

City: *Wilton*

Bunny Mostad and Deb Alderson

Helping Families Find Homes and Homes Find Families

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www.FairfieldCountyForSale.com



Price Range: All | Properties: Single Family

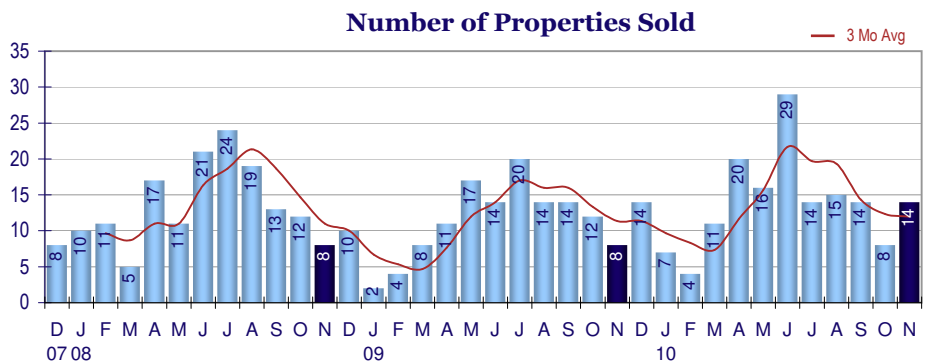
Market Profile & Trends Overview

	Month	Trending versus*:				YTD	Trending versus*:	
		LM	L3M	PYM	LY		Prior YTD	Prior Year
Median List Price of all Current Listings	\$910,000	↑		↑				
Average List Price of all Current Listings	\$1,159,181	↓		↓				
November Median Sales Price	\$760,000	↓	↓	↑	↔	\$790,000	↑	↑
November Average Sales Price	\$815,714	↓	↓	↑	↓	\$875,893	↓	↓
Total Properties Currently for Sale (Inventory)	151	↓		↑				
November Number of Properties Sold	14	↑		↑		152	↑	
November Average Days on Market (Solds)	114	↑	↓	↓	↓	110	↓	↓
November Month's Supply of Inventory	10.8	↓	↓	↓	↓	15.2	↓	↓
November Sale Price vs List Price Ratio	95.7%	↑	↑	↑	↑	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

November Property sales were 14, up 75.0% from 8 in November of 2009 and 75.0% higher than the 8 sales last month. November 2010 sales were at their highest level compared to November of 2009 and 2008. November YTD sales of 152 are running 22.6% ahead of last year's year-to-date sales of 124.



Prices

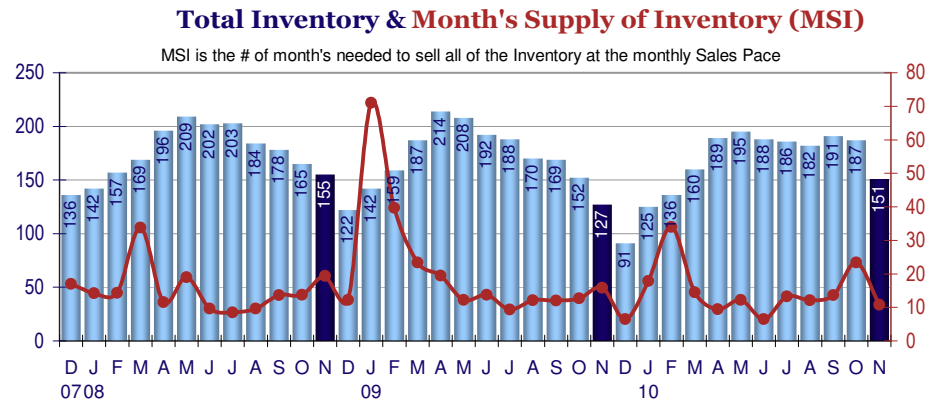
The Median Sales Price in November was \$760,000, up 12.2% from \$677,500 in November of 2009 and down 16.9% from \$915,000 last month. The Average Sales Price in November was \$815,714, up 12.0% from \$728,000 in November of 2009 and down 13.5% from \$943,313 last month. November 2010 ASP was at the highest level compared to November of 2009 and 2008.



Inventory & MSI

The Total Inventory of Properties available for sale as of November was 151, down 19.3% from 187 last month and up 18.9% from 127 in November of last year. November 2010 Inventory was at a mid level compared with November of 2009 and 2008.

A comparatively lower MSI is more beneficial for sellers while a higher MSI is better for buyers. The November 2010 MSI of 10.8 months was at its lowest level compared with November of 2009 and 2008.



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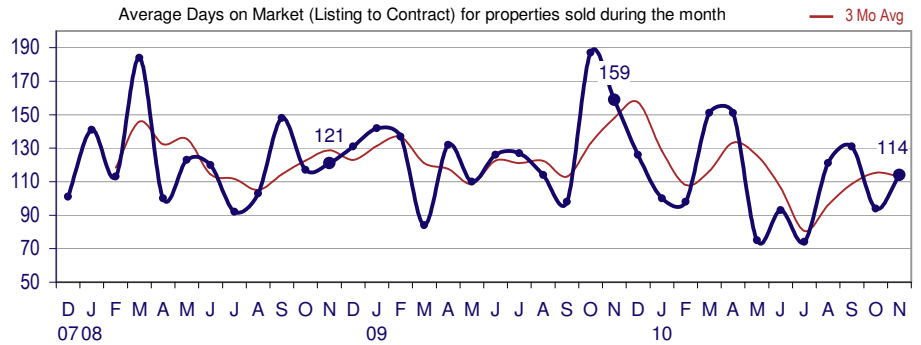


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Market Time

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 November was 114, up 21.3% from 94 days last month and down 28.3% from 159 days in November of last year. The November 2010 DOM was at its lowest level compared with November of 2009 and 2008.

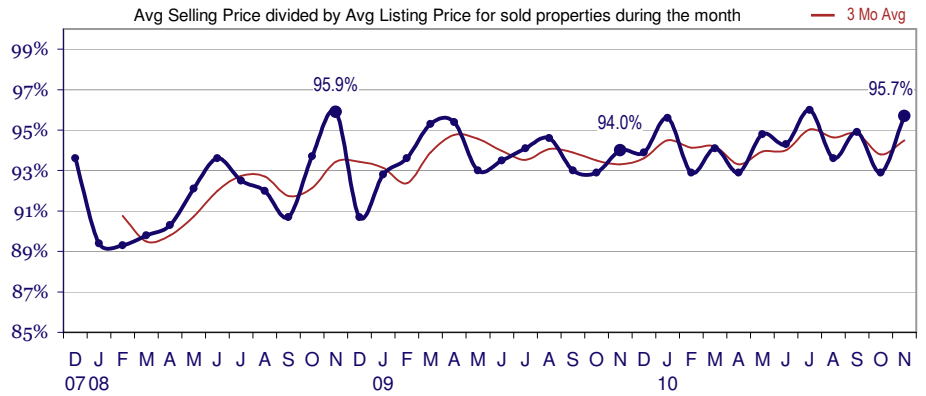
Days On Market for Sold Properties



Selling Price vs Original Listing Price

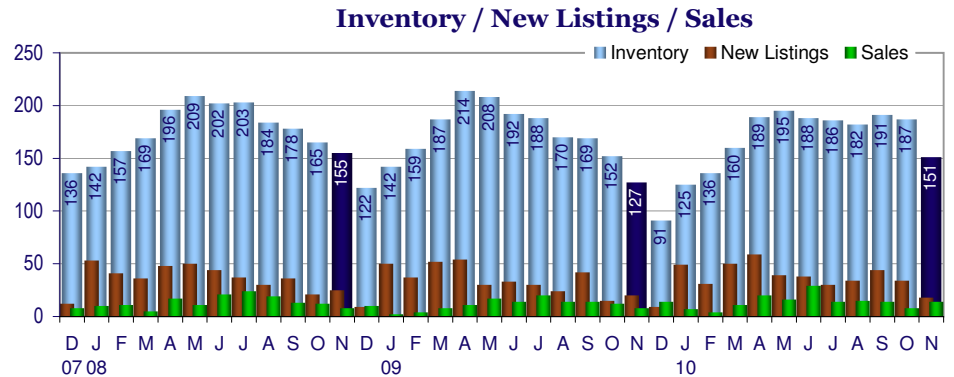
The Selling Price vs Original Listing Price reveals the average amount that Sellers are agreeing to come down from their original list price. The lower the ratio is below 100% the more of a Buyer's market exists, a ratio at or above 100% indicates more of a Seller's market. The November 2010 Selling Price vs Original List Price of 95.7% was up from 92.9% last month and up from 94.0% 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 2010 was 18, down 47.1% from 34 last month and down 10.0% from 20 in November of last year.



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