

AREA REPORT

WILTON

FULL MARKET SUMMARY

August 2021 | Single Family Homes ?

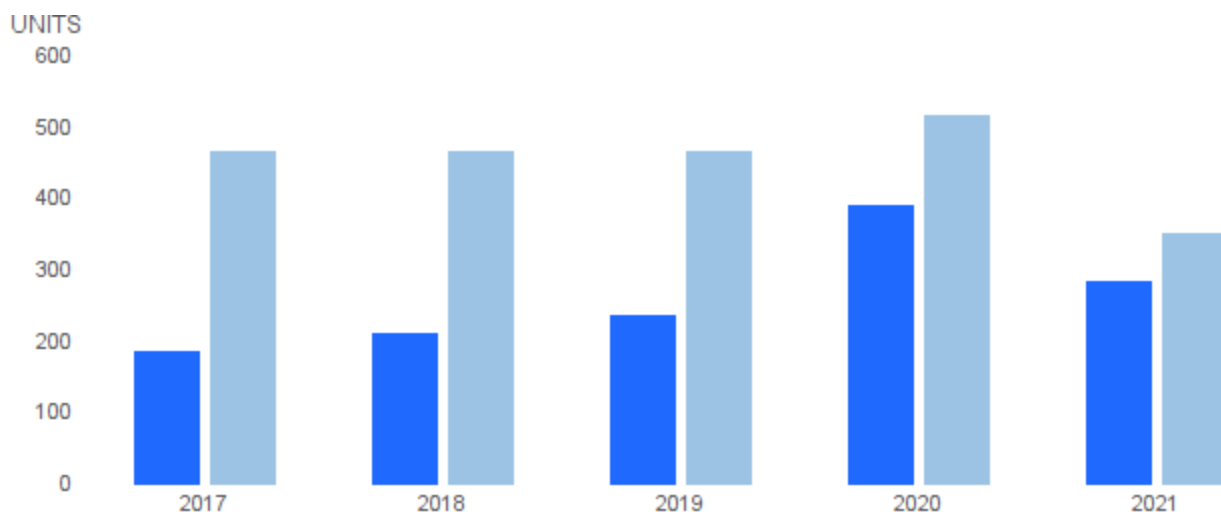
	Month to Date			Year to Date		
	August 2021	August 2020	% Change	YTD 2021	YTD 2020	% Change
New Listings	30	46	-34.78% ↓	346	398	-13.07% ↓
Sold Listings	43	57	-24.56% ↓	280	225	24.44% ↑
Median List Price (Solds)	\$950,000	\$819,000	16% ↑	\$899,000	\$799,000	12.52% ↑
Median Sold Price	\$1,001,000	\$812,500	23.2% ↑	\$935,715	\$765,000	22.32% ↑
Median Days on Market	33	65	-49.23% ↓	45	80	-43.75% ↓
Average List Price (Solds)	\$1,109,483	\$905,068	22.59% ↑	\$1,046,930	\$884,007	18.43% ↑
Average Sold Price	\$1,143,534	\$897,387	27.43% ↑	\$1,068,993	\$854,661	25.08% ↑
Average Days on Market	45	93	-51.61% ↓	65	121	-46.28% ↓
List/Sold Price Ratio	103.3%	99.3%	4.01% ↑	102.6%	97.2%	5.55% ↑

SOLD AND NEW PROPERTIES (UNITS)

August 2021 | Single Family Homes ?

Sold Properties | Number of properties sold during the year

New Properties | Number of properties listed during the year.



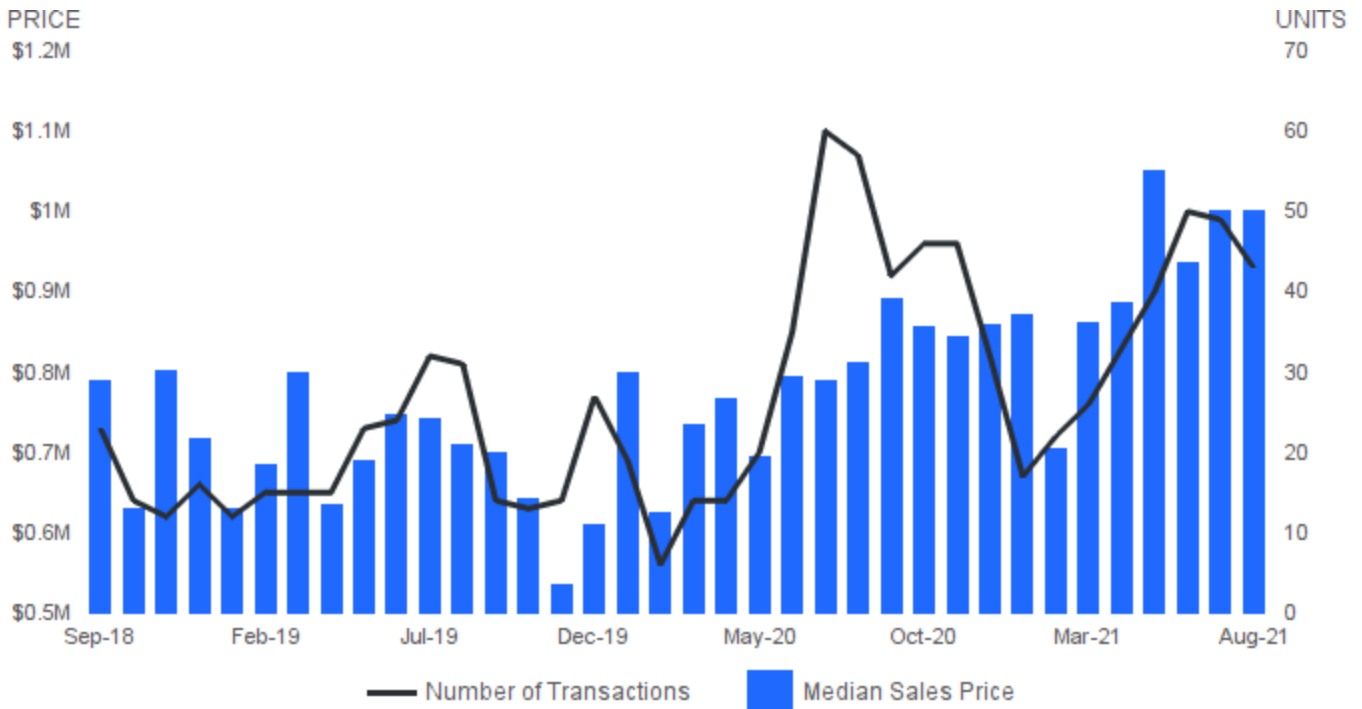
Sold Properties	186	210	235	391	283
New Properties	466	465	466	517	350
Sold Volume	\$147.07M	\$183.16M	\$179.23M	\$346.56M	\$301.86M
Listing Volume	\$493.44M	\$434.78M	\$416.34M	\$509.18M	\$387.84M
Median Sale Price	\$715K	\$790K	\$690K	\$810K	\$935K

MEDIAN SALES PRICE AND NUMBER OF SALES

August 2021 | 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.

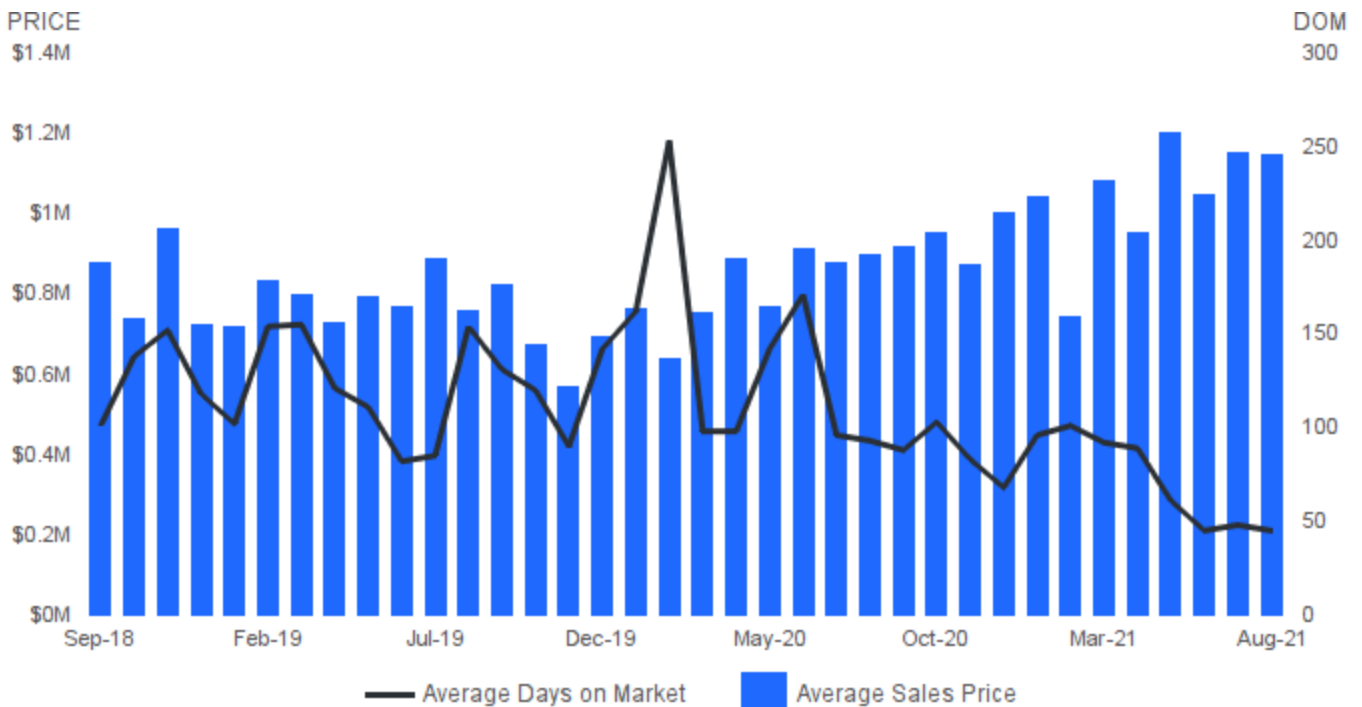


AVERAGE SALES PRICE AND AVERAGE DAYS ON MARKET

August 2021 | Single Family Homes ?

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

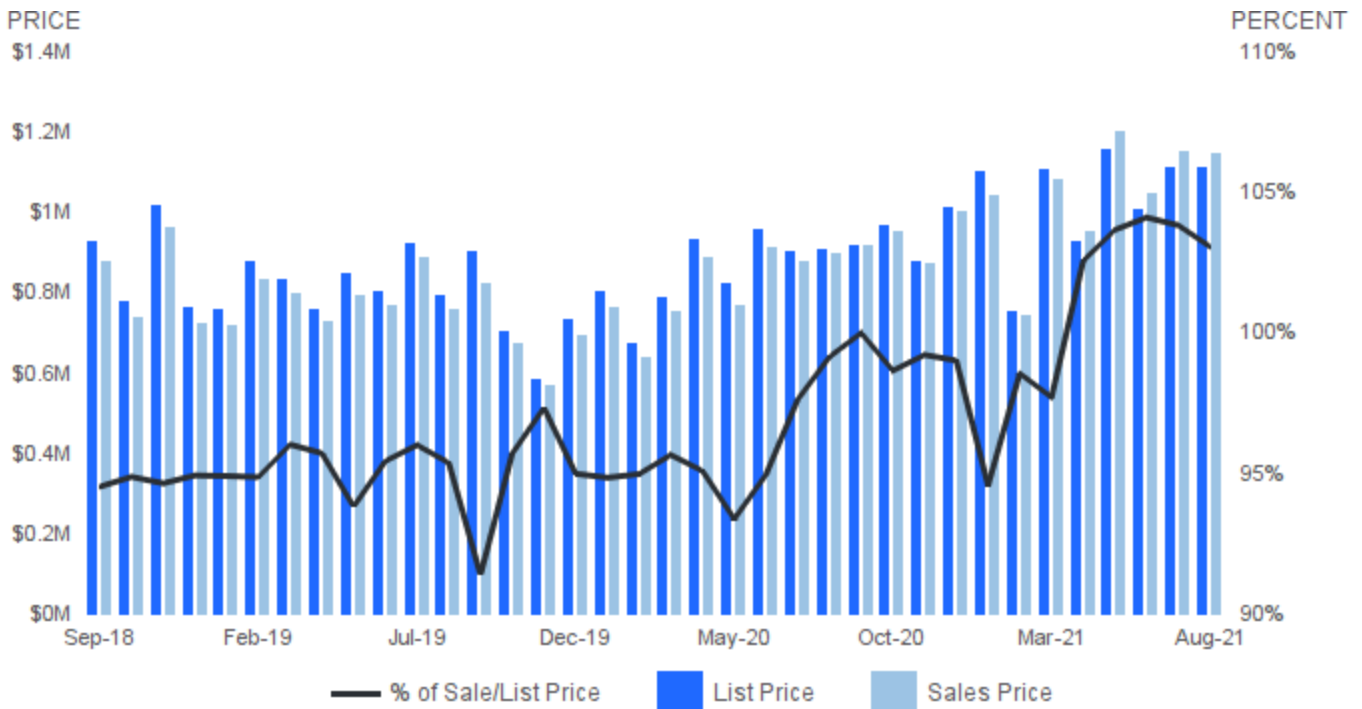
Average Days on Market | Average days on market for all properties sold.



SALES PRICE AS A PERCENTAGE OF ORIGINAL PRICE

August 2021 | Single Family Homes ?

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

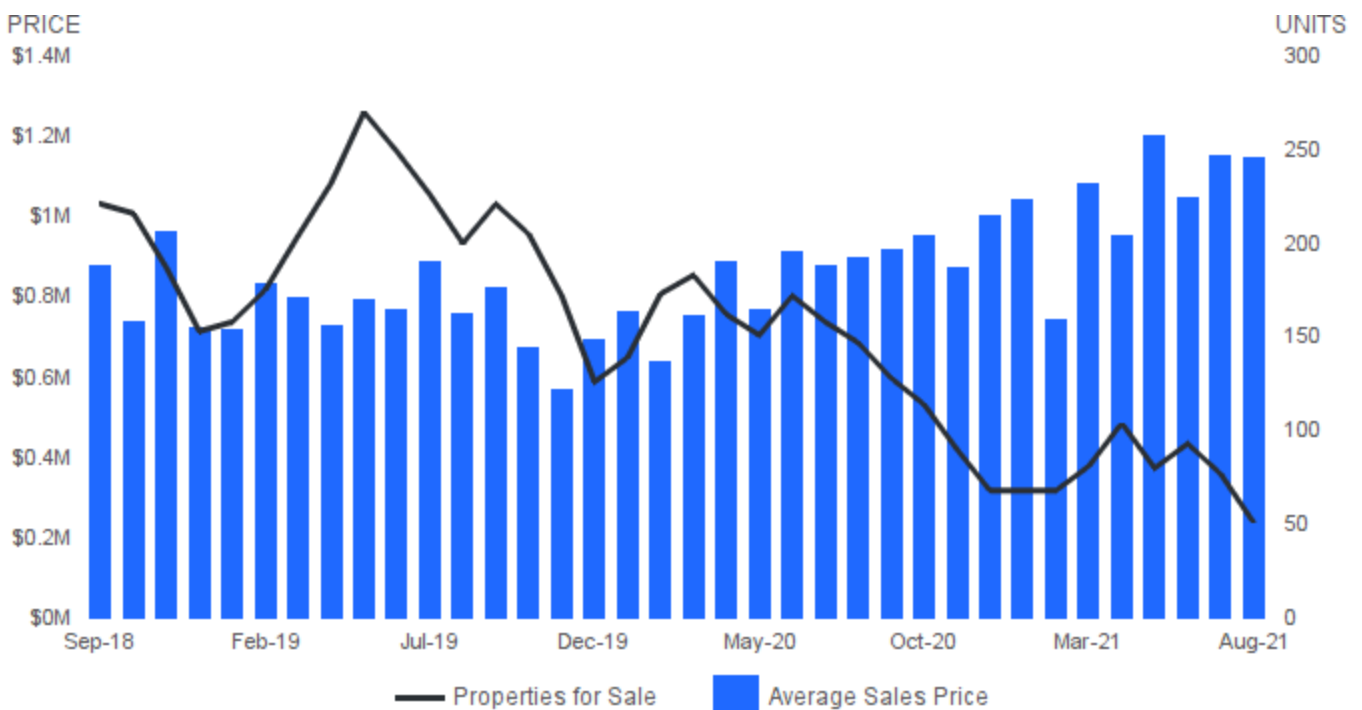


AVERAGE SALES PRICE AND NUMBER OF PROPERTIES FOR SALE

August 2021 | 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.

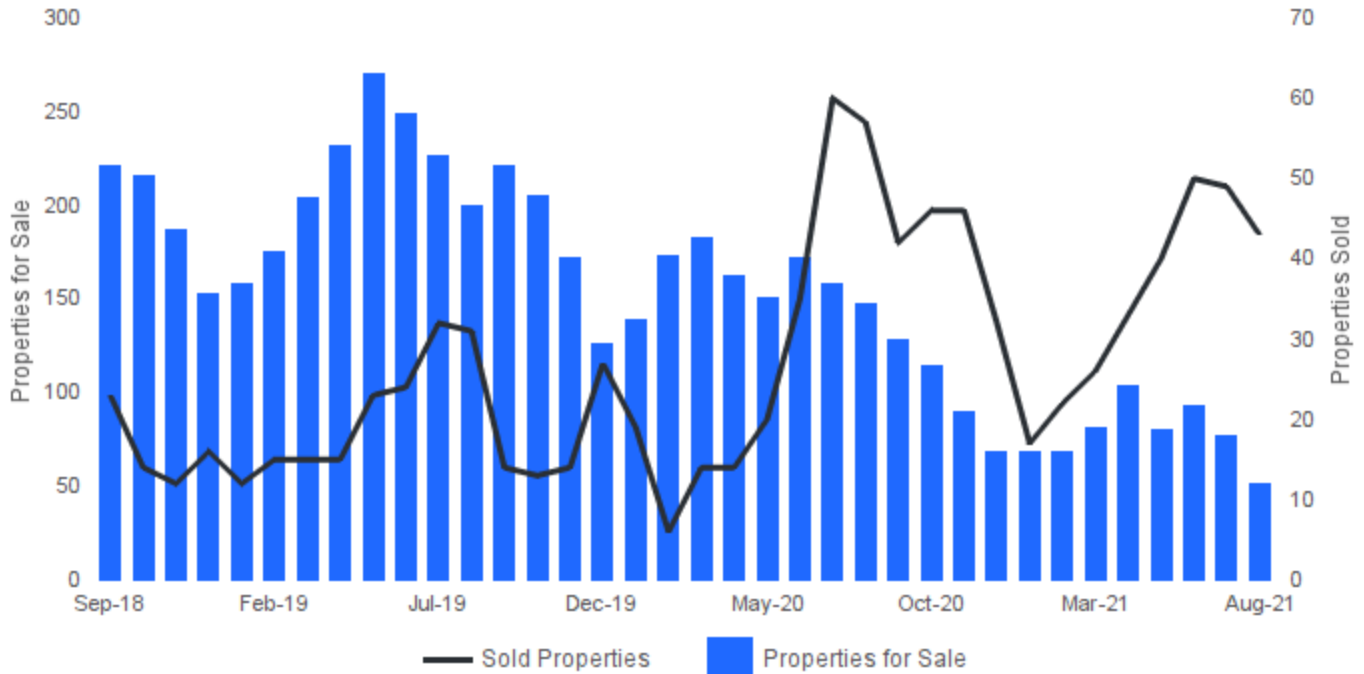


PROPERTIES FOR SALE AND SOLD PROPERTIES

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

Sold Properties | Number of properties sold.



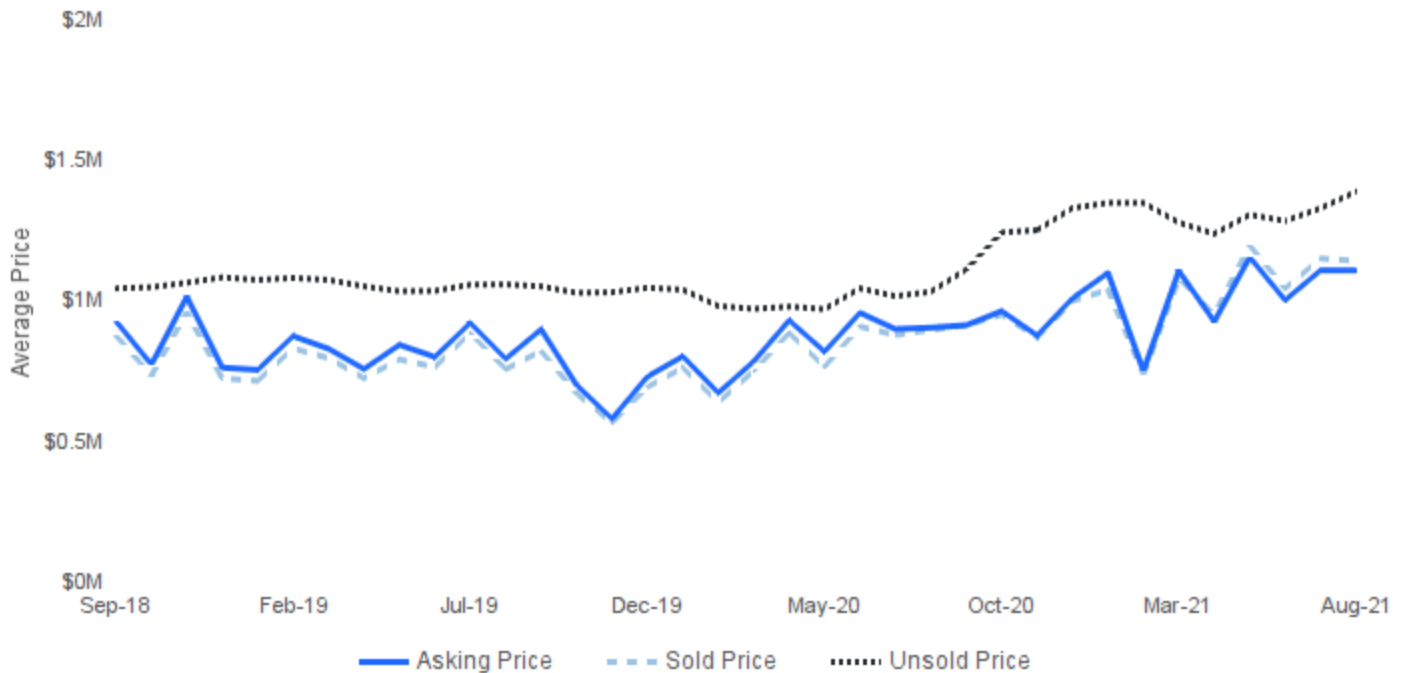
AVERAGE ASKING/SOLD/UNSOLD PRICE

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Unsold Price | the average active list price

Asking Price | the average asking price of sold properties

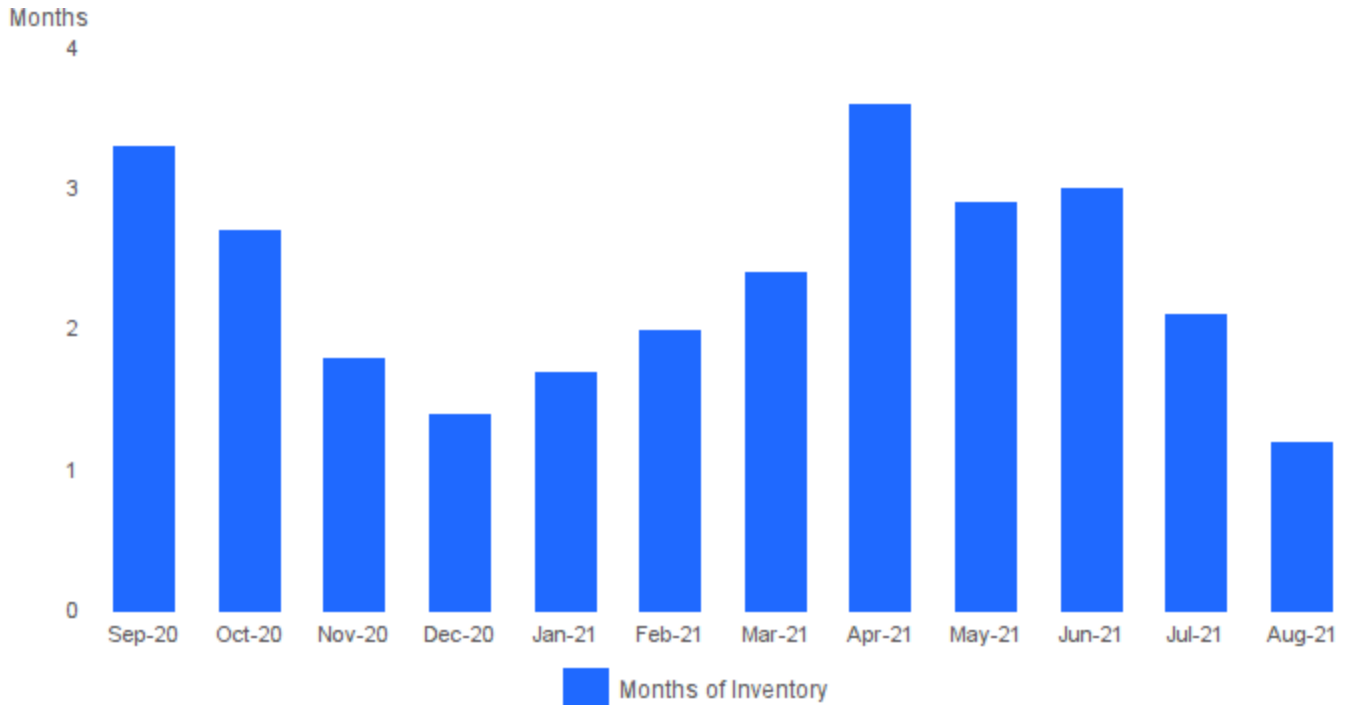
Sold Price | the average selling price



ABSORPTION RATE

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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

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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.

