

# City: Wilton



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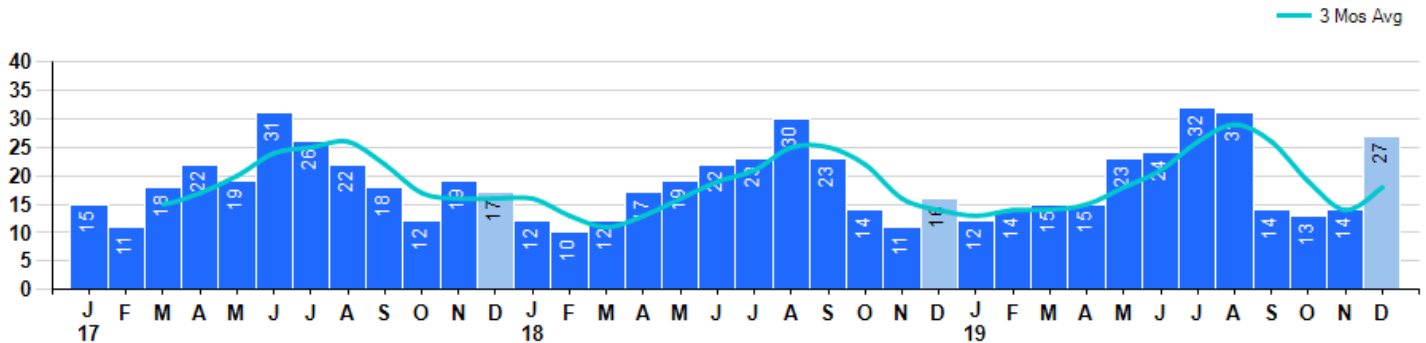
Price Range: 0 to 999999999 | Properties: Single Family Home

Market Profile & Trends Overview	Month	Trending Versus*:				Trending Versus*:		
		LM	L3M	PYM	LY	YTD	PriorYTD	PriorYear
Median List Price of all Current Listings	\$844,000	-1%		4%				
Average List Price of all Current Listings	\$981,763	2%		2%				
December Median Sales Price	\$610,000	14%	-1%	-15%	-21%	\$688,500	-12%	-11%
December Average Sales Price	\$694,552	23%	1%	-4%	-19%	\$758,477	-12%	-11%
Total Properties Currently for Sale (Inventory)	119	-29%		-23%				
December Number of Properties Sold	27	93%		69%			12%	
December Average Days on Market (Solds)	143	55%	13%	18%	36%	122	16%	16%
Asking Price per Square Foot (based on New Listings)	\$205	-6%	-9%	-11%	-16%	\$230	-6%	-5%
December Sold Price per Square Foot	\$208	-7%	0%	0%	-9%	\$215	-7%	-6%
December Month's Supply of Inventory	4.4	-63%	-59%	-55%	-63%	11.6	-2%	-2%
December Sale Price vs List Price Ratio	89.9%	-9.8%	-2%	-1%	-2.9%	91.8%	-0.8%	-0.9%

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

## Property Sales

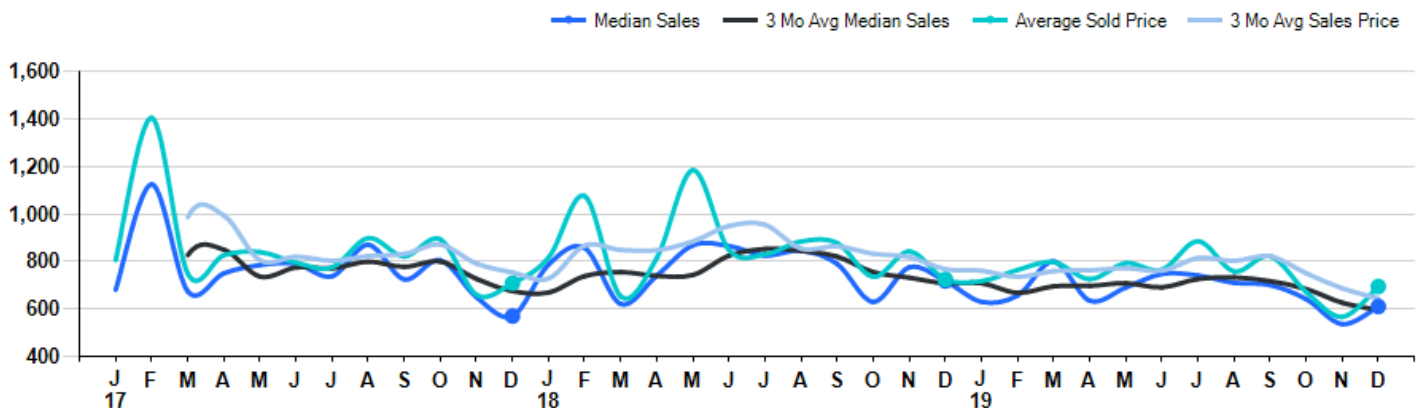
December Property sales were 27, up 68.8% from 16 in December of 2018 and 92.9% higher than the 14 sales last month. December 2019 sales were at their highest level compared to December of 2018 and 2017. December YTD sales of 234 are running 12.0% ahead of last year's year-to-date sales of 209.



## Prices

The Median Sales Price in December was \$610,000, down -15.0% from \$717,500 in December of 2018 and up 13.8% from \$536,000 last month. The Average Sales Price in December was \$694,552, down -4.1% from \$724,313 in December of 2018 and up 22.6% from \$566,429 last month. December 2019 ASP was at the lowest level compared to December of 2018 and 2017.

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



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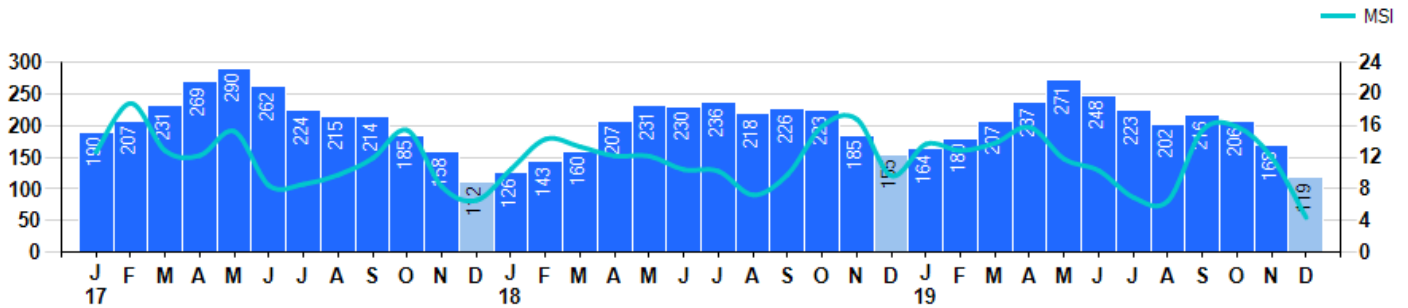
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## Inventory & MSI

The Total Inventory of Properties available for sale as of December was 119, down -29.2% from 168 last month and down -23.2% from 155 in December of last year. December 2019 Inventory was at a mid range compared to December of 2018 and 2017.

A comparatively lower MSI is more beneficial for sellers while a higher MSI is better for buyers. The December 2019 MSI of 4.4 months was at its lowest level compared with December of 2018 and 2017.

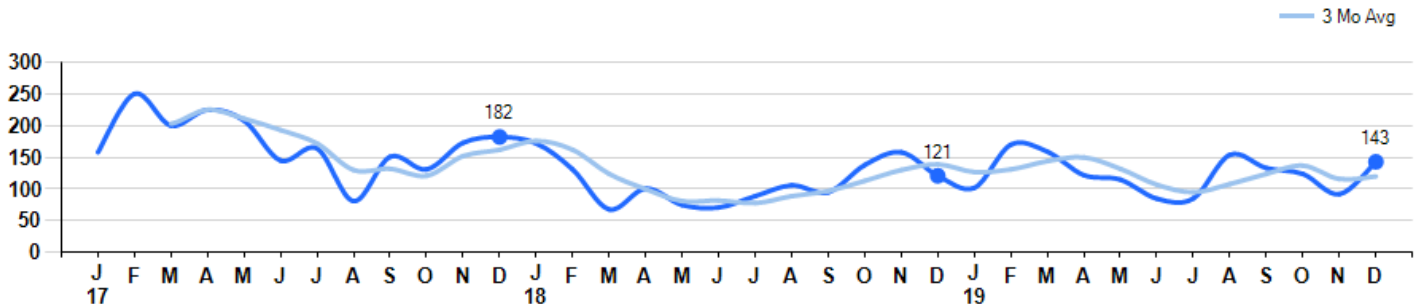
MSI is the # of months needed to sell all of the Inventory at the monthly Sales Pace



## 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 December was 143, up 55.4% from 92 days last month and up 18.2% from 121 days in December of last year. The December 2019 DOM was at a mid range compared with December of 2018 and 2017.

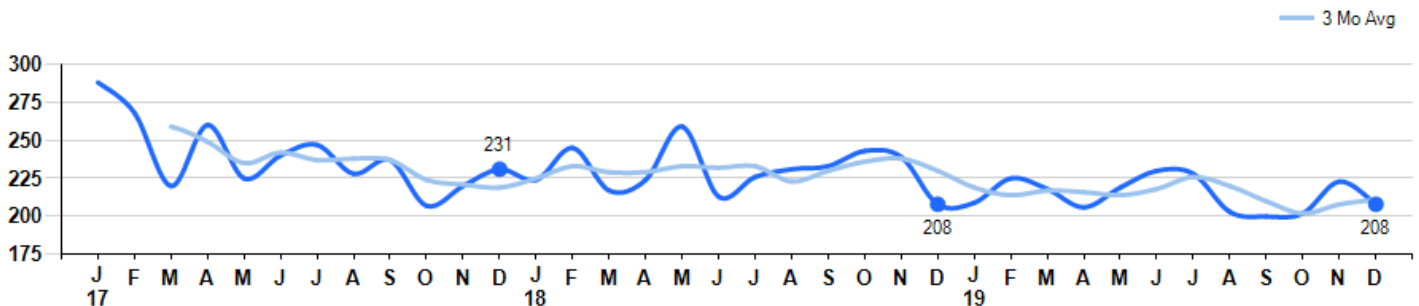
Average Days on Market(Listing to Contract) for properties sold during the month



## 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 December 2019 Selling Price per Square Foot of \$208 was down -6.7% from \$223 last month and equal to \$208 in December of last year.

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



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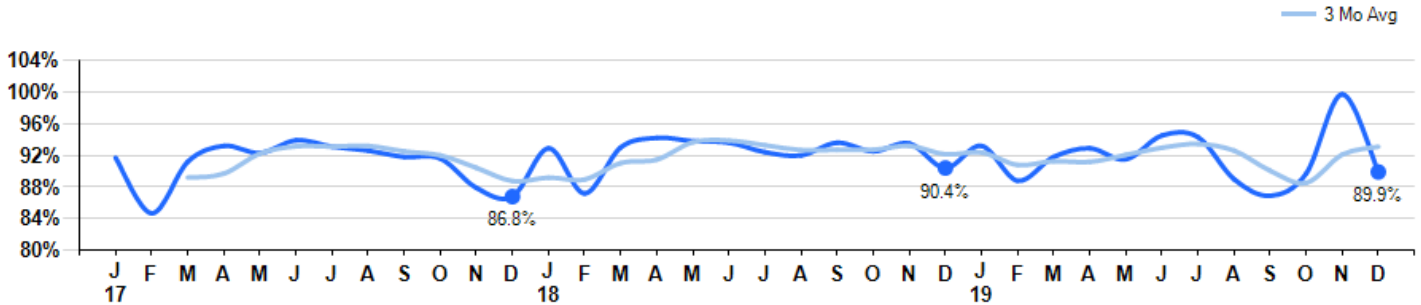
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## Selling Price vs Listing Price

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 December 2019 Selling Price vs List Price of 89.9% was down from 99.7% last month and down from 90.4% in December 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 December 2019 was 7, down -66.7% from 21 last month and down -22.2% from 9 in December of last year.

