

City: Wilton



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

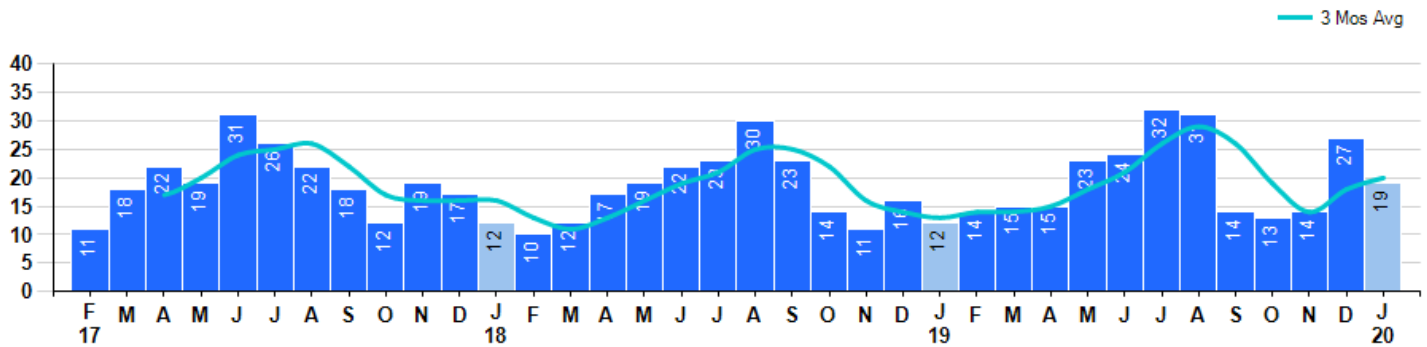
Price Range: 0 to 999999999 | Properties: Single Family Home

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	0%		4%				
Average List Price of all Current Listings	\$977,147	2%		3%				
January Median Sales Price	\$799,000	31%	25%	27%	15%	\$799,000	27%	15%
January Average Sales Price	\$762,232	10%	12%	6%	1%	\$762,232	6%	1%
Total Properties Currently for Sale (Inventory)	138	16%		-16%				
January Number of Properties Sold	19	-30%		58%		19	0%	
January Average Days on Market (Solds)	164	15%	22%	61%	31%	164	61%	31%
Asking Price per Square Foot (based on New Listings)	\$246	22%	8%	5%	7%	\$246	5%	7%
January Sold Price per Square Foot	\$197	-5%	-5%	-6%	-8%	\$197	-6%	-8%
January Month's Supply of Inventory	7.3	65%	-8%	-47%	-38%	7.3	-47%	-38%
January Sale Price vs List Price Ratio	88.8%	-1.2%	-3%	-5%	-3.0%	88.8%	-4.8%	-3.1%

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

Property Sales

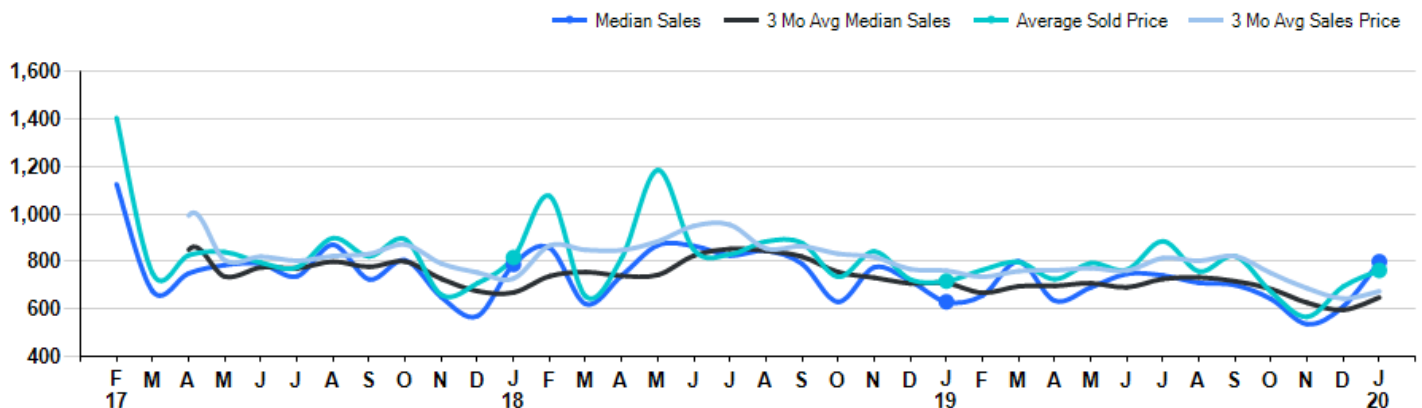
January Property sales were 19, up 58.3% from 12 in January of 2019 and -29.6% lower than the 27 sales last month. January 2020 sales were at their highest level compared to January of 2019 and 2018. January YTD sales of 19 are running 58.3% ahead of last year's year-to-date sales of 12.



Prices

The Median Sales Price in January was \$799,000, up 26.8% from \$630,000 in January of 2019 and up 31.0% from \$610,000 last month. The Average Sales Price in January was \$762,232, up 6.3% from \$716,875 in January of 2019 and up 9.7% from \$694,552 last month. January 2020 ASP was at a mid range compared to January of 2019 and 2018.

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



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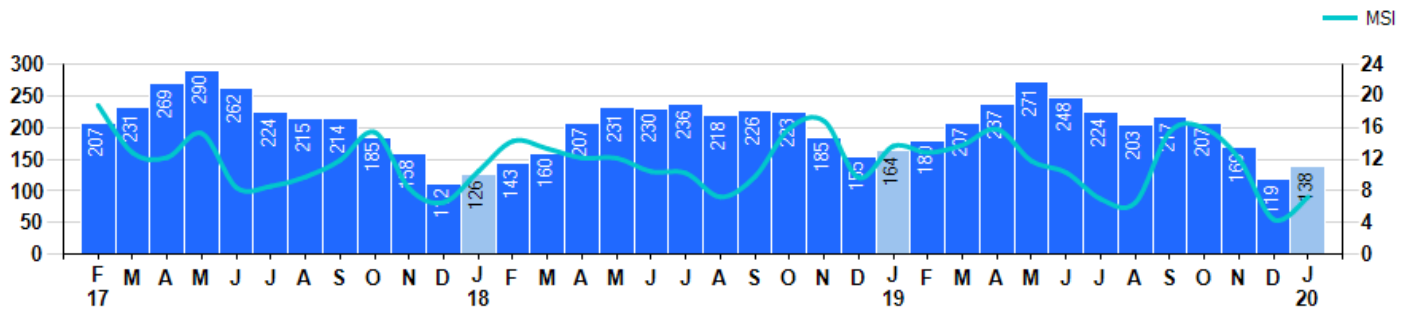
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Inventory & MSI

The Total Inventory of Properties available for sale as of January was 138, up 16.0% from 119 last month and down -15.9% from 164 in January of last year. January 2020 Inventory was at a mid range compared to January of 2019 and 2018.

A comparatively lower MSI is more beneficial for sellers while a higher MSI is better for buyers. The January 2020 MSI of 7.3 months was at its lowest level compared with January of 2019 and 2018.

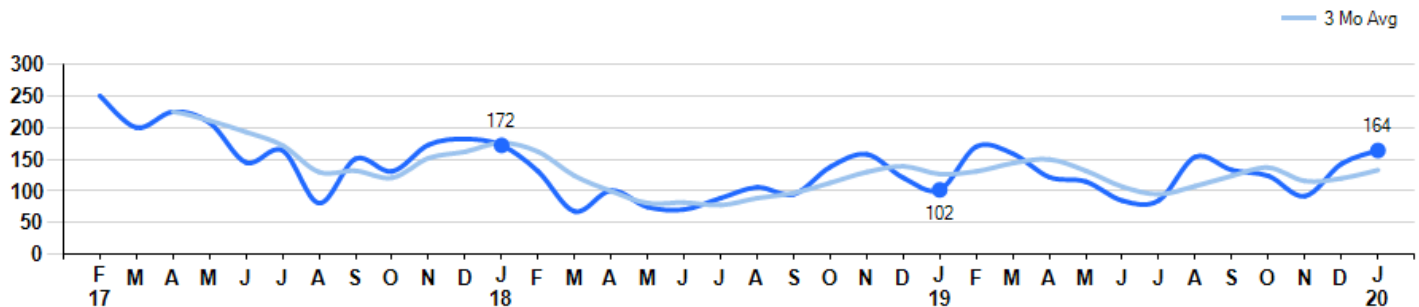
MSI is the # of months needed to sell all of the Inventory at the monthly Sales Pace



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 January was 164, up 14.7% from 143 days last month and up 60.8% from 102 days in January of last year. The January 2020 DOM was at a mid range compared with January of 2019 and 2018.

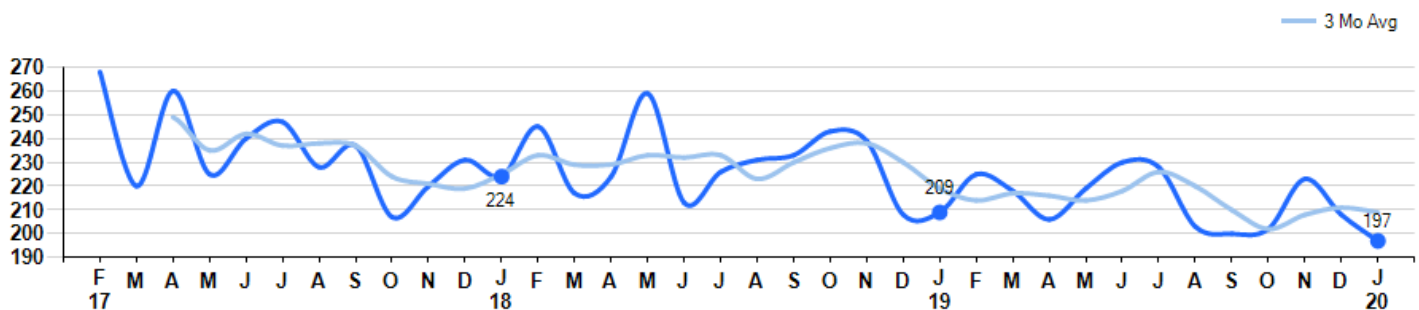
Average Days on Market(Listing to Contract) for properties sold during the month



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 January 2020 Selling Price per Square Foot of \$197 was down -5.3% from \$208 last month and down -5.7% from \$209 in January of last year.

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



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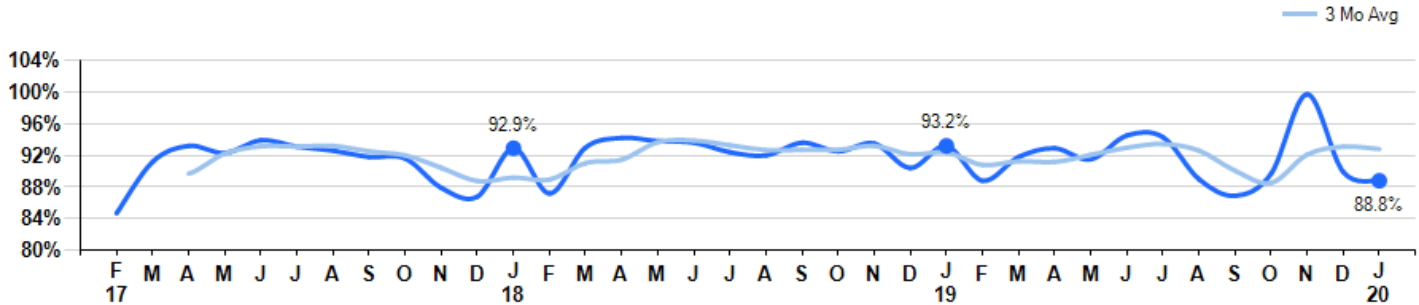
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Selling Price vs Listing Price

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 January 2020 Selling Price vs List Price of 88.8% was down from 89.9% last month and down from 93.2% in January 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 January 2020 was 39, up 457.1% from 7 last month and up 5.4% from 37 in January of last year.

Inventory (Blue), New Listings (Dark Blue), Sold (Light Blue)

