

AREA REPORT

WILTON

FULL MARKET SUMMARY

October 2020 | Single Family Homes ?

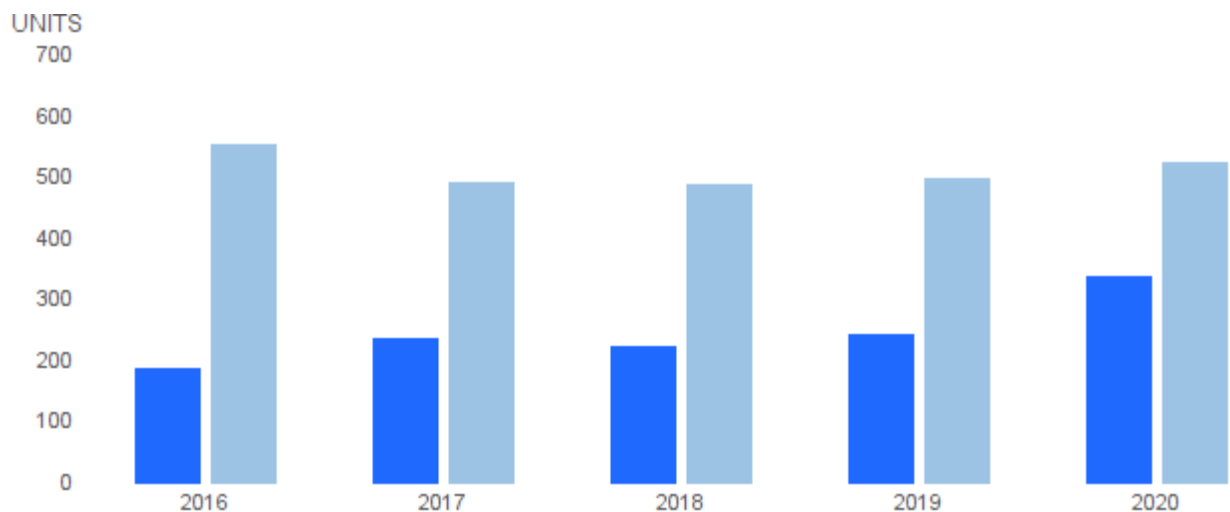
	Month to Date			Year to Date		
	October 2020	October 2019	% Change	YTD 2020	YTD 2019	% Change
New Listings	44	31	41.94% ↑	522	466	12.02% ↑
Sold Listings	48	13	269.23% ↑	335	200	67.5% ↑
Median List Price (Solds)	\$879,500	\$669,000	31.46% ↑	\$838,000	\$742,610	12.85% ↑
Median Sold Price	\$887,500	\$641,500	38.35% ↑	\$807,000	\$720,000	12.08% ↑
Median Days on Market	84	113	-25.66% ↓	75	87	-13.79% ↓
Average List Price (Solds)	\$984,344	\$701,692	40.28% ↑	\$920,376	\$829,509	10.95% ↑
Average Sold Price	\$968,625	\$671,609	44.22% ↑	\$893,020	\$788,631	13.24% ↑
Average Days on Market	103	120	-14.17% ↓	115	118	-2.54% ↓
List/Sold Price Ratio	98.7%	95.1%	3.84% ↑	97.6%	95.7%	2.03% ↑

SOLD AND NEW PROPERTIES (UNITS)

October 2020 | Single Family Homes ?

Sold Properties | Number of properties sold during the year

New Properties | Number of properties listed during the year.



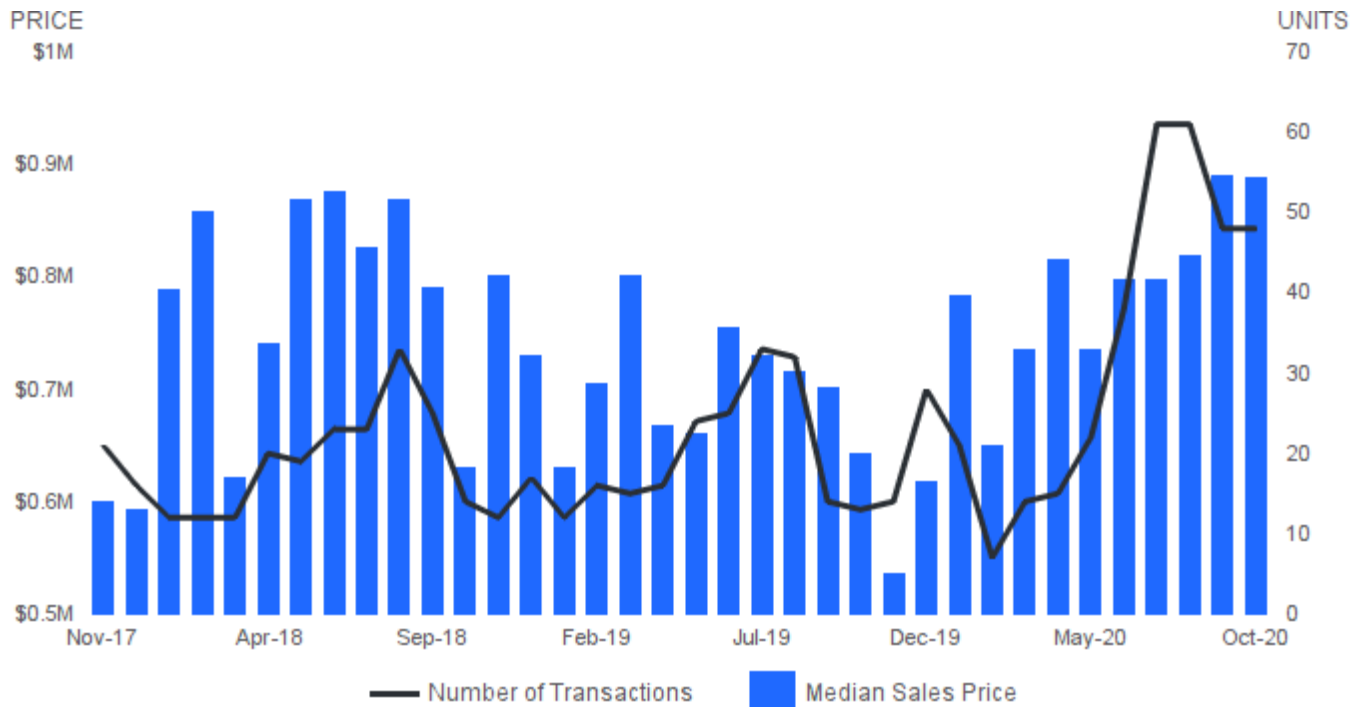
Sold Properties	186	234	222	242	337
New Properties	554	491	489	497	522
Sold Volume	\$166.04M	\$194.34M	\$195.31M	\$185.23M	\$301.30M
Listing Volume	\$578.37M	\$528.81M	\$461.97M	\$450.31M	\$523.17M
Median Sale Price	\$814K	\$728K	\$797K	\$692K	\$807K

MEDIAN SALES PRICE AND NUMBER OF SALES

October 2020 | Single Family Homes ?

Median Sales Price | Price of the "middle" property sold - an equal number of sales were above and below this price.

Number of Sales | Number of properties sold.



AVERAGE SALES PRICE AND AVERAGE DAYS ON MARKET

October 2020 | Single Family Homes ?

Average Sales Price | Average sales price for all properties sold.

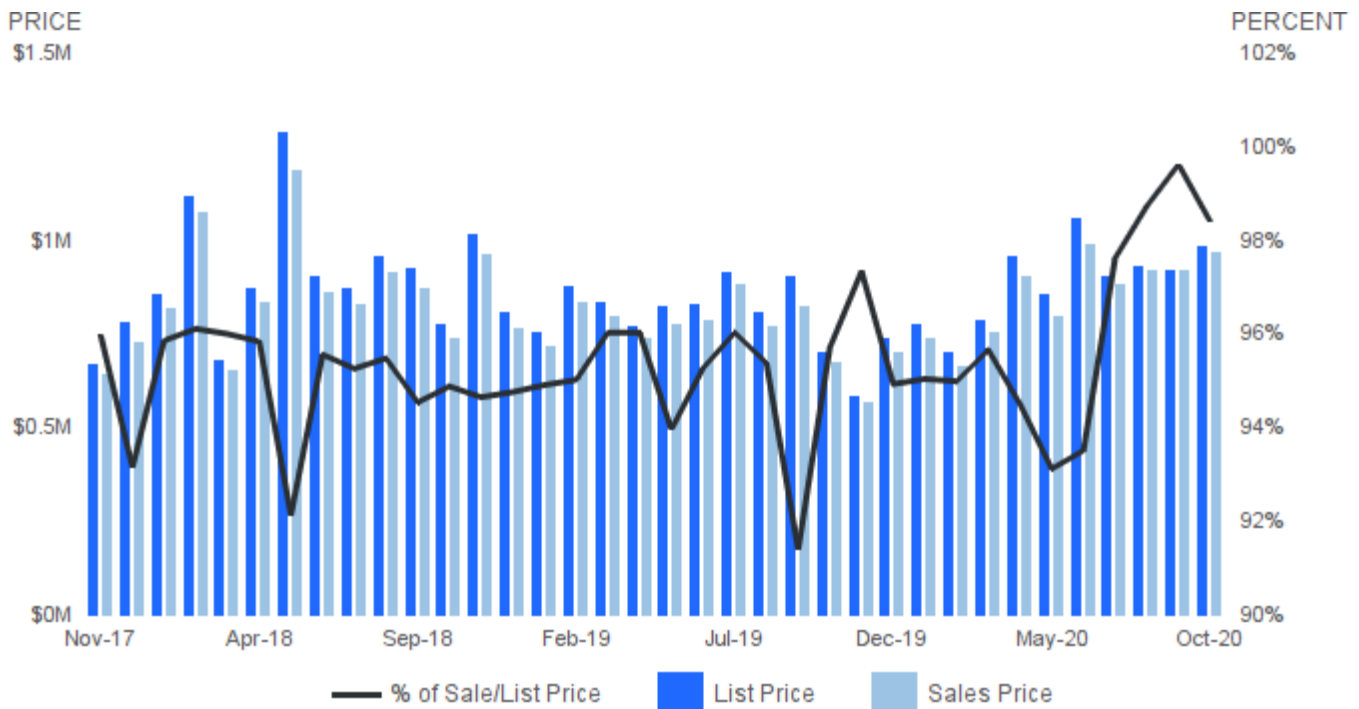
Average Days on Market | Average days on market for all properties sold.



SALES PRICE AS A PERCENTAGE OF ORIGINAL PRICE

October 2020 | Single Family Homes ?

Sale Price as a Percentage of Original Price | Average sale price of property as percentage of final list price.

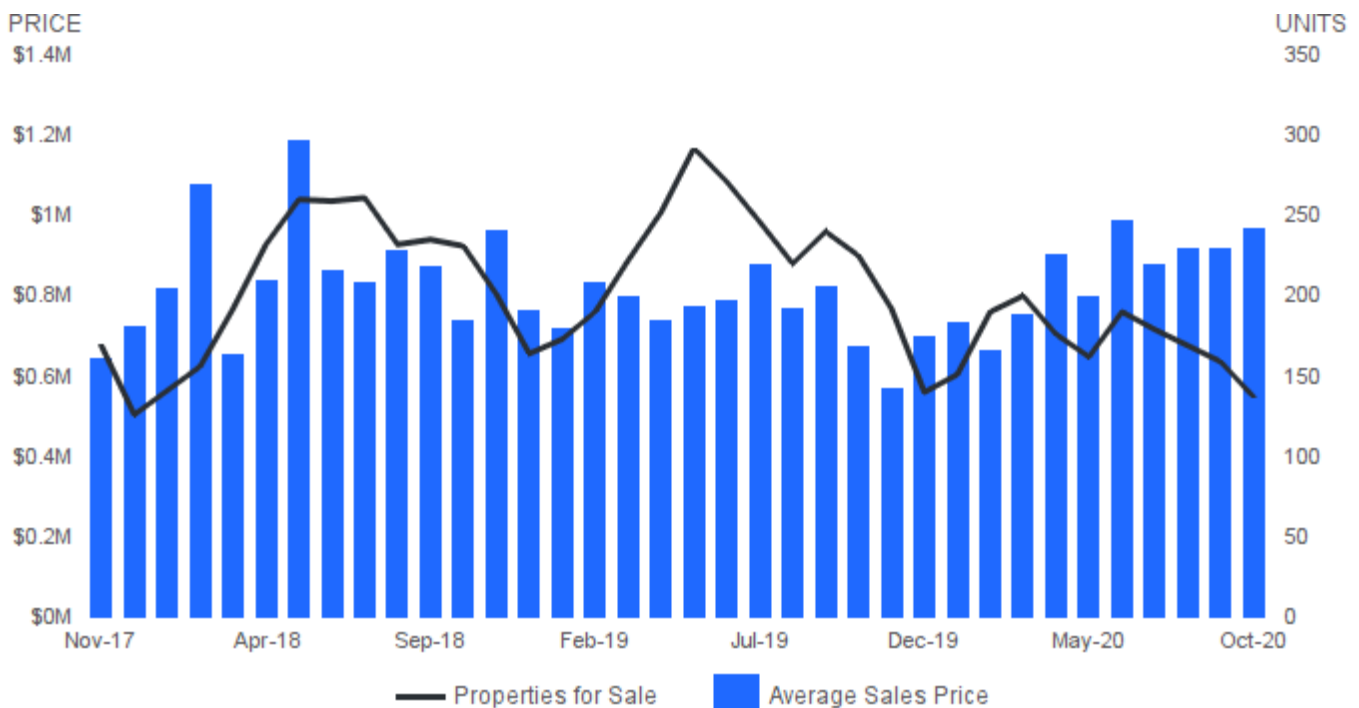


AVERAGE SALES PRICE AND NUMBER OF PROPERTIES FOR SALE

October 2020 | Single Family Homes ?

Average Sales Price | Average sales price for all properties sold.

Properties for Sale | Number of properties listed for sale at the end of month.

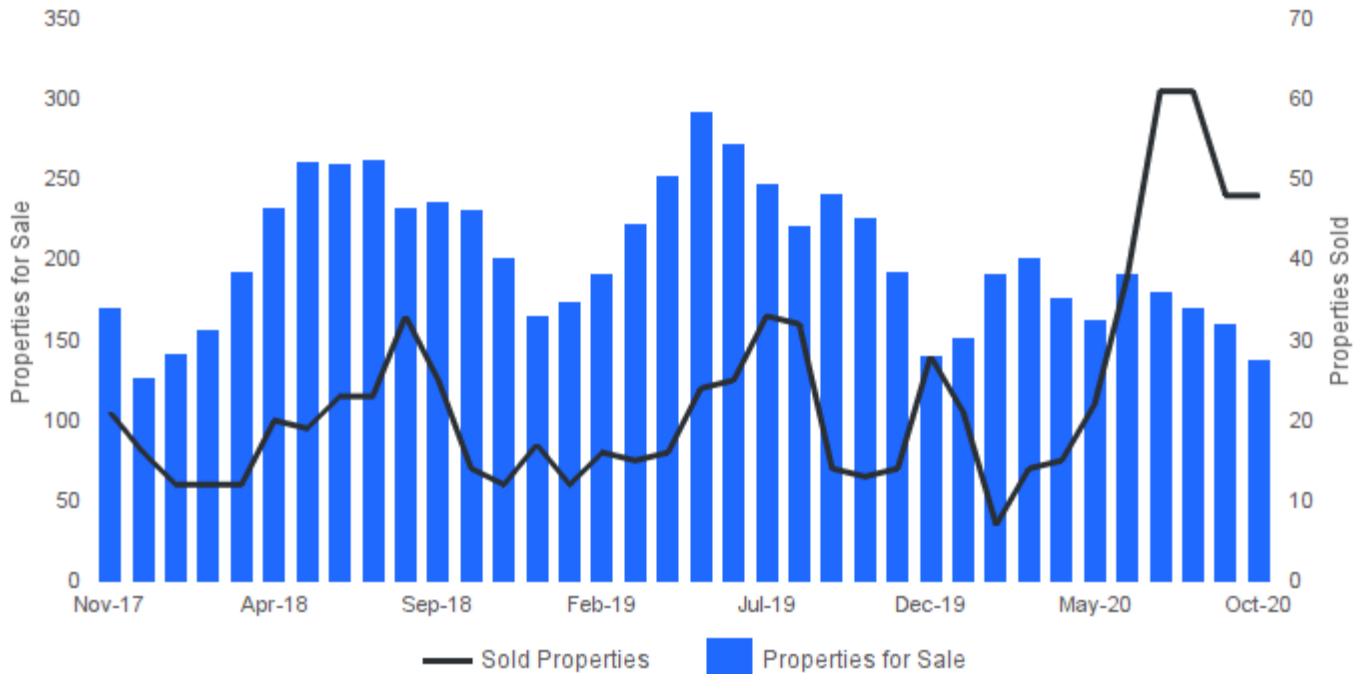


PROPERTIES FOR SALE AND SOLD PROPERTIES

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Properties for Sale | Number of properties listed for sale at the end of month.

Sold Properties | Number of properties sold.



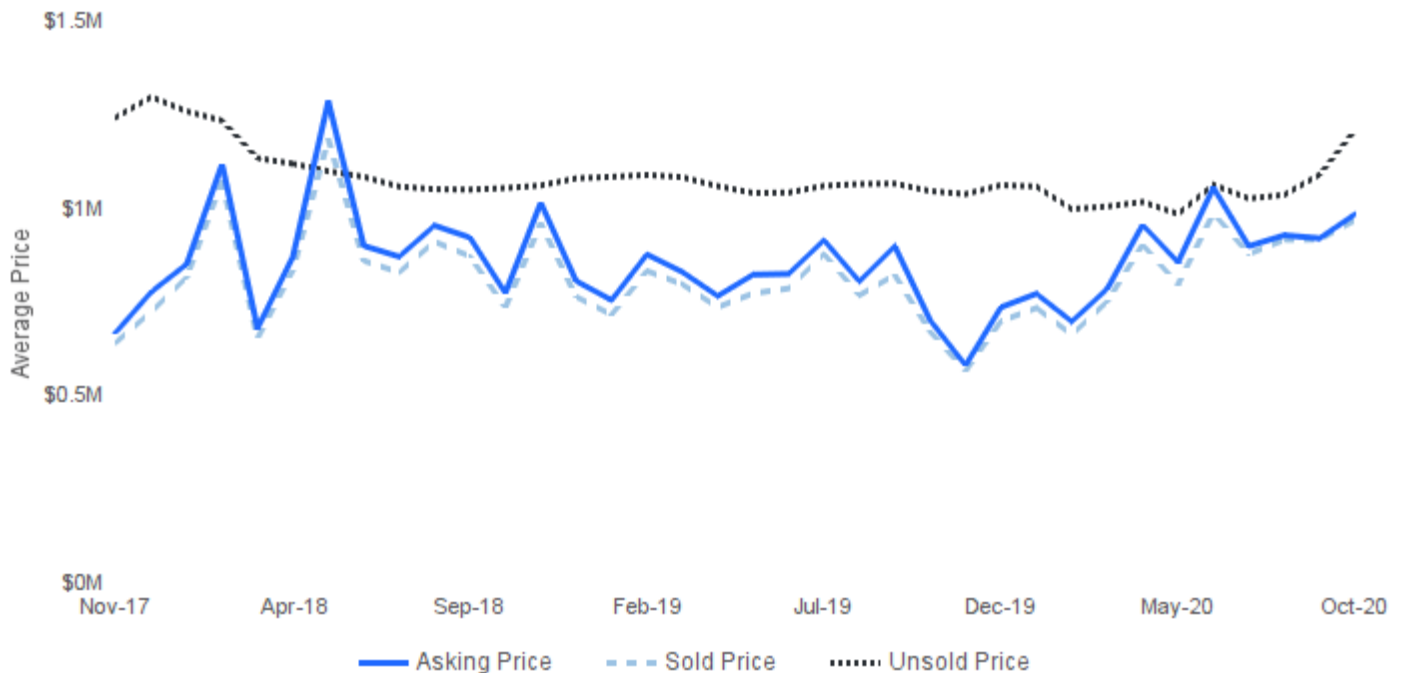
AVERAGE ASKING/SOLD/UNSOLD PRICE

October 2020 | Single Family Homes ?

Unsold Price | the average active list price

Asking Price | the average asking price of sold properties

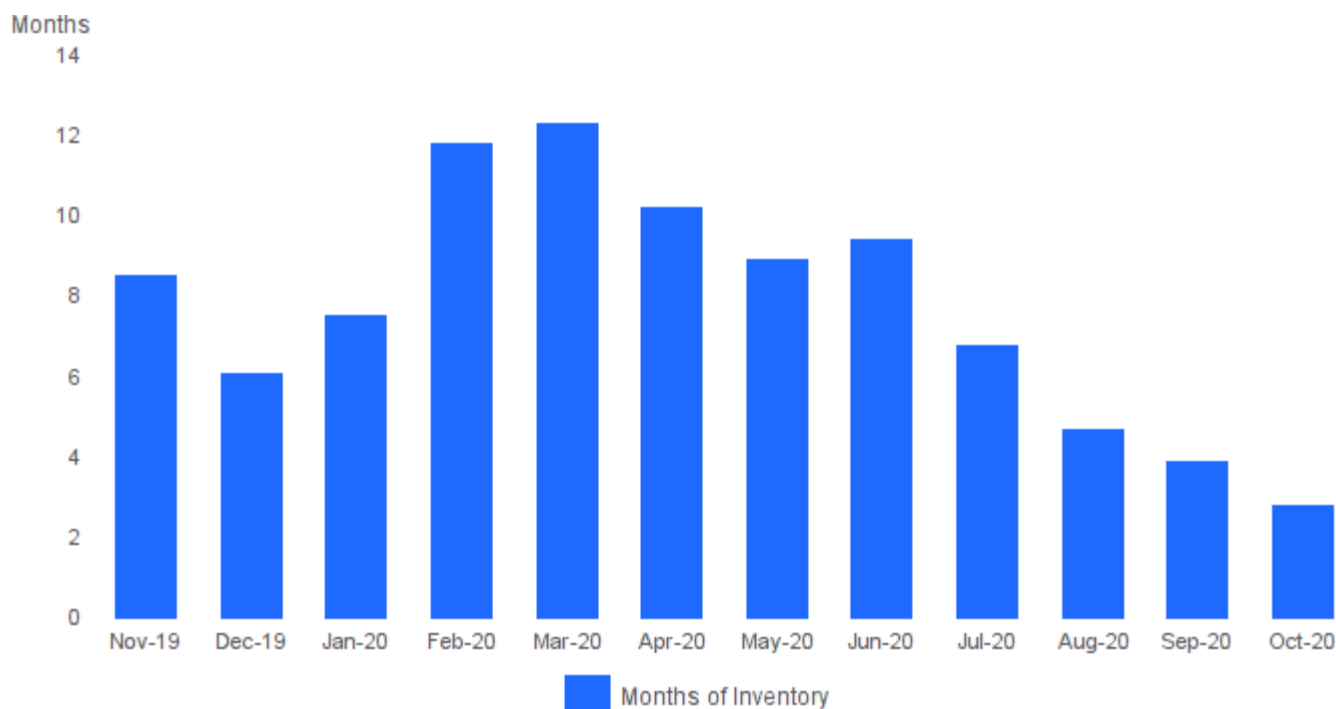
Sold Price | the average selling price



ABSORPTION RATE

October 2020 | Single Family Homes [?]

Absorption Rate | Looks at the past year's monthly supply of inventory. In a normal market there should be a 6 month supply. The higher the rate above 6 the more aggressive a seller has to be with the competition; price and having a picture perfect property.



MONTHS SUPPLY OF INVENTORY

October 2020 | Single Family Homes [?]

Months Supply of Inventory | Properties for sale divided by number of properties sold.

Units Listed | Number of properties listed for sale at the end of month.

Units Sold | Number of properties sold.

