

MARKET ACTION REPORT

September 2011

City: *Wilton*

Bunny Mostad and Deb Alderson

Helping Families Find Homes and Homes Find Families

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Price Range: All | Properties: Single Family

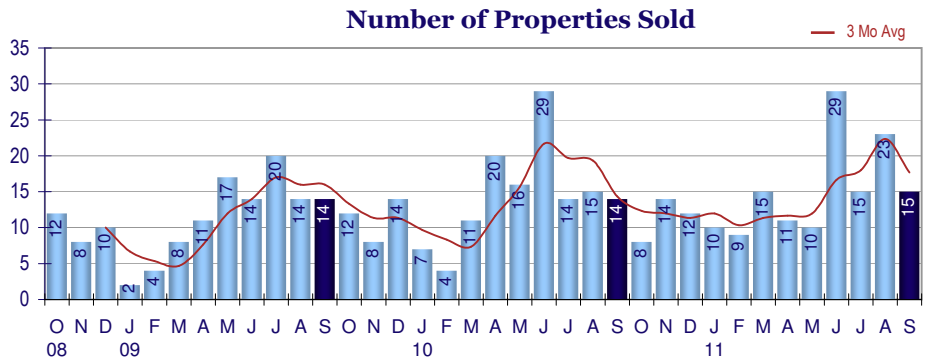
Market Profile & Trends Overview

	Trending versus*:				Trending versus*:			
	Month	LM	L3M	PYM	LY	YTD	Prior YTD	Prior Year
Median List Price of all Current Listings	\$849,000	↑		↔				
Average List Price of all Current Listings	\$1,057,700	↑		↓				
September Median Sales Price	\$775,000	↓	↓	↑	↓	\$825,000	↑	↑
September Average Sales Price	\$765,020	↓	↓	↓	↓	\$957,707	↑	↑
Total Properties Currently for Sale (Inventory)	200	↔		↑				
September Number of Properties Sold	15	↓		↑		137	↑	↑
September Average Days on Market (Solds)	153	↑	↑	↑	↑	116	↑	↑
Asking Price per Square Foot (based on New Listings)	\$277	↓	↓	↓	↓	\$285	↓	↓
September Sold Price per Square Foot	\$245	↓	↓	↓	↓	\$262	↓	↓
September Month's Supply of Inventory	13.3	↑	↑	↓	↓	13.7	↓	↓
September Sale Price vs List Price Ratio	93.7%	↓	↓	↓	↓	94.8%	↑	↑

* 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

September Property sales were 15, up 7.1% from 14 in September of 2010 and 34.8% lower than the 23 sales last month. September 2011 sales were at their highest level compared to September of 2010 and 2009. September YTD sales of 137 are running 5.4% ahead of last year's year-to-date sales of 130.



Prices

The Median Sales Price in September was \$775,000, up 17.4% from \$660,000 in September of 2010 and down 13.4% from \$895,000 last month. The Average Sales Price in September was \$765,020, down 2.1% from \$781,321 in September of 2010 and down 36.4% from \$1,203,309 last month. September 2011 ASP was at the lowest level compared to September of 2010 and 2009.



Inventory & MSI

The Total Inventory of Properties available for sale as of September was 200, down 1.0% from 202 last month and up 4.2% from 192 in September of last year. September 2011 Inventory was at its highest level compared with September of 2010 and 2009.

A comparatively lower MSI is more beneficial for sellers while a higher MSI is better for buyers. The September 2011 MSI of 13.3 months was at a mid level compared with September 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.

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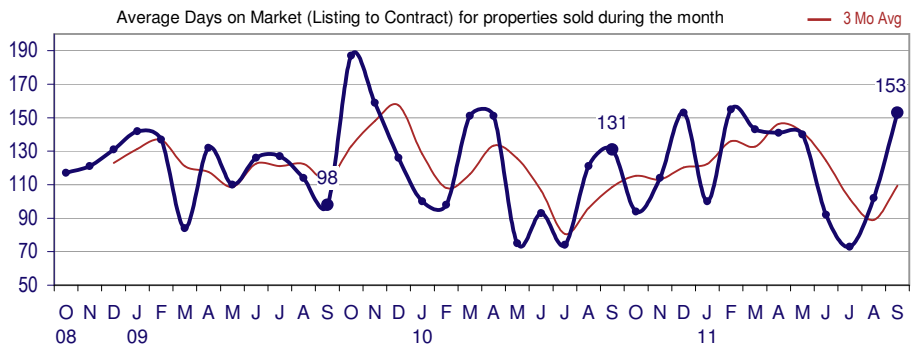


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Market Time

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 September was 153, up 50.0% from 102 days last month and up 16.8% from 131 days in September of last year. The September 2011 DOM was at a mid level compared with September of 2010 and 2009.

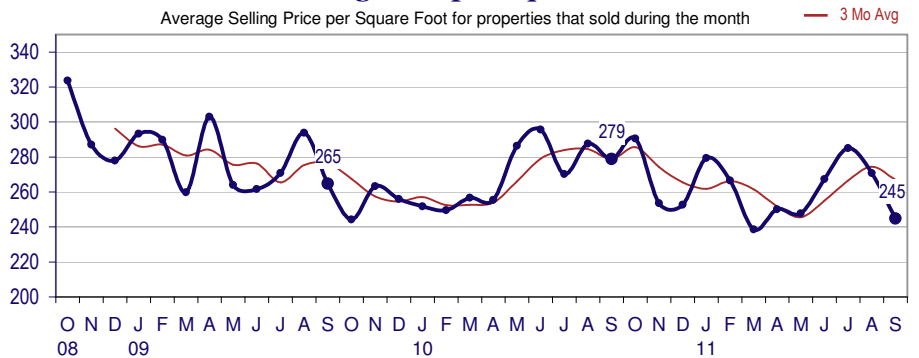
Days On Market for Sold Properties



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 September 2011 Selling Price per Square Foot of \$245 was down 9.6% from \$271 last month and down 12.2% from 279 in September of last year.

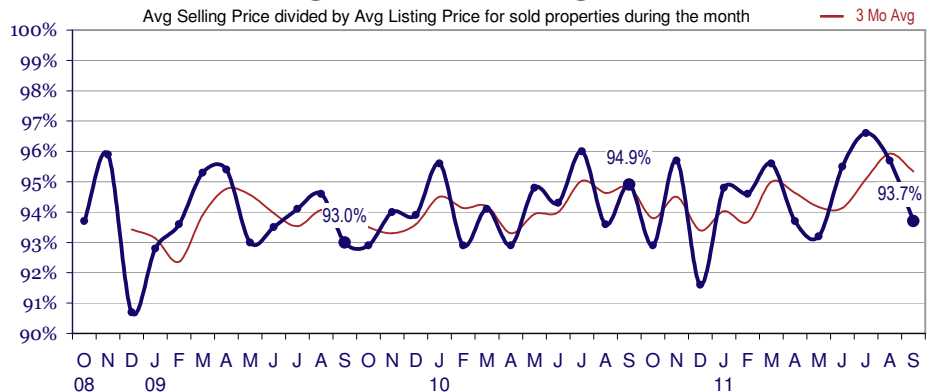
Selling Price per Square Foot



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 September 2011 Selling Price vs Original List Price of 93.7% was down from 95.7% last month and down from 94.9% in September of last year.

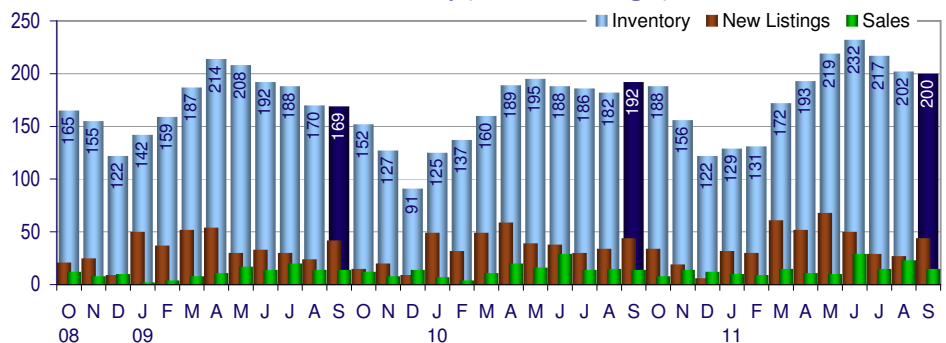
Selling Price versus Listing Price Ratio



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 September 2011 was 44, up 63.0% from 27 last month and equal to 44 in September of last year.

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