

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

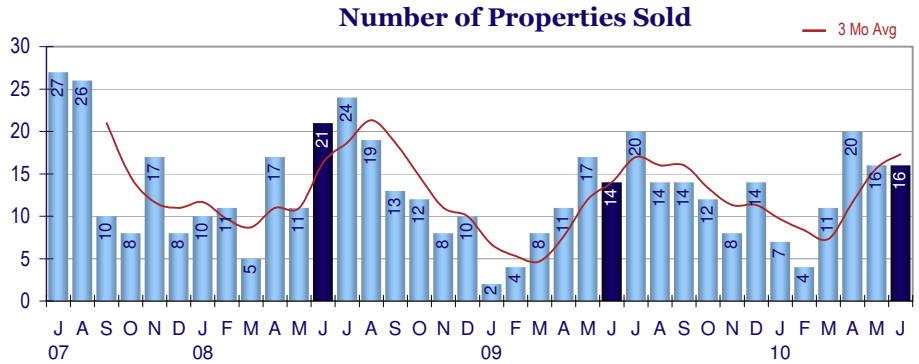
## Market Profile & Trends Overview

	Month	Trending versus*:				YTD	Trending versus*:	
		LM	L3M	PYM	LY		Prior YTD	Prior Year
Median List Price of all Current Listings	\$929,500	↓		↓				
Average List Price of all Current Listings	\$1,224,808	↔		↔				
June Median Sales Price	\$702,500	↓	↓	↓	↓	\$758,000	↑	↔
June Average Sales Price	\$703,906	↓	↓	↓	↓	\$806,325	↔	↓
Total Properties Currently for Sale (Inventory)	188	↓		↓				
June Number of Properties Sold	16	↔		↑		74	↑	
June Average Days on Market (Solds)	89	↑	↓	↓	↓	114	↓	↓
Asking Price per Square Foot (based on New Listings)	\$328	↑	↑	↑	↑	\$315	↑	↑
June Sold Price per Square Foot	\$299	↑	↑	↑	↑	\$271	↔	↑
June Month's Supply of Inventory	11.8	↓	↑	↓	↓	16.7	↓	↓
June Sale Price vs List Price Ratio	94.4%	↓	↑	↑	↑	93.9%	↔	↑

\* 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

June Property sales were 16, up 14.3% from 14 in June of 2009 and the same as the 16 sales last month. June 2010 sales were at a mid level compared to June of 2009 and 2008. June YTD sales of 74 are running 32.1% ahead of last year's year-to-date sales of 56.



## Prices

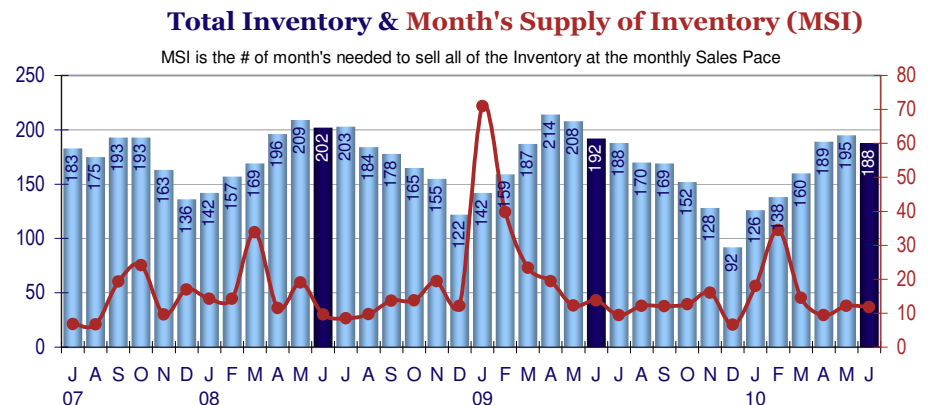
The Median Sales Price in June was \$702,500, down 1.7% from \$715,000 in June of 2009 and down 2.1% from \$717,500 last month. The Average Sales Price in June was \$703,906, down 4.7% from \$738,821 in June of 2009 and down 5.1% from \$741,641 last month. June 2010 ASP was at the lowest level compared to June of 2009 and 2008.



## Inventory & MSI

The Total Inventory of Properties available for sale as of June was 188, down 3.6% from 195 last month and down 2.1% from 192 in June of last year. June 2010 Inventory was at its lowest level compared with June of 2009 and 2008.

A comparatively lower MSI is more beneficial for sellers while a higher MSI is better for buyers. The June 2010 MSI of 11.8 months was at a mid level compared with June of 2009 and 2008.



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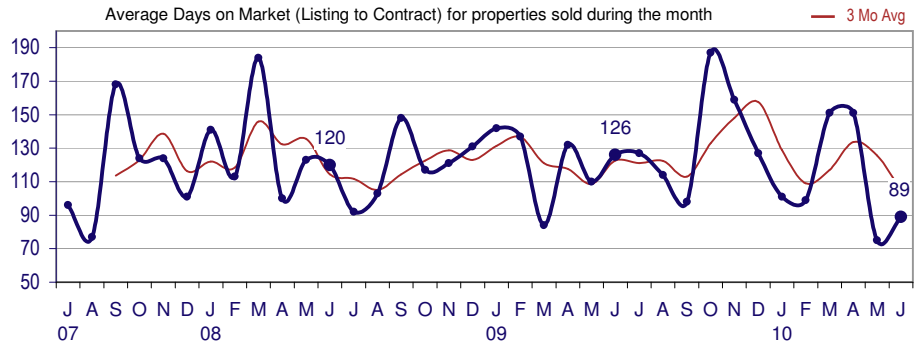


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## Market Time

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 June was 89, up 18.7% from 75 days last month and down 29.4% from 126 days in June of last year. The June 2010 DOM was at its lowest level compared with June of 2009 and 2008.

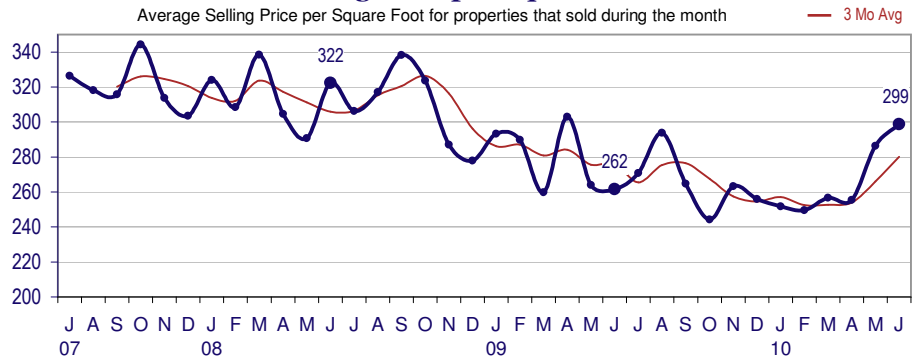
## Days On Market for Sold Properties



## 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 June 2010 Selling Price per Square Foot of \$299 was up 4.4% from \$286 last month and up 14.2% from 262 in June 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 June 2010 Selling Price vs Original List Price of 94.4% was down from 94.8% last month and up from 93.5% in June of last year.

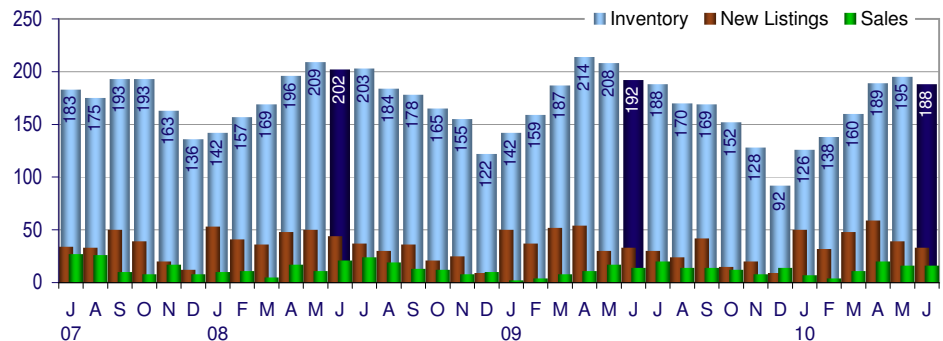
## Selling Price versus Listing Price Ratio



## 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 June 2010 was 33, down 15.4% from 39 last month and equal to 33 in June of last year.

## Inventory / New Listings / Sales



# Inventory / Listings / Sales

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June 2010

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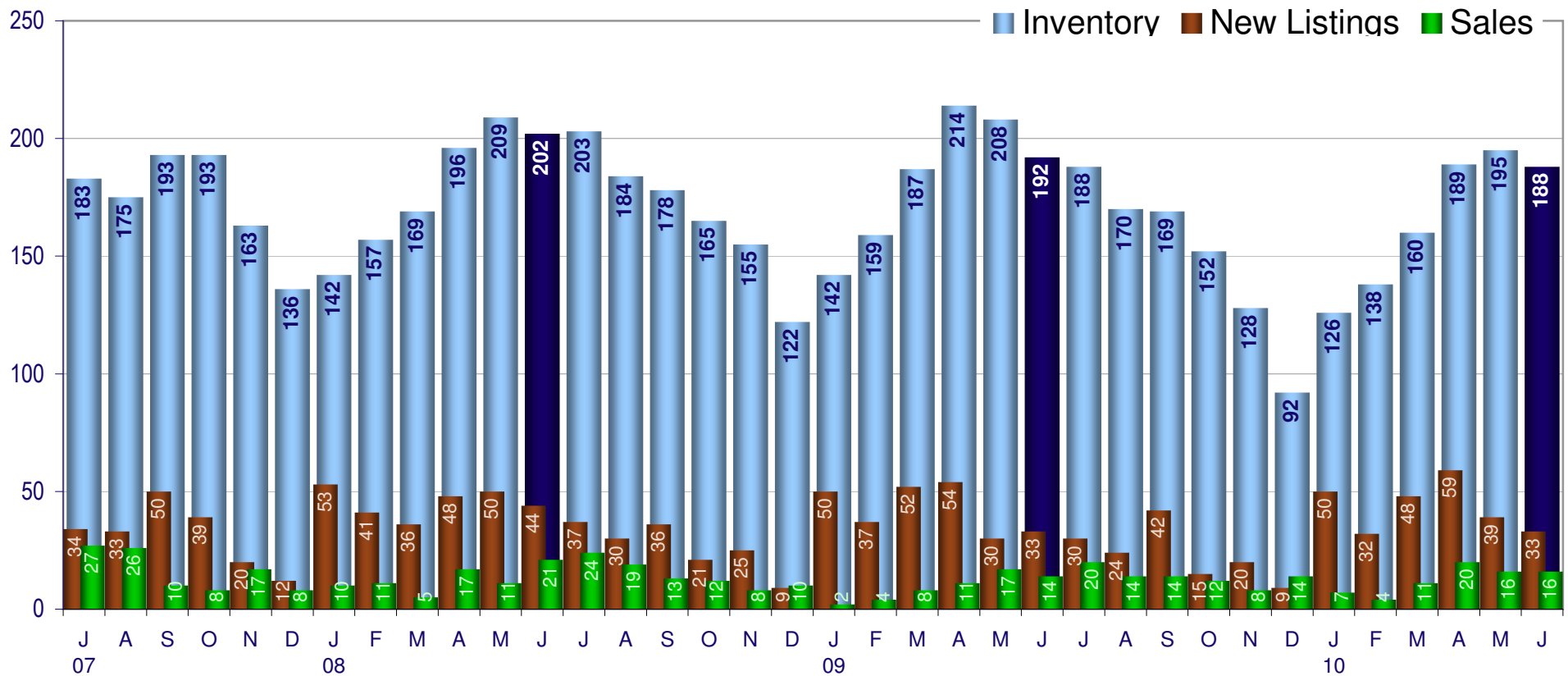
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