

AREA REPORT

WILTON

FULL MARKET SUMMARY

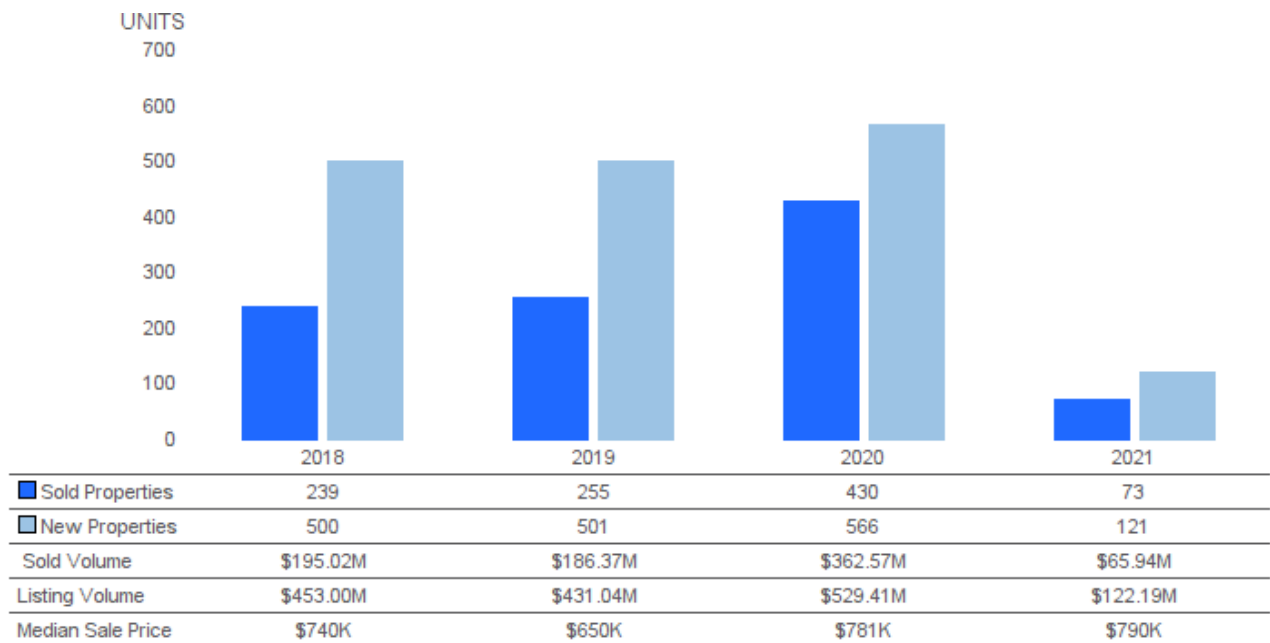
March 2021 | All Property Types ?

	Month to Date			Year to Date		
	March 2021	March 2020	% Change	YTD 2021	YTD 2020	% Change
New Listings	61	52	17.31% ↑	117	160	-26.88% ↓
Sold Listings	29	16	81.25% ↑	70	43	62.79% ↑
Median List Price (Solds)	\$819,000	\$712,000	15.03% ↑	\$789,000	\$725,000	8.83% ↑
Median Sold Price	\$825,000	\$707,500	16.61% ↑	\$790,000	\$705,000	12.06% ↑
Median Days on Market	59	95	-37.89% ↓	64	125	-48.8% ↓
Average List Price (Solds)	\$1,000,996	\$722,406	38.56% ↑	\$929,495	\$731,099	27.14% ↑
Average Sold Price	\$977,571	\$689,812	41.72% ↑	\$901,677	\$695,916	29.57% ↑
Average Days on Market	90	105	-14.29% ↓	94	151	-37.75% ↓
List/Sold Price Ratio	99.4%	95.8%	3.82% ↑	98.7%	95.6%	3.27% ↑

SOLD AND NEW PROPERTIES (UNITS)

March 2021 | All Property Types ?

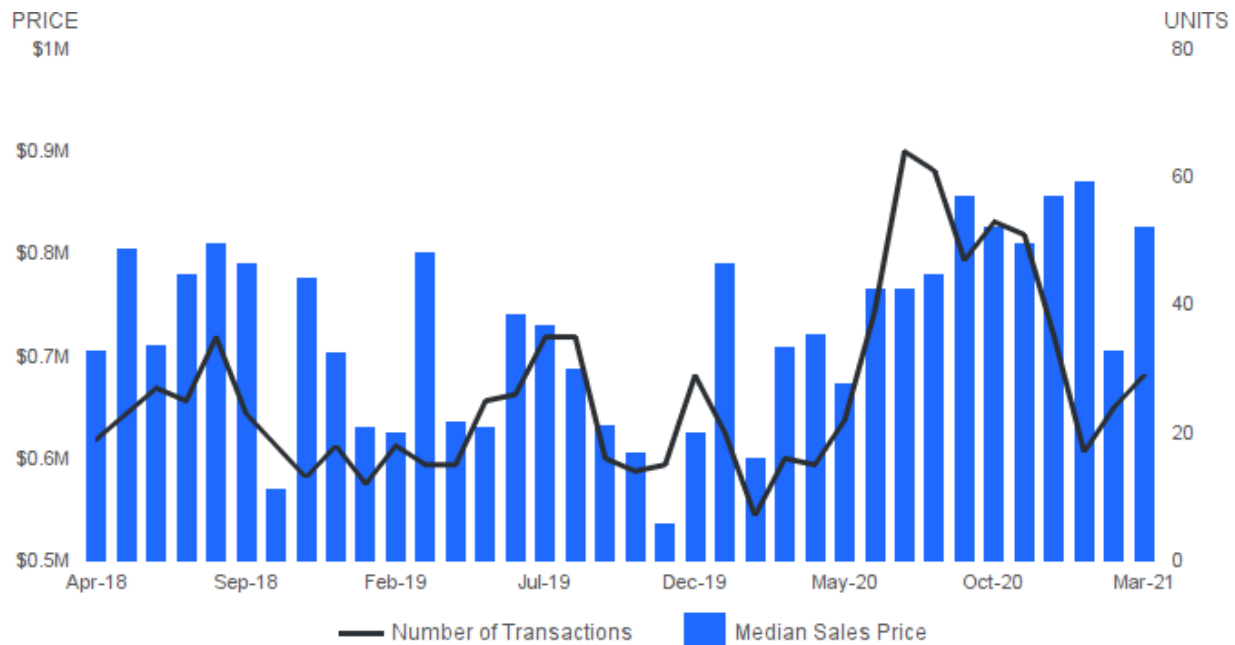
Sold Properties | Number of properties sold during the year
New Properties | Number of properties listed during the year.



MEDIAN SALES PRICE AND NUMBER OF SALES

March 2021 | All Property Types ?

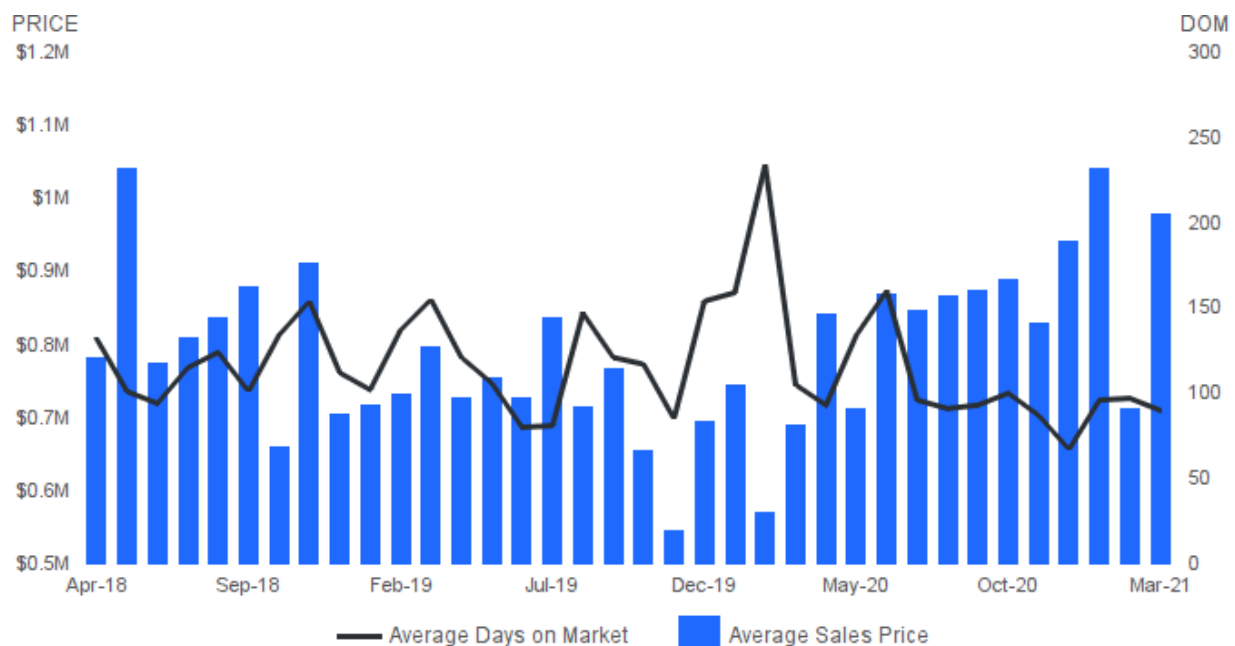
Median Sales Price | Price of the "middle" property sold - an equal number of sales were above and below this price.
Number of Sales | Number of properties sold.



AVERAGE SALES PRICE AND AVERAGE DAYS ON MARKET

March 2021 | All Property Types ?

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

March 2021 | All Property Types ?

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

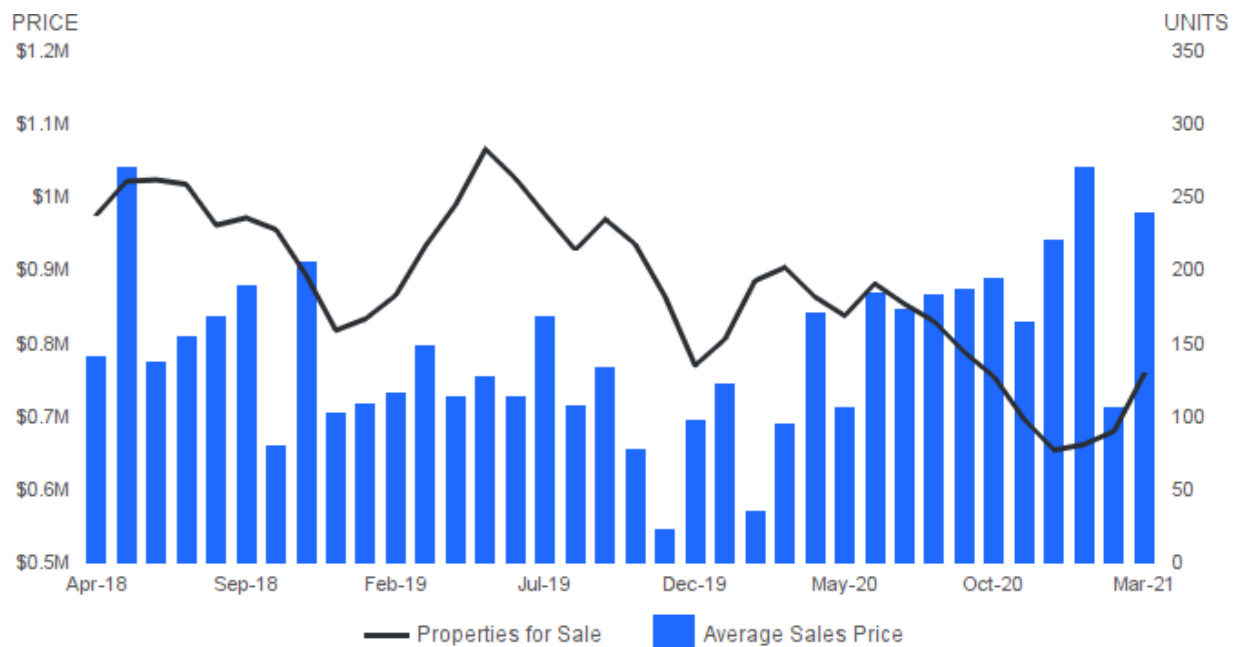


AVERAGE SALES PRICE AND NUMBER OF PROPERTIES FOR SALE

March 2021 | All Property Types ?

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

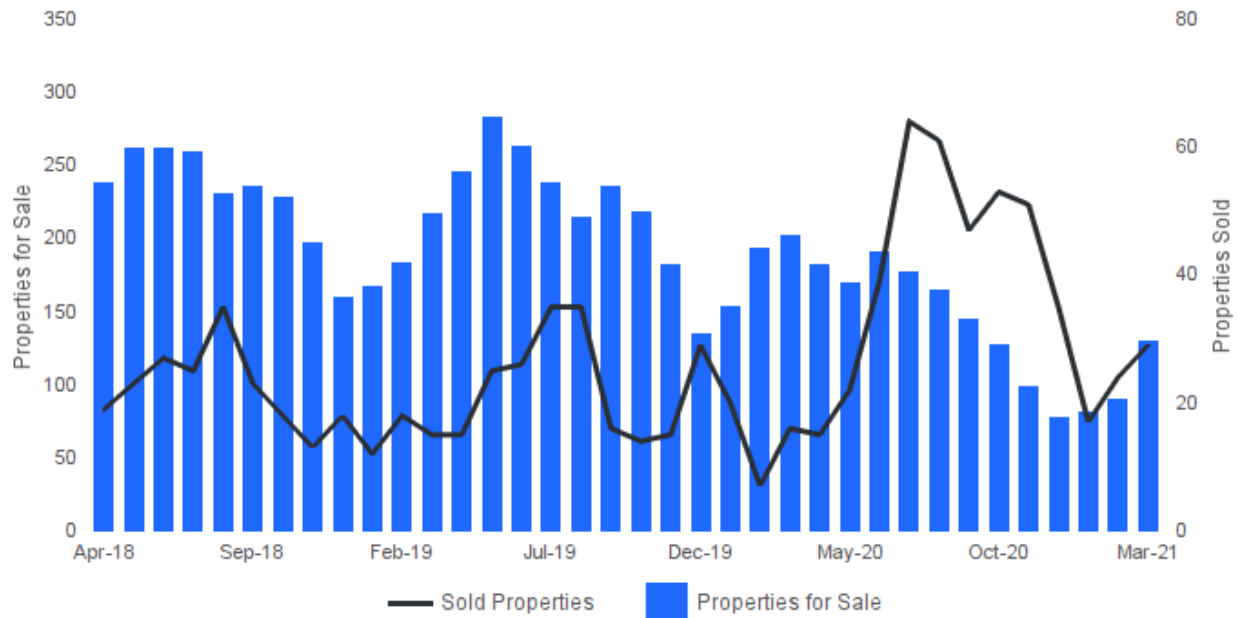
Properties for Sale | Number of properties listed for sale at the end of month.



PROPERTIES FOR SALE AND SOLD PROPERTIES

March 2021 | All Property Types ?

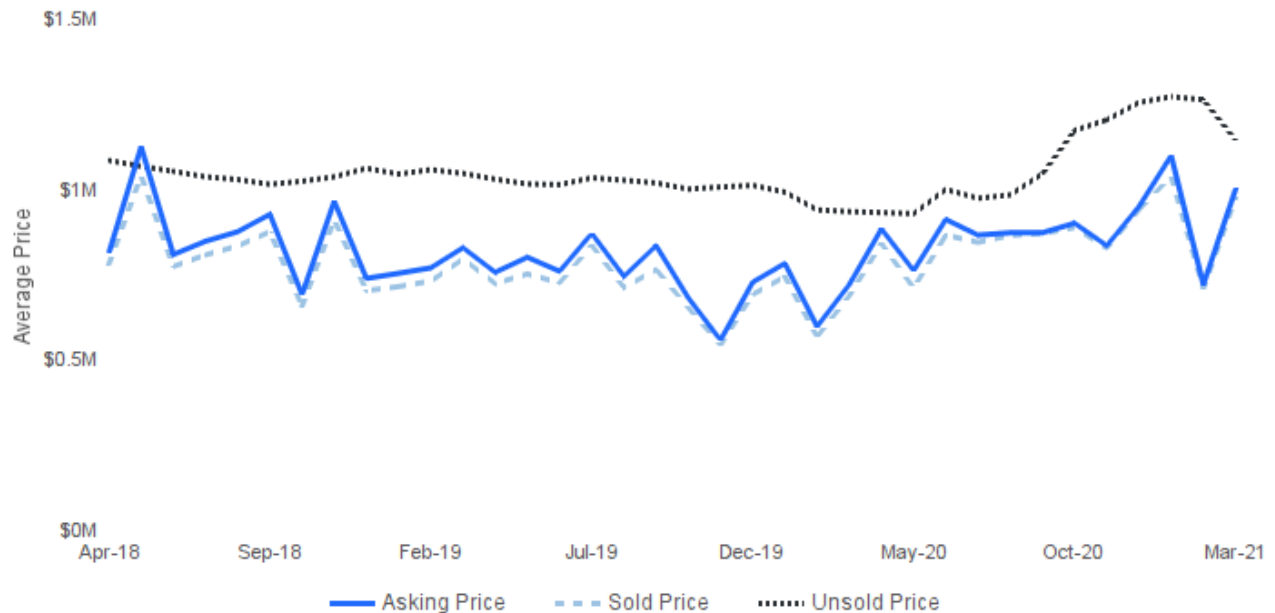
Properties for Sale | Number of properties listed for sale at the end of month.
Sold Properties | Number of properties sold.



AVERAGE ASKING/SOLD/UNSOLD PRICE

March 2021 | All Property Types ?

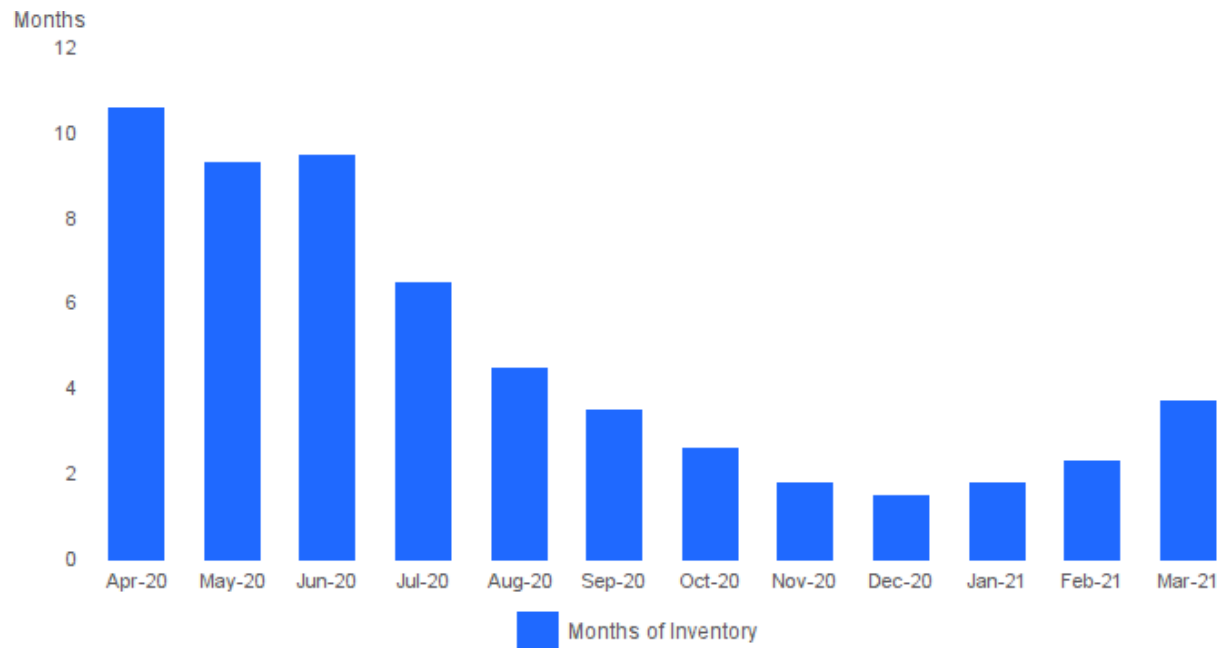
Unsold Price | the average active list price
Asking Price | the average asking price of sold properties
Sold Price | the average selling price



ABSORPTION RATE

March 2021 | All Property Types ?

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

March 2021 | All Property Types ?

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.

