

## City: Wilton



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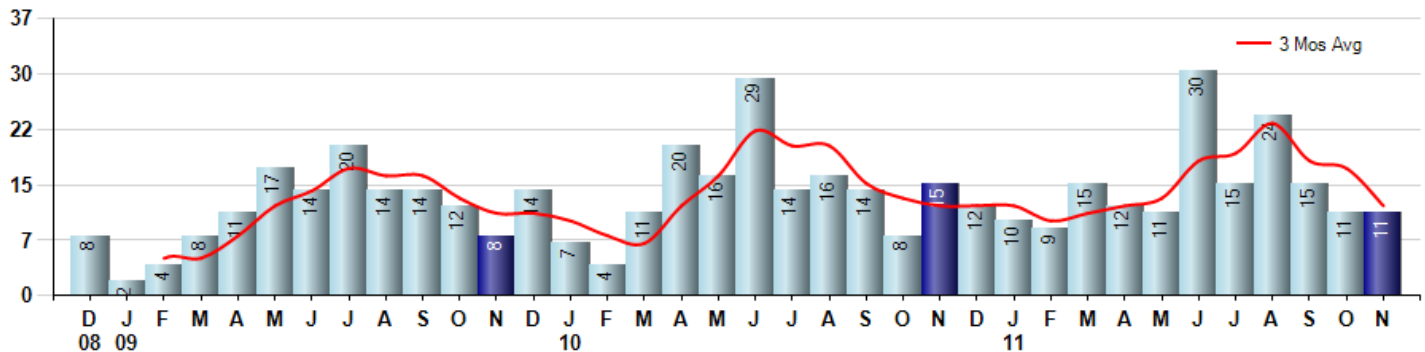
Price Range: ALL | Properties: Single Family Home

Market Profile & Trends Overview	Month	Trending Versus*:				Trending Versus*:		
		LM	L3M	PYM	LY	YTD	PriorYTD	PriorYear
Median List Price of all Current Listings	\$857,500	1%		-3%				
Average List Price of all Current Listings	\$1,068,036	2%		-7%				
November Median Sales Price	\$1,100,000	33%	30%	45%	39%	\$825,000	4%	4%
November Average Sales Price	\$1,086,536	0%	4%	33%	22%	\$967,940	11%	9%
Total Properties Currently for Sale (Inventory)	174	-13%		13%				
November Number of Properties Sold	11	0%		-27%			6%	
November Average Days on Market (Solds)	96	-14%	-16%	-14%	-14%	113	3%	1%
November Month's Supply of Inventory	15.8	-13%	0%	54%	8%	13.8	-8%	-6%
November Sale Price vs List Price Ratio	93.7%	1.6%	0%	-2%	-0.3%	94.4%	0.2%	0.4%

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

## Property Sales

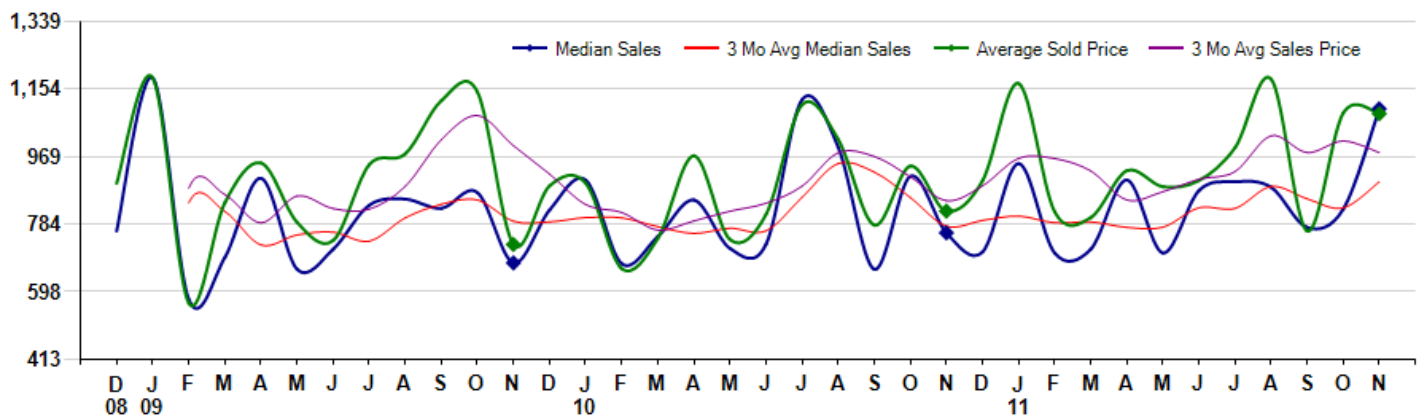
November Property sales were 11, down -26.7% from 15 in November of 2010 and equal to 0.0% 11 sales last month. November 2011 sales were at a mid level compared to November of 2010 and 2009. November YTD sales of 163 are running 5.8% ahead of last year's year-to-date sales of 154.



## Prices

The Median Sales Price in November was \$1,100,000, up 44.7% from \$760,000 in November of 2010 and up 33.3% from \$825,000 last month. The Average Sales Price in November was \$1,086,536, up 32.6% from \$819,667 in November of 2010 and down -0.2% from \$1,088,500 last month. November 2011 ASP was at highest level compared to November of 2010 and 2009.

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



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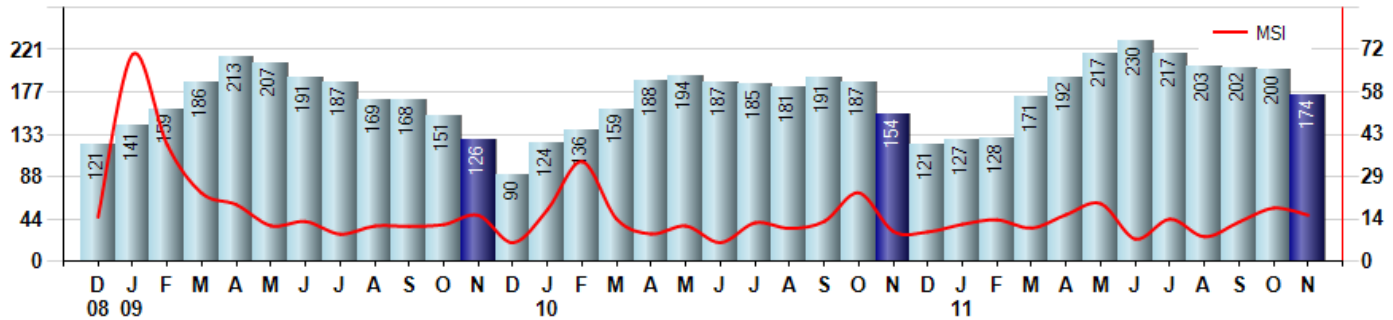
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## Inventory & MSI

The Total Inventory of Properties available for sale as of November was 174, down -13.0% from 200 last month and up 13.0% from 154 in November of last year. November 2011 Inventory was at highest level compared to November of 2010 and 2009.

A comparatively lower MSI is more beneficial for sellers while a higher MSI is better for buyers. The November 2011 MSI of 15.8 months was at its highest level compared with November of 2010 and 2009.

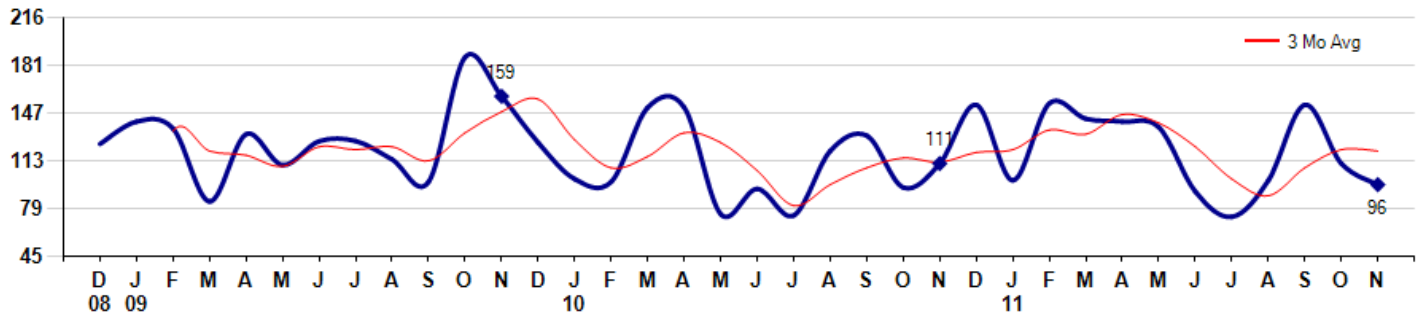
MSI is the # of months needed to sell all of the Inventory at the monthly Sales Pace



## 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 November was 96, down -13.5% from 111 days last month and down -13.5% from 111 days in November of last year. The November 2011 DOM was at its lowest level compared with November of 2010 and 2009.

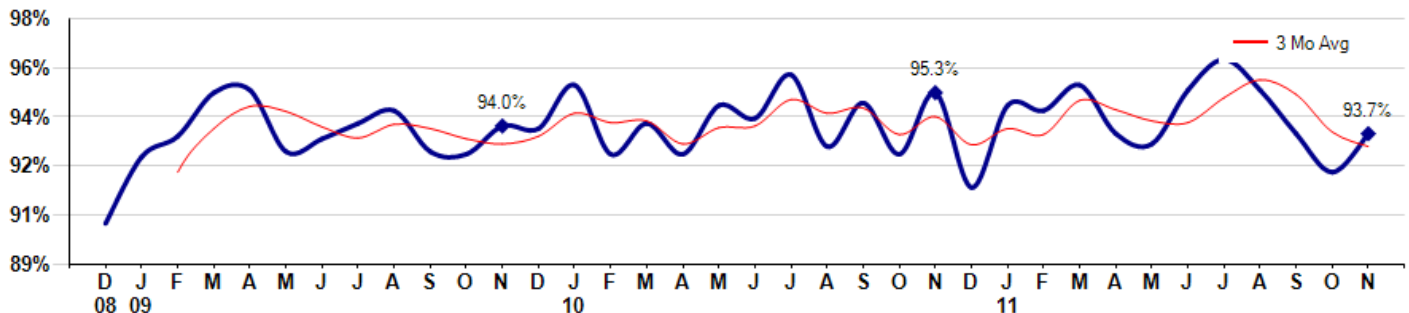
Average Days on Market (Listing to Contract) for properties sold during the month



## 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 2011 Selling Price vs Original List Price of 93.7% was up from 92.2% last month and down from 95.3% in November of last year.

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



Based on information from Greater Fairfield County CMLS, Inc. for the period 12/1/2008 through 11/30/2011. Due to MLS reporting methods and allowable reporting policy, this data is only informational and may not be completely accurate. Therefore, Coldwell Banker Residential Brokerage does not guarantee the data accuracy. Data maintained by the MLS's may not reflect all real estate activity in the market.



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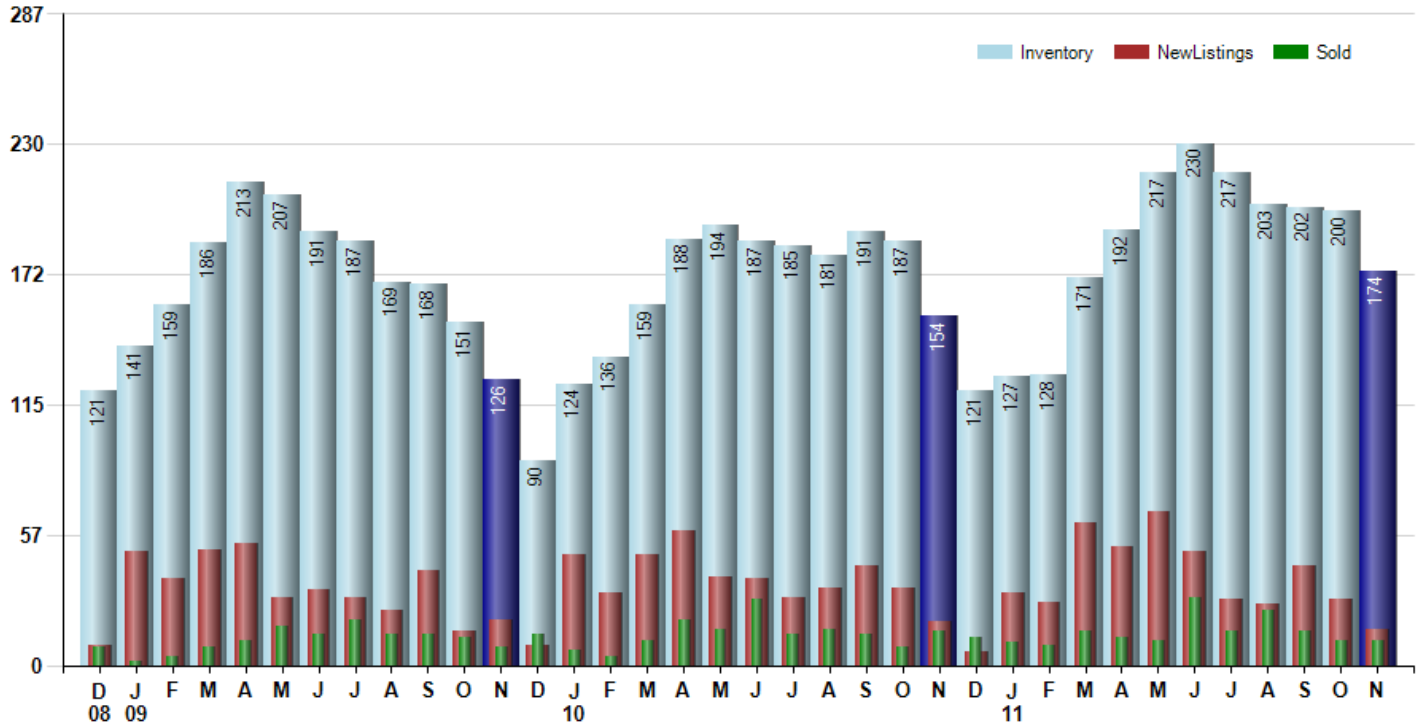
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### Inventory / New Listings / Sales

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 2011 was 16, down -44.8% from 29 last month and down -15.8% from 19 in November of last year.



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# MARKET ACTION REPORT

November 2011

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	D 08	J 09	F	M	A	M	J	J	A	S	O	N	D	J 10	F	M	A	M	J	J	A	S	O	N	D	J 11	F	M	A	M	J	J	A	S	O	N
Homes Sold	8	2	4	8	11	17	14	20	14	14	12	8	14	7	4	11	20	16	29	14	16	14	8	15	12	10	9	15	12	11	30	15	24	15	11	11
3 Mo. Roll Avg			5	5	8	12	14	17	16	16	13	11	11	10	8	7	12	16	22	20	20	15	13	12	12	12	10	11	12	13	18	19	23	18	17	12

(000's)	D 08	J 09	F	M	A	M	J	J	A	S	O	N	D	J 10	F	M	A	M	J	J	A	S	O	N	D	J 11	F	M	A	M	J	J	A	S	O	N
MedianSalePrice	765	1,185	578	693	910	661	715	836	853	827	871	678	823	905	676	750	850	718	729	1,125	995	660	915	760	708	950	705	715	905	705	876	900	885	775	825	1,100
3 Mo. Roll Avg			843	818	727	754	762	737	801	838	850	792	790	802	801	777	759	773	766	857	950	927	857	778	794	806	788	790	775	775	829	827	887	853	828	900

	D 08	J 09	F	M	A	M	J	J	A	S	O	N	D	J 10	F	M	A	M	J	J	A	S	O	N	D	J 11	F	M	A	M	J	J	A	S	O	N
Inventory	121	141	159	186	213	207	191	187	169	168	151	126	90	124	136	159	188	194	187	185	181	191	187	154	121	127	128	171	192	217	230	217	203	202	200	174
MSI	15	71	40	23	19	12	14	9	12	12	13	16	6	18	34	14	9	12	6	13	11	14	23	10	10	13	14	11	16	20	8	14	8	13	18	16

	D 08	J 09	F	M	A	M	J	J	A	S	O	N	D	J 10	F	M	A	M	J	J	A	S	O	N	D	J 11	F	M	A	M	J	J	A	S	O	N
Days On Market	125	141	136	84	132	110	127	127	114	98	187	159	126	100	98	151	151	75	93	74	120	131	94	111	153	99	154	143	141	137	91	73	99	153	111	96
3 Mo. Roll Avg			134	120	117	109	123	121	123	113	133	148	157	128	108	116	133	126	106	81	96	108	115	112	119	121	135	132	146	140	123	100	88	108	121	120

	D 08	J 09	F	M	A	M	J	J	A	S	O	N	D	J 10	F	M	A	M	J	J	A	S	O	N	D	J 11	F	M	A	M	J	J	A	S	O	N
Price per Sq Ft	278	293	290	260	303	264	262	271	294	265	244	263	256	252	250	257	255	286	296	270	283	279	290	252	253	279	267	239	251	249	265	285	268	245	286	253
3 Mo. Roll Avg			287	281	284	276	276	266	276	277	268	257	254	257	253	253	254	266	279	284	283	277	284	274	265	261	266	262	252	246	255	266	273	266	266	261

	D 08	J 09	F	M	A	M	J	J	A	S	O	N	D	J 10	F	M	A	M	J	J	A	S	O	N	D	J 11	F	M	A	M	J	J	A	S	O	N
Sale to List Price	0.902	0.928	0.936	0.953	0.954	0.930	0.935	0.941	0.946	0.930	0.929	0.940	0.939	0.956	0.929	0.941	0.929	0.948	0.943	0.960	0.932	0.949	0.929	0.953	0.916	0.948	0.946	0.956	0.937	0.933	0.954	0.966	0.954	0.937	0.922	0.937
3 Mo. Roll Avg			0.922	0.939	0.948	0.946	0.940	0.935	0.941	0.939	0.935	0.933	0.936	0.945	0.941	0.942	0.933	0.939	0.940	0.950	0.945	0.947	0.937	0.944	0.933	0.939	0.937	0.950	0.946	0.942	0.941	0.951	0.958	0.952	0.938	0.932

	D 08	J 09	F	M	A	M	J	J	A	S	O	N	D	J 10	F	M	A	M	J	J	A	S	O	N	D	J 11	F	M	A	M	J	J	A	S	O	N
New Listings	9	50	38	51	54	30	33	30	24	42	15	20	9	49	32	49	59	39	38	30	34	44	34	19	6	32	28	63	52	68	50	29	27	44	29	16
Inventory	121	141	159	186	213	207	191	187	169	168	151	126	90	124	136	159	188	194	187	185	181	191	187	154	121	127	128	171	192	217	230	217	203	202	200	174
Sales	8	2	4	8	11	17	14	20	14	14	12	8	14	7	4	11	20	16	29	14	16	14	8	15	12	10	9	15	12	11	30	15	24	15	11	11

(000's)	D 08	J 09	F	M	A	M	J	J	A	S	O	N	D	J 10	F	M	A	M	J	J	A	S	O	N	D	J 11	F	M	A	M	J	J	A	S	O	N
Avg Sale Price	896	1,185	568	843	952	789	739	947	977	1,122	1,146	728	889	896	662	744	971	742	811	1,111	1,016	781	943	820	903	1,170	818	802	930	886	904	994	1,182	765	1,089	1,087
3 Mo. Roll Avg			883	865	787	861	827	825	887	1,015	1,082	999	921	838	816	768	793	819	841	888	979	970	914	848	889	964	964	930	850	873	907	928	1,026	980	1,012	980

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