

City: Wilton



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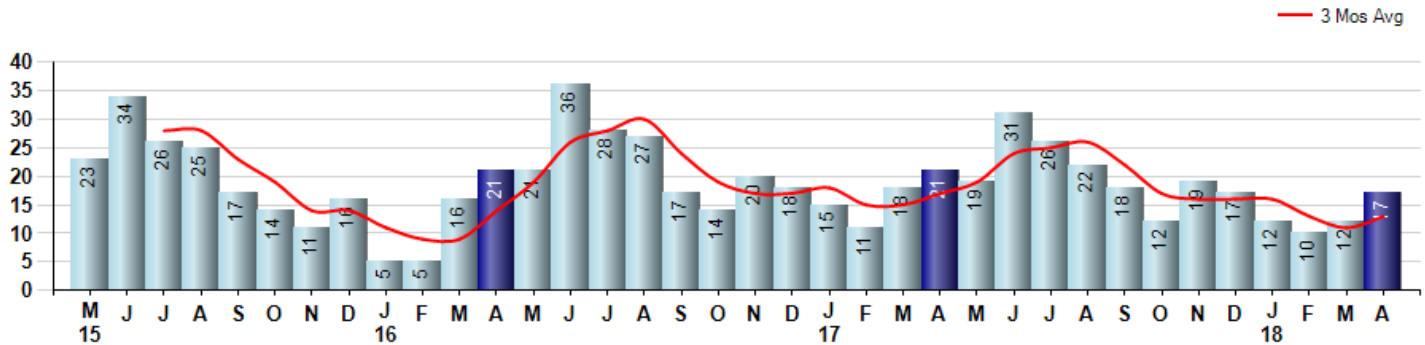
Price Range: 0 to 999999999 | Properties: Single Family Home

Market Profile & Trends Overview	Month	Trending Versus*:				Trending Versus*:		
		LM	L3M	PYM	LY	YTD	PriorYTD	PriorYear
Median List Price of all Current Listings	\$899,000	0%		0%				
Average List Price of all Current Listings	\$1,097,429	2%		-1%				
April Median Sales Price	\$740,000	19%	0%	-1%	1%	\$740,000	-1%	1%
April Average Sales Price	\$814,288	25%	-2%	-1%	-1%	\$828,035	-8%	0%
Total Properties Currently for Sale (Inventory)	216	36%		-19%				
April Number of Properties Sold	17	42%		-19%			-22%	
April Average Days on Market (Solds)	101	49%	-13%	-52%	-40%	116	-43%	-31%
Asking Price per Square Foot (based on New Listings)	\$267	8%	7%	4%	8%	\$250	-3%	1%
April Sold Price per Square Foot	\$224	3%	-1%	-15%	-6%	\$226	-12%	-5%
April Month's Supply of Inventory	12.7	-4%	-4%	0%	8%	12.5	-13%	6%
April Sale Price vs List Price Ratio	94.2%	1.3%	2%	1%	3.0%	92.2%	1.5%	0.8%

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

Property Sales

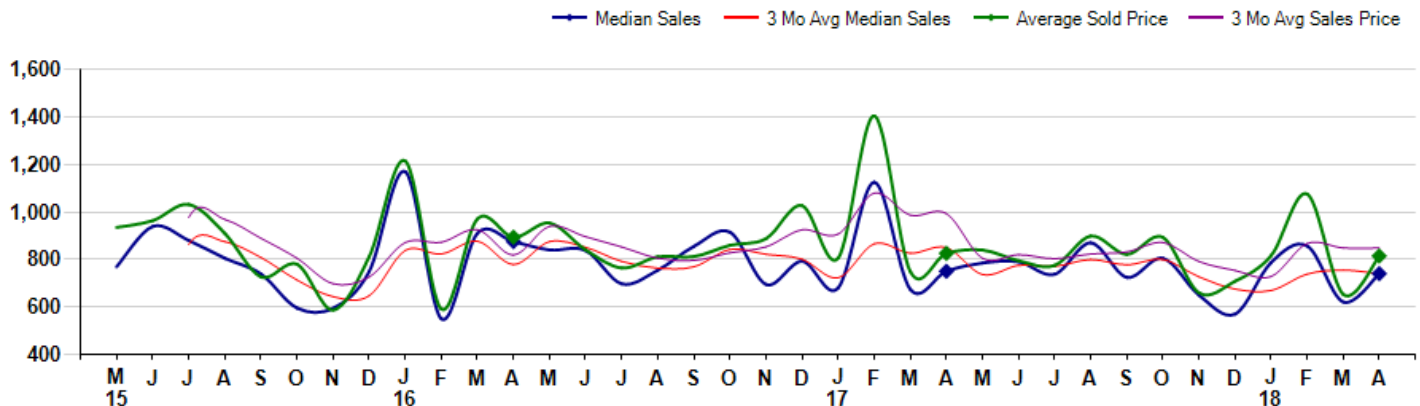
April Property sales were 17, down -19.0% from 21 in April of 2017 and 41.7% higher than the 12 sales last month. April 2018 sales were at their lowest level compared to April of 2017 and 2016. April YTD sales of 51 are running -21.5% behind last year's year-to-date sales of 65.



Prices

The Median Sales Price in April was \$740,000, down -1.3% from \$750,000 in April of 2017 and up 19.2% from \$621,000 last month. The Average Sales Price in April was \$814,288, down -1.4% from \$825,698 in April of 2017 and up 24.7% from \$653,000 last month. April 2018 ASP was at the lowest level compared to April of 2017 and 2016.

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



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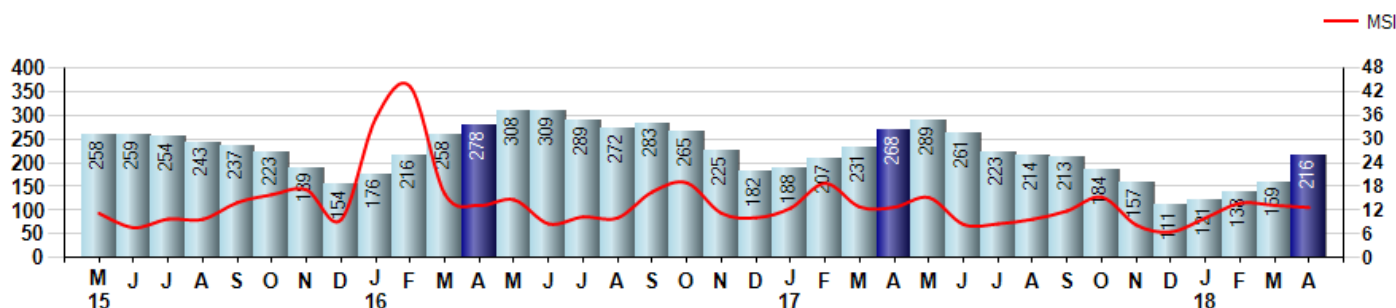
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Inventory & MSI

The Total Inventory of Properties available for sale as of April was 216, up 35.8% from 159 last month and down -19.4% from 268 in April of last year. April 2018 Inventory was at the lowest level compared to April of 2017 and 2016.

A comparatively lower MSI is more beneficial for sellers while a higher MSI is better for buyers. The April 2018 MSI of 12.7 months was at its lowest level compared with April of 2017 and 2016.

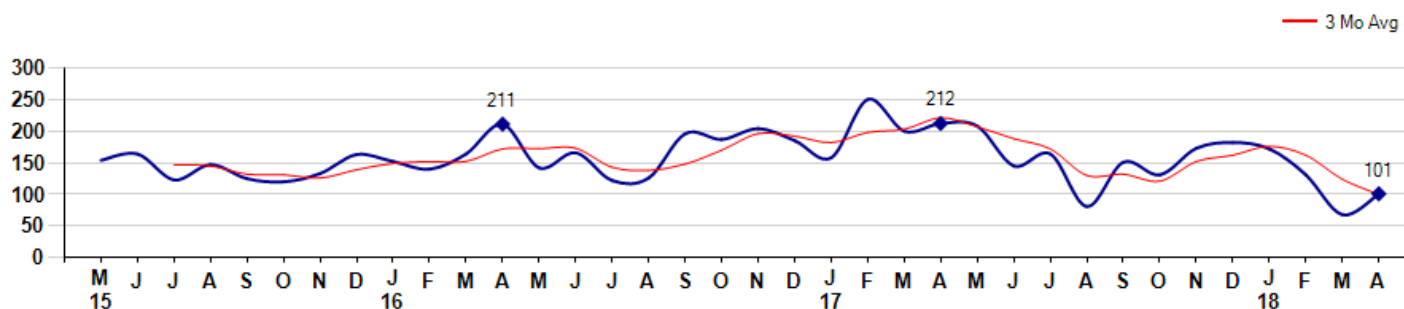
MSI is the # of months needed to sell all of the Inventory at the monthly Sales Pace



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 April was 101, up 48.5% from 68 days last month and down -52.4% from 212 days in April of last year. The April 2018 DOM was at its lowest level compared with April of 2017 and 2016.

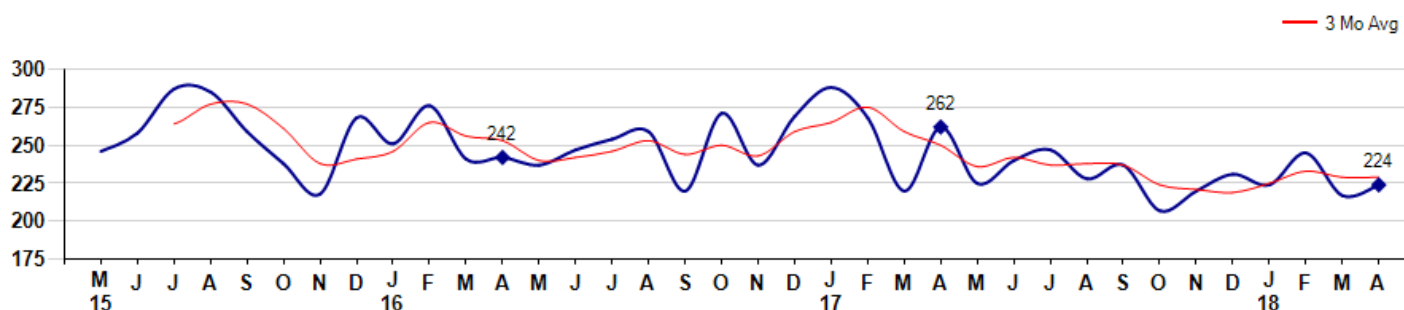
Average Days on Market(Listing to Contract) for properties sold during the month



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 April 2018 Selling Price per Square Foot of \$224 was up 3.2% from \$217 last month and down -14.5% from \$262 in April of last year.

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



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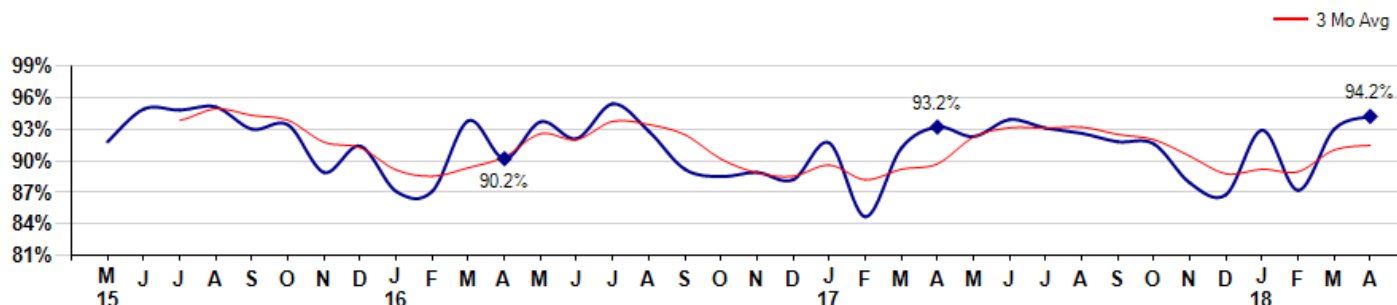


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Selling Price vs Listing Price

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 April 2018 Selling Price vs List Price of 94.2% was up from 93.0% last month and up from 93.2% in April of last year.

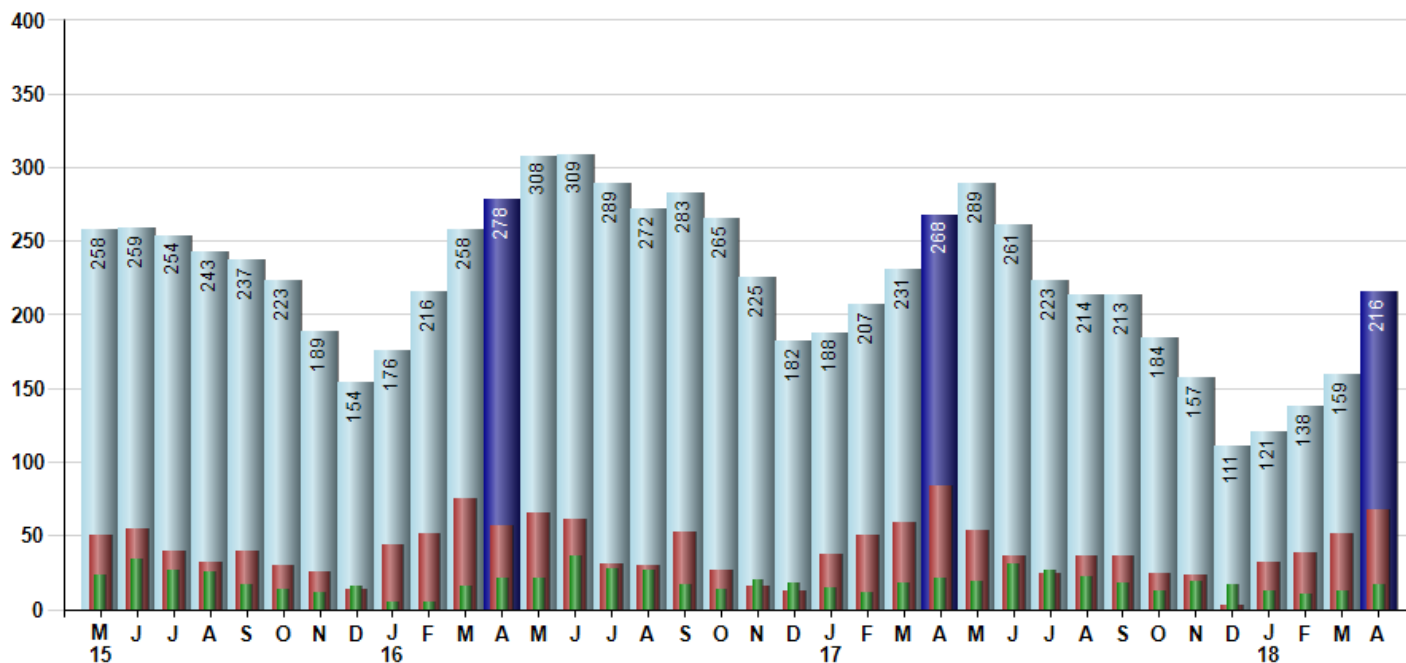
Avg Selling Price divided by Avg Listing Price for sold properties during the month



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 April 2018 was 68, up 33.3% from 51 last month and down -19.0% from 84 in April of last year.

Inventory New Listings Sold



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