

City: Wilton



Bob Travers
 Broker
 203-858-1683
 www.bobtravers.com
 bob@bobtravers.com



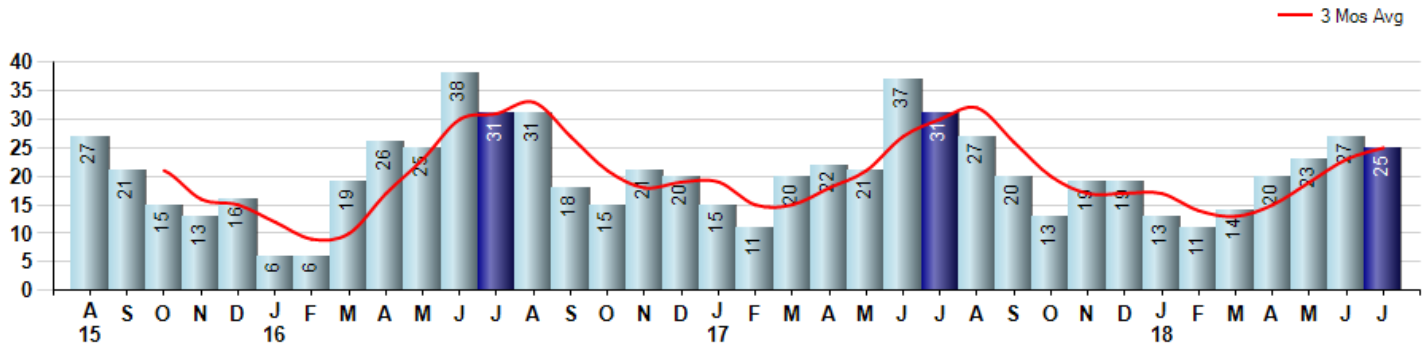
Price Range: 0 to 999999999 | Properties: Single Family Home, Townhome, Condo

Market Profile & Trends Overview	Month	Trending Versus*:				YTD	Trending Versus*:	
		LM	L3M	PYM	LY		PriorYTD	PriorYear
Median List Price of all Current Listings	\$827,000	-1%		-10%				
Average List Price of all Current Listings	\$976,736	-3%		-8%				
July Median Sales Price	\$780,000	10%	4%	9%	11%	\$740,000	2%	6%
July Average Sales Price	\$809,550	5%	-5%	15%	4%	\$825,696	4%	6%
Total Properties Currently for Sale (Inventory)	260	7%		10%				
July Number of Properties Sold	25	-7%		-19%			-15%	
July Average Days on Market (Solds)	82	28%	8%	-47%	-49%	90	-50%	-44%
Asking Price per Square Foot (based on New Listings)	\$265	-5%	-1%	11%	6%	\$257	0%	3%
July Sold Price per Square Foot	\$229	2%	-3%	-8%	-5%	\$235	-6%	-3%
July Month's Supply of Inventory	10.4	16%	4%	36%	-11%	10.9	-15%	-6%
July Sale Price vs List Price Ratio	92.7%	-1.6%	-1%	-1%	1.0%	93.1%	0.8%	1.5%

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

Property Sales

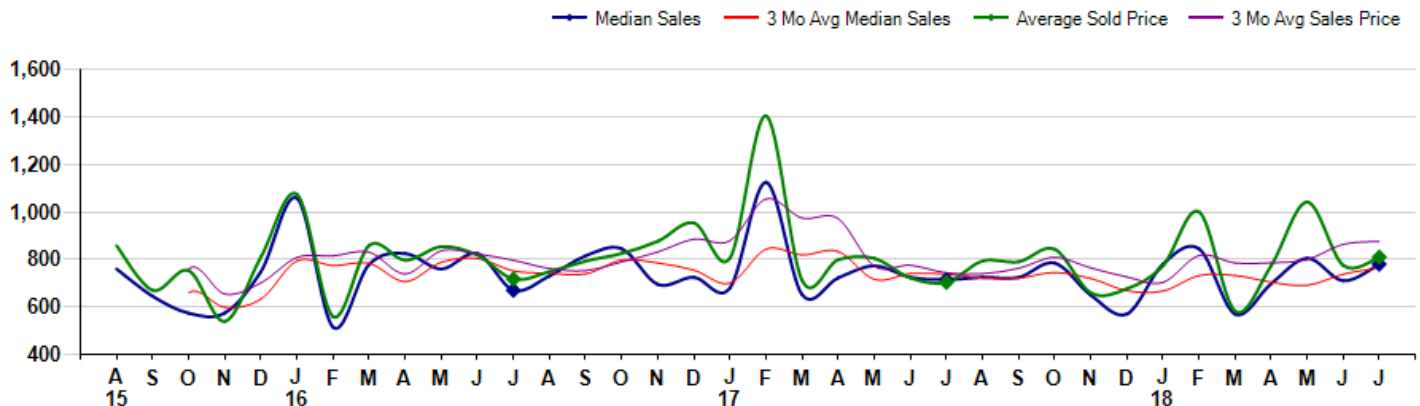
July Property sales were 25, down -19.4% from 31 in July of 2017 and -7.4% lower than the 27 sales last month. July 2018 sales were at their lowest level compared to July of 2017 and 2016. July YTD sales of 133 are running -15.3% behind last year's year-to-date sales of 157.



Prices

The Median Sales Price in July was \$780,000, up 9.1% from \$715,000 in July of 2017 and up 9.9% from \$710,000 last month. The Average Sales Price in July was \$809,550, up 15.1% from \$703,345 in July of 2017 and up 4.5% from \$775,037 last month. July 2018 ASP was at highest level compared to July of 2017 and 2016.

Median means Middle (the same # of properties sold above and below Median) (000's)



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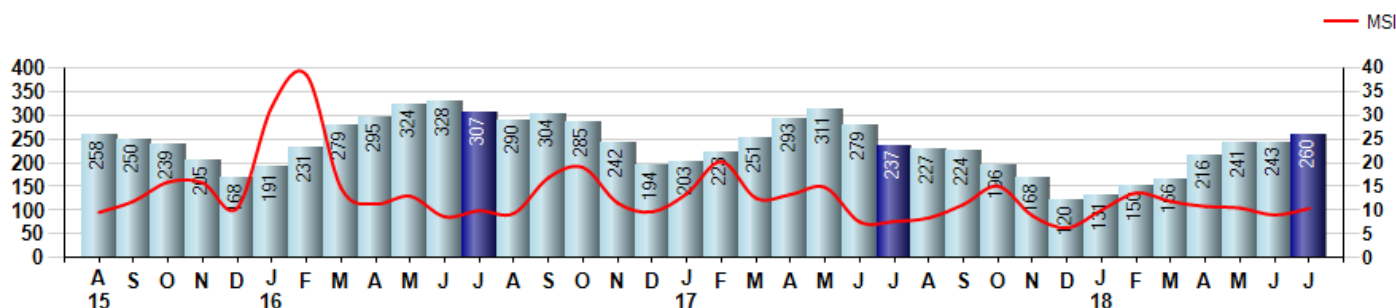
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Inventory & MSI

The Total Inventory of Properties available for sale as of July was 260, up 7.0% from 243 last month and up 9.7% from 237 in July of last year. July 2018 Inventory was at a mid range compared to July of 2017 and 2016.

A comparatively lower MSI is more beneficial for sellers while a higher MSI is better for buyers. The July 2018 MSI of 10.4 months was at its highest level compared with July of 2017 and 2016.

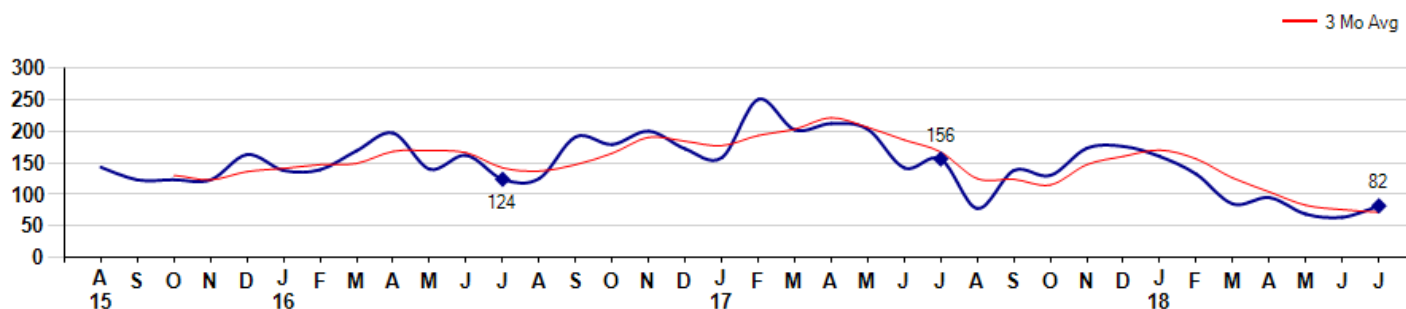
MSI is the # of months needed to sell all of the Inventory at the monthly Sales Pace



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 July was 82, up 28.1% from 64 days last month and down -47.4% from 156 days in July of last year. The July 2018 DOM was at its lowest level compared with July of 2017 and 2016.

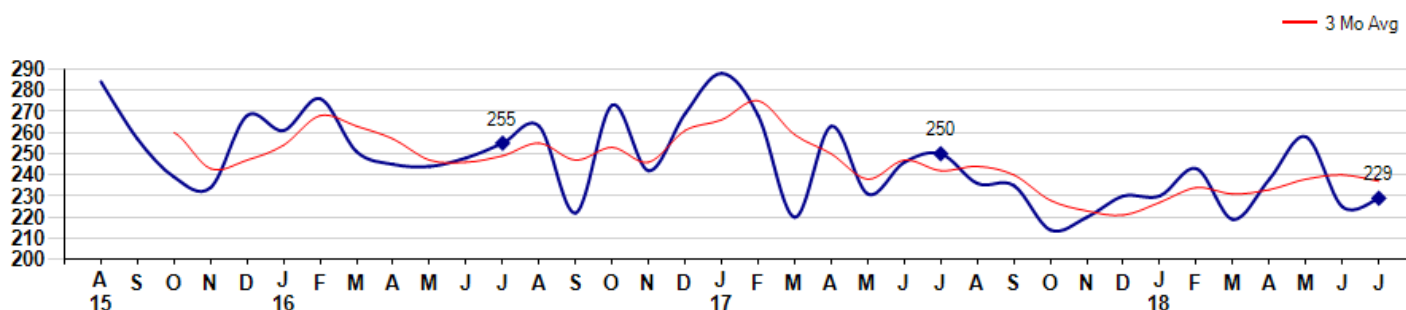
Average Days on Market(Listing to Contract) for properties sold during the month



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 July 2018 Selling Price per Square Foot of \$229 was up 1.8% from \$225 last month and down -8.4% from \$250 in July of last year.

Average Selling Price per Square Foot for properties that sold during the month



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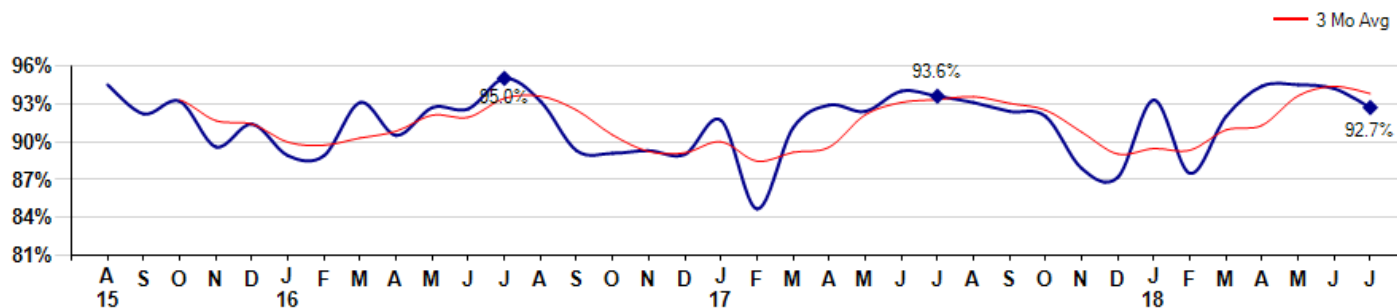


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Selling Price vs Listing Price

The Selling Price vs Listing Price reveals the average amount that Sellers are agreeing to come down from their 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 July 2018 Selling Price vs List Price of 92.7% was down from 94.2% last month and down from 93.6% in July of last year.

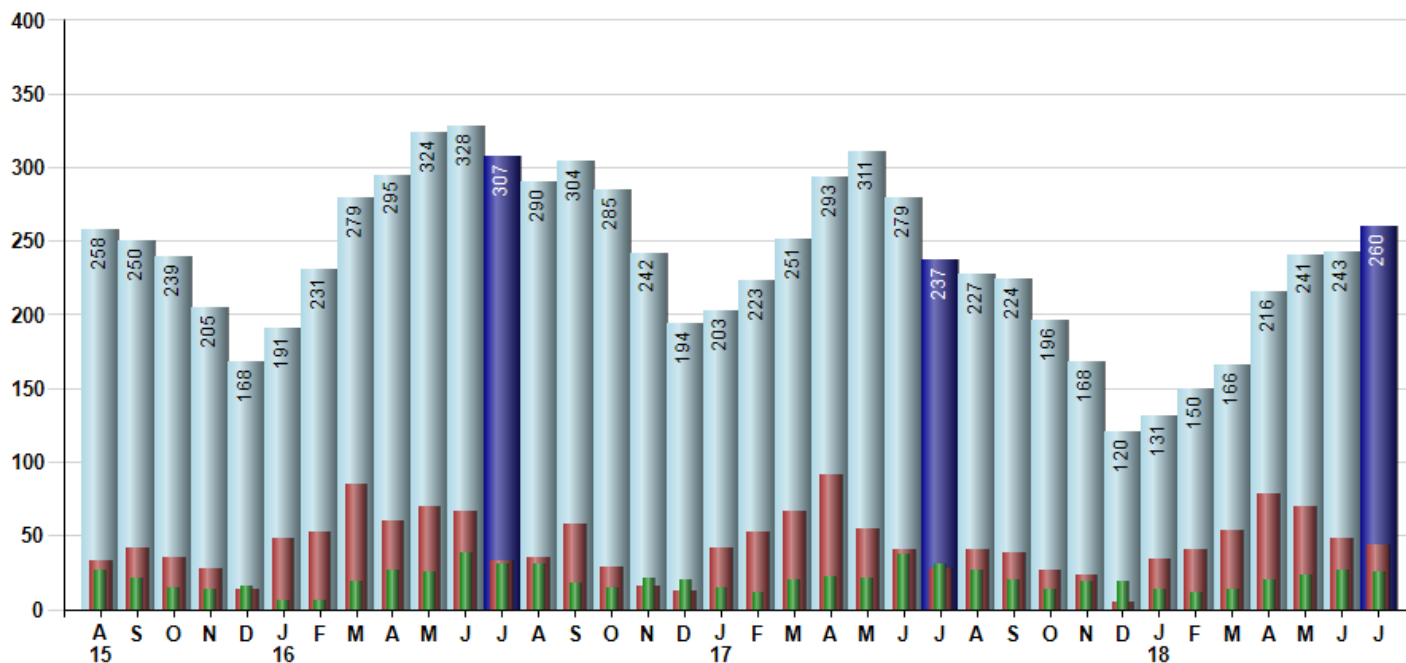
Avg Selling Price divided by Avg Listing Price for sold properties during the month



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 July 2018 was 44, down -8.3% from 48 last month and up 57.1% from 28 in July of last year.

Inventory NewListings Sold



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MARKET ACTION REPORT

July 2018

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	A 15	S	O	N	D	J 16	F	M	A	M	J	J	A	S	O	N	D	J 17	F	M	A	M	J	J	A	S	O	N	D	J 18	F	M	A	M	J	J
Homes Sold	27	21	15	13	16	6	6	19	26	25	38	31	31	18	15	21	20	15	11	20	22	21	37	31	27	20	13	19	19	13	11	14	20	23	27	25
3 Mo. Roll Avg			21	16	15	12	9	10	17	23	30	31	33	27	21	18	19	19	15	15	18	21	27	30	32	26	20	17	17	17	14	13	15	19	23	25

	(000's) A 15	S	O	N	D	J 16	F	M	A	M	J	J	A	S	O	N	D	J 17	F	M	A	M	J	J	A	S	O	N	D	J 18	F	M	A	M	J	J
Median Sale Price	760	645	574	575	749	1,058	515	779	825	760	825	670	731	815	845	695	725	680	1,125	653	723	773	725	715	725	725	785	650	570	780	845	570	698	805	710	780
3 Mo. Roll Avg			660	598	632	794	774	784	706	788	803	752	742	739	797	785	755	700	843	819	833	716	740	738	722	722	745	720	668	667	732	732	704	691	738	765

	A 15	S	O	N	D	J 16	F	M	A	M	J	J	A	S	O	N	D	J 17	F	M	A	M	J	J	A	S	O	N	D	J 18	F	M	A	M	J	J
Inventory	258	250	239	205	168	191	231	279	295	324	328	307	290	304	285	242	194	203	223	251	293	311	279	237	227	224	196	168	120	131	150	166	216	241	243	260
MSI	10	12	16	16	11	32	39	15	11	13	9	10	9	17	19	12	10	14	20	13	13	15	8	8	8	11	15	9	6	10	14	12	11	10	9	10

	A 15	S	O	N	D	J 16	F	M	A	M	J	J	A	S	O	N	D	J 17	F	M	A	M	J	J	A	S	O	N	D	J 18	F	M	A	M	J	J
Days On Market	143	123	123	123	163	138	139	169	197	140	162	124	125	191	179	200	172	158	250	202	212	203	142	156	78	138	130	173	176	160	132	85	95	69	64	82
3 Mo. Roll Avg			130	123	136	141	147	149	168	169	166	142	137	147	165	190	184	177	193	203	221	206	186	167	125	124	115	147	160	170	156	126	104	83	76	72

	A 15	S	O	N	D	J 16	F	M	A	M	J	J	A	S	O	N	D	J 17	F	M	A	M	J	J	A	S	O	N	D	J 18	F	M	A	M	J	J
Price per Sq Ft	284	257	239	234	268	261	276	251	245	244	248	255	263	222	273	242	269	288	268	220	263	231	246	250	236	235	214	220	230	230	243	219	238	258	225	229
3 Mo. Roll Avg			260	243	247	254	268	263	257	247	246	249	255	247	253	246	261	266	275	259	250	238	247	242	244	240	228	223	221	227	234	231	233	238	240	237

	A 15	S	O	N	D	J 16	F	M	A	M	J	J	A	S	O	N	D	J 17	F	M	A	M	J	J	A	S	O	N	D	J 18	F	M	A	M	J	J
Sale to List Price	0.945	0.922	0.932	0.896	0.914	0.889	0.889	0.931	0.905	0.927	0.926	0.950	0.932	0.893	0.891	0.893	0.890	0.917	0.847	0.911	0.929	0.924	0.940	0.936	0.931	0.924	0.920	0.879	0.872	0.933	0.875	0.920	0.944	0.945	0.942	0.927
3 Mo. Roll Avg			0.933	0.917	0.914	0.900	0.897	0.903	0.908	0.921	0.919	0.934	0.936	0.925	0.905	0.892	0.891	0.900	0.885	0.892	0.896	0.921	0.931	0.933	0.936	0.930	0.925	0.908	0.890	0.895	0.893	0.909	0.913	0.936	0.944	0.938

	A 15	S	O	N	D	J 16	F	M	A	M	J	J	A	S	O	N	D	J 17	F	M	A	M	J	J	A	S	O	N	D	J 18	F	M	A	M	J	J
New Listings	33	42	35	28	13	48	52	85	60	70	67	33	35	58	29	16	12	42	52	67	91	55	40	28	40	38	26	23	5	34	41	53	78	70	48	44
Inventory	258	250	239	205	168	191	231	279	295	324	328	307	290	304	285	242	194	203	223	251	293	311	279	237	227	224	196	168	120	131	150	166	216	241	243	260
Sales	27	21	15	13	16	6	6	19	26	25	38	31	31	18	15	21	20	15	11	20	22	21	37	31	27	20	13	19	19	13	11	14	20	23	27	25

	(000's) A 15	S	O	N	D	J 16	F	M	A	M	J	J	A	S	O	N	D	J 17	F	M	A	M	J	J	A	S	O	N	D	J 18	F	M	A	M	J	J
Avg Sale Price	858	670	753	539	811	1,074	559	859	797	854	818	717	749	793	825	876	954	805	1,405	712	799	805	722	703	793	790	843	659	676	773	1,001	582	774	1,042	775	810
3 Mo. Roll Avg			760	654	701	808	815	831	738	837	823	796	761	753	789	832	885	879	1,055	974	972	772	775	743	740	762	809	764	726	703	817	785	786	799	864	875

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