

MARKET ACTION REPORT

November 2011

City: *Wilton*

Deb Alderson and Bunny Mostad

Helping Families Find Homes and Homes Find Families

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www.FairfieldCountyForSale.com



Price Range: All | Properties: Single Family

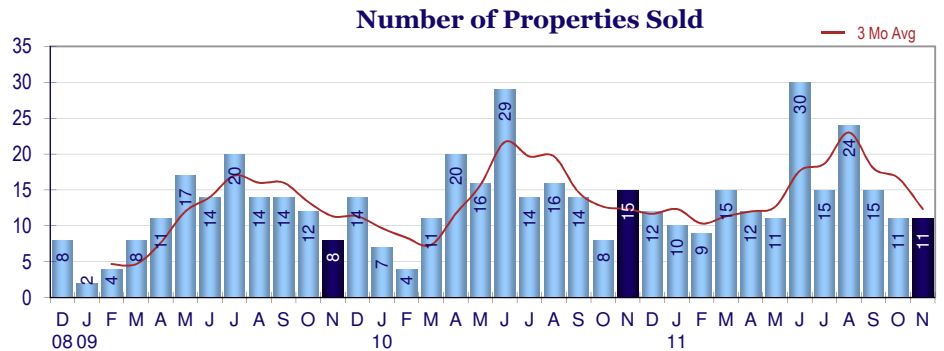
Market Profile & Trends Overview

	Month	Trending versus*:				YTD	Trending versus*:	
		LM	L3M	PYM	LY		Prior YTD	Prior Year
Median List Price of all Current Listings	\$857,500	↑		↓				
Average List Price of all Current Listings	\$1,068,467	↑		↓				
November Median Sales Price	\$1,100,000	↑	↑	↑	↑	\$825,000	↑	↑
November Average Sales Price	\$1,086,536	↔	↑	↑	↑	\$967,940	↑	↑
Total Properties Currently for Sale (Inventory)	174	↓		↑				
November Number of Properties Sold	11	↔		↓		163	↑	
November Average Days on Market (Solds)	96	↓	↓	↓	↓	113	↑	↔
Asking Price per Square Foot (based on New Listings)	\$298	↑	↑	↓	↔	\$284	↓	↓
November Sold Price per Square Foot	\$253	↓	↓	↔	↓	\$262	↓	↓
November Month's Supply of Inventory	15.8	↓	↔	↑	↑	13.8	↓	↓
November Sale Price vs List Price Ratio	93.7%	↑	↔	↓	↓	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

November Property sales were 11, down 26.7% from 15 in November of 2010 and the same as the 11 sales last month. November 2011 sales were at a mid level compared to November of 2010 and 2009. November YTD sales of 163 are running 5.8% ahead of last year's year-to-date sales of 154.



Prices

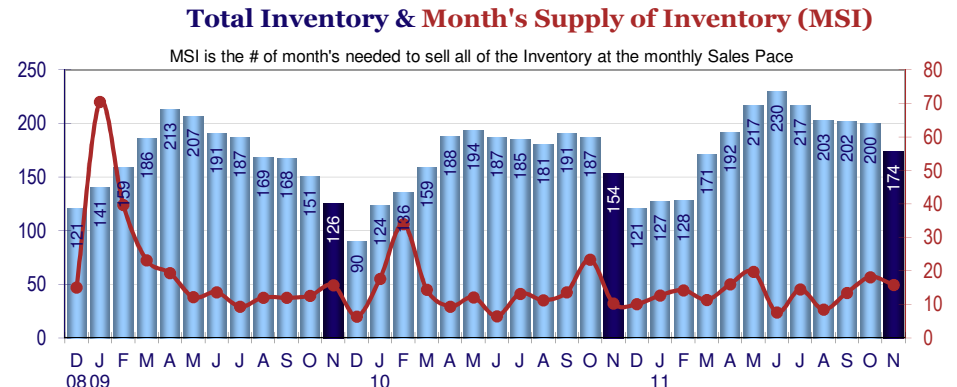
The Median Sales Price in November was \$1,100,000, up 44.7% from \$760,000 in November of 2010 and up 33.3% from \$825,000 last month. The Average Sales Price in November was \$1,086,536, up 32.6% from \$819,667 in November of 2010 and down 0.2% from \$1,088,500 last month. November 2011 ASP was at the highest level compared to November of 2010 and 2009.



Inventory & MSI

The Total Inventory of Properties available for sale as of November was 174, down 13.0% from 200 last month and up 13.0% from 154 in November of last year. November 2011 Inventory was at its highest level compared with November of 2010 and 2009.

A comparatively lower MSI is more beneficial for sellers while a higher MSI is better for buyers. The November 2011 MSI of 15.8 months was at its highest level compared with November of 2010 and 2009.



Copyright © | 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.

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.

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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 November was 96, down 13.5% from 111 days last month and down 13.5% from 111 days in November of last year. The November 2011 DOM was at its lowest level compared with November of 2010 and 2009.

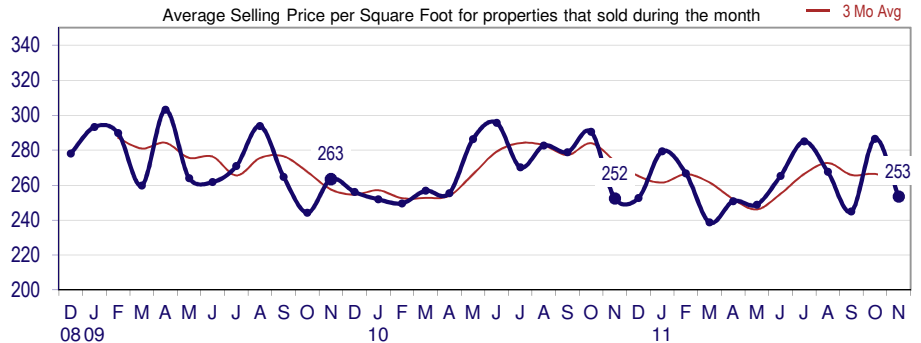
Days On Market for Sold Properties



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 November 2011 Selling Price per Square Foot of \$253 was down 11.5% from \$286 last month and up 0.4% from 252 in November of last year.

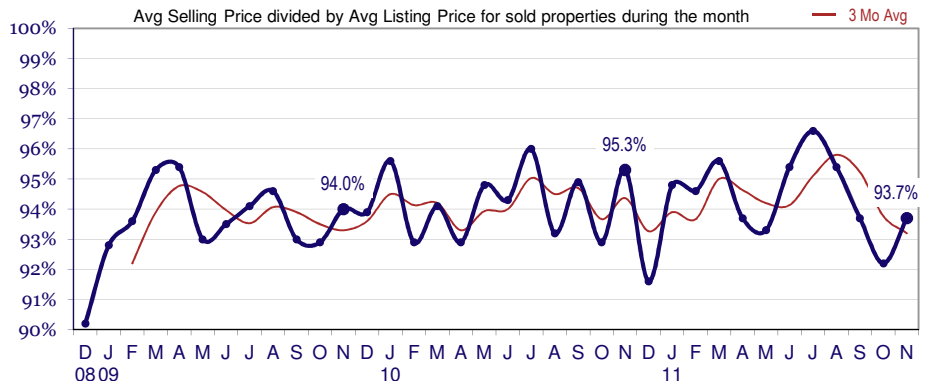
Selling Price per Square Foot



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 November 2011 Selling Price vs Original List Price of 93.7% was up from 92.2% last month and down from 95.3% in November of last year.

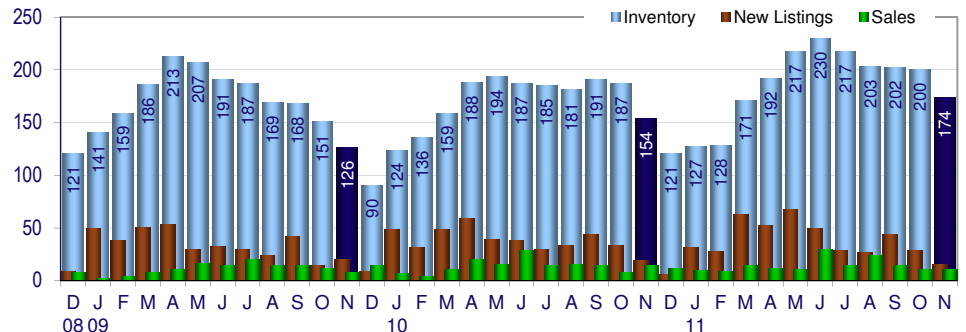
Selling Price versus Listing Price Ratio



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 November 2011 was 16, down 44.8% from 29 last month and down 15.8% from 19 in November of last year.

Inventory / New Listings / Sales



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