

MARKET ACTION REPORT

July 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: Condo - TwnHm

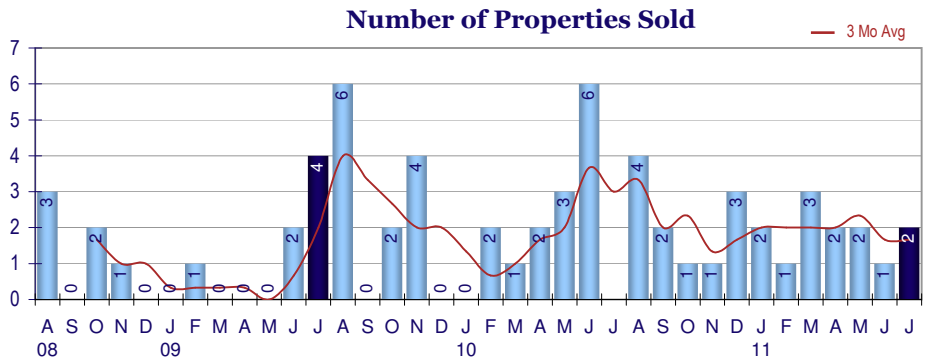
Market Profile & Trends Overview

	Trending versus*:				Trending versus*:			
	Month	LM	L3M	PYM	LY	YTD	Prior YTD	Prior Year
Median List Price of all Current Listings	\$379,000	↔		↓				
Average List Price of all Current Listings	\$486,958	↑		↑				
July Median Sales Price	\$309,500	↓	↓	↑	↓	\$350,000	↑	↓
July Average Sales Price	\$309,500	↓	↓	↑	↓	\$358,712	↑	↓
Total Properties Currently for Sale (Inventory)	13	↓		↓				
July Number of Properties Sold	2	↑		↑		13	↓	
July Average Days on Market (Solds)	122	↑	↑	↑	↔	126	↑	↑
Asking Price per Square Foot (based on New Listings)	\$305	↓	↓	↓	↓	\$307	↓	↓
July Sold Price per Square Foot	\$259	↑	↑	↑	↓	\$260	↔	↓
July Month's Supply of Inventory	6.5	↓	↓	↓	↓	9.7	↓	↓
July Sale Price vs List Price Ratio	86.8%	↓	↓	↑	↓	94.4%	↓	↓

* 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)

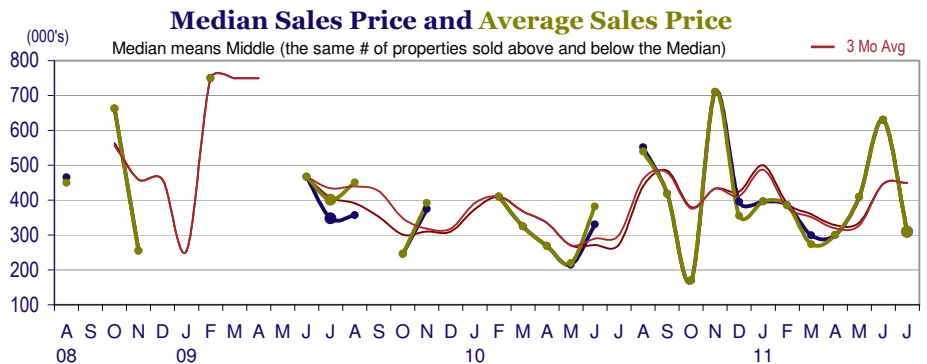
Property Sales

July Property sales were 2, up from 0 in July of 2010 and 100.0% higher than the 1 sales last month. July 2011 sales were at a mid level compared to July of 2010 and 2009. July YTD sales of 13 are running 7.1% behind last year's year-to-date sales of 14.



Prices

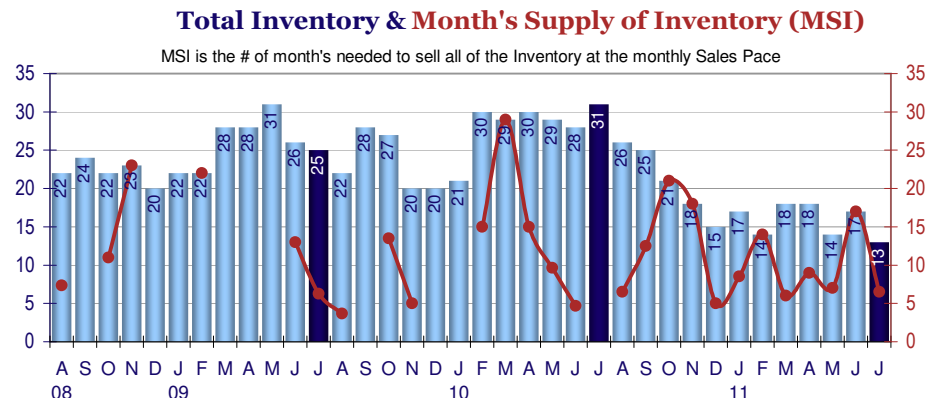
The Median Sales Price in July was \$309,500, up from \$0 in July of 2010 and down 50.9% from \$630,000 last month. The Average Sales Price in July was \$309,500, up from \$0 in July of 2010 and down 50.9% from \$630,000 last month. July 2011 ASP was at the lowest level compared to July of 2010 and 2009.



Inventory & MSI

The Total Inventory of Properties available for sale as of July was 13, down 23.5% from 17 last month and down 58.1% from 31 in July of last year. July 2011 Inventory was at its lowest level compared with July of 2010 and 2009.

A comparatively lower MSI is more beneficial for sellers while a higher MSI is better for buyers. The July 2011 MSI of 6.5 months was at its highest level compared with July of 2010 and 2009.



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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 July was 122, up 125.9% from 54 days last month and up from 0 days in July of last year. The July 2011 DOM was at a mid level compared with July of 2010 and 2009.

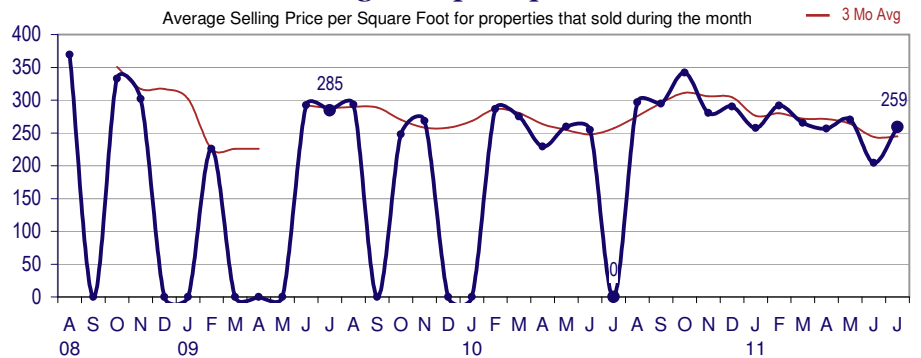
Days On Market for Sold Properties



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 July 2011 Selling Price per Square Foot of \$259 was up 26.7% from \$205 last month and up from 0 in July of last year.

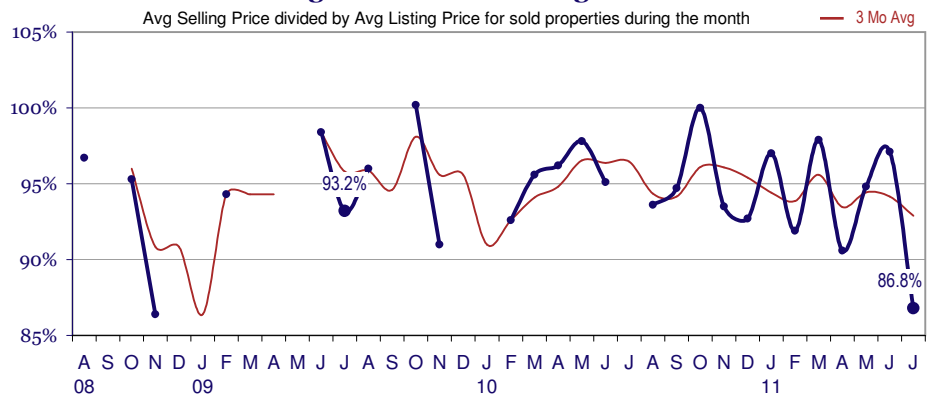
Selling Price per Square Foot



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 July 2011 Selling Price vs Original List Price of 86.8% was down from 97.1% last month and up from 0.0% in July of last year.

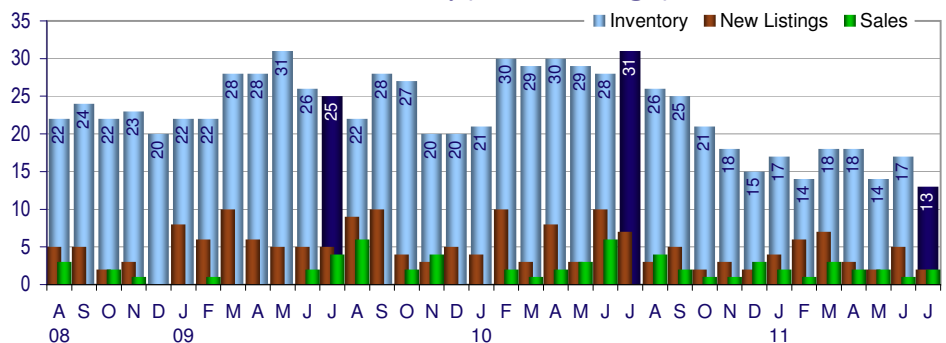
Selling Price versus Listing Price Ratio



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 July 2011 was 2, down 60.0% from 5 last month and down 71.4% from 7 in July of last year.

Inventory / New Listings / Sales



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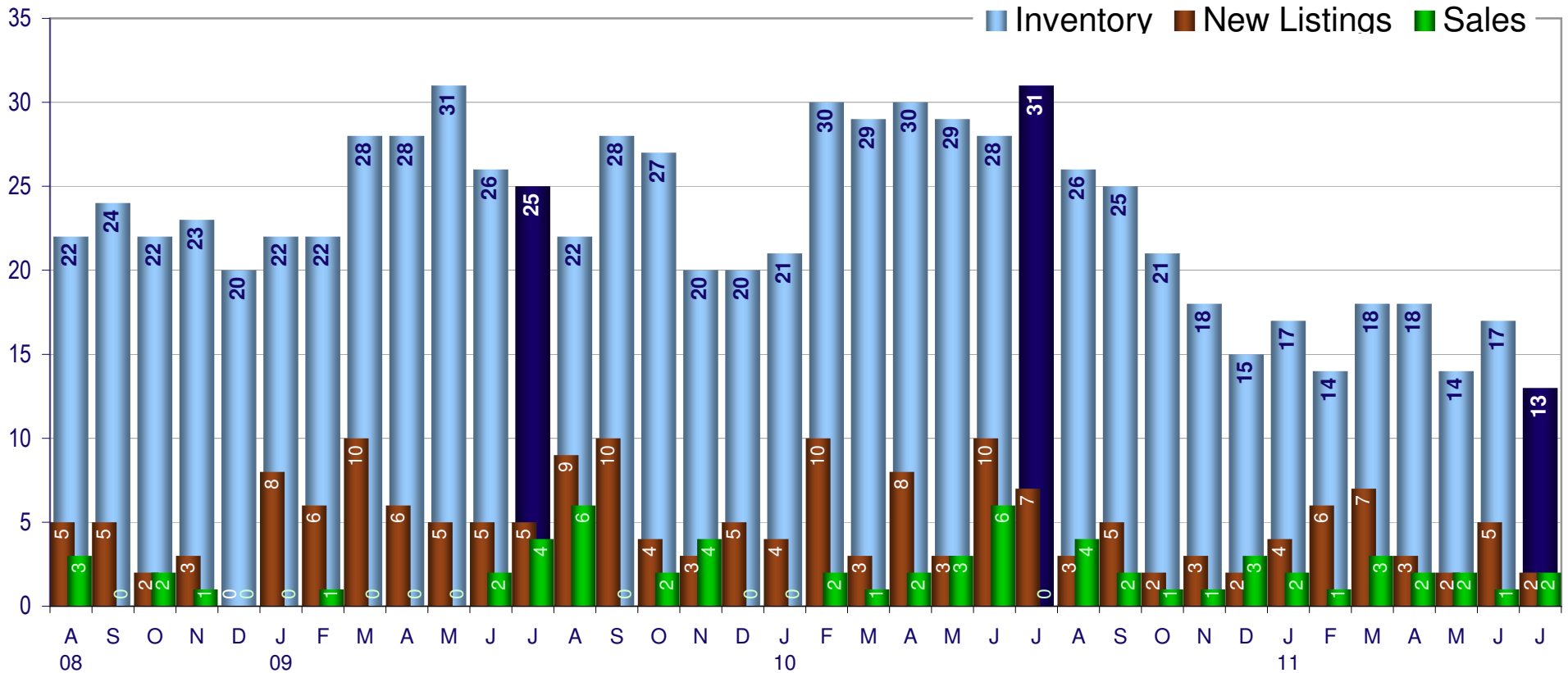
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