

# MARKET ACTION REPORT

April 2012

City: Wilton



## TNT Partners

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Price Range: All | Properties: Single Family

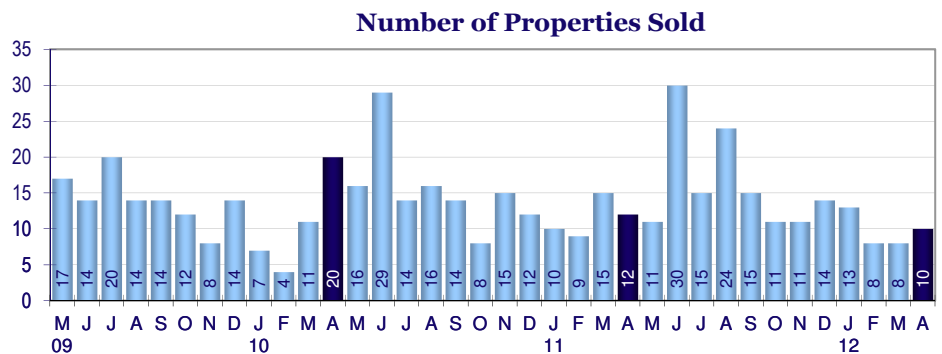
## Market Profile & Trends Overview

	Month	Trending versus*:				YTD	Trending versus*:	
		LM	L3M	PYM	LY		Prior YTD	Prior Year
Median List Price of all Current Listings	\$839,000	1%		-1%				
Average List Price of all Current Listings	\$1,072,004	2%		2%				
April Median Sales Price	\$737,250	1%	2%	-19%	-11%	\$722,500	-6%	-12%
April Average Sales Price	\$787,712	10%	0%	-15%	-17%	\$786,954	-14%	-17%
Total Properties Currently for Sale (Inventory)	233	8%		21%				
April Number of Properties Sold	10	25%		-17%		39	-15%	
April Average Days on Market (Solds)	148	3%	4%	5%	25%	142	5%	20%
Asking Price per Square Foot (based on New Listings)	\$291	-6%	0%	1%	3%	\$290	3%	2%
April Sold Price per Square Foot	\$236	-23%	-8%	-6%	-10%	\$255	-0%	-2%
April Month's Supply of Inventory	23.3	-13%	-7%	46%	72%	22.2	63%	64%
April Sale Price vs List Price Ratio	97.0%	2.3%	3.0%	3.5%	2.9%	94.2%	-2%	-0%

\* LM=Last Month / L3M=Last 3 Months / PYM=Same Month Prior Year / LY=Last Year (2011) / YTD = Year-to-date | Arrows indicate if Month / YTD values are higher (up), lower (down) or unchanged (flat)

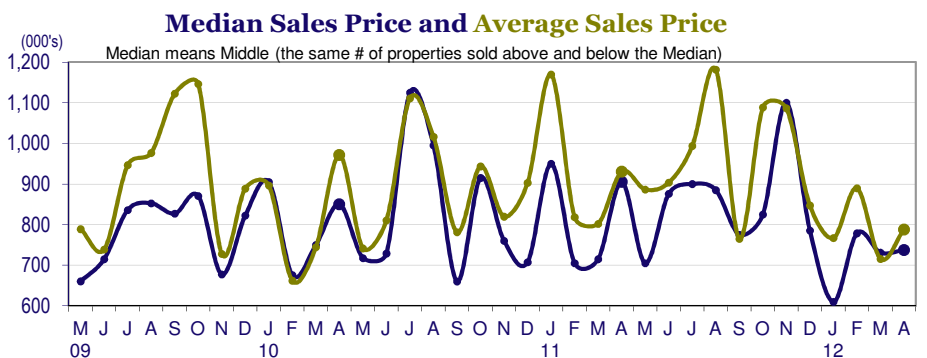
## Property Sales

April Property sales were 10, down 16.7% from 12 in April of 2011 and 25.0% higher than the 8 sales last month. April 2012 sales were at their lowest level compared to April of 2011 and 2010. April YTD sales of 39 are running 15.2% behind last year's year-to-date sales of 46.



## Prices

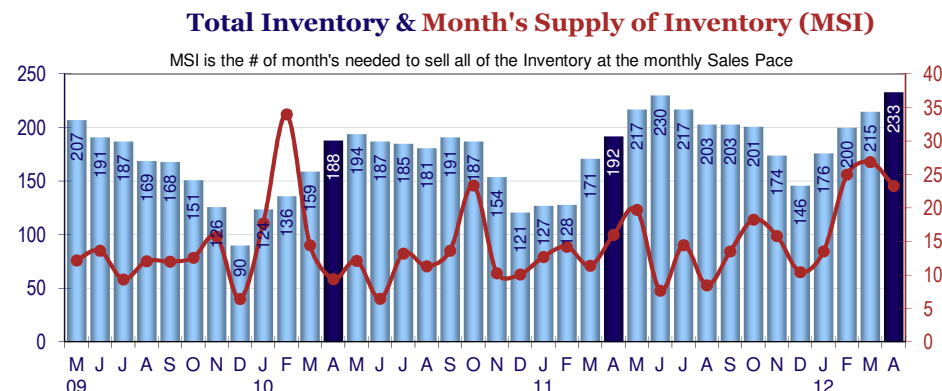
The Median Sales Price in April was \$737,250, down 18.5% from \$905,000 in April of 2011 and up 0.8% from \$731,250 last month. The Average Sales Price in April was \$787,712, down 15.3% from \$930,458 in April of 2011 and up 10.1% from \$715,625 last month. April 2012 ASP was at the lowest level compared to April of 2011 and 2010.



## Inventory & MSI

The Total Inventory of Properties available for sale as of April was 233, up 8.4% from 215 last month and up 21.4% from 192 in April of last year. April 2012 Inventory was at its highest level compared with April of 2011 and 2010.

A comparatively lower MSI is more beneficial for sellers while a higher MSI is better for buyers. The April 2012 MSI of 23.3 months was at its highest level compared with April of 2011 and 2010.



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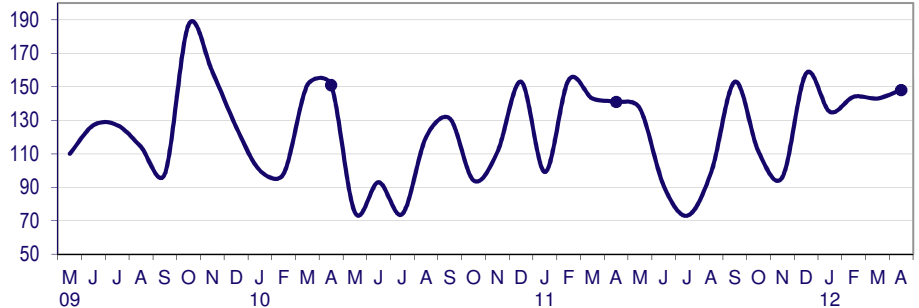
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## Market Time

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 April was 148, up 3.5% from 143 days last month and up 5.0% from 141 days in April of last year. The April 2012 DOM was at a mid level compared with April of 2011 and 2010.

## Days On Market for Sold Properties

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

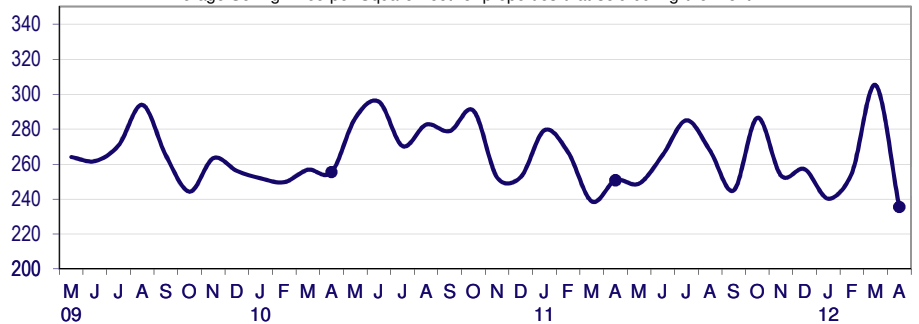


## Selling Price per Square Foot

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 April 2012 Selling Price per Square Foot of \$236 was down 22.8% from \$305 last month and down 6.1% from 251 in April of last year.

## Selling Price per Square Foot

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

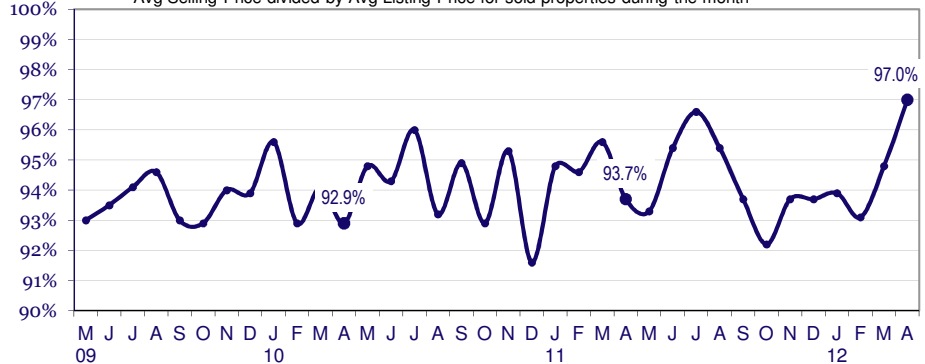


## Selling Price vs Original Listing Price

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 April 2012 Selling Price vs Original List Price of 97.0% was up from 94.8% last month and up from 93.7% in April of last year.

## Selling Price versus Listing Price Ratio

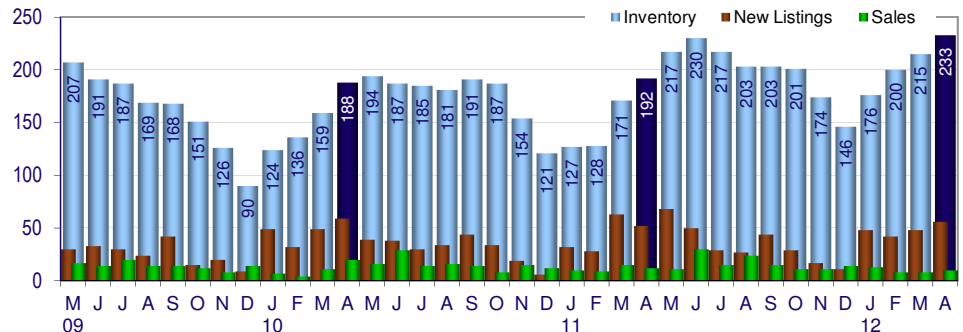
Avg Selling Price divided by Avg Listing Price for sold properties during the month



## 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 April 2012 was 56, up 16.7% from 48 last month and up 7.7% from 52 in April of last year.

## Inventory / New Listings / Sales



# Inventory / Listings / Sales

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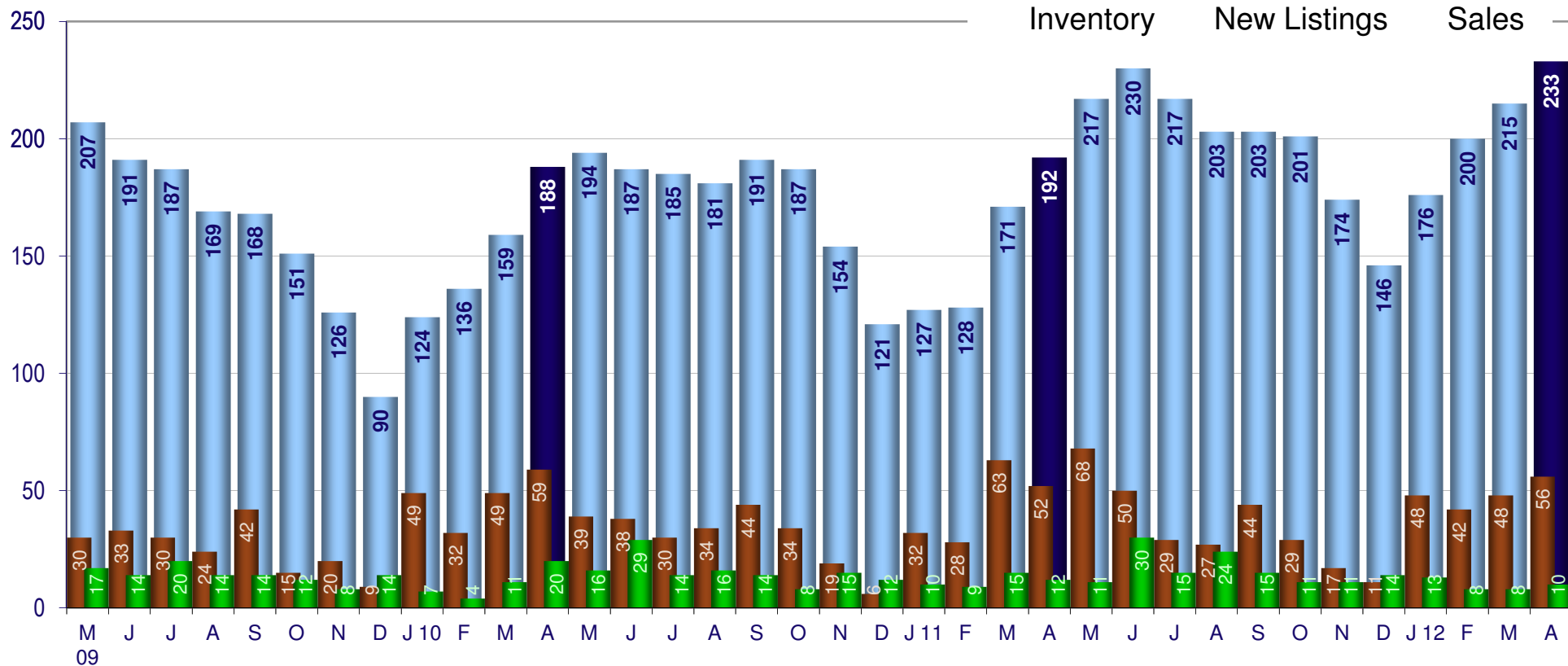
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