

## City: Wilton



**Barbara Sweeney**  
Residential Real Estate Specialist  
(203) 451-6522  
www.BarbaraSweeneyHomes.com  
Barbara.Sweeney@cbmoves.com



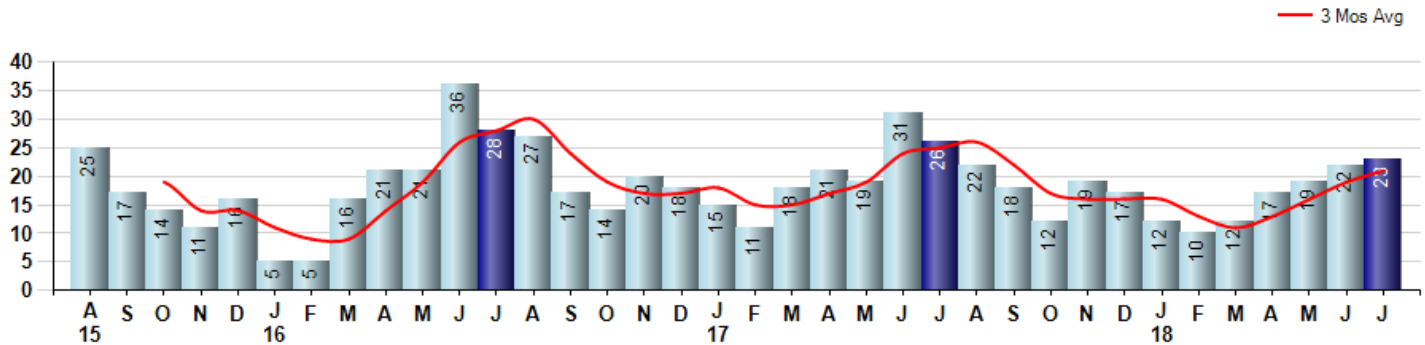
Price Range: 0 to 999999999 | Properties: Single Family Home

Market Profile & Trends Overview	Month	Trending Versus*:				Trending Versus*:		
		LM	L3M	PYM	LY	YTD	PriorYTD	PriorYear
Median List Price of all Current Listings	\$839,000	-1%		-9%				
Average List Price of all Current Listings	\$998,841	-3%		-9%				
July Median Sales Price	\$825,000	-5%	0%	12%	12%	\$795,000	5%	8%
July Average Sales Price	\$829,728	-2%	-9%	7%	1%	\$891,257	6%	8%
Total Properties Currently for Sale (Inventory)	247	8%		10%				
July Number of Properties Sold	23	5%		-12%			-18%	
July Average Days on Market (Solds)	89	25%	7%	-46%	-47%	95	-48%	-44%
Asking Price per Square Foot (based on New Listings)	\$264	-5%	0%	12%	7%	\$254	0%	3%
July Sold Price per Square Foot	\$226	6%	-2%	-9%	-5%	\$229	-7%	-4%
July Month's Supply of Inventory	10.7	3%	-3%	25%	-9%	11.9	-7%	1%
July Sale Price vs List Price Ratio	92.4%	-1.3%	-1%	-1%	1.0%	92.8%	0.7%	1.4%

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

### Property Sales

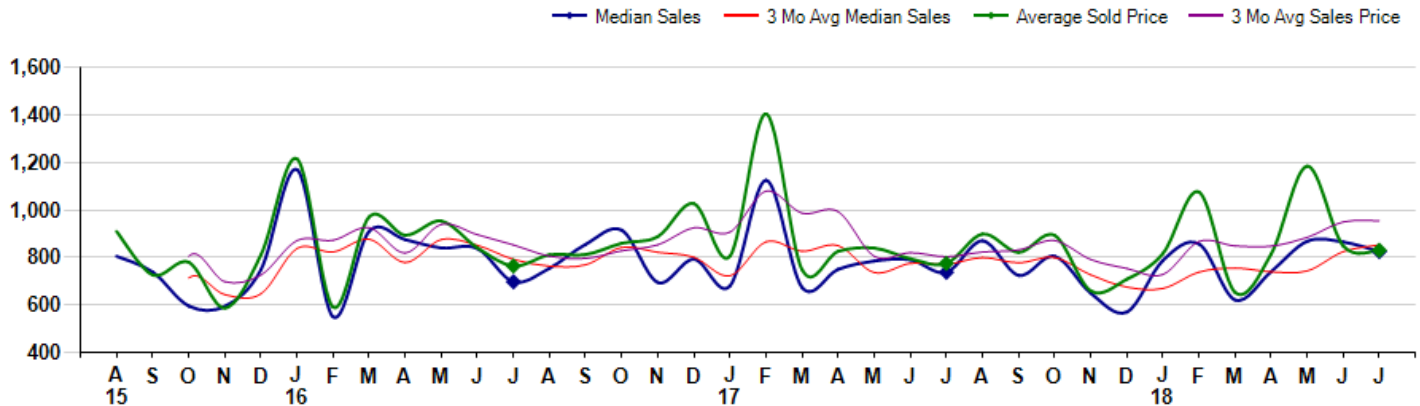
July Property sales were 23, down -11.5% from 26 in July of 2017 and 4.5% higher than the 22 sales last month. July 2018 sales were at their lowest level compared to July of 2017 and 2016. July YTD sales of 115 are running -18.4% behind last year's year-to-date sales of 141.



### Prices

The Median Sales Price in July was \$825,000, up 11.9% from \$737,500 in July of 2017 and down -4.6% from \$865,000 last month. The Average Sales Price in July was \$829,728, up 7.0% from \$775,143 in July of 2017 and down -2.2% from \$848,477 last month. July 2018 ASP was at highest level compared to July of 2017 and 2016.

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



## City: Wilton



**Barbara Sweeney**  
 Residential Real Estate Specialist  
 (203) 451-6522  
 www.BarbaraSweeneyHomes.com  
 Barbara.Sweeney@cbmoves.com



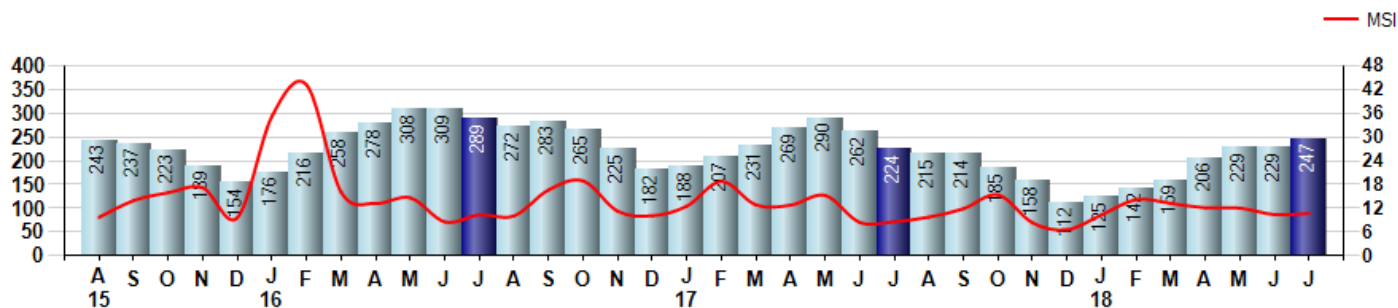
Price Range: 0 to 999999999 | Properties: Single Family Home

### Inventory & MSI

The Total Inventory of Properties available for sale as of July was 247, up 7.9% from 229 last month and up 10.3% from 224 in July of last year. July 2018 Inventory was at a mid range compared to July of 2017 and 2016.

A comparatively lower MSI is more beneficial for sellers while a higher MSI is better for buyers. The July 2018 MSI of 10.7 months was at its highest level compared with July of 2017 and 2016.

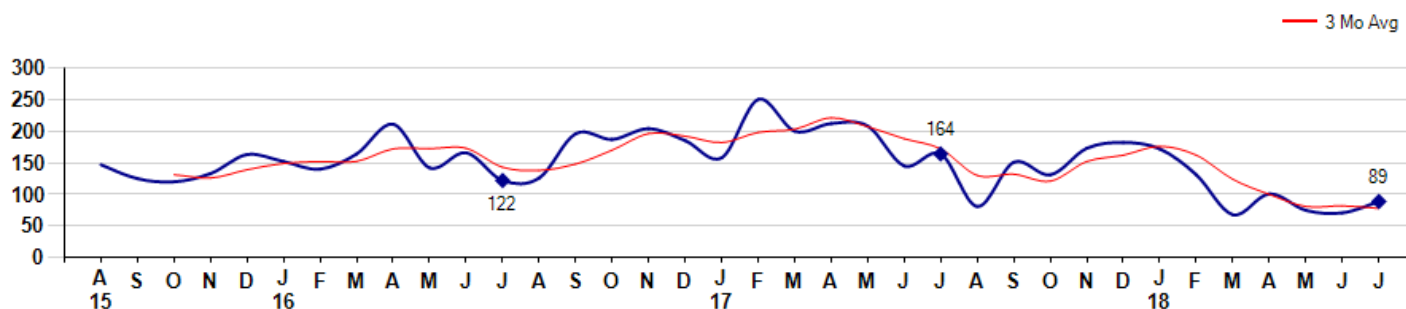
MSI is the # of months needed to sell all of the Inventory at the monthly Sales Pace



### 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 July was 89, up 25.4% from 71 days last month and down -45.7% from 164 days in July of last year. The July 2018 DOM was at its lowest level compared with July of 2017 and 2016.

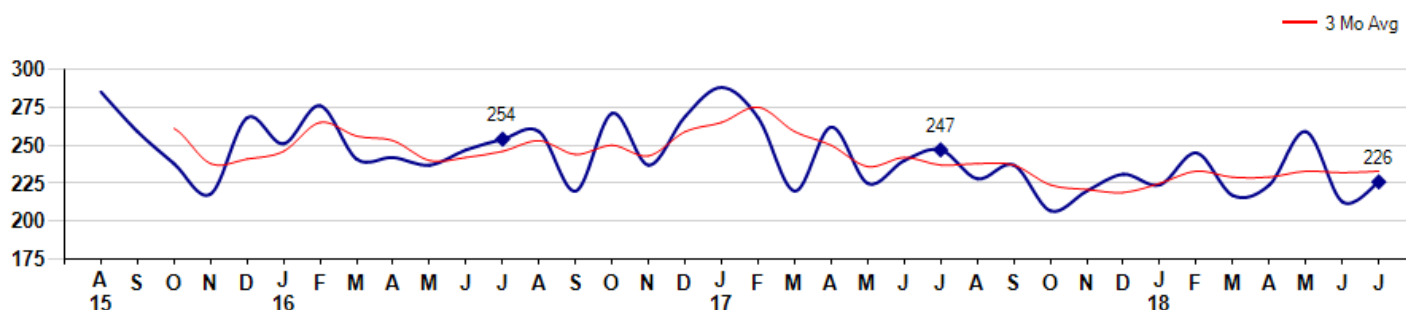
Average Days on Market(Listing to Contract) for properties sold during the month



### 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 July 2018 Selling Price per Square Foot of \$226 was up 6.1% from \$213 last month and down -8.5% from \$247 in July of last year.

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



## City: Wilton



**Barbara Sweeney**  
 Residential Real Estate Specialist  
 (203) 451-6522  
 www.BarbaraSweeneyHomes.com  
 Barbara.Sweeney@cbmoves.com

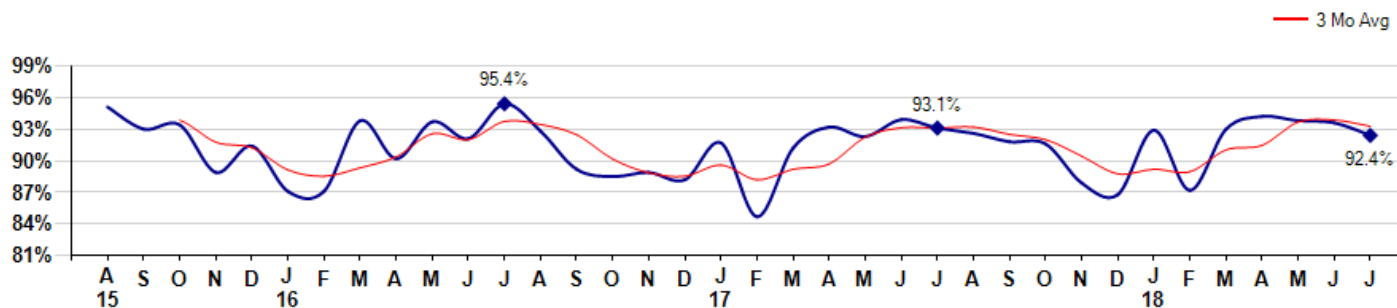


Price Range: 0 to 999999999 | Properties: Single Family Home

### 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 July 2018 Selling Price vs List Price of 92.4% was down from 93.6% last month and down from 93.1% in July of last year.

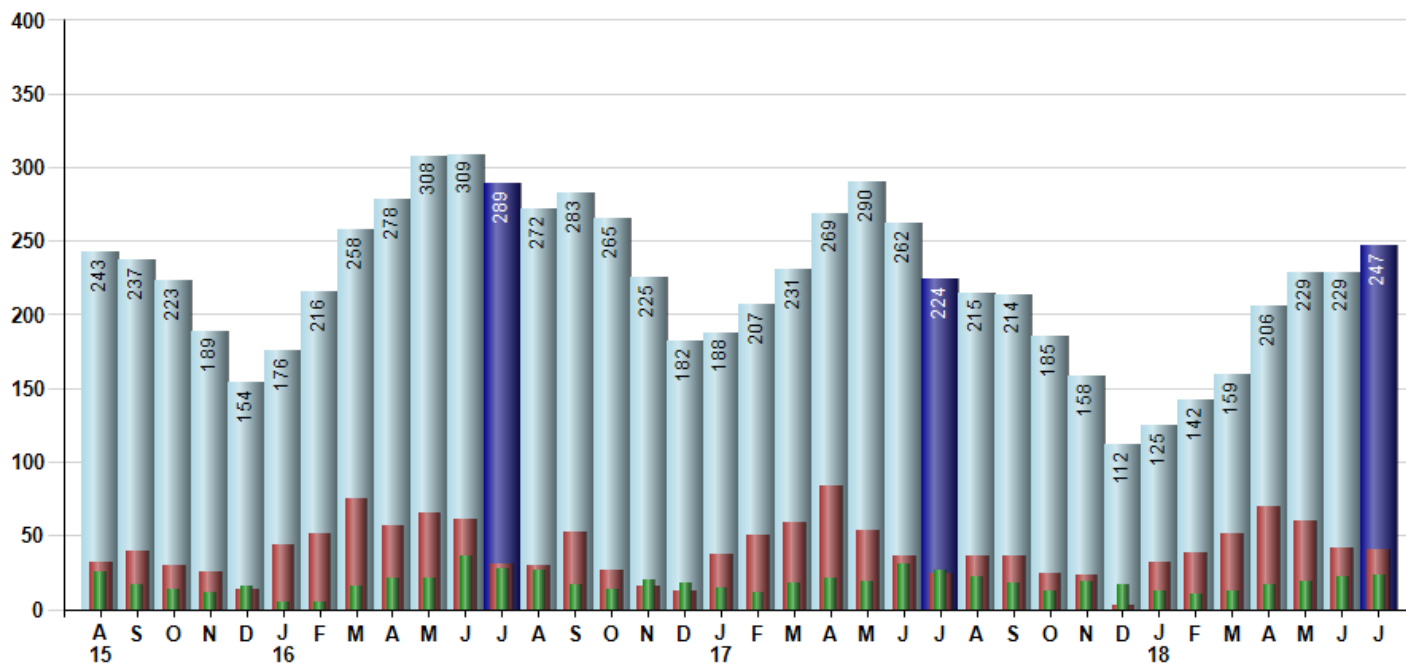
Avg Selling Price divided by Avg Listing Price for sold properties during the month



### 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 July 2018 was 40, down -4.8% from 42 last month and up 66.7% from 24 in July of last year.

Inventory New Listings Sold



© 2018 Coldwell Banker Residential Brokerage. All Rights Reserved. Coldwell Banker Residential Brokerage fully supports the principles of the Fair Housing Act and the Equal Opportunity Act. Coldwell Banker Residential Brokerage is operated by a subsidiary of NRT LLC. Coldwell Banker and the Coldwell Banker Logo are registered service marks owned by Coldwell Banker Real Estate LLC.

Based on information from SmartMLS for the period 8/1/2015 through 7/31/2018. Due to MLS reporting methods and allowable reporting policy, this data is only informational and may not be completely accurate. Therefore, Coldwell Banker Residential Brokerage does not guarantee the data accuracy. Data maintained by the MLS's may not reflect all real estate activity in the market.

