



HALSTEAD

REAL ESTATE

Connecticut | New York City | Hamptons | New Jersey | Hudson Valley

Wilton Market Report

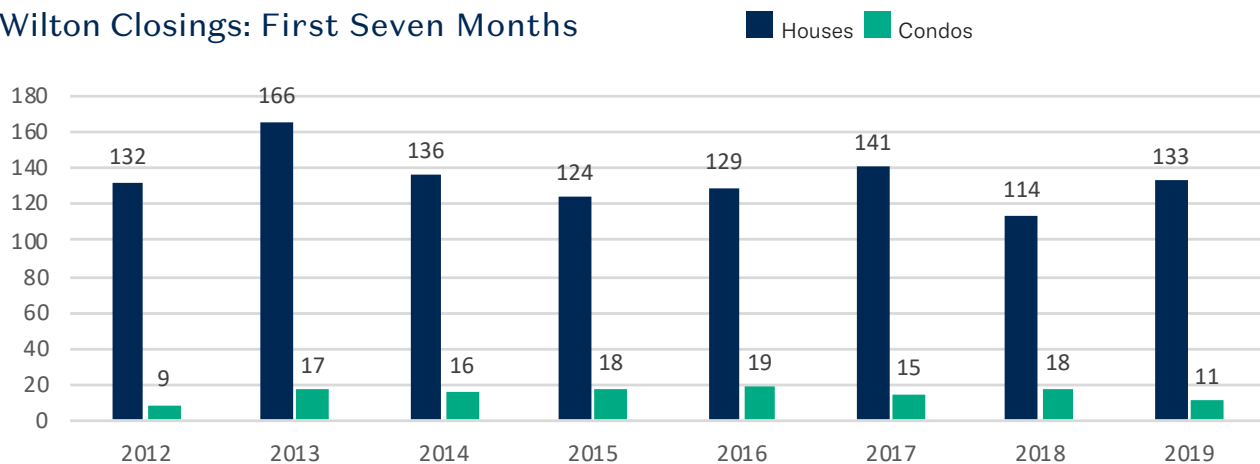
Year To Date Through July 31, 2019

21 RIVER ROAD, WILTON, CT 06897 | (203) 762-8118

HALSTEAD CONNECTICUT, LLC

| | 2019 | 2018 | % CHANGE |
|--|---------------|---------------|----------|
| Houses: Closings in July | 31 | 23 | +34.8% |
| Houses: Closings First Seven Months | 133 | 114 | +16.7% |
| Houses: Average Closing Price First Seven Months | \$791,498 | \$893,592 | -11.4% |
| Houses: Active Inventory July 31st | 221 | 258 | -14.3% |
| Condos: Closings First Seven Months | 11 | 18 | -38.9% |
| Condos: Average Closing Price First Seven Months | \$314,173 | \$406,833 | -22.8% |
| Condos: Active Inventory July 31st | 14 | 15 | -6.7% |
| House & Condo \$ Volume of Closings First Seven Months | \$108,725,138 | \$109,192,525 | -0.4% |

Wilton Closings: First Seven Months





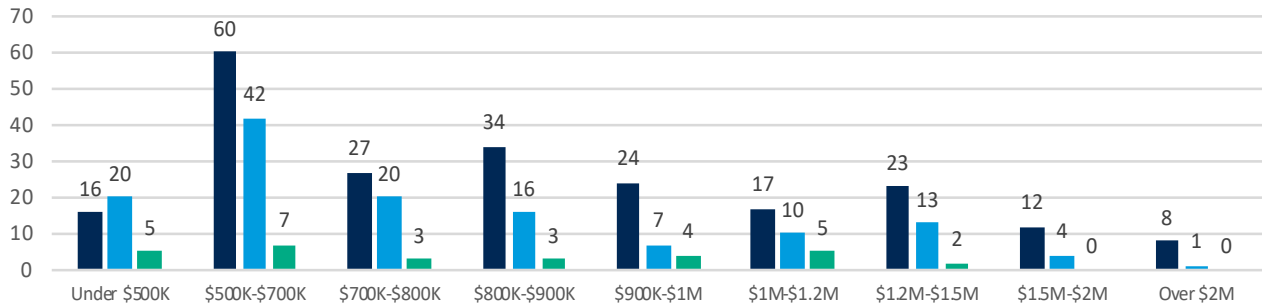
Number of Houses Closed: First Seven Months

| | 2019 | 2018 | % |
|---------------|------|------|--------|
| Under \$500K | 20 | 11 | +81.8% |
| \$500K-\$700K | 42 | 31 | +35.5% |
| \$700K-\$800K | 20 | 15 | +33.3% |
| \$800K-\$900K | 16 | 21 | -23.8% |
| \$900K-\$1M | 7 | 10 | -30% |
| \$1M-\$1.2M | 10 | 15 | -33.3% |
| \$1.2M-\$1.5M | 13 | 7 | +85.7% |
| \$1.5M-\$2M | 4 | 2 | +100% |
| Over \$2M | 1 | 2 | -50% |

Houses Active/Closed/Pending 2019

Active/Pending as of July 31st; Closed: First Seven Months

Active Closed Pending



Town Comparison: Sold Houses - First Seven Months

| Town | # of Closed Houses | | % change | Median Closing Price | | % change |
|------------------|--------------------|------|----------|----------------------|-------------|----------|
| | 2019 | 2018 | | 2019 | 2018 | |
| Darien | 170 | 158 | +7.6% | \$1,230,000 | \$1,502,500 | -18.1% |
| Easton | 73 | 79 | -7.6% | \$562,500 | \$550,000 | +2.3% |
| Fairfield | 471 | 440 | +7% | \$580,000 | \$635,000 | -8.7% |
| All of Greenwich | 295 | 351 | -16% | \$1,950,000 | \$1,855,000 | +5.1% |
| New Canaan | 142 | 129 | +10.1% | \$1,212,500 | \$1,400,000 | -13.4% |
| Norwalk | 371 | 390 | -4.9% | \$487,890 | \$511,025 | -4.5% |
| Redding | 74 | 71 | +4.2% | \$534,000 | \$549,000 | -2.7% |
| Ridgefield | 190 | 193 | -1.6% | \$635,500 | \$639,000 | -0.5% |
| Rowayton* | 43 | 48 | -10.4% | \$1,181,250 | \$859,500 | +37.4% |
| Stamford | 400 | 439 | -8.9% | \$580,500 | \$600,000 | -3.3% |
| Weston | 94 | 93 | +1.1% | \$675,000 | \$690,000 | -2.2% |
| Westport | 191 | 245 | -22% | \$1,195,000 | \$1,247,500 | -4.2% |
| Wilton | 133 | 114 | +16.7% | \$725,000 | \$800,000 | -9.4% |

*Rowayton closing data also included in Norwalk.