

MARKET ACTION REPORT

July 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

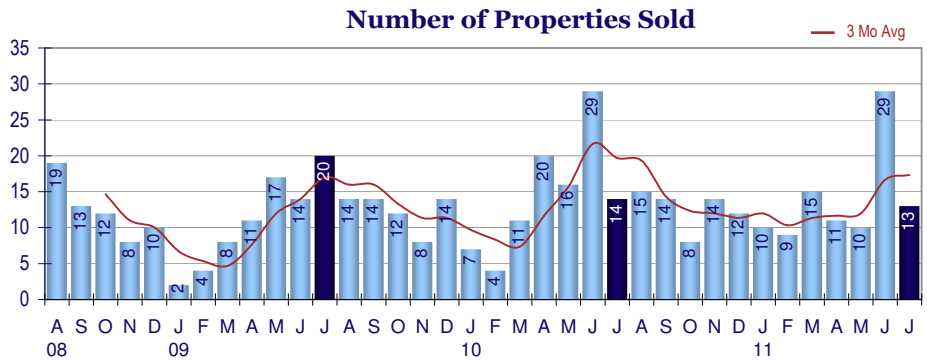
Market Profile & Trends Overview

	Month	Trending versus*:				YTD	Trending versus*:	
		LM	L3M	PYM	LY		Prior YTD	Prior Year
Median List Price of all Current Listings	\$877,000	↔		↔				
Average List Price of all Current Listings	\$1,078,982	↑		↓				
July Median Sales Price	\$900,000	↑	↑	↓	↑	\$825,000	↑	
July Average Sales Price	\$1,015,908	↑	↑	↓	↑	\$931,490	↑	
Total Properties Currently for Sale (Inventory)	222	↓		↑				
July Number of Properties Sold	13	↓		↓		97	↓	
July Average Days on Market (Solds)	78	↓	↓	↑	↓	115	↑	
Asking Price per Square Foot (based on New Listings)	\$303	↔	↑	↑	↑	\$289	↓	
July Sold Price per Square Foot	\$278	↑	↑	↑	↑	\$262	↓	
July Month's Supply of Inventory	17.1	↑	↑	↑	↑	14.8	↔	
July Sale Price vs List Price Ratio	96.3%	↑	↑	↑	↑	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)

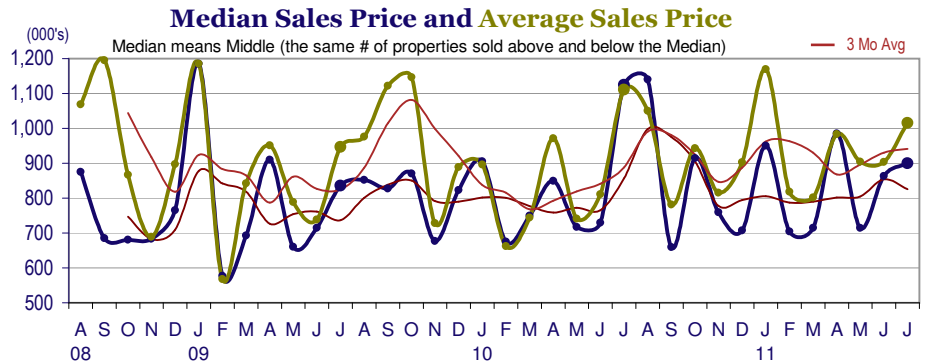
Property Sales

July Property sales were 13, down 7.1% from 14 in July of 2010 and 55.2% lower than the 29 sales last month. July 2011 sales were at their lowest level compared to July of 2010 and 2009. July YTD sales of 97 are running 4.0% behind last year's year-to-date sales of 101.



Prices

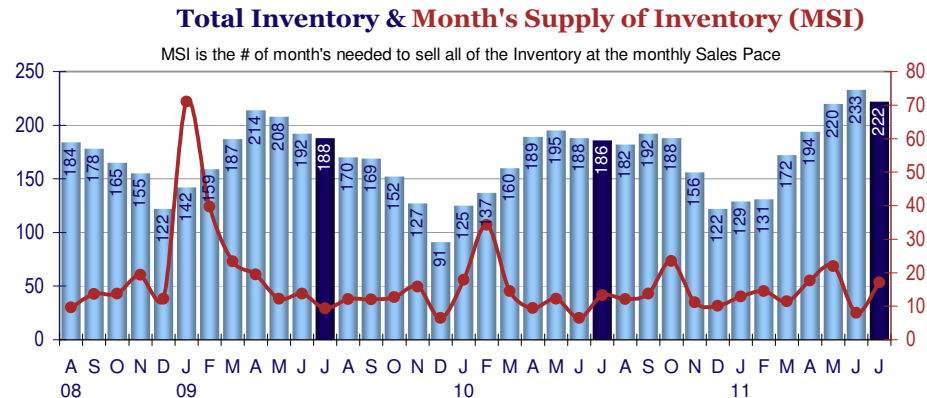
The Median Sales Price in July was \$900,000, down 20.0% from \$1,125,100 in July of 2010 and up 4.3% from \$863,000 last month. The Average Sales Price in July was \$1,015,908, down 8.6% from \$1,110,979 in July of 2010 and up 12.5% from \$903,310 last month. July 2011 ASP was at a mid range compared to July of 2010 and 2009.



Inventory & MSI

The Total Inventory of Properties available for sale as of July was 222, down 4.7% from 233 last month and up 19.4% from 186 in July of last year. July 2011 Inventory was at its highest 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 17.1 months was at its highest level compared with July of 2010 and 2009.



City: *Wilton*

Bunny Mostad and Deb Alderson

Helping Families Find Homes and Homes Find Families

203.803.5695

Bunny@BunnyMostad.com

www.FairfieldCountyForSale.com

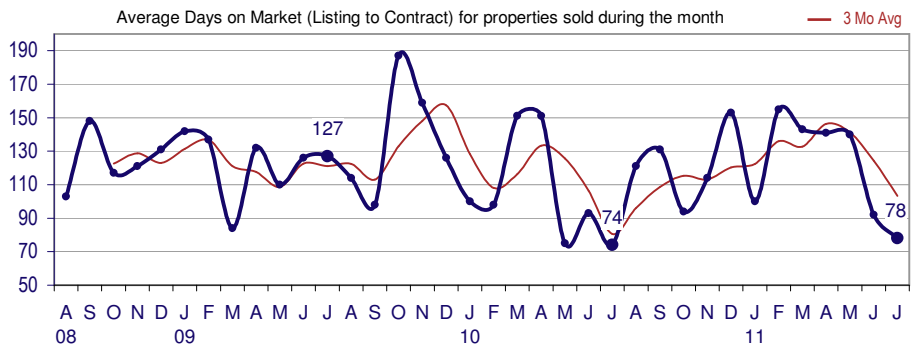


Price Range: All | Properties: Single Family

Market 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 78, down 15.2% from 92 days last month and up 5.4% from 74 days in July of last year. The July 2011 DOM was at a mid level compared with July of 2010 and 2009.

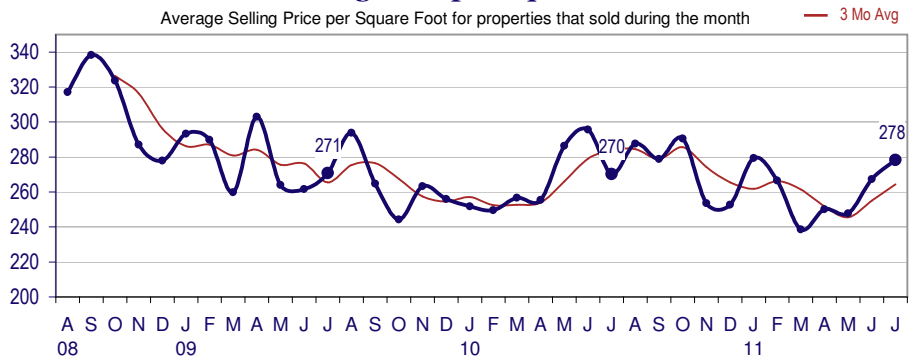
Days On Market for Sold Properties



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 \$278 was up 4.1% from \$267 last month and up 3.0% from 270 in July of last year.

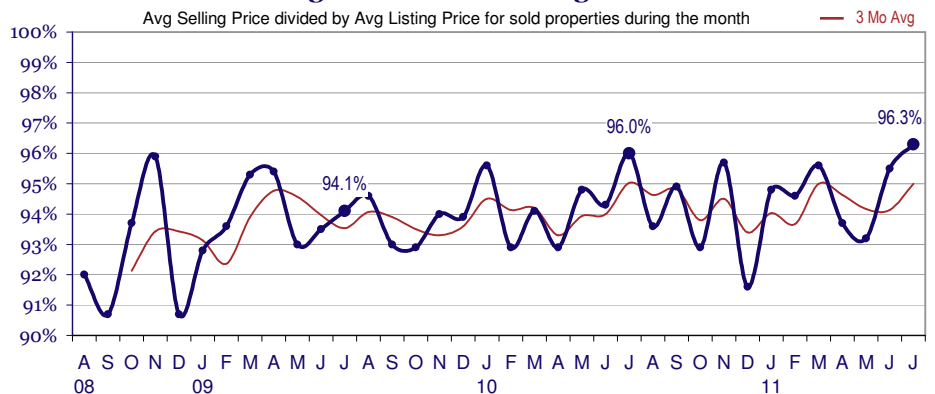
Selling Price per Square Foot



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 96.3% was up from 95.5% last month and up from 96.0% in July of last year.

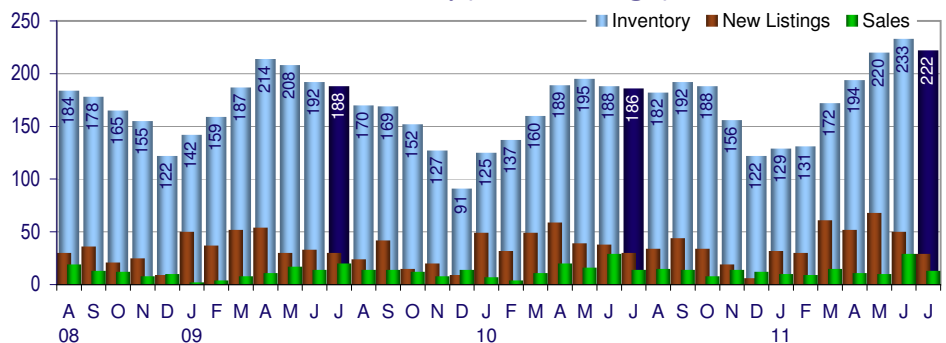
Selling Price versus Listing Price Ratio



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 29, down 42.0% from 50 last month and down 3.3% from 30 in July of last year.

Inventory / New Listings / Sales



City: Wilton

Bunny Mostad and Deb Alderson

Helping Families Find Homes and Homes Find Families

203.803.5695

Bunny@BunnyMostad.com

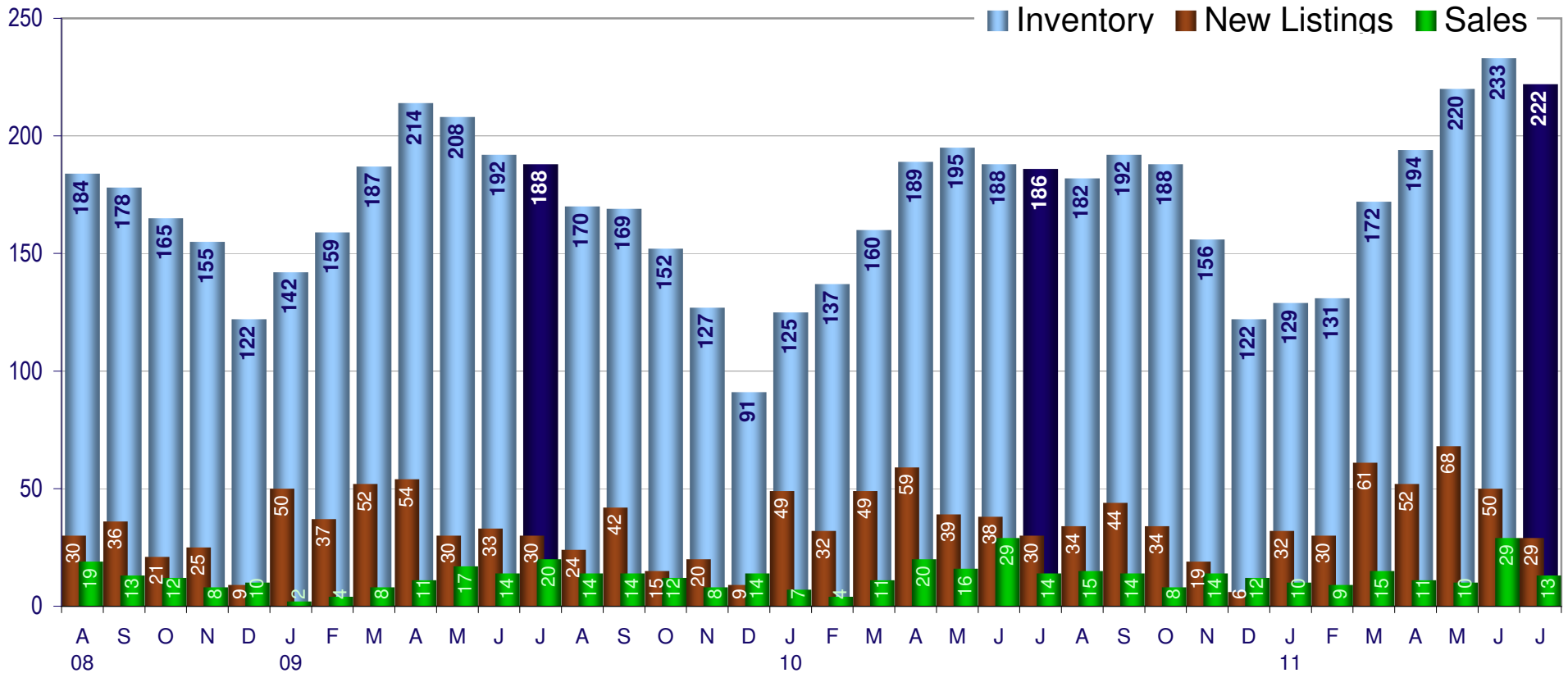
www.FairfieldCountyForSale.com



Price Range: All | Properties: Single Family

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 29, down 42.0% from 50 last month and down 3.3% from 30 in July of last year.



Copyright © Coldwell Banker Residential Brokerage | Price Range: All | Property Types: Single Family

Data is provided courtesy of Greater Fairfield County CMLS, Inc. and may not reflect all relevant real estate activity. Coldwell Banker Residential Brokerage does not warrant or guarantee

does not warrant or guarantee the accuracy of this information. It is the responsibility of any buyer or seller to verify any and all information relevant to such consumer's real estate transaction.