

MARKET ACTION REPORT

July 2011

City: Wilton



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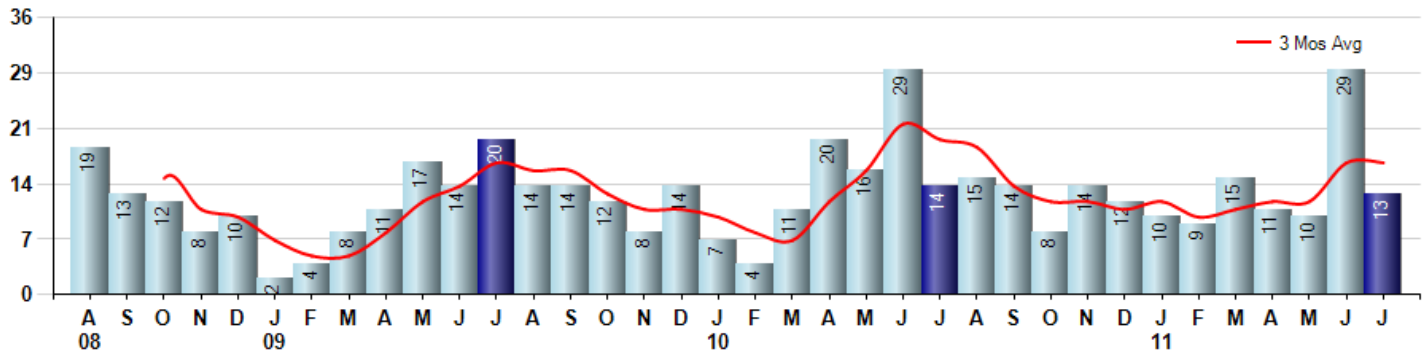
Price Range: ALL | Properties: Single Family Home

Market Profile & Trends Overview	Month	Trending Versus*:				YTD	Trending Versus*:	
		LM	L3M	PYM	LY		PriorYTD	PriorYear
Median List Price of all Current Listings	\$877,000	0%		1%				
Average List Price of all Current Listings	\$1,073,551	1%		-8%				
July Median Sales Price	\$900,000	4%	6%	-20%	14%	\$825,000	7%	4%
July Average Sales Price	\$1,015,908	13%	8%	-9%	14%	\$931,490	8%	4%
Total Properties Currently for Sale (Inventory)	220	-6%		18%				
July Number of Properties Sold	13	-55%		-7%			-4%	
July Average Days on Market (Solds)	78	-15%	-26%	5%	-30%	115	9%	3%
Asking Price per Square Foot (based on New Listings)	\$303	0%	3%	6%	2%	\$289	-5%	-2%
July Sold Price per Square Foot	\$278	4%	6%	3%	2%	\$262	-4%	-4%
July Month's Supply of Inventory	16.9	111%	8%	27%	14%	14.8	-4%	-1%
July Sale Price vs List Price Ratio	96.3%	0.8%	2%	0%	2.4%	94.7%	0.5%	0.7%

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

Property Sales

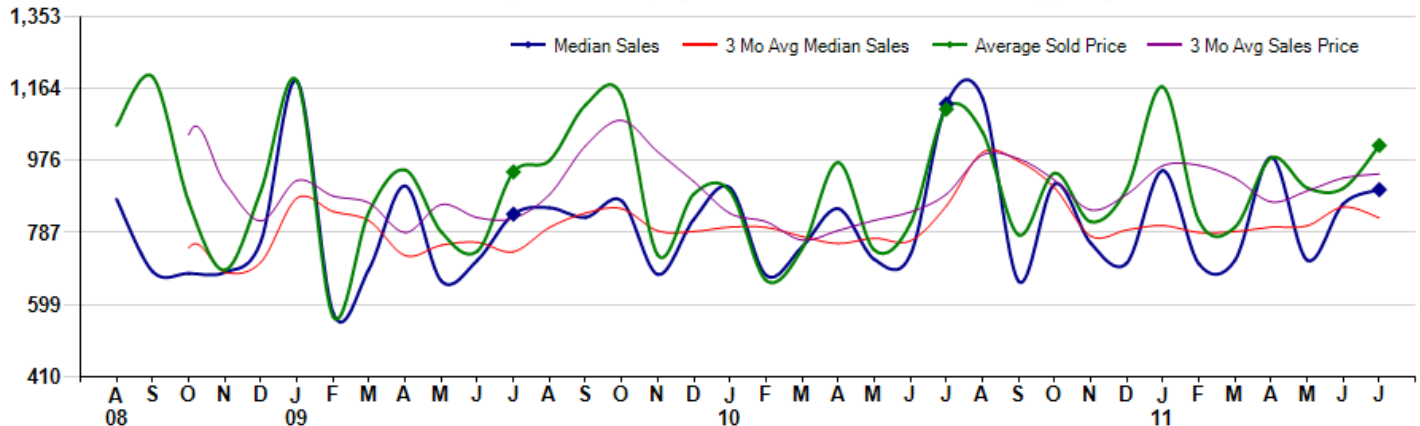
July Property sales were 13, down -7.1% from 14 in July of 2010 and -55.2% lower than the 29 sales last month. July 2011 sales were at their lowest level compared to July of 2010 and 2009. July YTD sales of 97 are running -4.0% behind last year's year-to-date sales of 101.



Prices

The Median Sales Price in July was \$900,000, down -20.0% from \$1,125,100 in July of 2010 and up 4.3% from \$863,000 last month. The Average Sales Price in July was \$1,015,908, down -8.6% from \$1,110,979 in July of 2010 and up 12.5% from \$903,310 last month. July 2011 ASP was at a mid range compared to July of 2010 and 2009.

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



Based on information from Greater Fairfield County CMLS, Inc. for the period 8/1/2008 through 7/31/2011. 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.





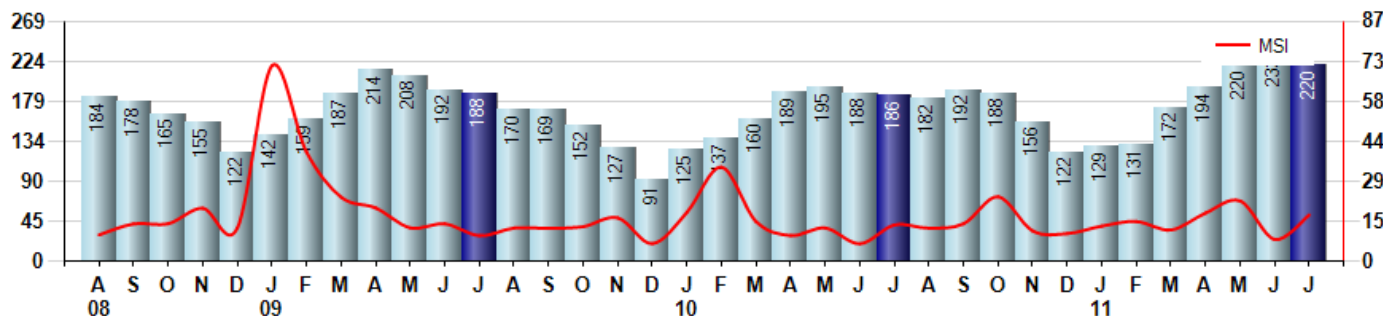
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Inventory & MSI

The Total Inventory of Properties available for sale as of July was 220, down -5.6% from 233 last month and up 18.3% from 186 in July of last year. July 2011 Inventory was at highest level compared to July of 2010 and 2009.

A comparatively lower MSI is more beneficial for sellers while a higher MSI is better for buyers. The July 2011 MSI of 16.9 months was at its highest level compared with July of 2010 and 2009.

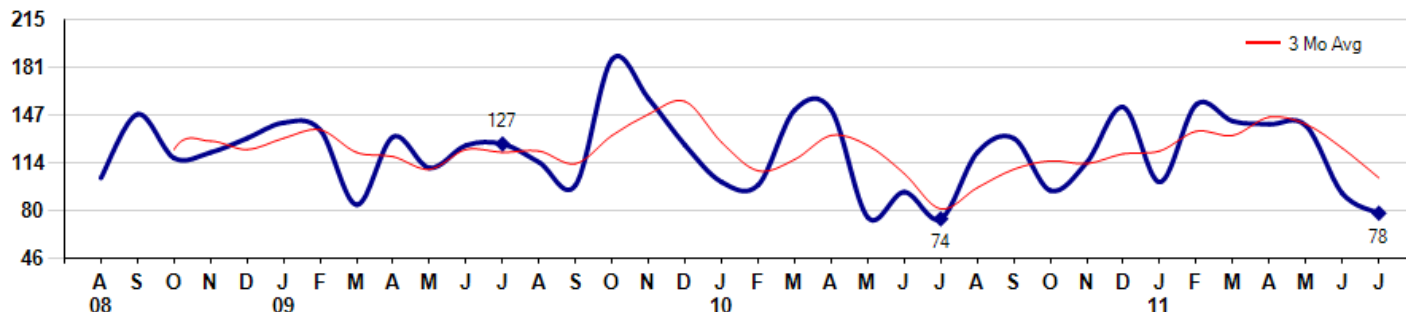
MSI is the # of months needed to sell all of the Inventory at the monthly Sales Pace



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 July was 78, down -15.2% from 92 days last month and up 5.4% from 74 days in July of last year. The July 2011 DOM was at a mid range compared with July of 2010 and 2009.

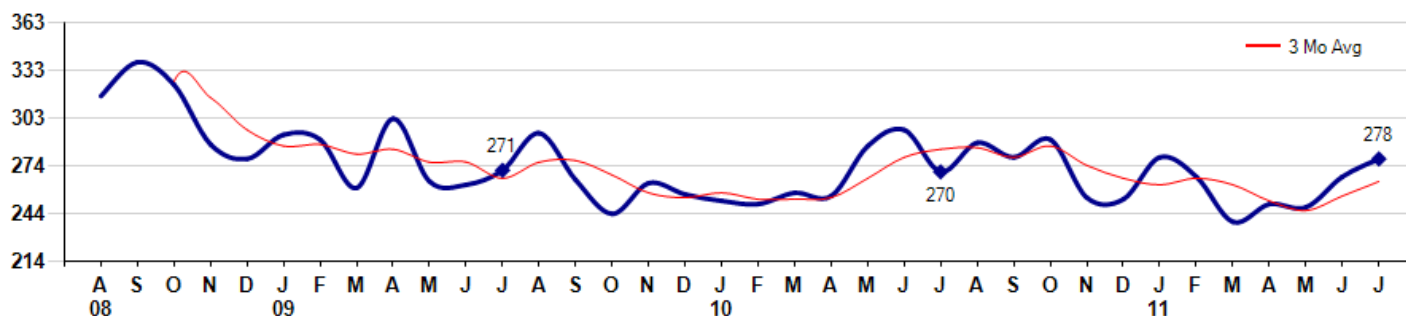
Average Days on Market (Listing to Contract) for properties sold during the month



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 2011 Selling Price per Square Foot of \$278 was up 4.1% from \$267 last month and up 3.0% from \$270 in July of last year.

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



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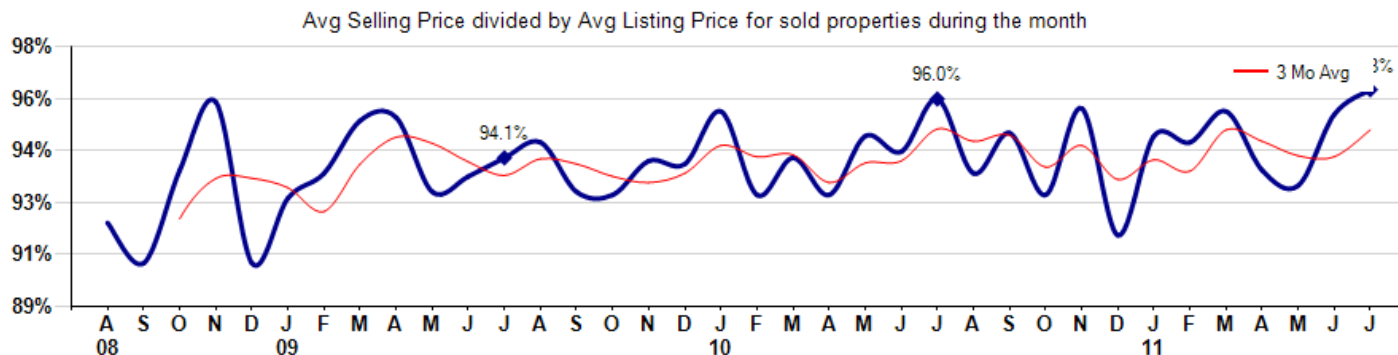
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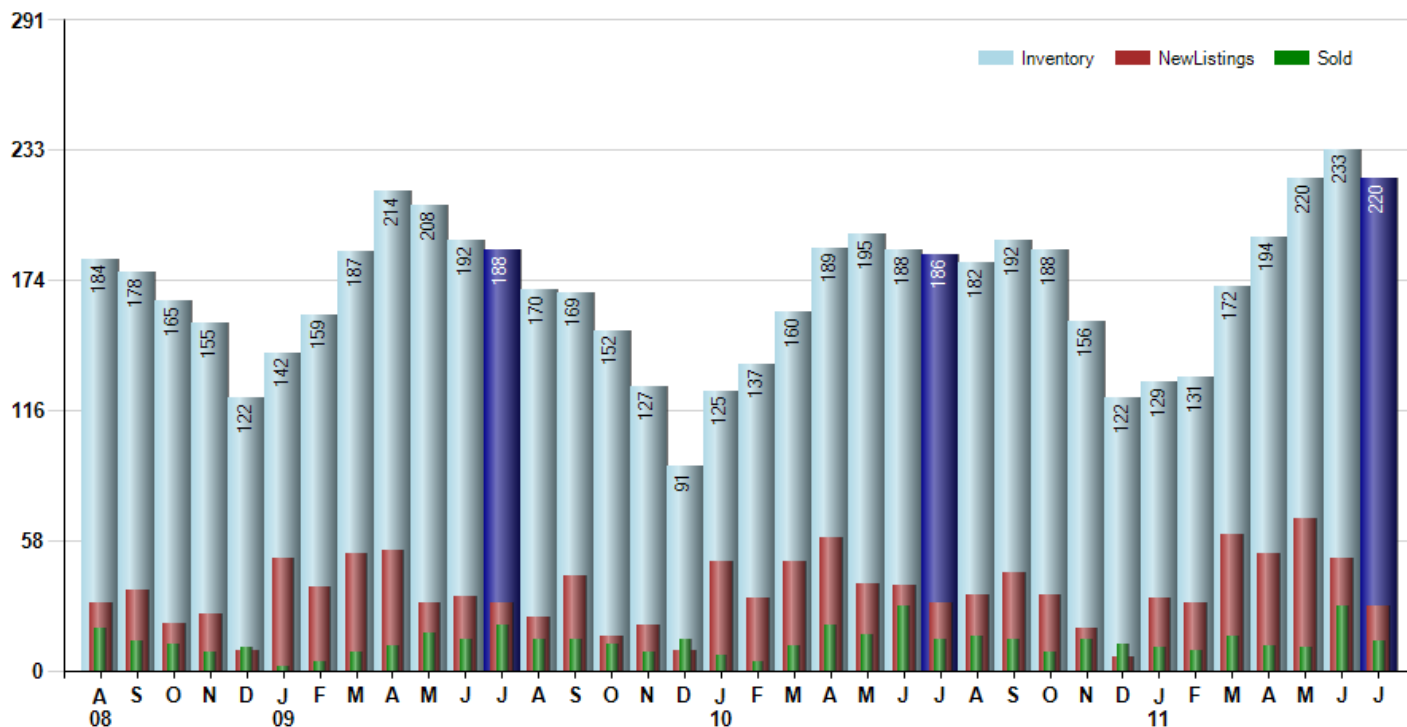
Selling Price vs Original Listing Price

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 July 2011 Selling Price vs Original List Price of 96.3% was up from 95.5% last month and up from 96.0% in July of last year.



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 2011 was 29, down -42.0% from 50 last month and down -3.3% from 30 in July of last year.



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Homes Sold	19	13	12	8	10	2	4	8	11	17	14	20	14	14	12	8	14	7	4	11	20	16	29	14	15	14	8	14	12	10	9	15	11	10	29	13
3 Mo. Roll Avg			15	11	10	7	5	5	8	12	14	17	16	16	13	11	11	10	8	7	12	16	22	20	19	14	12	12	11	12	10	11	12	12	17	17

	(000's) A 08	S	O	N	D	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
Median Sale Price	875	685	681	683	765	1,185	578	693	910	661	715	836	853	827	871	678	823	905	676	750	850	718	729	1,125	1,140	660	915	760	708	950	705	715	985	715	863	900
3 Mo. Roll Avg			747	683	710	878	843	818	727	754	762	737	801	838	850	792	790	802	801	777	759	773	766	857	998	975	905	778	794	806	788	790	802	805	854	826

	A 08	S	O	N	D	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
Inventory	184	178	165	155	122	142	159	187	214	208	192	188	170	169	152	127	91	125	137	160	189	195	188	186	182	192	188	156	122	129	131	172	194	220	233	220
MSI	10	14	14	19	12	71	40	23	19	12	14	9	12	12	13	16	7	18	34	15	9	12	6	13	12	14	24	11	10	13	15	11	18	22	8	17

	A 08	S	O	N	D	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
Days On Market	103	148	117	121	131	142	137	84	132	110	126	127	114	98	187	159	126	100	98	151	151	75	93	74	121	131	94	114	153	100	155	143	141	140	92	78
3 Mo. Roll Avg			123	129	123	131	137	121	118	109	123	121	122	113	133	148	157	128	108	116	133	126	106	81	96	109	115	113	120	122	136	133	146	141	124	103

	A 08	S	O	N	D	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
Price per Sq Ft	317	338	324	287	278	293	290	260	303	264	262	271	294	265	244	263	256	252	250	257	255	286	296	270	288	279	290	254	253	279	267	239	250	248	267	278
3 Mo. Roll Avg			326	316	296	286	287	281	284	276	276	266	276	277	268	257	254	257	253	253	254	266	279	284	285	279	286	274	266	262	266	262	252	246	255	264

	A 08	S	O	N	D	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
Sale to List Price	0.920	0.907	0.937	0.959	0.907	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	0.936	0.949	0.929	0.957	0.916	0.948	0.946	0.956	0.937	0.932	0.955	0.963
3 Mo. Roll Avg			0.921	0.934	0.934	0.931	0.924	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	0.946	0.948	0.938	0.945	0.934	0.940	0.937	0.950	0.946	0.942	0.941	0.950

	A 08	S	O	N	D	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
New Listings	30	36	21	25	9	50	37	52	54	30	33	30	24	42	15	20	9	49	32	49	59	39	38	30	34	44	34	19	6	32	30	61	52	68	50	29
Inventory	184	178	165	155	122	142	159	187	214	208	192	188	170	169	152	127	91	125	137	160	189	195	188	186	182	192	188	156	122	129	131	172	194	220	233	220
Sales	19	13	12	8	10	2	4	8	11	17	14	20	14	14	12	8	14	7	4	11	20	16	29	14	15	14	8	14	12	10	9	15	11	10	29	13

	(000's) A 08	S	O	N	D	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
Avg Sale Price	1,068	1,196	867	689	898	1,185	568	843	952	789	739	947	977	1,122	1,146	728	889	896	662	744	971	742	811	1,111	1,051	781	943	816	903	1,170	818	802	983	905	903	1,016
3 Mo. Roll Avg			1,044	917	818	924	883	865	787	861	827	825	887	1,015	1,082	999	921	838	816	768	793	819	841	888	991	981	925	847	887	963	964	930	868	897	930	941

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