



HALSTEAD
REAL ESTATE

Wilton
Market Report
Year End 2019 **2019**

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HALSTEAD CONNECTICUT, LLC

Wilton Overview



Single Family Houses

Number of Solds Q4
2019 Vs. 2018

↑ **31.7%**

Average Sold Price Q4
2019 Vs. 2018

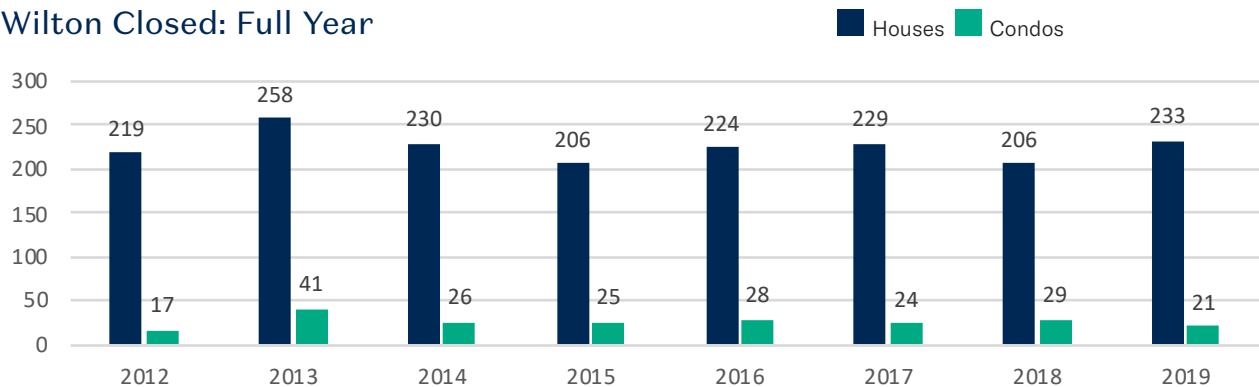
↓ **13.7%**

Dec. 31 Inventory
Vs. Dec. 31, 2018

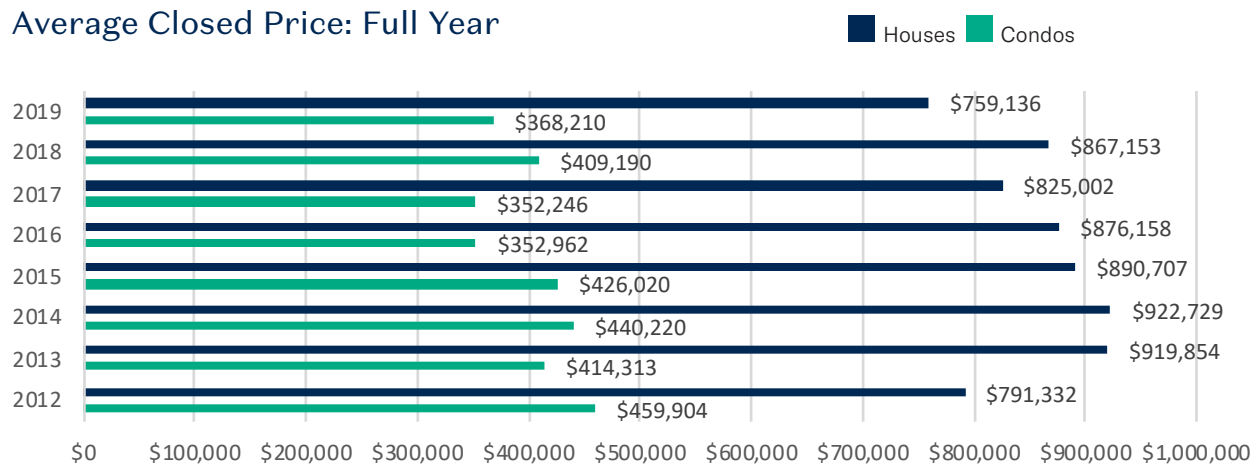
↓ **26%**

	2019	2018	% CHANGE
Houses: Closings in Fourth Quarter	54	41	+31.7%
Houses: Average Closing Price Fourth Quarter	\$655,812	\$759,659	-13.7%
Houses: Closings Full Year	233	206	+13.1%
Houses: Average Closing Price Full Year	\$759,136	\$867,153	-12.5%
Houses: Pending on December 31st	18	10	+80%
Houses: Inventory on December 31st	114	154	-26%
Condos: Closings Full Year	21	29	-27.6%
Condos: Average Closing Price Full Year	\$368,210	\$409,190	-10%
Condos: Inventory on December 31st	10	7	+42.9%

Wilton Closed: Full Year



Average Closed Price: Full Year





Active House Listings as of December 31st

	2019	2018	%
Under \$500K	12	15	-20%
\$500K-\$700K	24	33	-27.3%
\$700K-\$800K	17	25	-32%
\$800K-\$900K	22	21	+4.8%
\$900K-\$1M	7	7	0%
\$1M-\$1.2M	6	19	-68.4%
\$1.2M-\$1.5M	15	18	-16.7%
\$1.5M-\$2M	7	10	-30%
Over \$2M	4	6	-33.3%

Number of Houses Closed: Full Year

	2019	2018	%
Under \$500K	45	22	+104.5%
\$500K-\$700K	75	57	+31.6%
\$700K-\$800K	30	29	+3.4%
\$800K-\$900K	27	36	-25%
\$900K-\$1M	13	19	-31.6%
\$1M-\$1.2M	18	18	0%
\$1.2M-\$1.5M	17	15	+13.3%
\$1.5M-\$2M	6	6	0%
Over \$2M	2	4	-50%

Average List-to-Sale-Price Ratio: Houses

Based on closings in 2019.

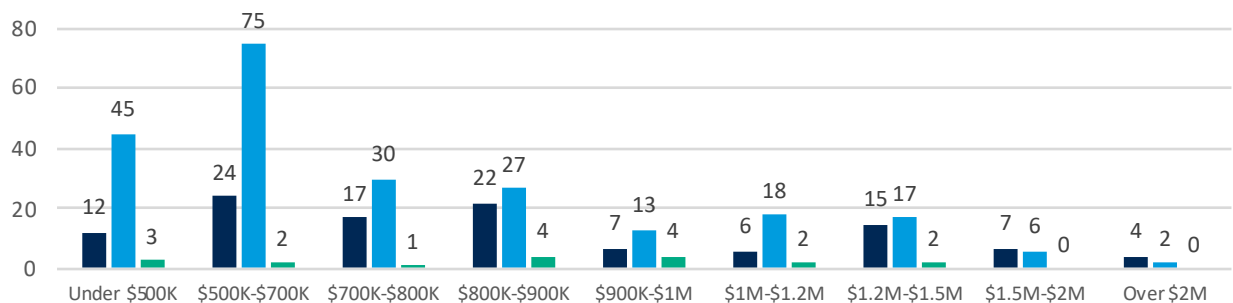
UNDER \$500K	\$500K-\$700K	\$700K-\$800K	\$800K-\$900K	\$900K-\$1M	\$1M-\$1.2M	\$1.2M-\$1.5M	\$1.5M-\$2M	OVER \$2M
97.2%	95.7%	97.1%	96.8%	94.5%	94.7%	95.4%	91.4%	88.9%

Average for all price points: 96.0%

Houses: Active/Closed/Pending

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

Active Closed Pending





Active Condo/Co-Op Listings as of December 31st

	2019	2018	%
Under \$300K	3	1	+200%
\$300K-\$400K	0	1	NA
\$400K-\$500K	5	2	+150%
Over \$500K	2	3	-33.3%

Number of Condos/Co-Ops Closed: Full Year

	2019	2018	%
Under \$300K	7	8	-12.5%
\$300K-\$400K	7	6	+16.7%
\$400K-\$500K	4	6	-33.3%
Over \$500K	3	9	-66.7%

Average List-to-Sale-Price Ratio: Condos

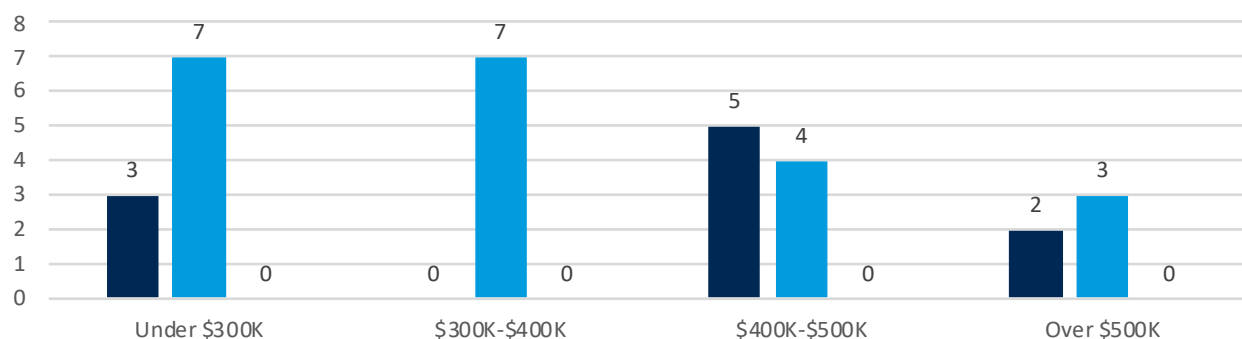
Based on closings in 2019.

UNDER \$300K	\$300K-\$400K	\$400K-\$500K	OVER \$500K
98.8%	95.5%	97.2%	96.0%
Average for all price points: 97.0%			

Condos/Co-Ops: Active/Closed/Pending

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

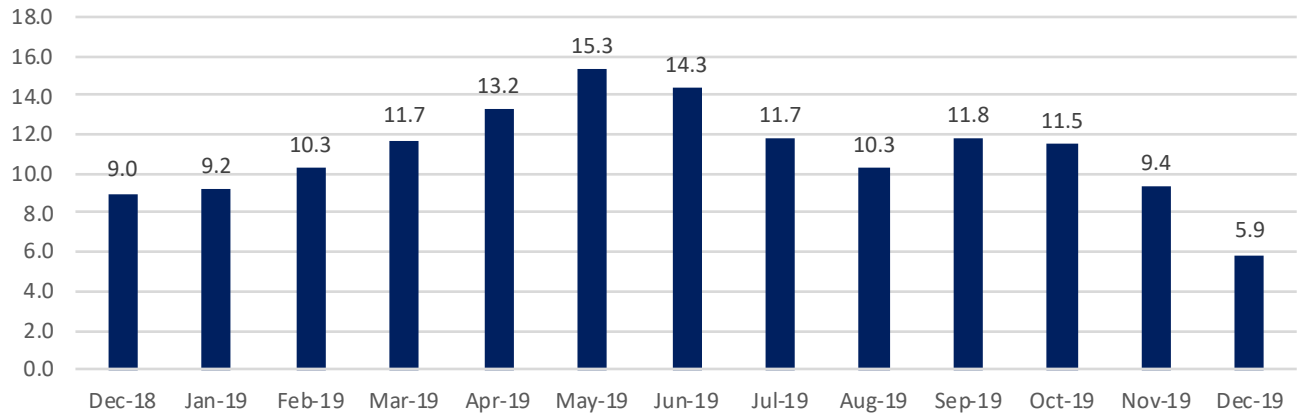
Active Closed Pending



Wilton Absorption Rate: Houses

Absorption Rate: How many months it would take to sell all active listings in a given market or price range. We calculate it by taking the average number of closings over the prior 12 months and multiplying that by the number of active listings.

Absorption Rate in Months: Houses



	DECEMBER 2019		JUNE 2019		DECEMBER 2018	
	LISTINGS	ABSORPTION RATE	LISTINGS	ABSORPTION RATE	LISTINGS	ABSORPTION RATE
Under \$500K	12	3.2	17	6.6	15	8.2
\$500K-\$700K	24	3.8	61	11.4	33	6.9
\$700K-\$800K	17	6.8	42	15.8	25	10.3
\$800K-\$900K	22	9.8	35	14.0	21	7.0
\$900K-\$1M	7	6.5	33	23.3	7	4.4
\$1M-\$1.2M	6	4.0	21	14.8	19	12.7
\$1.2M-\$1.5M	15	10.6	29	20.5	18	14.4
\$1.5M-\$2M	7	14.0	11	22.0	10	20.0
Over \$2M	4	24.0	10	40.0	6	18.0

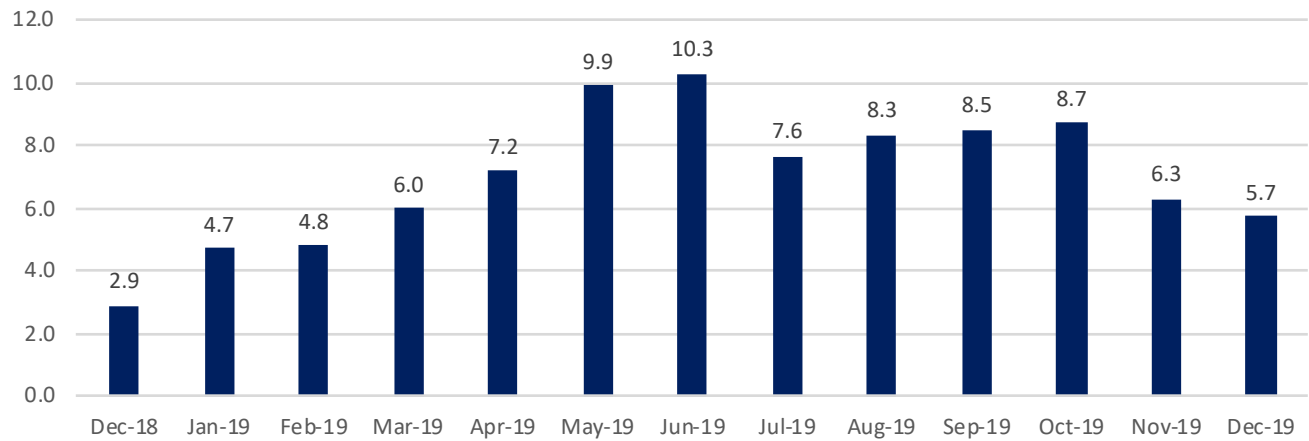
Wilton had a **5.9**-month supply of houses for sale in December 2019, 34% lower than the same time last year, when the absorption rate was 9 months. Price ranges under \$700,000 averaged having just a **3.5**-month supply of houses.



175 Mountain Road, Wilton. \$649,900. Web# 170240628.

Wilton Absorption Rate: Condos

Absorption Rate in Months: Condos



	DECEMBER 2019		JUNE 2019		DECEMBER 2018	
	LISTINGS	ABSORPTION RATE	LISTINGS	ABSORPTION RATE	LISTINGS	ABSORPTION RATE
Under \$300K	3	5.1	7	14.0	1	1.5
\$300K-\$400K	0	0.0	2	4.0	1	2.0
\$400K-\$500K	5	15.0	5	15.0	2	4.0
Over \$1M	2	8.0	0	--	3	4.0

From December 2018 to December 2019 Wilton averaged having a **7**-month supply of condos for sale. For the 2nd and 3rd quarters of 2019, there was an average of an **8.6**-month supply.

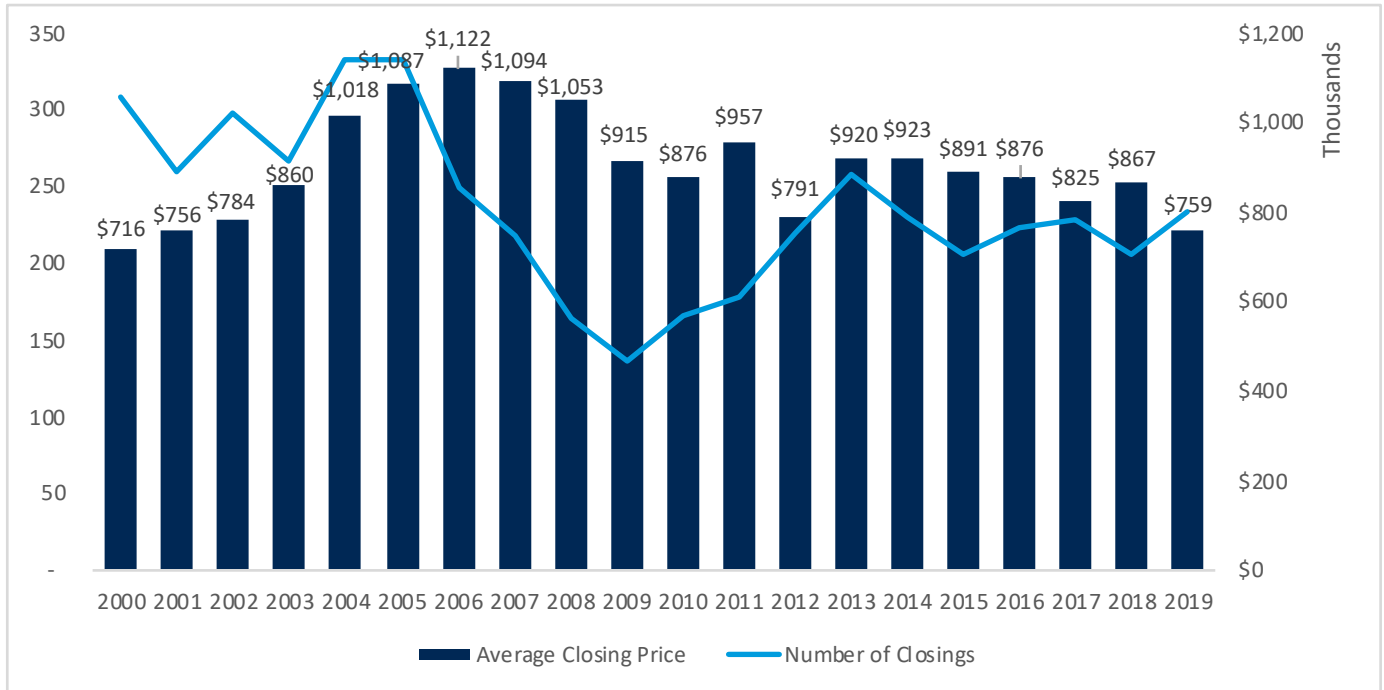


181 Spoonwood Road, Wilton. \$710,000. Web# 170219414



House Closings: 2000-2019

Average Closing Price/Number of Closings - Wilton Houses

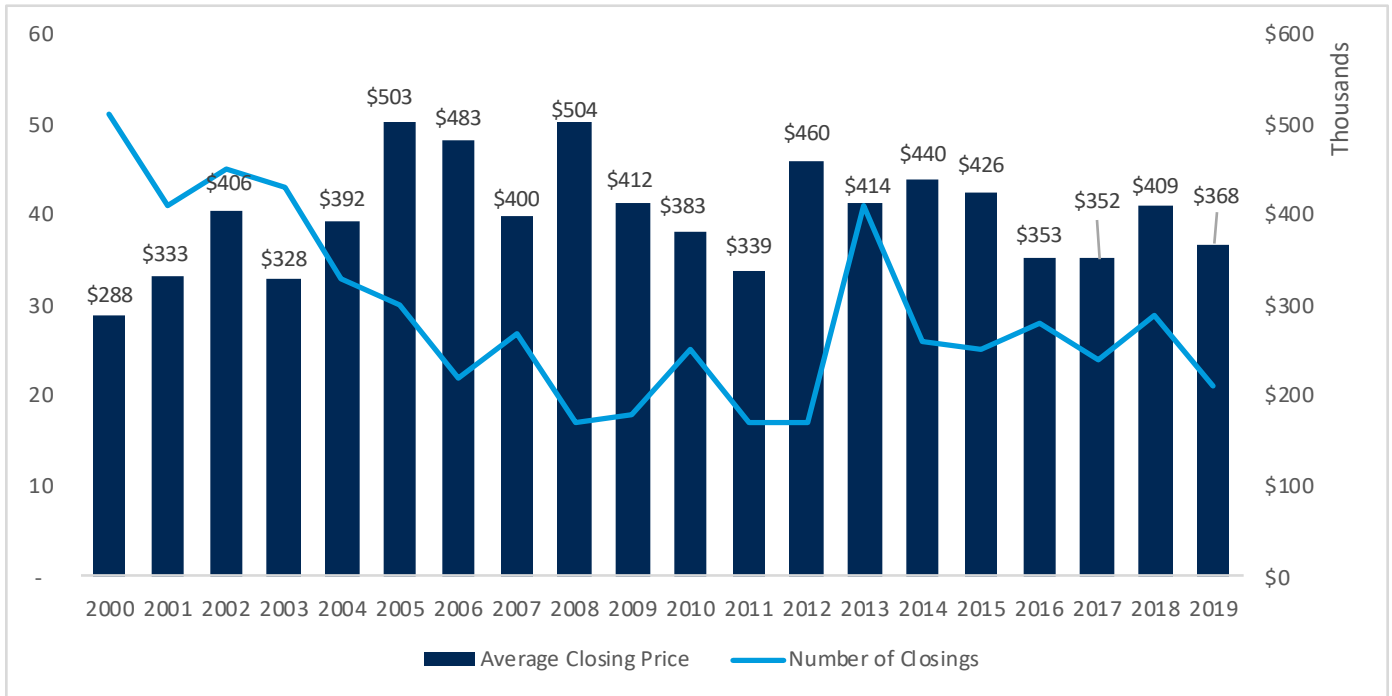


YEAR	AVERAGE CLOSING PRICE	AVG. CLOSING PRICE % CHANGE YEAR-OVER-YEAR	# OF CLOSINGS	# OF CLOSINGS % CHANGE YEAR-OVER-YEAR	AVERAGE CDOM
2000	\$715,744		309		86
2001	\$756,167	+5.6%	259	-16.2%	79
2002	\$783,777	+3.7%	298	+15.1%	71
2003	\$859,565	+9.7%	266	-10.7%	82
2004	\$1,017,644	+18.4%	333	+25.2%	74
2005	\$1,086,649	+6.8%	333	0%	72
2006	\$1,121,928	+3.2%	249	-25.2%	79
2007	\$1,094,390	-2.5%	218	-12.4%	98
2008	\$1,053,497	-3.7%	164	-24.8%	180
2009	\$915,137	-13.1%	136	-17.1%	212
2010	\$875,702	-4.3%	165	+21.3%	204
2011	\$957,087	+9.3%	178	+7.9%	187
2012	\$791,332	-17.3%	219	+23%	204
2013	\$919,854	+16.2%	258	+17.8%	176
2014	\$922,729	+0.3%	230	-10.9%	157
2015	\$890,707	-3.5%	206	-10.4%	142
2016	\$876,158	-1.6%	224	+8.7%	194
2017	\$825,002	-5.8%	229	+2.2%	201
2018	\$867,153	+5.1%	206	-10%	128
2019	\$759,136	-12.5%	233	+13.1%	184



Condo Closings: 2000-2019

Average Closing Price/Number of Closings - Wilton Condo/Co-Ops



YEAR	AVERAGE CLOSING PRICE	AVG. CLOSING PRICE % CHANGE YEAR-OVER-YEAR	# OF CLOSINGS	# OF CLOSINGS % CHANGE YEAR-OVER-YEAR	AVERAGE CDOM
2000	\$288,212		51		76
2001	\$332,673	+15.4%	41	-19.6%	118
2002	\$405,798	+22%	45	+9.8%	52
2003	\$328,374	-19.1%	43	-4.4%	59
2004	\$391,630	+19.3%	33	-23.3%	49
2005	\$503,238	+28.5%	30	-9.1%	63
2006	\$482,858	-4%	22	-26.7%	67
2007	\$399,567	-17.2%	27	+22.7%	111
2008	\$504,059	+26.2%	17	-37%	155
2009	\$412,042	-18.3%	18	+5.9%	247
2010	\$382,739	-7.1%	25	+38.9%	154
2011	\$339,338	-11.3%	17	-32%	168
2012	\$459,904	+35.5%	17	0%	182
2013	\$414,313	-9.9%	41	+141.2%	111
2014	\$440,220	+6.3%	26	-36.6%	102
2015	\$426,020	-3.2%	25	-3.8%	102
2016	\$352,962	-17.1%	28	+12%	142
2017	\$352,246	-0.2%	24	-14.3%	129
2018	\$409,190	+16.2%	29	+20.8%	114
2019	\$368,210	-10%	21	-27.6%	68

Lower Fairfield County

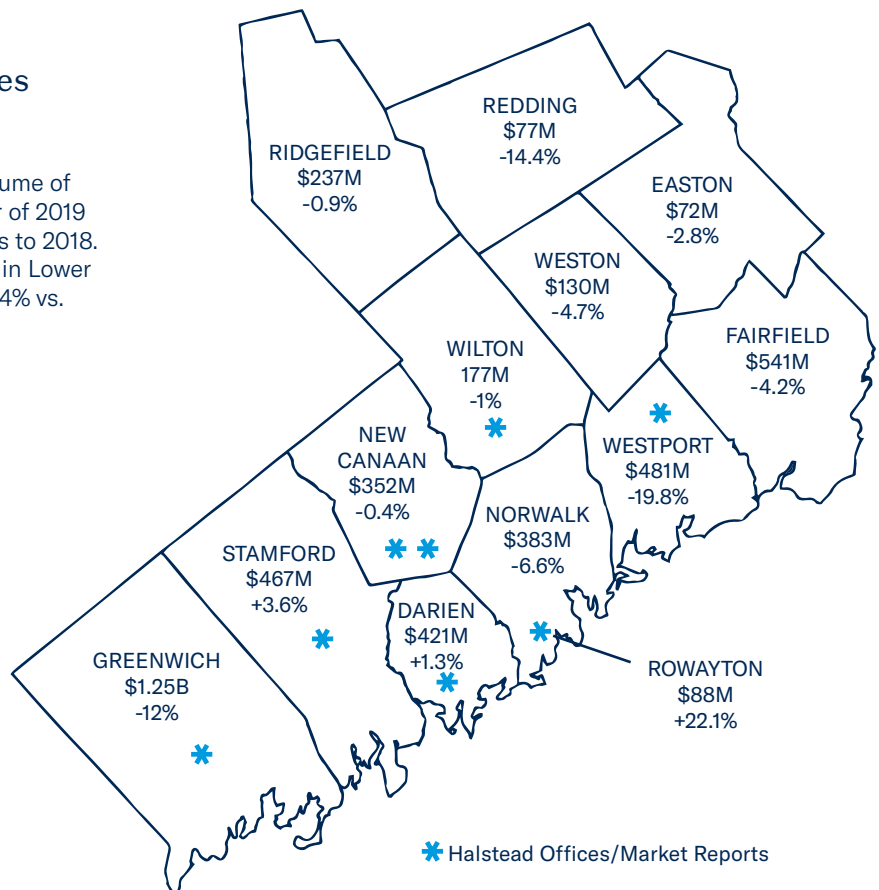
Town Comparison: Sold Houses - Full Year

Town	# of Closed Houses		% change	Median Closing Price		% change
	2019	2018		2019	2018	
Darien	275	260	+5.8%	\$1,240,000	\$1,350,000	-8.1%
Easton	119	123	-3.3%	\$562,500	\$595,000	-5.5%
Fairfield	765	729	+4.9%	\$585,000	\$630,000	-7.1%
All of Greenwich	525	593	-11.5%	\$1,880,000	\$1,765,000	+6.5%
New Canaan	246	217	+13.4%	\$1,243,750	\$1,341,500	-7.3%
Norwalk	638	676	-5.6%	\$488,445	\$487,500	+0.2%
Redding	122	130	-6.2%	\$522,750	\$548,250	-4.7%
Ridgefield	327	330	-0.9%	\$630,000	\$640,630	-1.7%
Rowayton*	84	69	+21.7%	\$1,207,750	\$975,000	+23.9%
Stamford	754	724	+4.1%	\$575,000	\$580,000	-0.9%
Weston	163	167	-2.4%	\$685,000	\$703,210	-2.6%
Westport	354	411	-13.9%	\$1,110,000	\$1,220,000	-9%
Wilton	233	206	+13.1%	\$690,000	\$785,000	-12.1%

*Rowayton closing data also included in Norwalk.

Dollar Volume of House Sales 2019 vs. 2018

To the right is a look at the total dollar volume of house sales for each town for the full year of 2019 and the percentage change as it compares to 2018. Collectively, the dollar volume of closings in Lower Fairfield County was \$4.7 billion, down 6.4% vs. 2018.



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.

Condos in report include Condos and Co-Ops.

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