

# MARKET ACTION REPORT

January 2011

City: *Wilton*

**Bunny Mostad and Deb Alderson**

Helping Families Find Homes and Homes Find Families

203.803.5695

Bunny@BunnyMostad.com

www.FairfieldCountyForSale.com



Price Range: All | Properties: Single Family

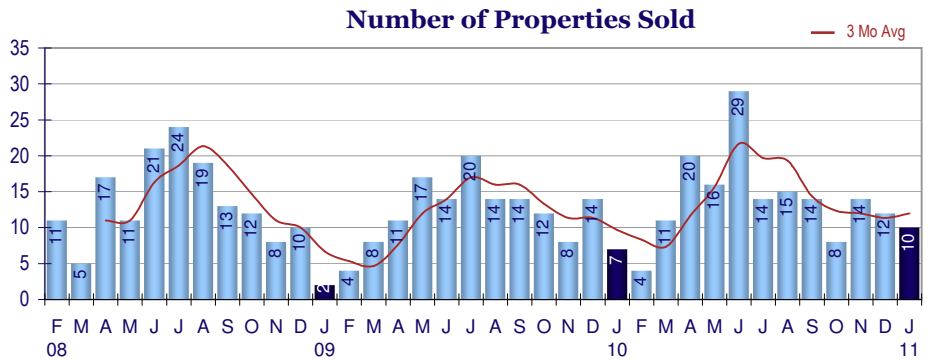
## Market Profile & Trends Overview

	Month	Trending versus*:				YTD	Trending versus*:	
		LM	L3M	PYM	LY		Prior YTD	Prior Year
Median List Price of all Current Listings	\$929,000	↑		↑				
Average List Price of all Current Listings	\$1,183,511	↑		↔				
January Median Sales Price	\$950,000	↑	↑	↑	↑	\$950,000	↑	↑
January Average Sales Price	\$1,169,600	↑	↑	↑	↑	\$1,169,600	↑	↑
Total Properties Currently for Sale (Inventory)	123	↑		↓				
January Number of Properties Sold	10	↓		↑		10	↑	
January Average Days on Market (Solds)	100	↓	↓	↔	↓	100	↔	↓
Asking Price per Square Foot (based on New Listings)	\$289	↑	↓	↓	↓	\$289	↓	↓
January Sold Price per Square Foot	\$279	↑	↑	↑	↑	\$279	↑	↑
January Month's Supply of Inventory	12.3	↑	↑	↓	↓	12.3	↓	↓
January Sale Price vs List Price Ratio	94.8%	↑	↑	↓	↑	94.2%	↑	↔

\* 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)

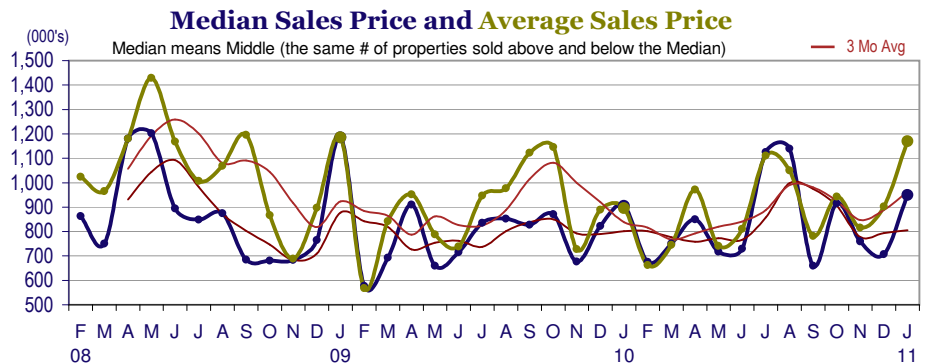
## Property Sales

January Property sales were 10, up 42.9% from 7 in January of 2010 and 16.7% lower than the 12 sales last month. January 2011 sales were at their highest level compared to January of 2010 and 2009. January YTD sales of 10 are running 42.9% ahead of last year's year-to-date sales of 7.



## Prices

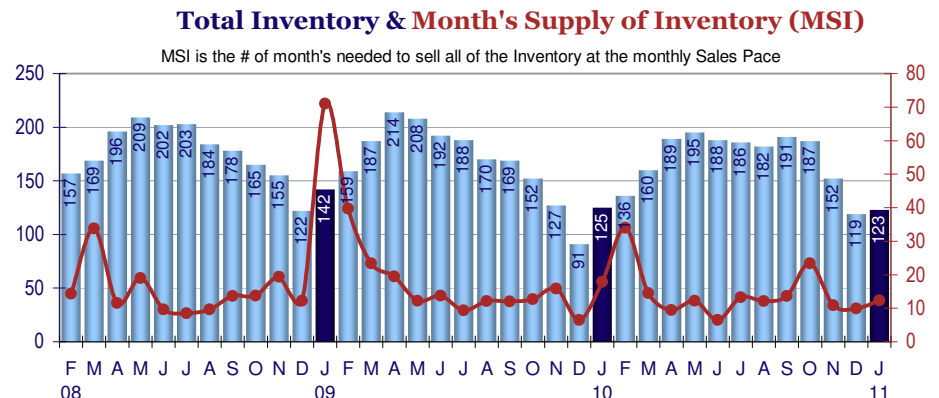
The Median Sales Price in January was \$950,000, up 5.0% from \$905,100 in January of 2010 and up 34.3% from \$707,500 last month. The Average Sales Price in January was \$1,169,600, up 30.5% from \$896,443 in January of 2010 and up 29.5% from \$902,929 last month. January 2011 ASP was at a mid range compared to January of 2010 and 2009.



## Inventory & MSI

The Total Inventory of Properties available for sale as of January was 123, up 3.4% from 119 last month and down 1.6% from 125 in January of last year. January 2011 Inventory was at its lowest level compared with January of 2010 and 2009.

A comparatively lower MSI is more beneficial for sellers while a higher MSI is better for buyers. The January 2011 MSI of 12.3 months was at its lowest level compared with January of 2010 and 2009.



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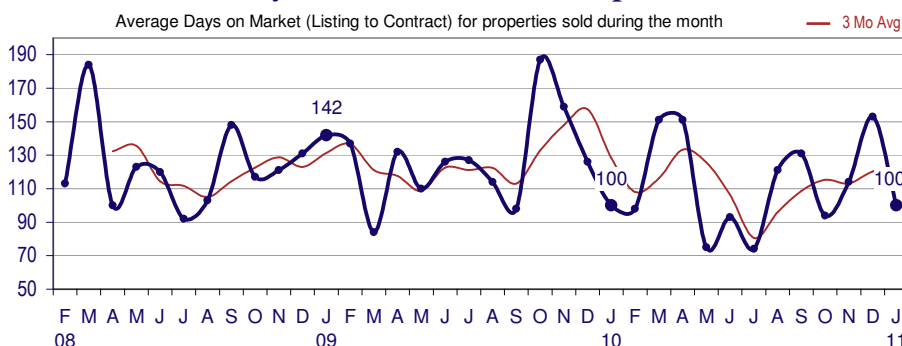


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## Market Time

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 January was 100, down 34.6% from 153 days last month and equal to 100 days in January of last year. The January 2011 DOM was at its lowest level compared with January of 2010 and 2009.

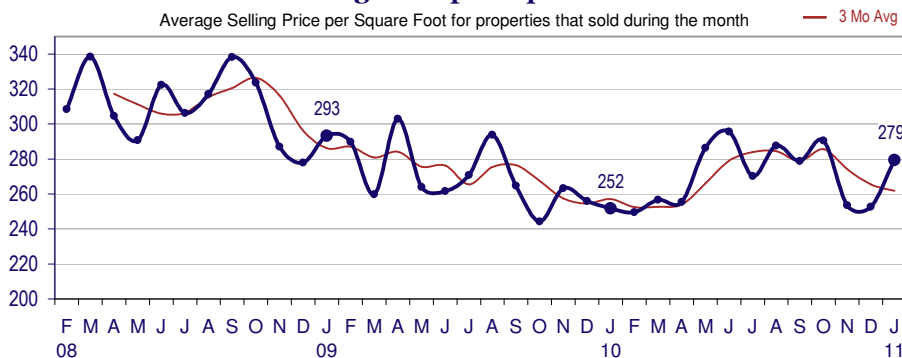
## Days On Market for Sold Properties



## 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 January 2011 Selling Price per Square Foot of \$279 was up 10.6% from \$253 last month and up 10.9% from 252 in January of last year.

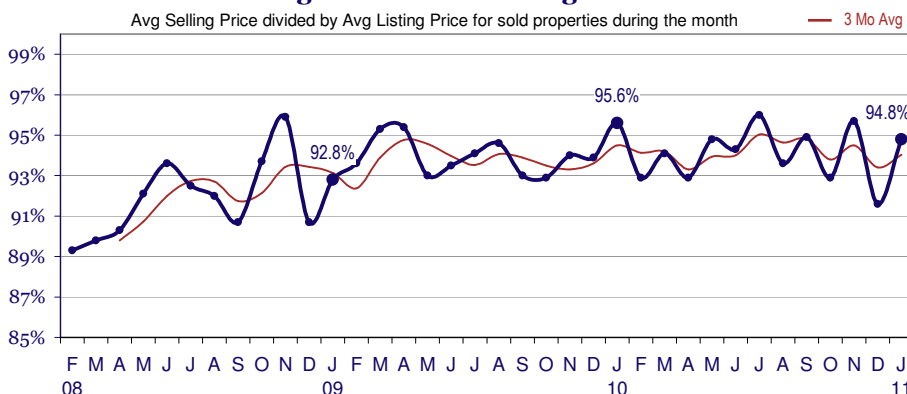
## Selling Price per Square Foot



## 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 January 2011 Selling Price vs Original List Price of 94.8% was up from 91.6% last month and down from 95.6% in January of last year.

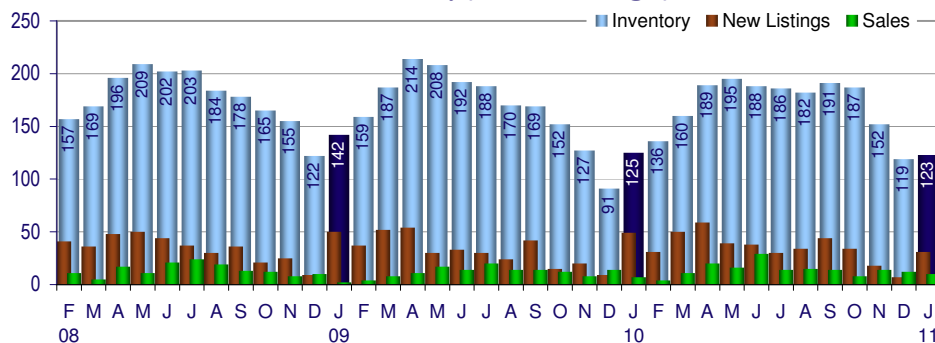
## Selling Price versus Listing Price Ratio



## 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 January 2011 was 31, up 342.9% from 7 last month and down 36.7% from 49 in January of last year.

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