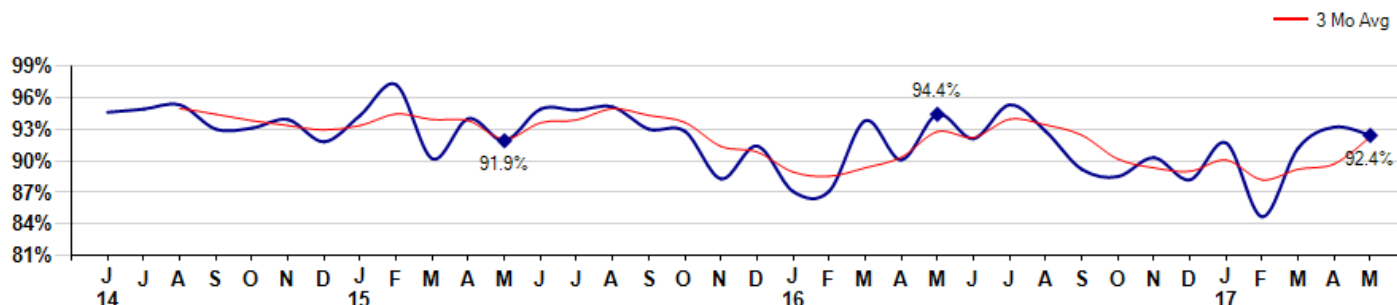


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Selling Price vs Listing Price

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 May 2017 Selling Price vs List Price of 92.4% was down from 93.2% last month and down from 94.4% in May of last year.

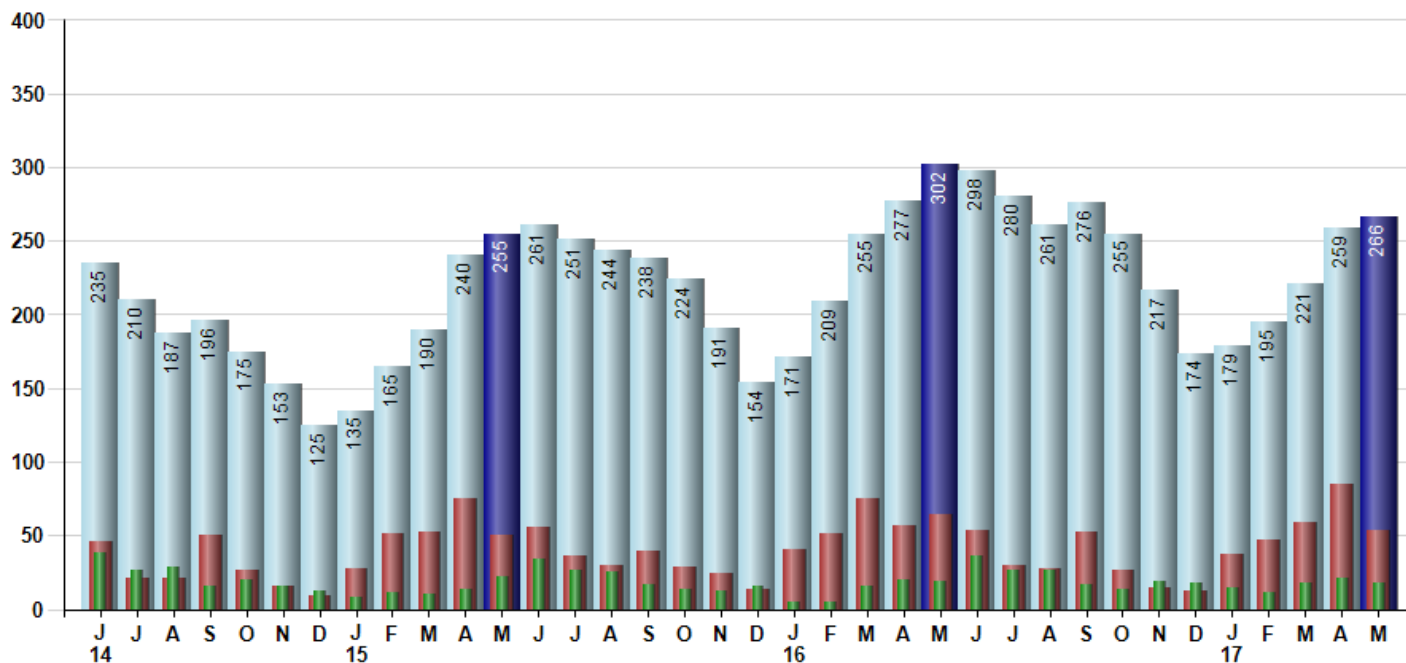
Avg Selling Price divided by Avg Listing Price for sold properties during the month



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 May 2017 was 53, down -37.6% from 85 last month and down -17.2% from 64 in May of last year.

Inventory NewListings Sold



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