

City: *Wilton*

Bunny Mostad and Deb Alderson

Helping Families Find Homes and Homes Find Families

203 803-5695

Bunny@BunnyMostad.com

Deb@DebAlderson.com



Market Profile & Trends Overview

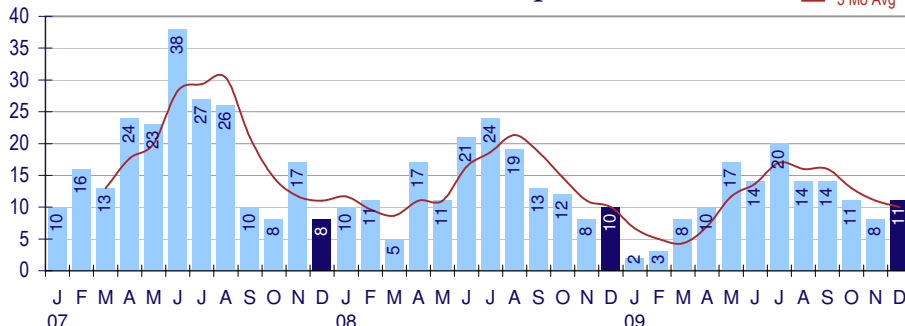
	Month	Trending versus*:				YTD	Trending versus*:	
		LM	L3M	PYM	LY		Prior YTD	Prior Year
Median List Price of all Current Listings	\$897,500	↓		↓				
Average List Price of all Current Listings	\$1,209,921	↓		↓				
December Median Sales Price	\$850,000	↑	↓	↑	↓	\$855,950	↓	↓
December Average Sales Price	\$899,000	↑	↓	↔	↓	\$909,732	↓	↓
Total Properties Currently for Sale (Inventory)	90	↓		↓				
December Number of Properties Sold	11	↑		↑		132	↓	
December Average Days on Market (Solds)	139	↓	↓	↑	↑	128	↑	↑
Asking Price per Square Foot (based on New Listings)	\$0	↓	↓	↓	↓	\$295	↓	↓
December Sold Price per Square Foot	\$275	↑	↑	↓	↓	\$270	↓	↓
December Month's Supply of Inventory	8.2	↓	↑	↓	↓	22.2	↑	↑
December Sale Price vs List Price Ratio	91.3%	↓	↑	↑	↑	88.5%	↓	↓

* LM=Last Month / L3M=Last 3 Months / PYM=Same Month Prior Year / LY=Last Year / YTD = Year-to-date

Property Sales

December Property sales were 11, up 10.0% from 10 in December of 2008 and 37.5% higher than the 8 sales last month. December 2009 sales were at their highest level compared to December of 2008 and 2007. December YTD sales of 132 are running -18.0% behind last year's year-to-date sales of 161.

Number of Properties Sold



Prices

The Median Sales Price in December was \$850,000, up 6.9% from \$795,000 in December of 2008 and up 24.1% from \$685,000 last month. The Average Sales Price in December was \$899,000, up 0.2% from \$897,609 in December of 2008 and up 23.5% from \$728,000 last month. December 2009 ASP was at a mid range compared to December of 2008 and 2007.

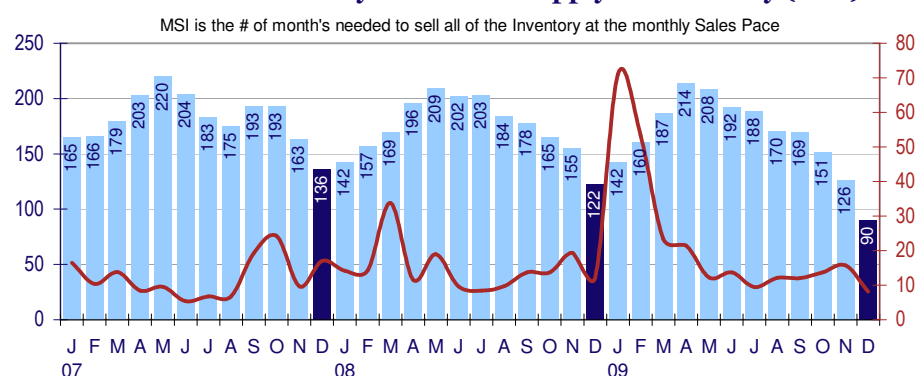
Median Sales Price and Average Sales Price



Inventory & MSI

The Total Inventory of Properties available for sale as of December was 90, down -28.6% from 126 last month and down -26.2% from 122 in December of last year. December 2009 Inventory was at its lowest level compared with December of 2008 and 2007.

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



A comparatively lower MSI is more beneficial for sellers while a higher MSI is better for buyers. The December 2009 MSI of 8.2 months was at its lowest level compared with December of 2008 and 2007.

City: *Wilton*

Bunny Mostad and Deb Alderson

Helping Families Find Homes and Homes Find Families

203 803-5695

Bunny@BunnyMostad.com

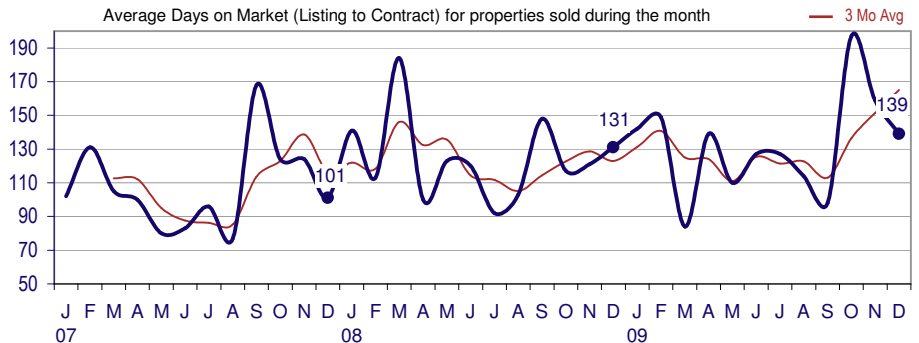
Deb@DebAlderson.com



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 December was 139, down -12.6% from 159 days last month and up 6.1% from 131 days in December of last year. The December 2009 DOM was at a mid level compared with December of 2008 and 2007.

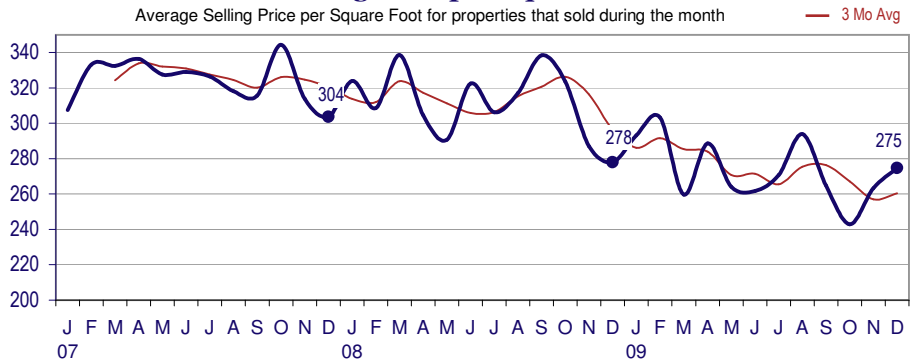
Days On Market for Sold Properties



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 December 2009 Selling Price per Square Foot of \$275 was up 4.3% from \$263 last month and down -1.1% from 278 in December of last year.

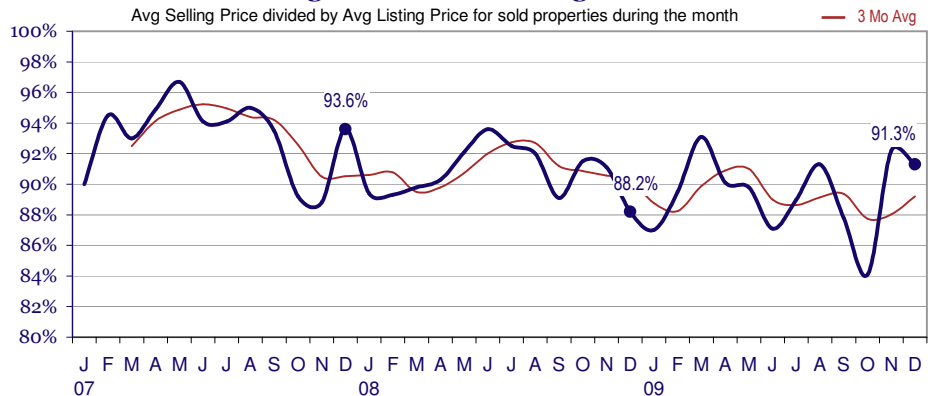
Selling Price per Square Foot



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 December 2009 Selling Price vs Original List Price of 91.3% was down from 92.2% last month and up from 88.2% in December of last year.

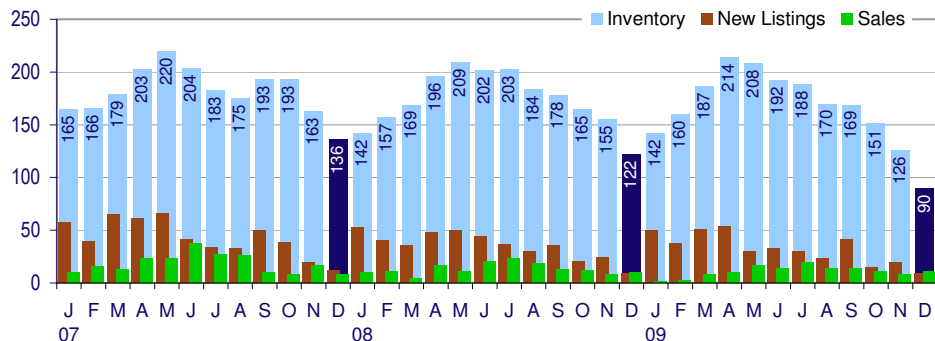
Selling Price versus Listing Price Ratio



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 December 2009 was 9, down -55.0% from 20 last month and equal to 9 in December of last year.

Inventory / New Listings / Sales



City: Wilton

Price Range: All | Property Types: Single Family

	J07	F	M	A	M	J	J	A	S	O	N	D	J08	F	M	A	M	J	J	A	S	O	N	D	J09	F	M	A	M	J	J	A	S	O	N	D
Homes Sold	10	16	13	24	23	38	27	26	10	8	17	8	10	11	5	17	11	21	24	19	13	12	8	10	2	3	8	10	17	14	20	14	14	11	8	11
3 Mo. Roll Avg			13	18	20	28	29	30	21	15	12	11	12	10	9	11	11	16	19	21	19	15	11	10	7	5	4	7	12	14	17	16	16	13	11	10

(000's)	J07	F	M	A	M	J	J	A	S	O	N	D	J08	F	M	A	M	J	J	A	S	O	N	D	J09	F	M	A	M	J	J	A	S	O	N	D
Median Sale Price	1015	855	1290	975	865	950	925	880	880	899	926	882	1025	863	750	1180	1203	895	850	875	685	685	734	795	1845	595	710	910	661	760	858	865	950	750	685	850
3 Mo. Roll Avg			1053	1040	1043	930	913	918	895	886	902	902	944	923	879	931	1044	1093	983	873	803	748	701	738	1125	1078	1050	738	760	777	759	828	891	855	795	762

	J07	F	M	A	M	J	J	A	S	O	N	D	J08	F	M	A	M	J	J	A	S	O	N	D	J09	F	M	A	M	J	J	A	S	O	N	D
Inventory	165	166	179	203	220	204	183	175	193	193	163	136	142	157	169	196	209	202	203	184	178	165	155	122	142	160	187	214	208	192	188	170	169	151	126	90
MSI	17	10	14	8	10	5	7	7	19	24	10	17	14	14	34	12	19	10	8	10	14	14	19	12	71	53	23	21	12	14	9	12	12	14	16	8

	J07	F	M	A	M	J	J	A	S	O	N	D	J08	F	M	A	M	J	J	A	S	O	N	D	J09	F	M	A	M	J	J	A	S	O	N	D
Days on Market	102	131	105	100	80	83	96	77	168	124	124	101	141	113	184	100	123	120	92	103	148	117	121	131	142	149	84	139	110	127	127	114	98	197	159	139
3 Mo. Roll Avg			113	112	95	88	86	85	114	123	139	116	122	118	146	132	136	114	112	105	114	123	129	123	131	141	125	124	111	125	121	123	113	136	151	165

	J07	F	M	A	M	J	J	A	S	O	N	D	J08	F	M	A	M	J	J	A	S	O	N	D	J09	F	M	A	M	J	J	A	S	O	N	D
Price per Sq Ft	307	333	332	336	328	329	326	318	316	344	314	304	324	309	339	305	291	322	306	317	338	324	287	278	293	303	260	289	264	262	271	294	265	243	263	275
3 Mo. Roll Avg			324	334	332	331	328	325	320	326	325	321	314	312	324	317	311	306	306	315	321	326	316	296	286	291	285	284	271	271	265	275	276	267	257	260

	J07	F	M	A	M	J	J	A	S	O	N	D	J08	F	M	A	M	J	J	A	S	O	N	D	J09	F	M	A	M	J	J	A	S	O	N	D
Sale to List Price	0.900	0.945	0.930	0.949	0.967	0.941	0.941	0.950	0.935	0.892	0.888	0.936	0.894	0.893	0.898	0.903	0.921	0.936	0.925	0.920	0.891	0.915	0.911	0.882	0.870	0.895	0.931	0.901	0.898	0.871	0.890	0.913	0.878	0.841	0.922	0.913
3 Mo. Roll Avg			0.925	0.941	0.949	0.952	0.950	0.944	0.942	0.926	0.905	0.905	0.906	0.908	0.895	0.898	0.907	0.920	0.927	0.927	0.912	0.909	0.906	0.903	0.888	0.882	0.899	0.909	0.910	0.890	0.886	0.891	0.894	0.877	0.880	0.892

	J07	F	M	A	M	J	J	A	S	O	N	D	J08	F	M	A	M	J	J	A	S	O	N	D	J09	F	M	A	M	J	J	A	S	O	N	D
New Listings	58	40	65	62	66	42	34	33	50	39	20	12	53	41	36	48	50	44	37	30	36	21	25	9	50	38	51	54	30	33	30	24	42	15	20	9
Inventory	165	166	179	203	220	204	183	175	193	193	163	136	142	157	169	196	209	202	203	184	178	165	155	122	142	160	187	214	208	192	188	170	169	151	126	90
Sales	10	16	13	24	23	38	27	26	10	8	17	8	10	11	5	17	11	21	24	19	13	12	8	10	2	3	8	10	17	14	20	14	14	11	8	11

(000's)	J07	F	M	A	M	J	J	A	S	O	N	D	J08	F	M	A	M	J	J	A	S	O	N	D	J09	F	M	A	M	J	J	A	S	O	N	D
Avg Sale Price	1067	1128	1316	1082	1013	1125	1188	1030	867	1073	1115	919	1165	1025	965	1181	1429	1168	1007	1068	1196	867	689	898	1185	570	843	935	789	739	947	977	1122	1103	728	899
3 Mo. Roll Avg			1170	1175	1137	1073	1109	1114	1028	990	1018	1036	1066	1036	1052	1057	1192	1259	1201	1081	1090	1044	917	818	924	884	866	783	855	821	825	887	1015	1067	984	910

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

Data is provided courtesy of Consolidated MLS and may not reflect all relevant real estate activity. Coldwell Banker Residential Brokerage 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.