

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

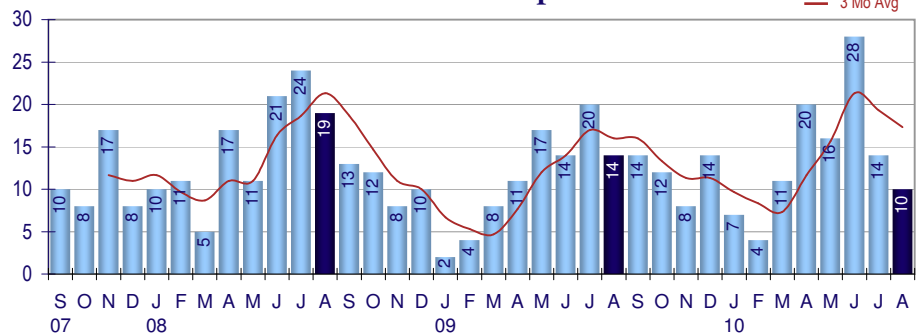
	Month	Trending versus*:				YTD	Trending versus*:	
		LM	L3M	PYM	LY		Prior YTD	Prior Year
Median List Price of all Current Listings	\$895,000	↔		↓				
Average List Price of all Current Listings	\$1,187,466	↔		↓				
August Median Sales Price	\$1,201,832	↑	↑	↑	\$790,000	↑	↑	
August Average Sales Price	\$1,096,366	↓	↑	↑	\$889,530	↑	↓	
Total Properties Currently for Sale (Inventory)	183	↔		↑				
August Number of Properties Sold	10	↓		↓	110	↑		
August Average Days on Market (Solds)	141	↑	↑	↑	109	↓	↓	
Asking Price per Square Foot (based on New Listings)	\$266	↓	↓	↑	\$306	↓	↓	
August Sold Price per Square Foot	\$280	↑	↓	↓	\$274	↔	↑	
August Month's Supply of Inventory	18.3	↑	↑	↑	15.9	↓	↓	
August Sale Price vs List Price Ratio	92.8%	↓	↓	↓	94.2%	↔	↑	

\* LM=Last Month / L3M=Last 3 Months / PYM=Same Month Prior Year / LY=Last Year (2009) / YTD = Year-to-date | Arrows indicate if Month / YTD values are higher (up), lower (down) or unchanged (flat)

## Property Sales

August Property sales were 10, down 28.6% from 14 in August of 2009 and 28.6% lower than the 14 sales last month. August 2010 sales were at their lowest level compared to August of 2009 and 2008. August YTD sales of 110 are running 22.2% ahead of last year's year-to-date sales of 90.

## Number of Properties Sold



## Prices

The Median Sales Price in August was \$1,201,832, up 41.0% from \$852,500 in August of 2009 and up 6.8% from \$1,125,100 last month. The Average Sales Price in August was \$1,096,366, up 12.3% from \$976,500 in August of 2009 and down 1.3% from \$1,110,979 last month. August 2010 ASP was at the highest level compared to August of 2009 and 2008.

## Median Sales Price and Average Sales Price

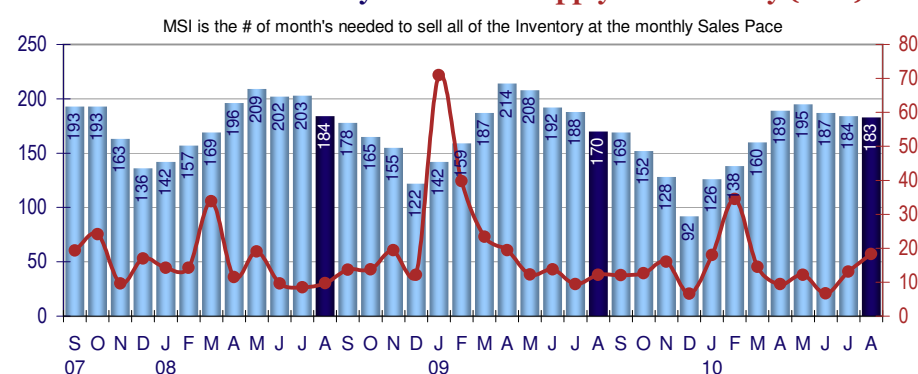


## Inventory & MSI

The Total Inventory of Properties available for sale as of August was 183, down 0.5% from 184 last month and up 7.6% from 170 in August of last year. August 2010 Inventory was at a mid level compared with August of 2009 and 2008.

A comparatively lower MSI is more beneficial for sellers while a higher MSI is better for buyers. The August 2010 MSI of 18.3 months was at its highest level compared with August of 2009 and 2008.

## Total Inventory & Month's Supply of Inventory (MSI)



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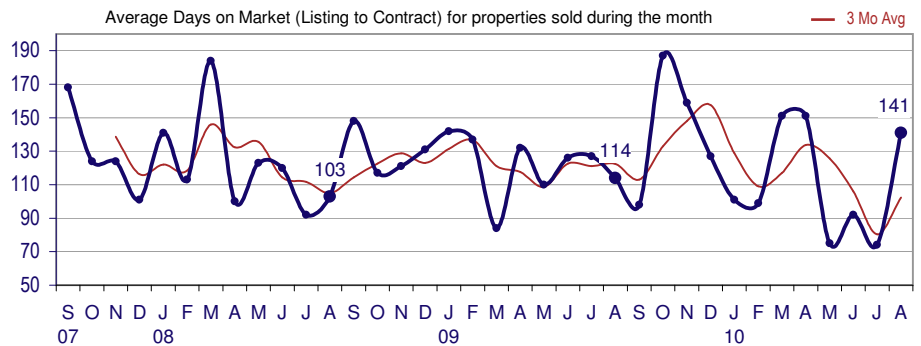


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## Market Time

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 August was 141, up 90.5% from 74 days last month and up 23.7% from 114 days in August of last year. The August 2010 DOM was at a mid level compared with August of 2009 and 2008.

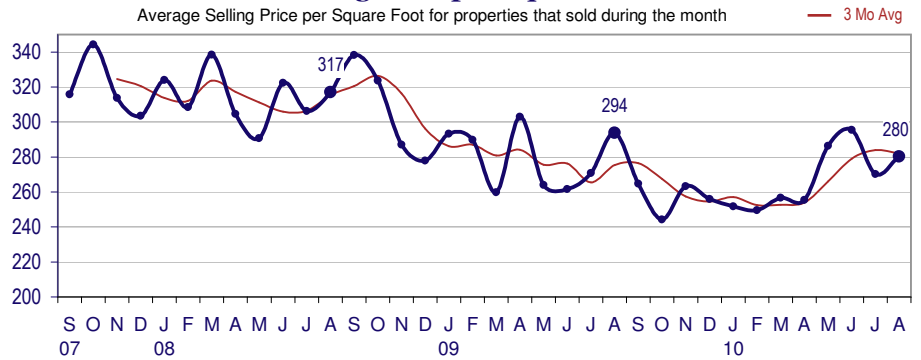
## Days On Market for Sold Properties



## 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 August 2010 Selling Price per Square Foot of \$280 was up 3.7% from \$270 last month and down 4.6% from 294 in August 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 August 2010 Selling Price vs Original List Price of 92.8% was down from 96.0% last month and down from 94.6% in August of last year.

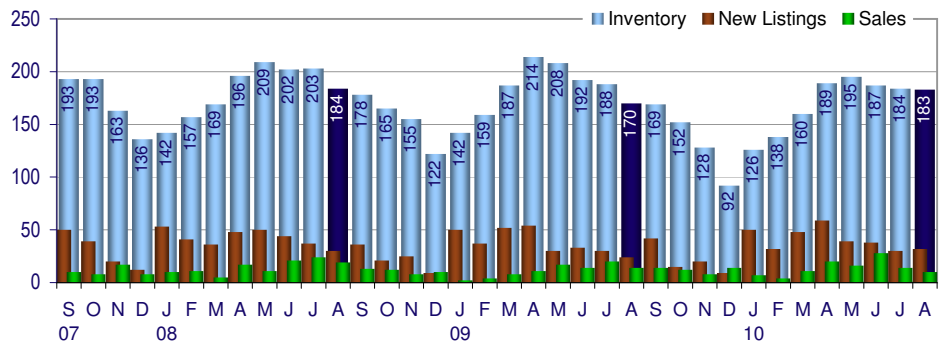
## Selling Price versus Listing Price Ratio



## 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 August 2010 was 32, up 6.7% from 30 last month and up 33.3% from 24 in August of last year.

## Inventory / New Listings / Sales



# Inventory / Listings / Sales

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August 2010

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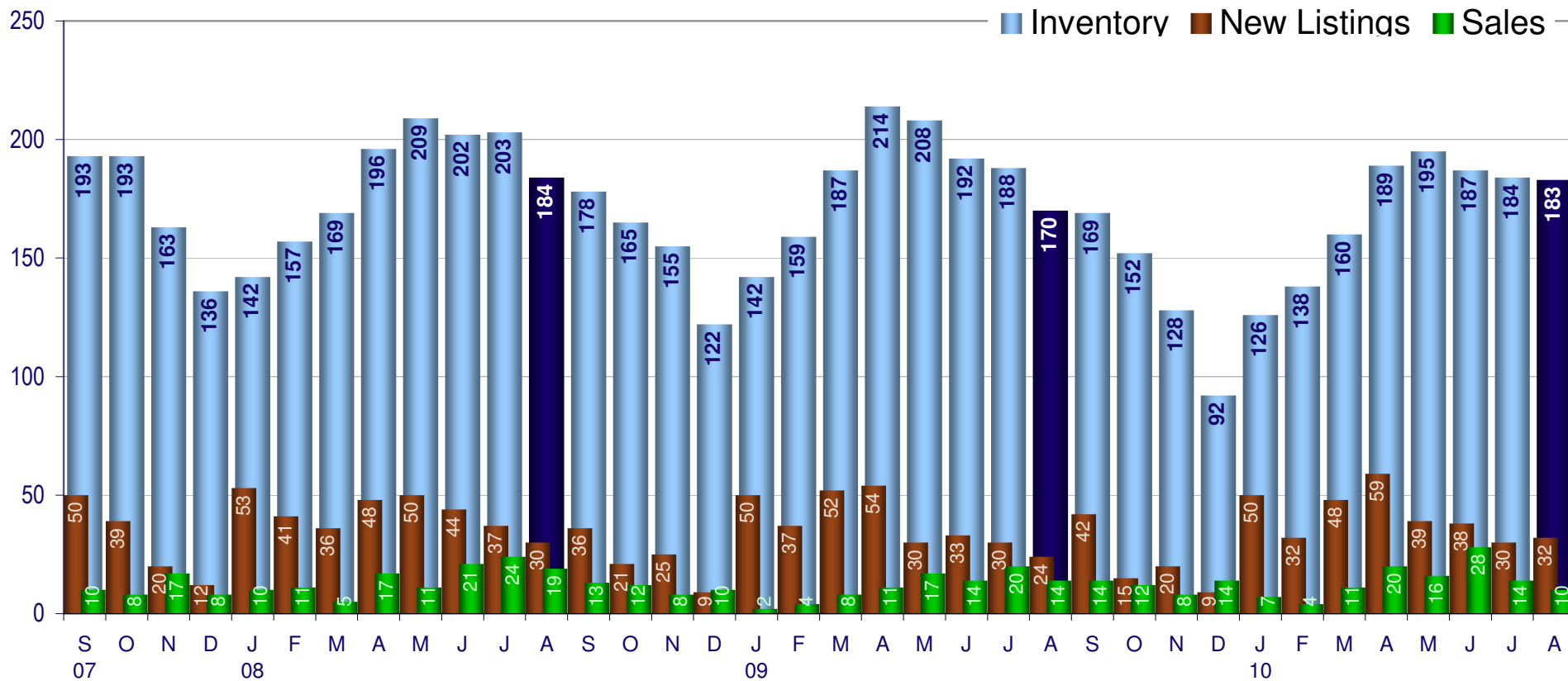
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