

AREA REPORT

WILTON

FULL MARKET SUMMARY

September 2021 | All Property Types ?

	Month to Date			Year to Date		
	September 2021	September 2020	% Change	YTD 2021	YTD 2020	% Change
New Listings	34	53	-35.85% ↓	416	491	-15.27% ↓
Sold Listings	41	47	-12.77% ↓	346	291	18.9% ↑
Median List Price (Solds)	\$850,000	\$799,000	6.38% ↑	\$870,000	\$779,000	11.68% ↑
Median Sold Price	\$875,000	\$855,000	2.34% ↑	\$875,000	\$759,750	15.17% ↑
Median Days on Market	48	55	-12.73% ↓	44	71	-38.03% ↓
Average List Price (Solds)	\$980,447	\$874,857	12.07% ↑	\$995,525	\$849,157	17.24% ↑
Average Sold Price	\$988,944	\$872,928	13.29% ↑	\$1,014,142	\$825,257	22.89% ↑
Average Days on Market	61	93	-34.41% ↓	64	114	-43.86% ↓
List/Sold Price Ratio	101.2%	99.7%	1.5% ↑	102.2%	97.5%	4.83% ↑

SOLD AND NEW PROPERTIES (UNITS)

September 2021 | All Property Types ?

Sold Properties | Number of properties sold during the year

New Properties | Number of properties listed during the year.

UNITS

700

600

500

400

300

200

100

0

2017

2018

2019

2020

2021

■ Sold Properties	193	238	254	430	349
■ New Properties	502	500	501	568	419
Sold Volume	\$144.12M	\$194.70M	\$165.40M	\$362.57M	\$353.97M
Listing Volume	\$507.57M	\$453.00M	\$431.04M	\$532.68M	\$444.21M
Median Sale Price	\$685K	\$743K	\$650K	\$781K	\$875K

MEDIAN SALES PRICE AND NUMBER OF SALES

September 2021 | All Property Types

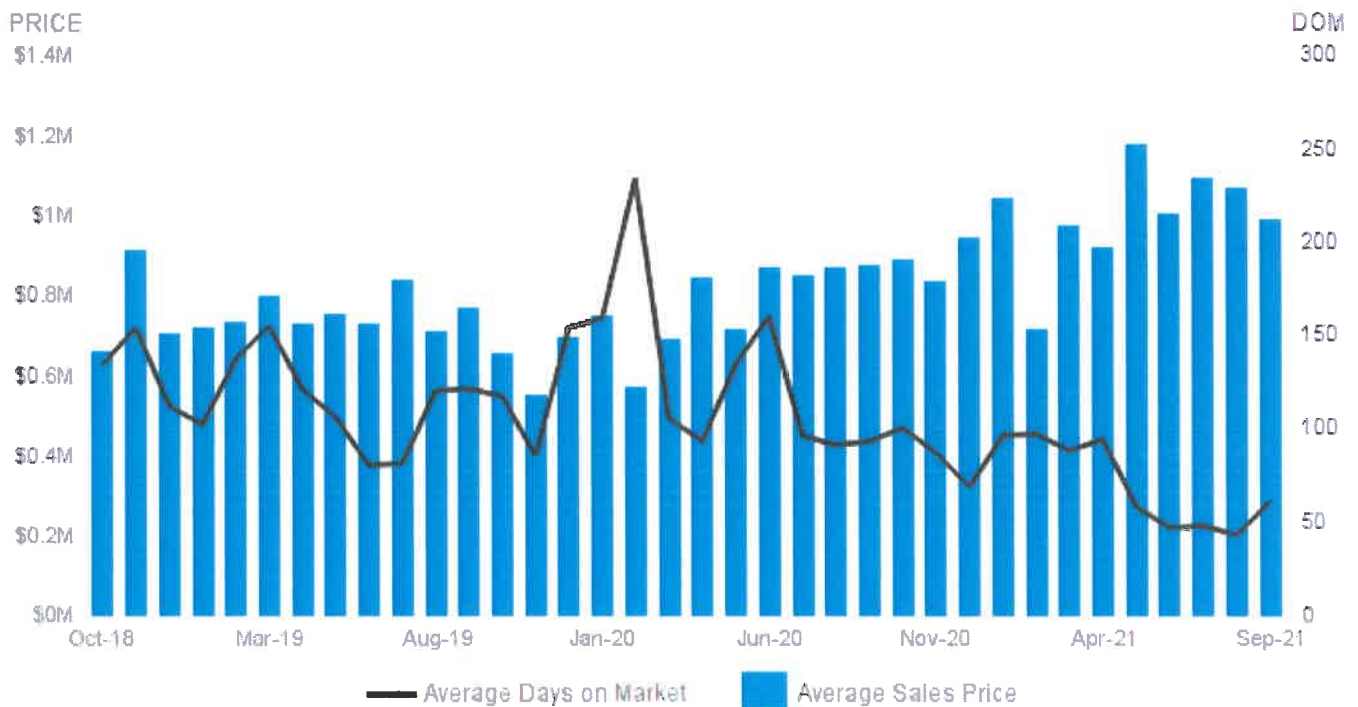
Median Sales Price | Price of the "middle" property sold -an equal number of sales were above and below this price.
Number of Sales | Number of properties sold.



AVERAGE SALES PRICE AND AVERAGE DAYS ON MARKET

September 2021 | All Property Types

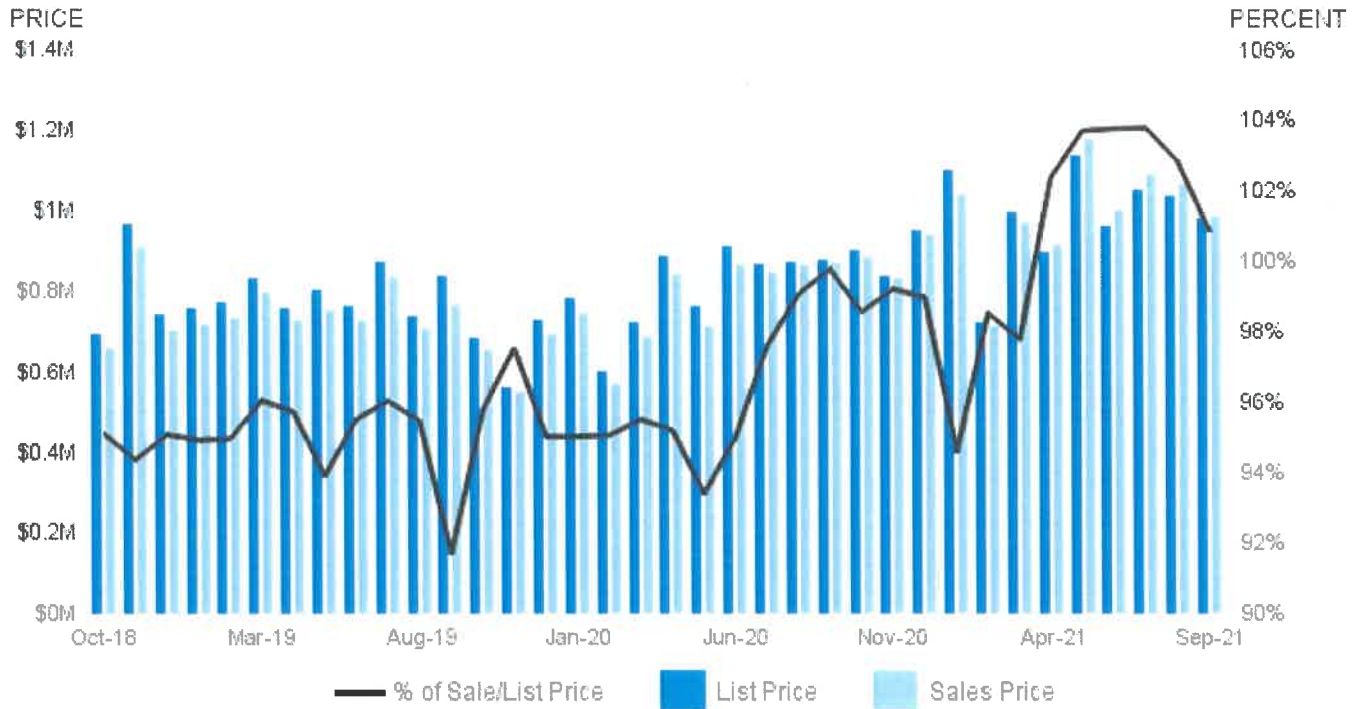
Average Sales Price | Average sales price for all properties sold.
Average Days on Market | Average days on market for all properties sold.



SALES PRICE AS A PERCENTAGE OF ORIGINAL PRICE

September 2021 | All Property Types

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

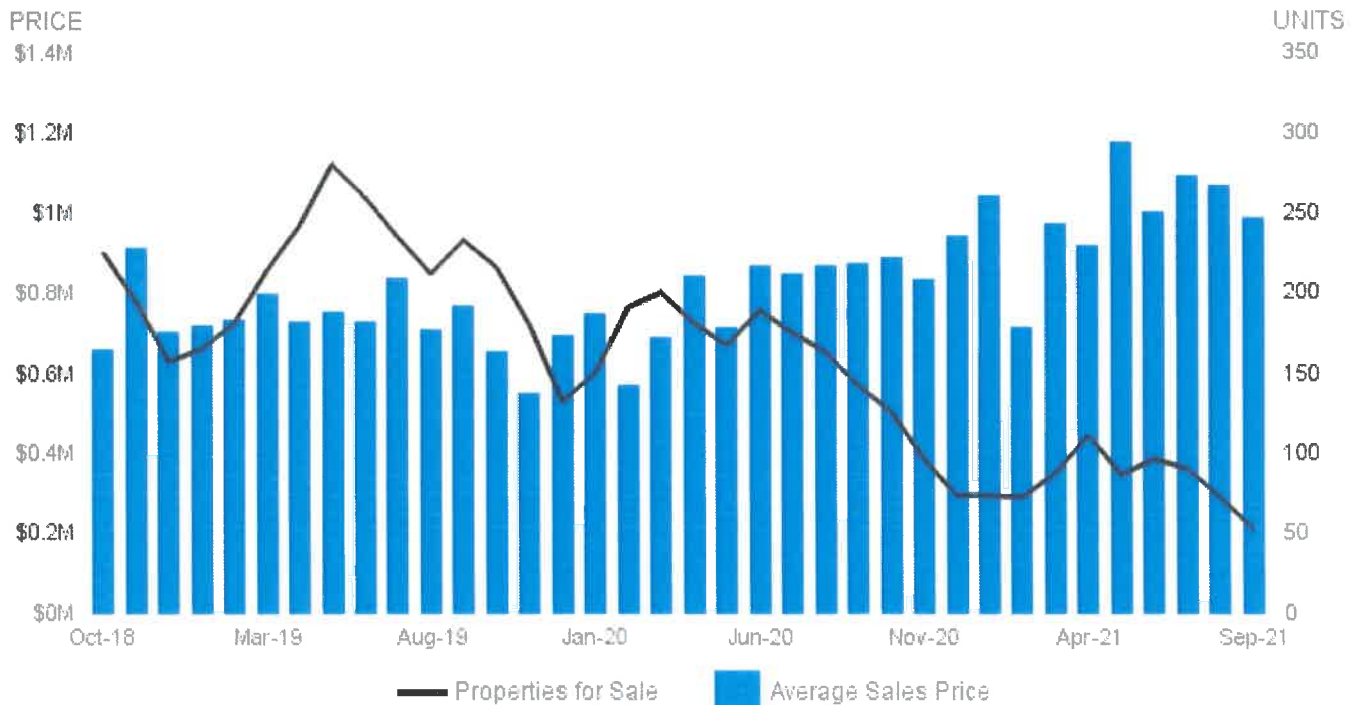


AVERAGE SALES PRICE AND NUMBER OF PROPERTIES FOR SALE

September 2021 | All Property Types

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

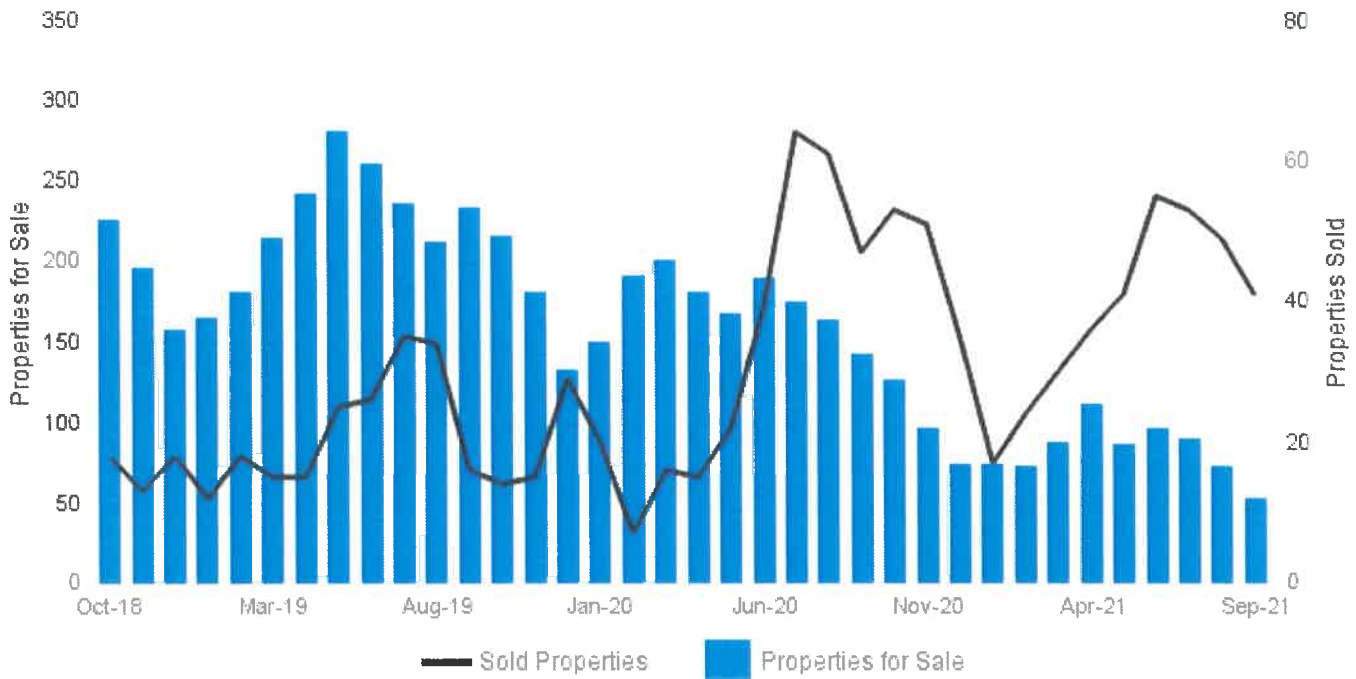
Properties for Sale | Number of properties listed for sale at the end of month.



PROPERTIES FOR SALE AND SOLD PROPERTIES

September 2021 | All Property Types

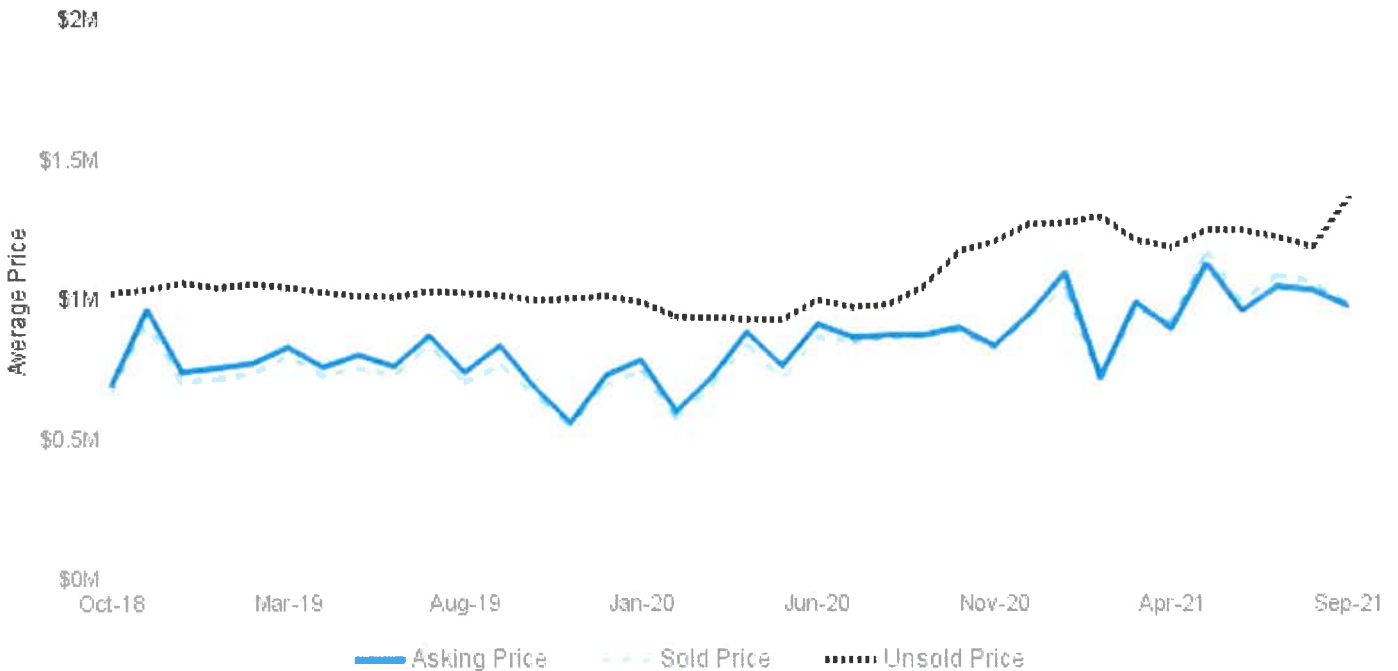
Properties for Sale | Number of properties listed for sale at the end of month.
Sold Properties | Number of properties sold.



AVERAGE ASKING/SOLD/UNSOLD PRICE

September 2021 | All Property Types

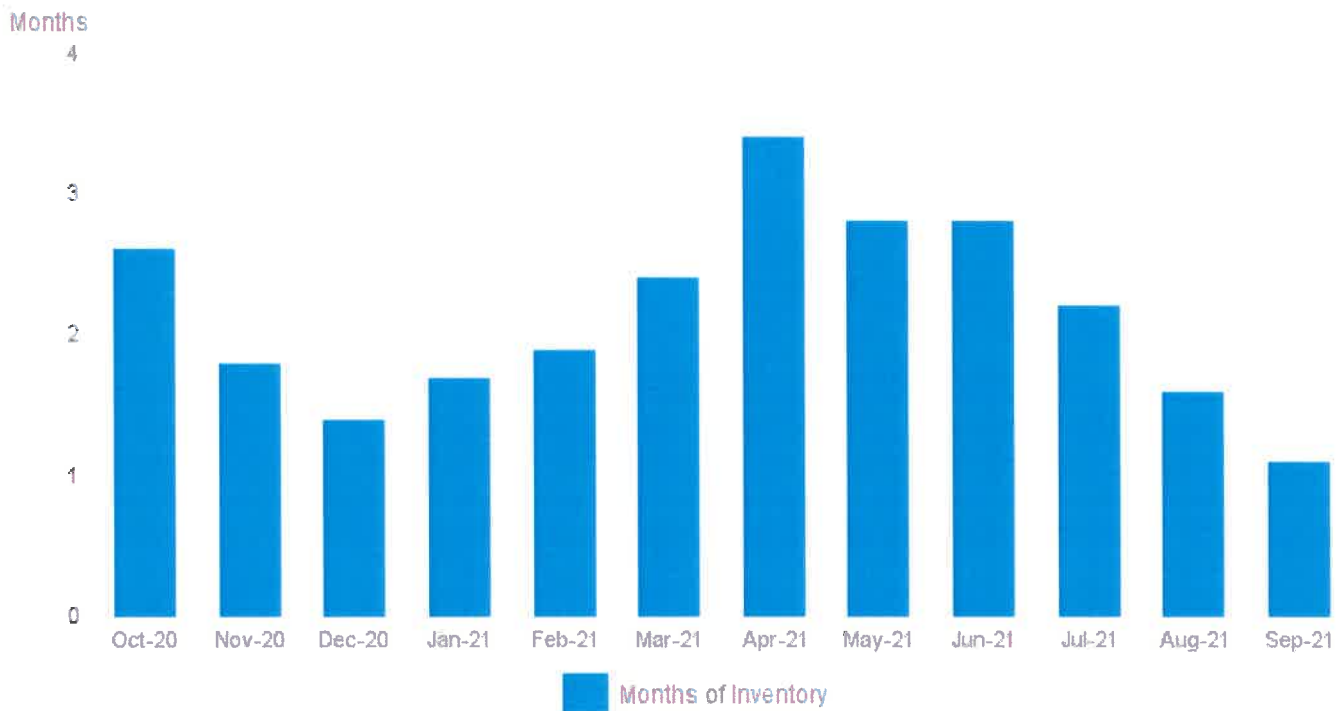
Unsold Price | the average active list price
Asking Price | the average asking price of sold properties
Sold Price | the average selling price



ABSORPTION RATE

September 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

September 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.

