

MARKET ACTION REPORT

April 2011

City: *Wilton*

Bunny Mostad and Deb Alderson

Helping Families Find Homes and Homes Find Families

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www.FairfieldCountyForSale.com



Price Range: All | Properties: Single Family

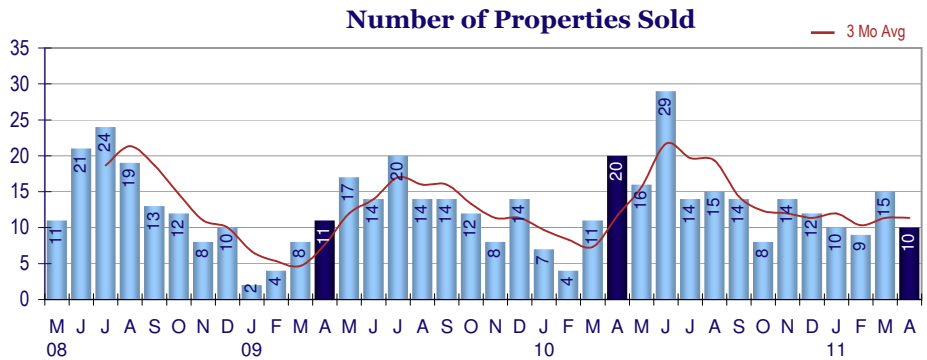
Market Profile & Trends Overview

	Month	Trending versus*:				YTD	Trending versus*:	
		LM	L3M	PYM	LY		Prior YTD	Prior Year
Median List Price of all Current Listings	\$884,500	↓		↓				
Average List Price of all Current Listings	\$1,085,758	↓		↓				
April Median Sales Price	\$905,000	↑	↑	↑	↑	\$767,500	↓	↓
April Average Sales Price	\$971,750	↑	↑	↔	↑	\$927,402	↑	↑
Total Properties Currently for Sale (Inventory)	194	↑		↑				
April Number of Properties Sold	10	↓		↓		44	↑	
April Average Days on Market (Solds)	133	↓	↔	↓	↑	133	↓	↑
Asking Price per Square Foot (based on New Listings)	\$299	↑	↑	↓	↔	\$291	↓	↓
April Sold Price per Square Foot	\$255	↑	↔	↔	↓	\$257	↔	↓
April Month's Supply of Inventory	19.4	↑	↑	↑	↑	14.6	↓	↓
April Sale Price vs List Price Ratio	94.5%	↓	↓	↑	↑	94.7%	↑	↑

* LM=Last Month / L3M=Last 3 Months / PYM=Same Month Prior Year / LY=Last Year (2010) / YTD = Year-to-date | Arrows indicate if Month / YTD values are higher (up), lower (down) or unchanged (flat)

Property Sales

April Property sales were 10, down 50.0% from 20 in April of 2010 and 33.3% lower than the 15 sales last month. April 2011 sales were at their lowest level compared to April of 2010 and 2009. April YTD sales of 44 are running 4.8% ahead of last year's year-to-date sales of 42.



Prices

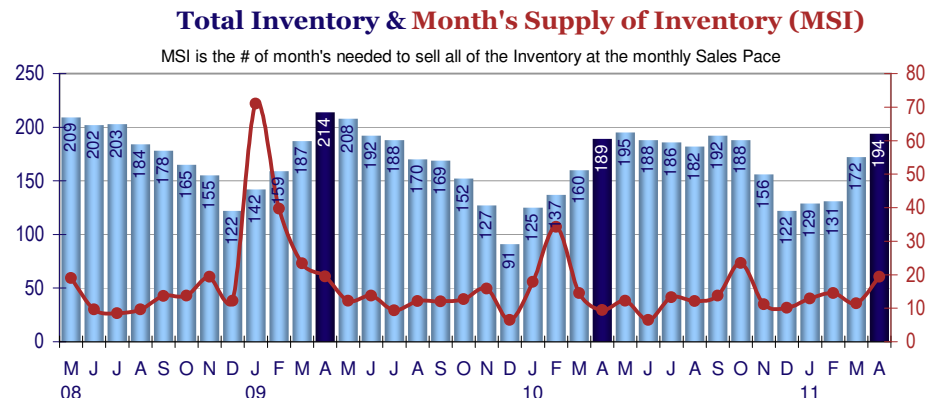
The Median Sales Price in April was \$905,000, up 6.5% from \$850,000 in April of 2010 and up 26.6% from \$715,000 last month. The Average Sales Price in April was \$971,750, up 0.0% from \$971,350 in April of 2010 and up 21.2% from \$801,847 last month. April 2011 ASP was at the highest level compared to April of 2010 and 2009.



Inventory & MSI

The Total Inventory of Properties available for sale as of April was 194, up 12.8% from 172 last month and up 2.6% from 189 in April of last year. April 2011 Inventory was at a mid level compared with April of 2010 and 2009.

A comparatively lower MSI is more beneficial for sellers while a higher MSI is better for buyers. The April 2011 MSI of 19.4 months was at a mid level compared with April of 2010 and 2009.



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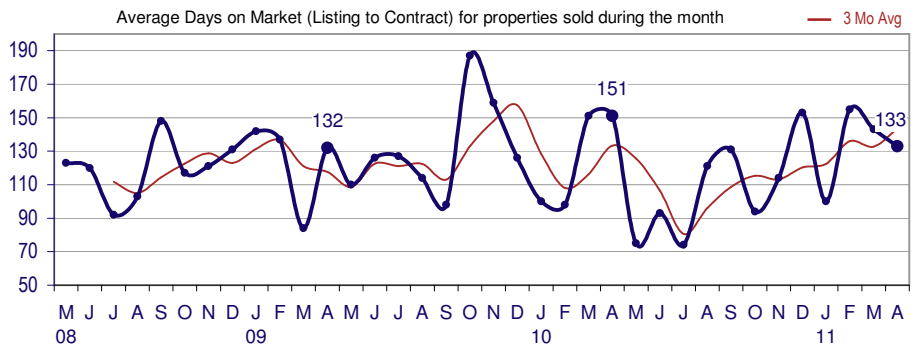


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Market Time

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 133, down 7.0% from 143 days last month and down 11.9% from 151 days in April of last year. The April 2011 DOM was at a mid level compared with April of 2010 and 2009.

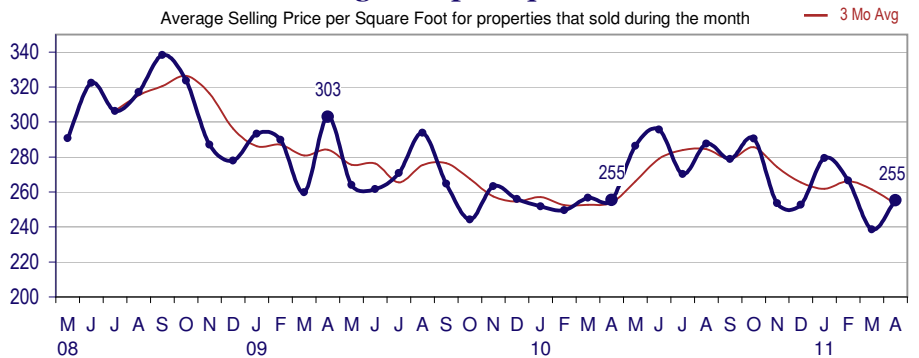
Days On Market for Sold Properties



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 2011 Selling Price per Square Foot of \$255 was up 6.9% from \$239 last month and down 0.1% from 255 in April of last year.

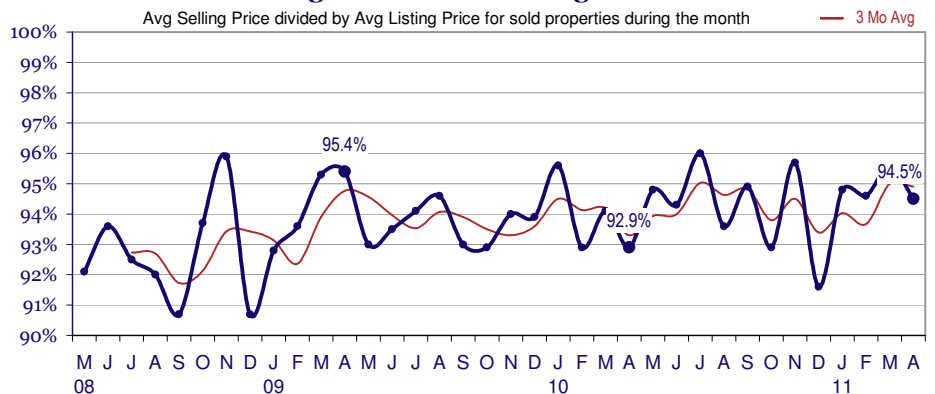
Selling Price per Square Foot



Selling Price vs Original Listing Price

The Selling Price vs Original Listing Price reveals the average amount that Sellers are agreeing to come down from their original 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 2011 Selling Price vs Original List Price of 94.5% was down from 95.6% last month and up from 92.9% in April of last year.

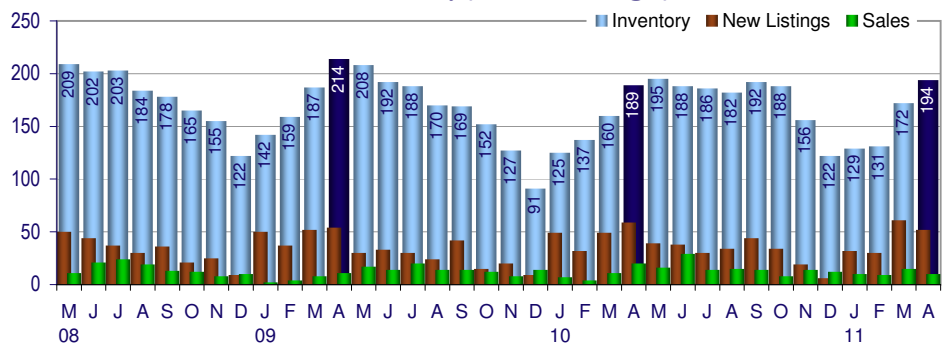
Selling Price versus Listing Price Ratio



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 2011 was 52, down 14.8% from 61 last month and down 11.9% from 59 in April of last year.

Inventory / New Listings / Sales



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