

## City: Wilton



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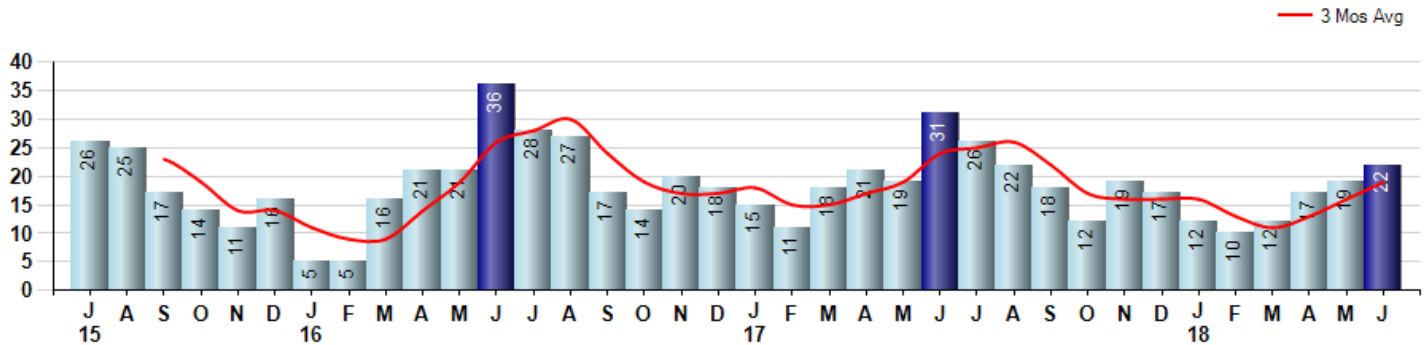
Price Range: 0 to 999999999 | Properties: Single Family Home

Market Profile & Trends Overview	Month	Trending Versus*:				Trending Versus*:		
		LM	L3M	PYM	LY	YTD	PriorYTD	PriorYear
Median List Price of all Current Listings	\$850,000	-3%		-6%				
Average List Price of all Current Listings	\$1,032,738	-2%		-3%				
June Median Sales Price	\$865,000	0%	11%	10%	18%	\$792,500	3%	8%
June Average Sales Price	\$848,477	-28%	-6%	7%	3%	\$906,639	5%	10%
Total Properties Currently for Sale (Inventory)	245	5%		-7%				
June Number of Properties Sold	22	16%		-29%			-20%	
June Average Days on Market (Solds)	71	-5%	-10%	-51%	-58%	97	-48%	-42%
Asking Price per Square Foot (based on New Listings)	\$280	7%	8%	3%	13%	\$254	-1%	3%
June Sold Price per Square Foot	\$213	-18%	-7%	-11%	-11%	\$230	-7%	-3%
June Month's Supply of Inventory	11.1	-10%	-6%	32%	-5%	12.2	-9%	4%
June Sale Price vs List Price Ratio	93.6%	-0.2%	0%	0%	2.4%	92.9%	1.0%	1.5%

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

### Property Sales

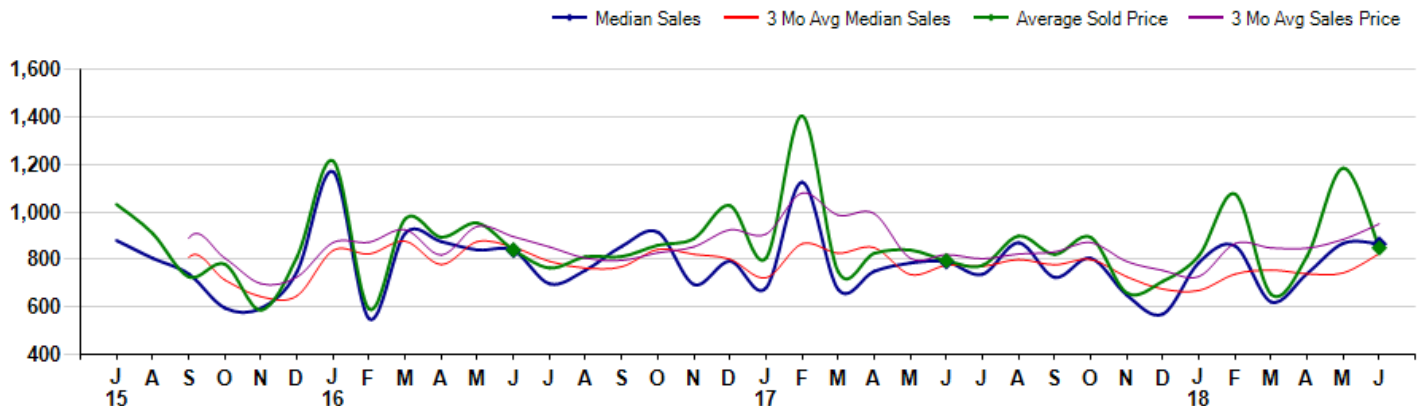
June Property sales were 22, down -29.0% from 31 in June of 2017 and 15.8% higher than the 19 sales last month. June 2018 sales were at their lowest level compared to June of 2017 and 2016. June YTD sales of 92 are running -20.0% behind last year's year-to-date sales of 115.



### Prices

The Median Sales Price in June was \$865,000, up 9.5% from \$790,000 in June of 2017 and down -0.3% from \$868,000 last month. The Average Sales Price in June was \$848,477, up 6.8% from \$794,610 in June of 2017 and down -28.4% from \$1,184,974 last month. June 2018 ASP was at highest level compared to June of 2017 and 2016.

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



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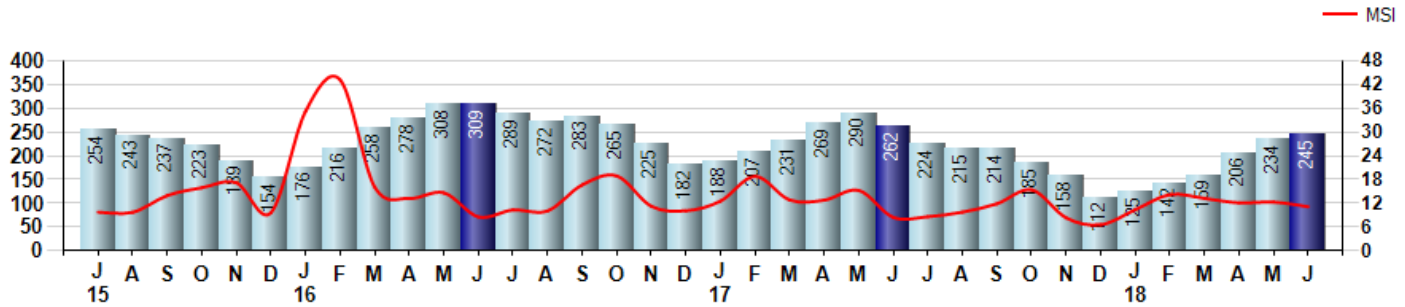
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### Inventory & MSI

The Total Inventory of Properties available for sale as of June was 245, up 4.7% from 234 last month and down -6.5% from 262 in June of last year. June 2018 Inventory was at the lowest level compared to June of 2017 and 2016.

A comparatively lower MSI is more beneficial for sellers while a higher MSI is better for buyers. The June 2018 MSI of 11.1 months was at its highest level compared with June of 2017 and 2016.

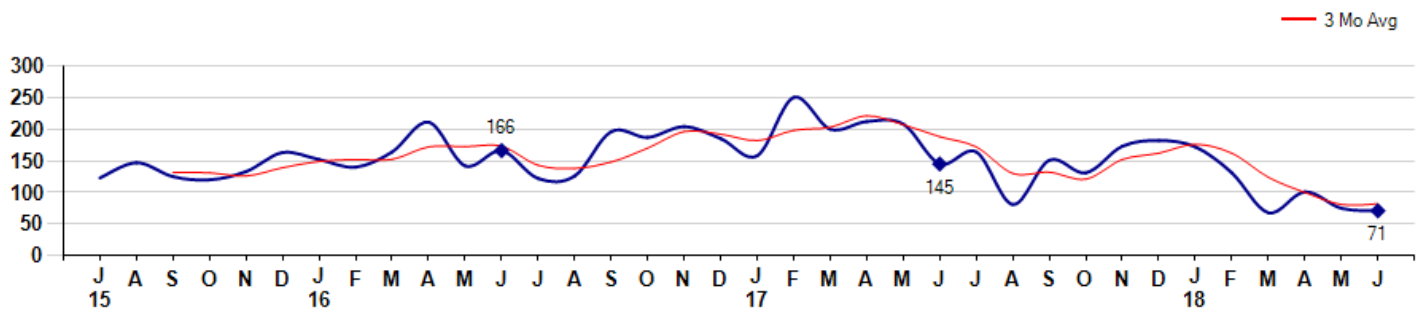
MSI is the # of months needed to sell all of the Inventory at the monthly Sales Pace



### 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 June was 71, down -5.3% from 75 days last month and down -51.0% from 145 days in June of last year. The June 2018 DOM was at its lowest level compared with June of 2017 and 2016.

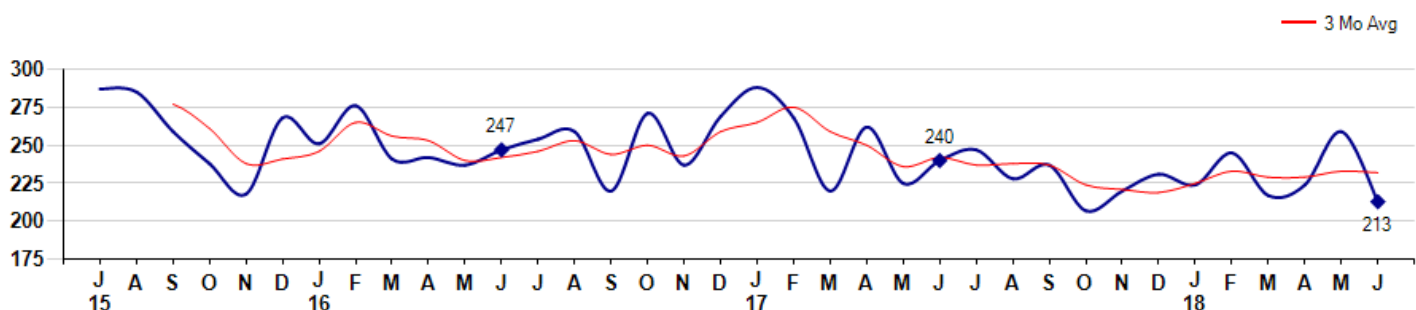
Average Days on Market(Listing to Contract) for properties sold during the month



### 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 June 2018 Selling Price per Square Foot of \$213 was down -17.8% from \$259 last month and down -11.3% from \$240 in June of last year.

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



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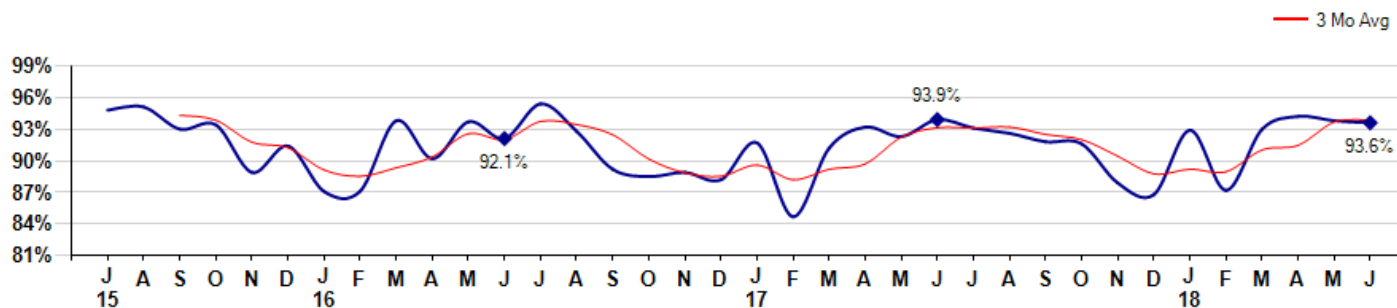


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### Selling Price vs Listing Price

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 June 2018 Selling Price vs List Price of 93.6% was down from 93.8% last month and down from 93.9% in June of last year.

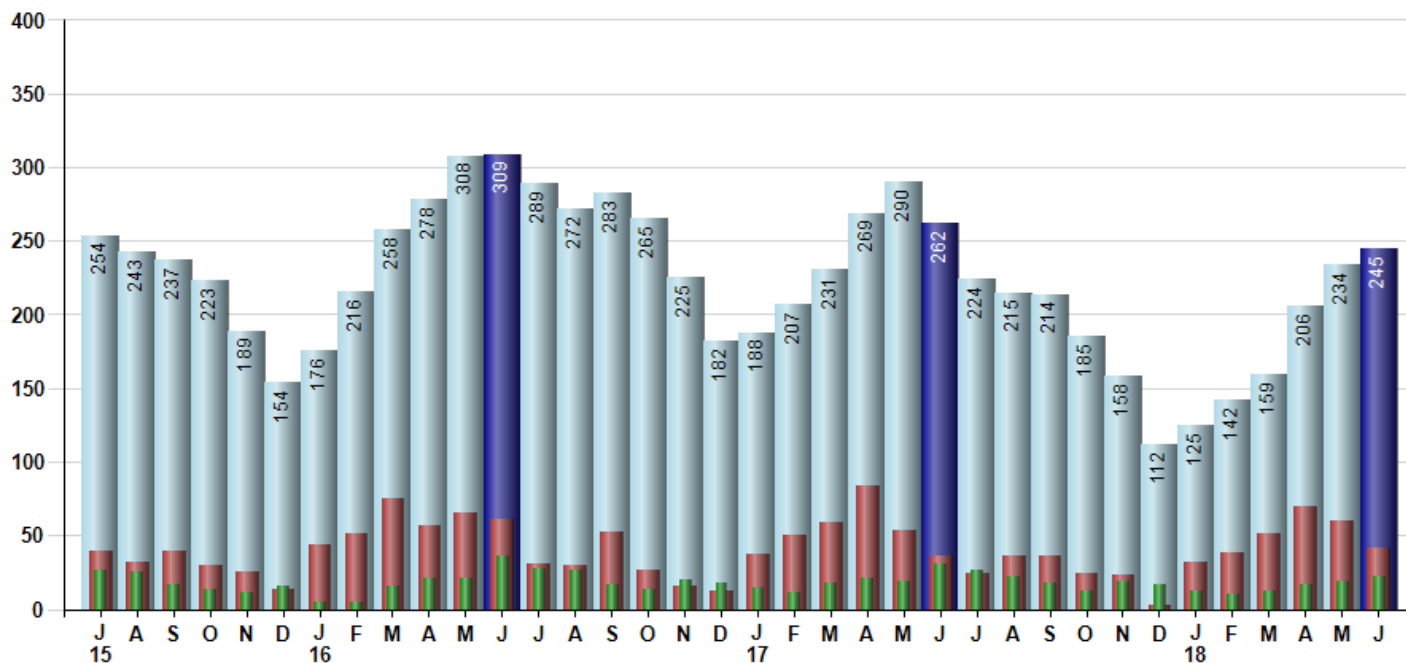
Avg Selling Price divided by Avg Listing Price for sold properties during the month



### 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 June 2018 was 42, down -30.0% from 60 last month and up 16.7% from 36 in June of last year.

Inventory (light blue), New Listings (red), Sold (green)



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