

City: Wilton

Coldwell Banker Westport Riverside

472 Riverside Avenue
Westport, CT 06880
www.ColdwellBankerMoves.com
203-227-8424



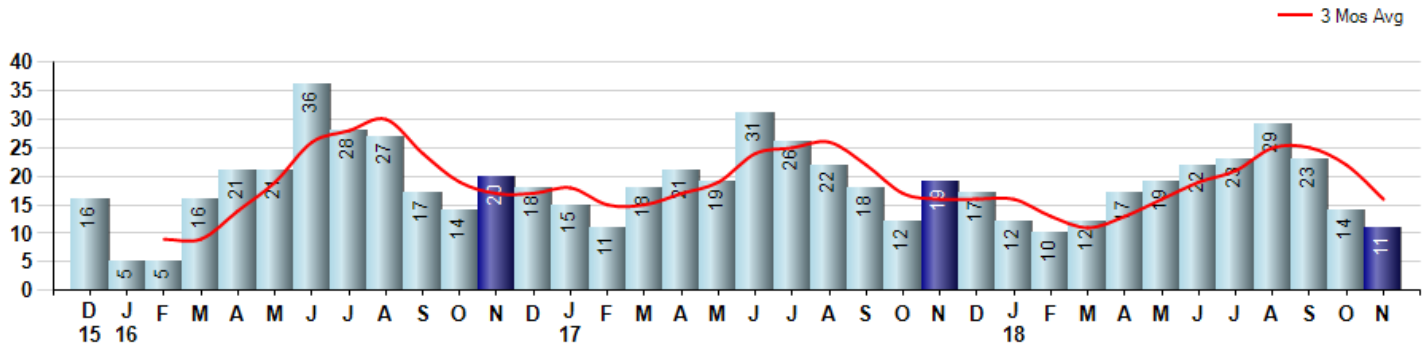
Price Range: 0 to 999999999 | Properties: Single Family Home

Market Profile & Trends Overview	Month	Trending Versus*:				Trending Versus*:		
		LM	L3M	PYM	LY	YTD	PriorYTD	PriorYear
Median List Price of all Current Listings	\$834,000	-1%		-7%				
Average List Price of all Current Listings	\$1,001,841	2%		-11%				
November Median Sales Price	\$775,000	23%	-3%	19%	5%	\$797,000	6%	8%
November Average Sales Price	\$842,182	15%	-2%	28%	2%	\$877,498	5%	6%
Total Properties Currently for Sale (Inventory)	182	-18%		15%				
November Number of Properties Sold	11	-21%		-42%			-9%	
November Average Days on Market (Solds)	158	15%	36%	-9%	-6%	104	-37%	-38%
Asking Price per Square Foot (based on New Listings)	\$243	6%	1%	9%	-2%	\$248	0%	0%
November Sold Price per Square Foot	\$239	-2%	2%	9%	0%	\$231	-4%	-3%
November Month's Supply of Inventory	16.5	4%	18%	99%	41%	12.0	-2%	2%
November Sale Price vs List Price Ratio	93.5%	1.1%	1%	6%	2.2%	92.8%	1.1%	1.5%

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

Property Sales

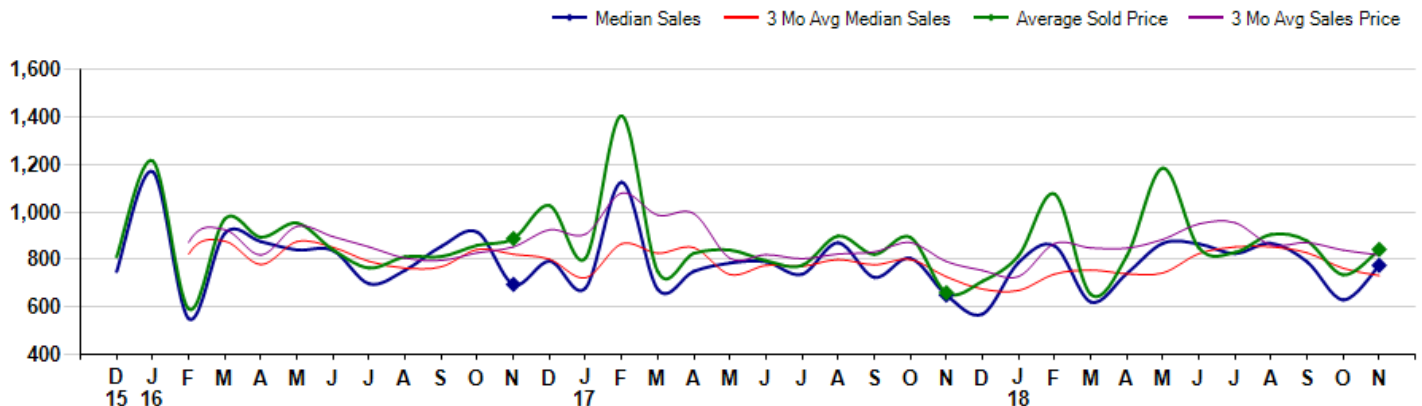
November Property sales were 11, down -42.1% from 19 in November of 2017 and -21.4% lower than the 14 sales last month. November 2018 sales were at their lowest level compared to November of 2017 and 2016. November YTD sales of 192 are running -9.4% behind last year's year-to-date sales of 212.



Prices

The Median Sales Price in November was \$775,000, up 19.2% from \$650,000 in November of 2017 and up 23.0% from \$630,000 last month. The Average Sales Price in November was \$842,182, up 27.7% from \$659,368 in November of 2017 and up 14.5% from \$735,214 last month. November 2018 ASP was at a mid range compared to November of 2017 and 2016.

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



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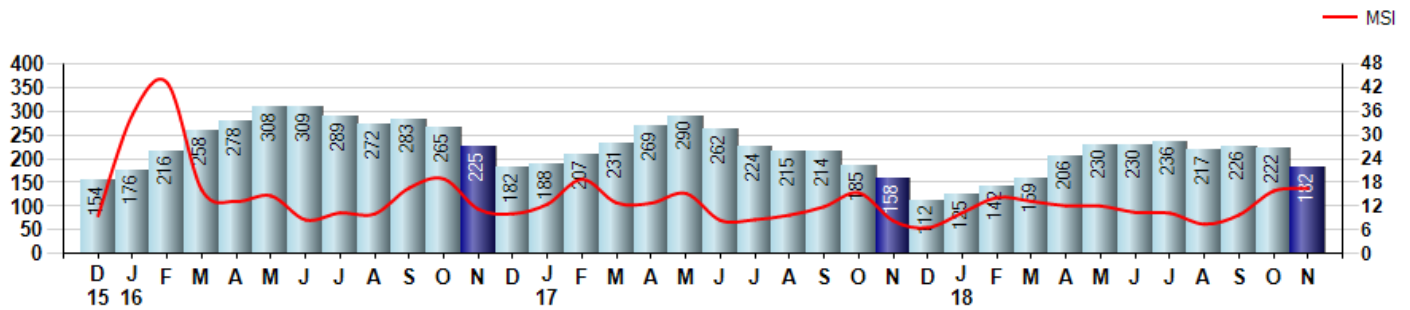
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Inventory & MSI

The Total Inventory of Properties available for sale as of November was 182, down -18.0% from 222 last month and up 15.2% from 158 in November of last year. November 2018 Inventory was at a mid range compared to November of 2017 and 2016.

A comparatively lower MSI is more beneficial for sellers while a higher MSI is better for buyers. The November 2018 MSI of 16.5 months was at its highest level compared with November of 2017 and 2016.

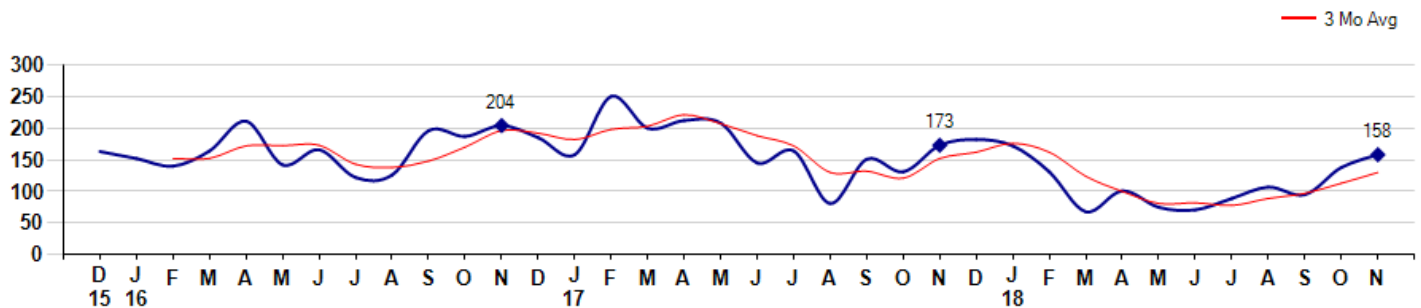
MSI is the # of months needed to sell all of the Inventory at the monthly Sales Pace



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 November was 158, up 14.5% from 138 days last month and down -8.7% from 173 days in November of last year. The November 2018 DOM was at its lowest level compared with November of 2017 and 2016.

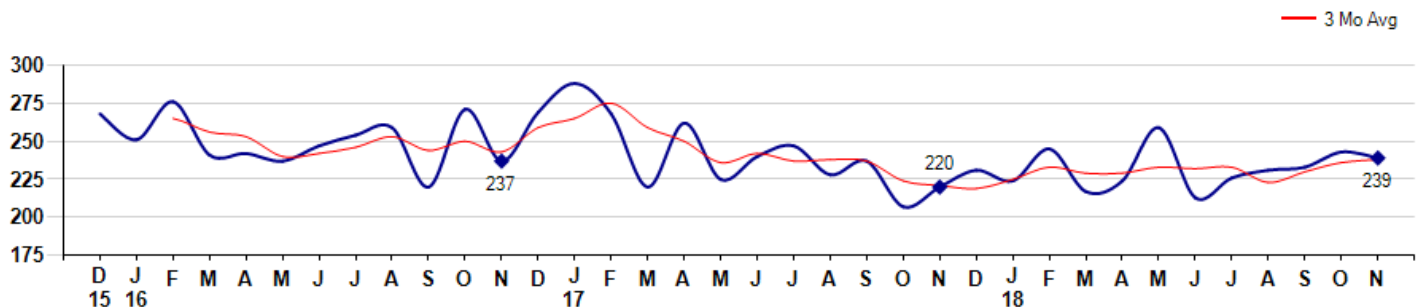
Average Days on Market(Listing to Contract) for properties sold during the month



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 November 2018 Selling Price per Square Foot of \$239 was down -1.6% from \$243 last month and up 8.6% from \$220 in November of last year.

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



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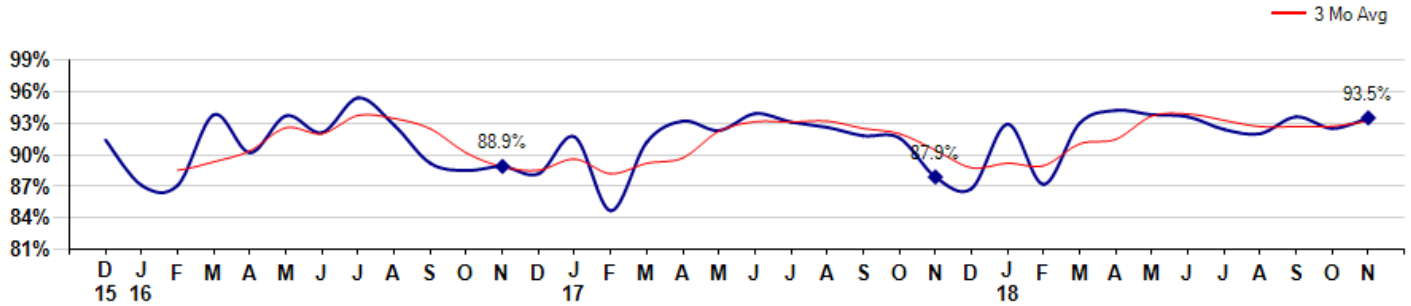


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Selling Price vs Listing Price

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 November 2018 Selling Price vs List Price of 93.5% was up from 92.5% last month and up from 87.9% in November of last year.

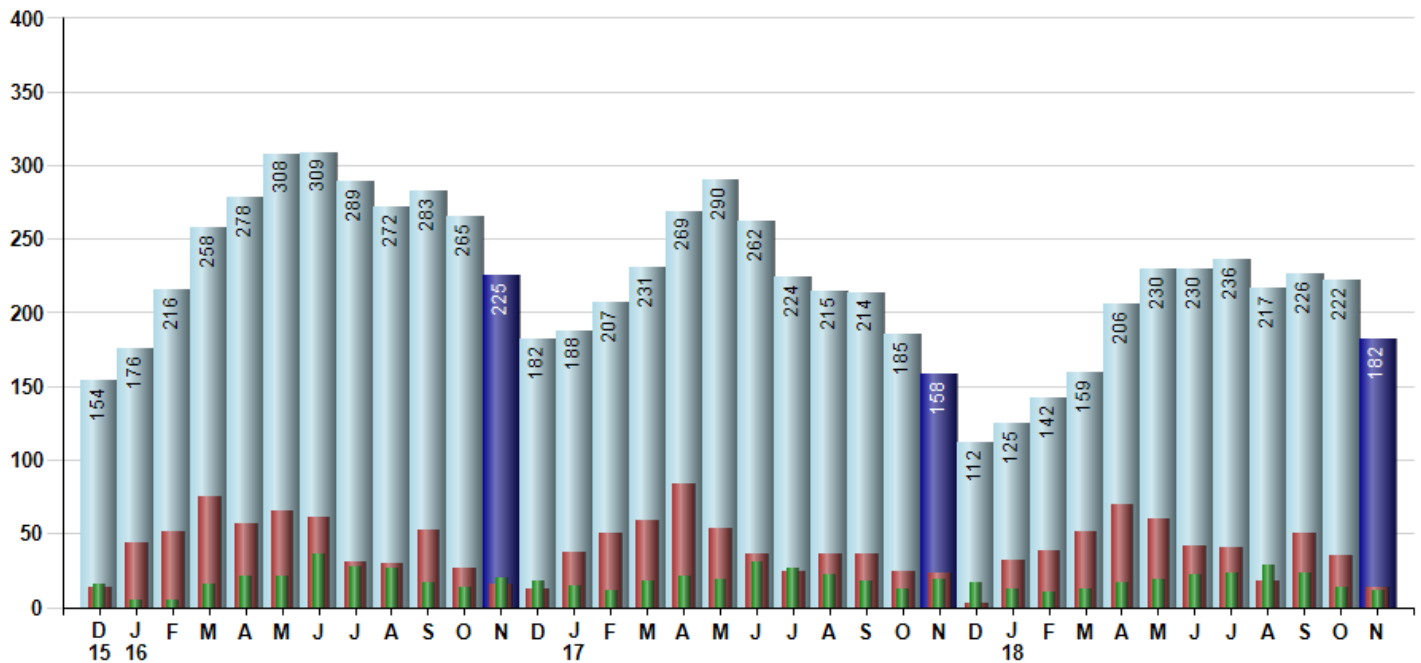
Avg Selling Price divided by Avg Listing Price for sold properties during the month



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 November 2018 was 14, down -60.0% from 35 last month and down -39.1% from 23 in November of last year.

Inventory NewListings Sold



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MARKET ACTION REPORT

November 2018

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	D 15	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	A	S	O	N
Homes Sold	16	5	5	16	21	21	36	28	27	17	14	20	18	15	11	18	21	19	31	26	22	18	12	19	17	12	10	12	17	19	22	23	29	23	14	11
3 Mo. Roll Avg			9	9	14	19	26	28	30	24	19	17	17	18	15	15	17	19	24	25	26	22	17	16	16	16	13	11	13	16	19	21	25	25	22	16

	(000's) D 15	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	A	S	O	N
Median Sale Price	749	1,170	550	910	875	840	837	698	755	855	915	695	793	680	1,125	674	750	785	790	738	870	725	805	650	570	788	857	621	740	868	865	825	868	790	630	775
3 Mo. Roll Avg			823	877	778	875	851	792	763	769	842	822	801	723	866	826	850	736	775	771	799	777	800	727	675	669	738	755	739	743	824	853	853	828	763	732

	D 15	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	A	S	O	N
Inventory	154	176	216	258	278	308	309	289	272	283	265	225	182	188	207	231	269	290	262	224	215	214	185	158	112	125	142	159	206	230	230	236	217	226	222	182
MSI	10	35	43	16	13	15	9	10	10	17	19	11	10	13	19	13	13	15	8	9	10	12	15	8	7	10	14	13	12	12	10	10	7	10	16	17

	D 15	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	A	S	O	N
Days On Market	163	152	140	164	211	142	166	122	126	196	187	204	185	158	250	200	212	208	145	164	81	151	131	173	182	172	131	68	101	75	71	89	107	95	138	158
3 Mo. Roll Avg			152	152	172	172	173	143	138	148	170	196	192	182	198	203	221	207	188	172	130	132	121	152	162	176	162	124	100	81	82	78	89	97	113	130

	D 15	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	A	S	O	N
Price per Sq Ft	268	251	276	241	242	237	247	254	259	220	271	237	269	288	268	220	262	225	240	247	228	237	207	220	231	224	245	217	224	259	213	226	231	233	243	239
3 Mo. Roll Avg			265	256	253	240	242	246	253	244	250	243	259	265	275	259	250	236	242	237	238	237	224	221	219	225	233	229	229	233	232	233	223	230	236	238

	D 15	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	A	S	O	N
Sale to List Price	0.914	0.871	0.871	0.938	0.902	0.937	0.921	0.954	0.928	0.892	0.885	0.889	0.882	0.917	0.847	0.912	0.932	0.923	0.939	0.931	0.926	0.918	0.916	0.879	0.868	0.929	0.872	0.930	0.942	0.938	0.936	0.924	0.920	0.936	0.925	0.935
3 Mo. Roll Avg			0.885	0.893	0.904	0.926	0.920	0.937	0.934	0.925	0.902	0.889	0.885	0.896	0.882	0.892	0.897	0.922	0.931	0.931	0.932	0.925	0.920	0.904	0.888	0.892	0.890	0.910	0.915	0.937	0.939	0.933	0.927	0.927	0.927	0.932

	D 15	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	A	S	O	N
New Listings	13	44	51	75	57	65	61	31	30	52	26	16	12	37	50	59	84	53	36	24	36	36	24	23	3	32	38	51	70	60	42	40	18	50	35	14
Inventory	154	176	216	258	278	308	309	289	272	283	265	225	182	188	207	231	269	290	262	224	215	214	185	158	112	125	142	159	206	230	230	236	217	226	222	182
Sales	16	5	5	16	21	21	36	28	27	17	14	20	18	15	11	18	21	19	31	26	22	18	12	19	17	12	10	12	17	19	22	23	29	23	14	11

	(000's) D 15	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	A	S	O	N
Avg Sale Price	811	1,215	591	971	894	953	840	764	811	812	860	888	1,027	805	1,405	749	826	840	795	775	899	821	893	659	708	816	1,076	653	814	1,185	848	830	905	878	735	842
3 Mo. Roll Avg			872	926	818	939	896	853	805	796	828	853	925	907	1,079	986	993	805	820	803	823	832	871	791	753	728	867	848	848	884	949	954	861	871	839	818

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