



HALSTEAD
REAL ESTATE

Wilton Market Report **2018** Year End 2018

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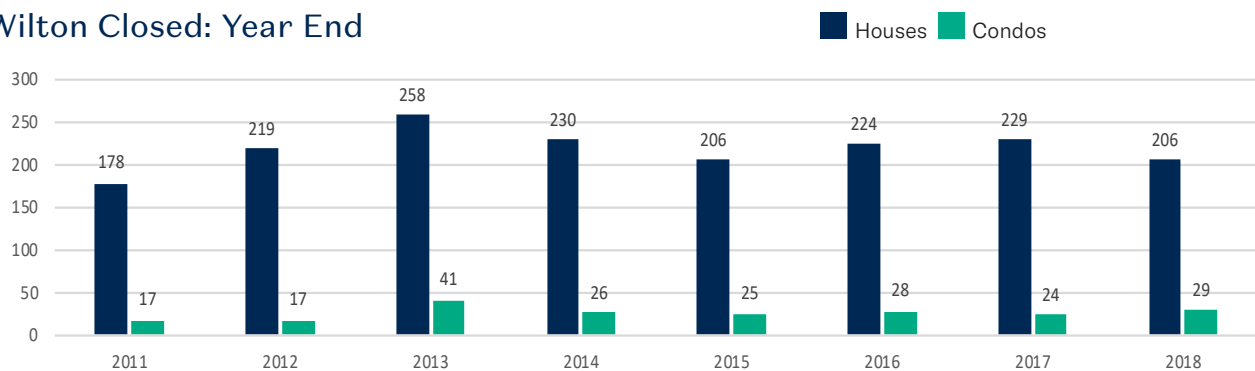
HALSTEAD CONNECTICUT, LLC

Wilton Overview

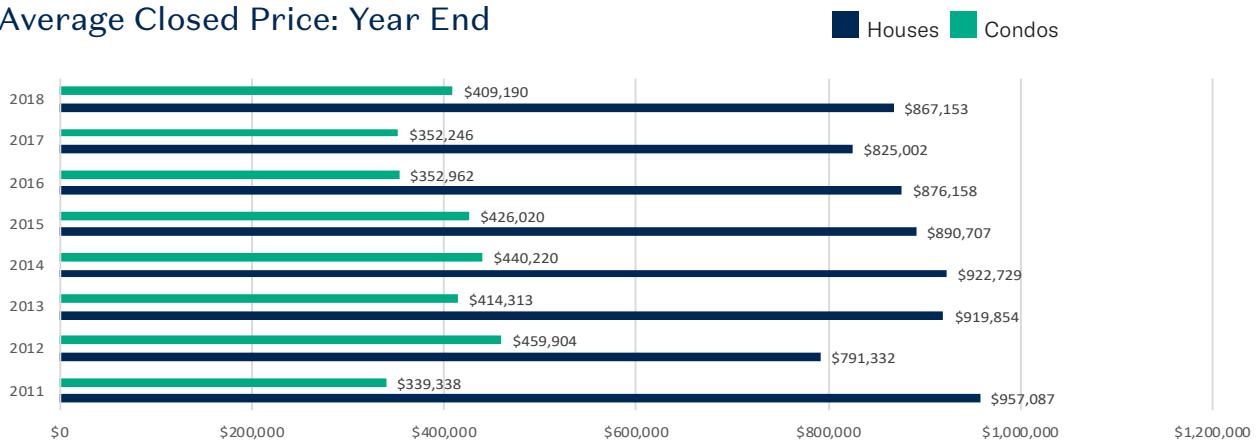


	2018	2017	% CHANGE
Houses: Closings in Fourth Quarter	41	48	-14.6%
Houses: Closings Full Year	206	229	-10%
Houses: Average Closing Price Full Year	\$867,153	\$825,002	+5.1%
Houses: Pending on December 31st	10	15	-33.3%
Houses: Inventory on December 31st	151	126	+19.8%
Condos: Closings Full Year	29	24	+20.8%
Condos: Average Closing Price Full Year	\$409,190	\$352,246	+16.2%
Condos: Inventory on December 31st	7	9	-22.2%

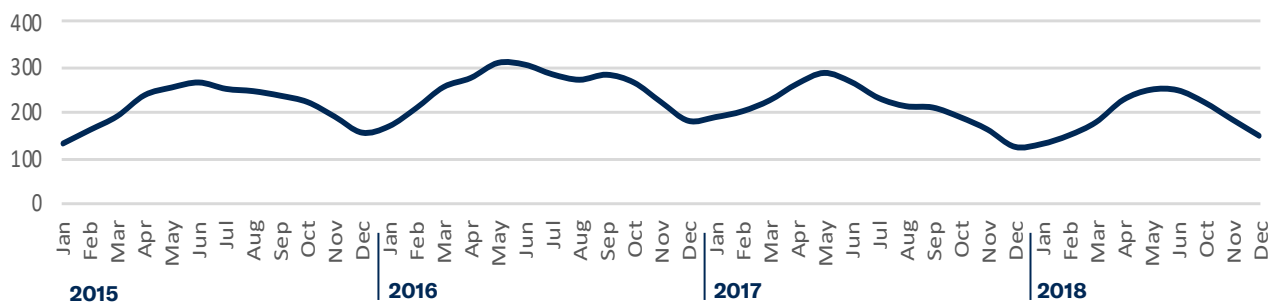
Wilton Closed: Year End



Average Closed Price: Year End



Wilton House Listings Inventory



Active inventory from Connecticut Smart MLS and includes Active and Show status.

Year End 2018



Active House Listings as of December 31st

	2018	2017	%
Under \$500K	14	13	+7.7%
\$500K-\$700K	31	18	+72.2%
\$700K-\$800K	23	14	+64.3%
\$800K-\$900K	24	16	+50%
\$900K-\$1M	6	16	-62.5%
\$1M-\$1.2M	18	13	+38.5%
\$1.2M-\$1.5M	19	14	+35.7%
\$1.5M-\$2M	10	14	-28.6%
Over \$2M	6	8	-25%

Number of Houses Closed: Year End

	2018	2017	%
Under \$500K	22	32	-31.3%
\$500K-\$700K	57	70	-18.6%
\$700K-\$800K	29	33	-12.1%
\$800K-\$900K	36	27	+33.3%
\$900K-\$1M	19	20	-5%
\$1M-\$1.2M	18	14	+28.6%
\$1.2M-\$1.5M	15	18	-16.7%
\$1.5M-\$2M	6	11	-45.5%
Over \$2M	4	4	0%

Absorption Rate in Months: Houses

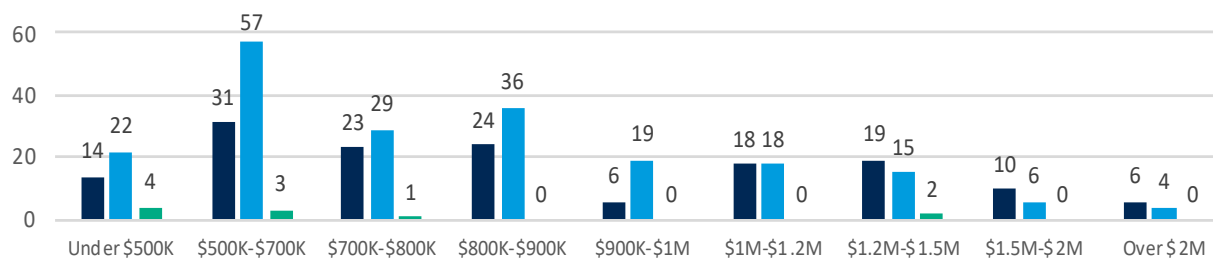
Based on closing for full year and inventory on December 31st

	UNDER \$500K	\$500K-\$700K	\$700K-\$800K	\$800K-\$900K	\$900K-\$1M	\$1M-\$1.2M	\$1.2M-\$1.5M	\$1.5M-\$2M	OVER \$2M
2018	7.6	6.5	9.5	8	3.8	12	15.2	20	18
2017	4.9	3.1	5.1	7.1	9.6	11.1	9.3	15.3	24
%	+55.1%	+109.7%	+86.3%	+12.7%	-60.4%	+8.1%	+63.4%	+30.7%	-25%

Houses: Active/Closed/Pending

Active/Pending as of Dec. 31st; Closed: Full Year (12 Months)

Active Closed Pending



Lower Fairfield County

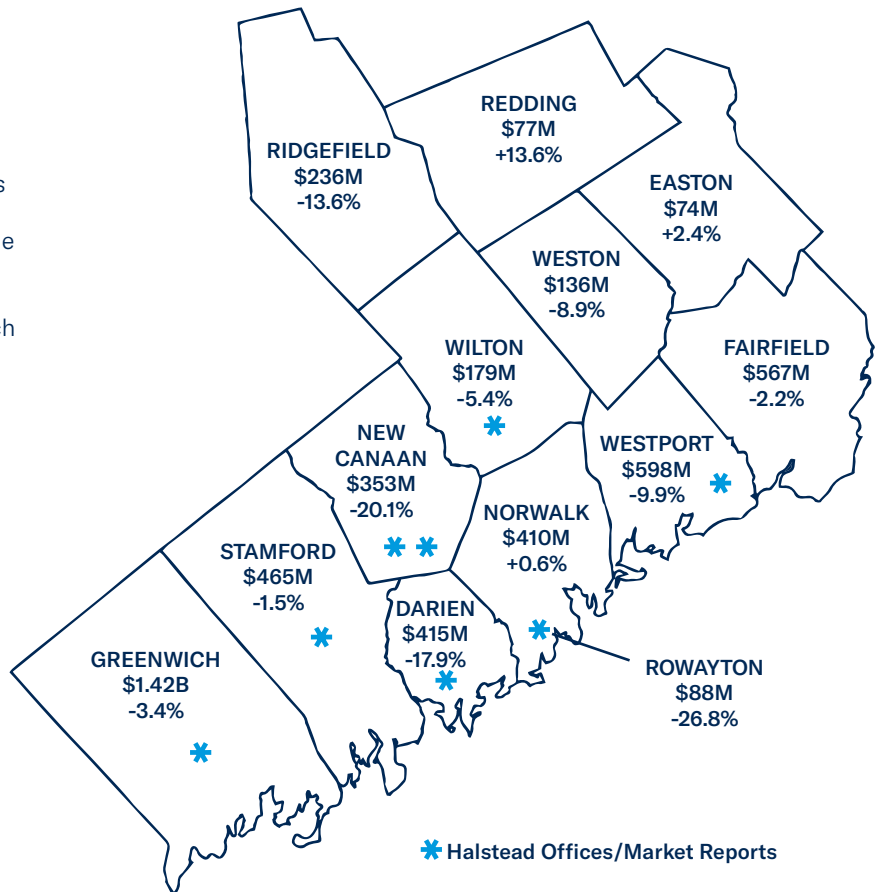
Town Comparison: Year End (Single Family Homes)

Town	# of Sold Houses		% change	Median Selling Price		% change
	2018	2017		2018	2017	
Darien	259	302	-14.2%	\$1,350,000	\$1,420,000	-4.9%
Easton	122	118	+3.4%	\$595,000	\$594,750	+0%
Fairfield	730	779	-6.3%	\$630,000	\$600,000	+5%
All of Greenwich	592	571	+3.7%	\$1,770,000	\$1,800,000	-1.7%
New Canaan	217	256	-15.2%	\$1,341,500	\$1,477,500	-9.2%
Norwalk	675	659	+2.4%	\$488,000	\$462,500	+5.5%
Redding	130	133	-2.3%	\$548,250	\$490,000	+11.9%
Ridgefield	329	370	-11.1%	\$641,260	\$642,500	-0.2%
Rowayton*	69	87	-20.7%	\$975,000	\$1,325,000	-26.4%
Stamford	720	724	-0.6%	\$581,500	\$575,000	+1.1%
Weston	167	174	-4%	\$703,210	\$789,500	-10.9%
Westport	410	433	-5.3%	\$1,220,000	\$1,315,000	-7.2%
Wilton	206	229	-10%	\$785,000	\$730,000	+7.5%

*Rowayton sales data also included in Norwalk.

Dollar Volume of House Sales 2018 vs. 2017

Overall the Lower Fairfield County market was relatively steady in 2018. For all towns taken together the total number of house closings was down slightly at 4.3%, and the dollar volume of closings was down 7.3%. To the right is a look at the total dollar volume of sales for houses in 2018 for each town, and the percentage change as it compares to 2017.



All data sourced from Connecticut Smart MLS and Greenwich MLS.

Actives from the Connecticut Smart MLS include Active and Show status. Actives from the Greenwich MLS include Active and Contingent Contract status.

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