



HALSTEAD
REAL ESTATE

Wilton
Market Report
First Half 2019 **2019**

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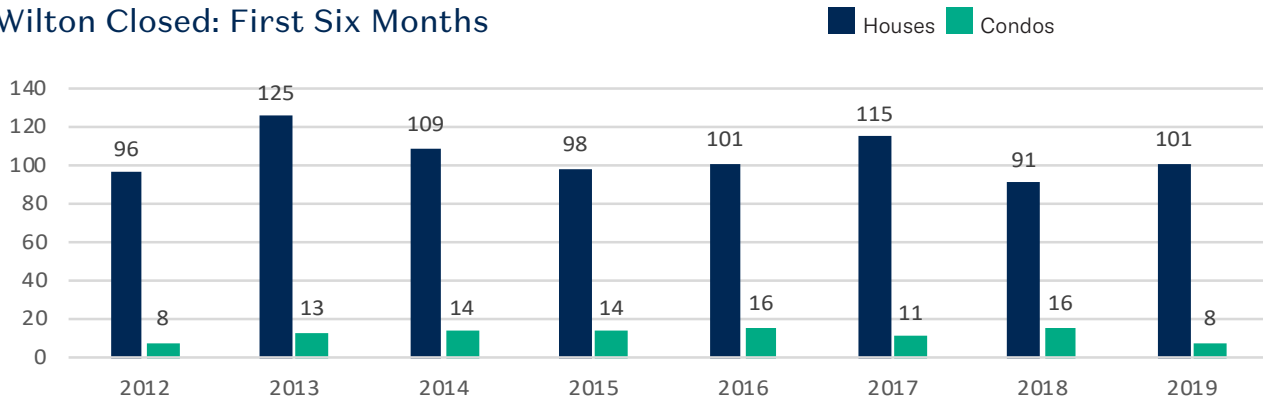
HALSTEAD CONNECTICUT, LLC

Wilton Overview

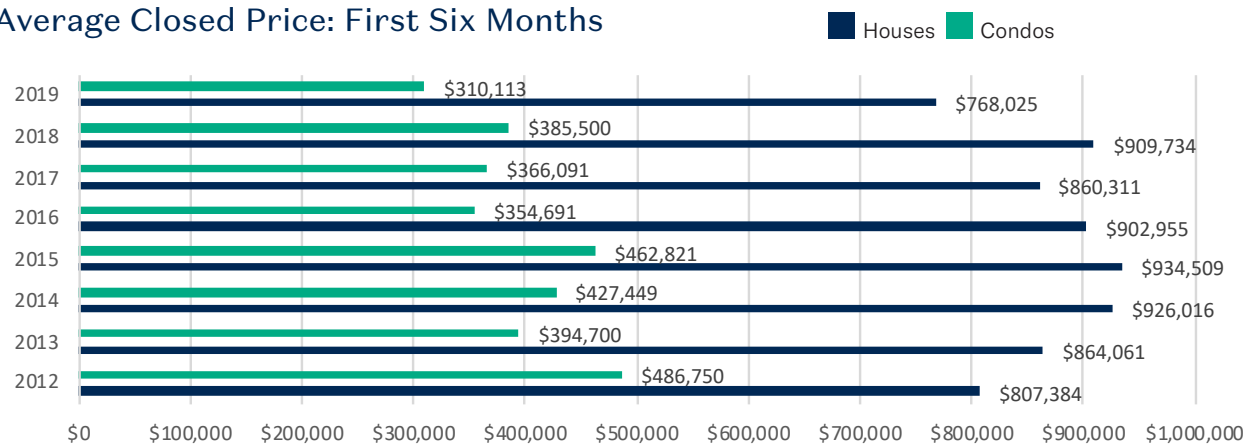


	2019	2018	% CHANGE
Houses: Closings in First Six Months	101	91	+11%
Houses: Average Closing Price First Six Months	\$768,025	\$909,734	-15.6%
Houses: Pending on June 30th	22	19	+15.8%
Houses: Inventory on June 30th	259	256	+1.2%
Condos: Closings First Six Months	8	16	-50%
Condos: Average Closing Price First Six Months	\$310,113	\$385,500	-19.6%
Condos: Inventory on June 30th	18	15	+20%

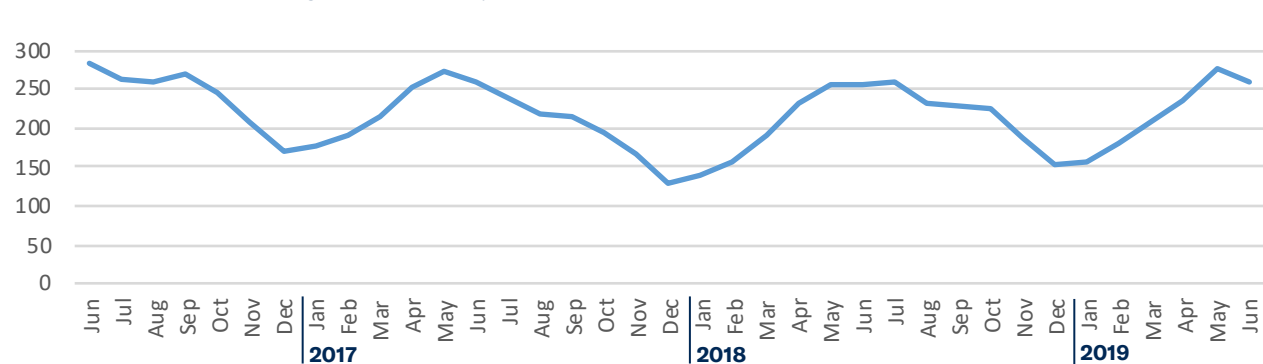
Wilton Closed: First Six Months



Average Closed Price: First Six Months



Wilton House Listings Inventory





Active House Listings as of June 30th

	2019	2018	%
Under \$500K	17	18	-5.6%
\$500K-\$700K	61	61	0%
\$700K-\$800K	42	36	+16.7%
\$800K-\$900K	35	34	+2.9%
\$900K-\$1M	33	20	+65%
\$1M-\$1.2M	21	26	-19.2%
\$1.2M-\$1.5M	29	32	-9.4%
\$1.5M-\$2M	11	18	-38.9%
Over \$2M	10	11	-9.1%

Number of Houses Closed: First Six Months

	2019	2018	%
Under \$500K	19	10	+90%
\$500K-\$700K	30	24	+25%
\$700K-\$800K	15	12	+25%
\$800K-\$900K	11	17	-35.3%
\$900K-\$1M	6	8	-25%
\$1M-\$1.2M	9	10	-10%
\$1.2M-\$1.5M	8	6	+33.3%
\$1.5M-\$2M	2	2	0%
Over \$2M	1	2	-50%

Average List-to-Sale-Price Ratio: Houses

Based on closing from First Six Months 2019

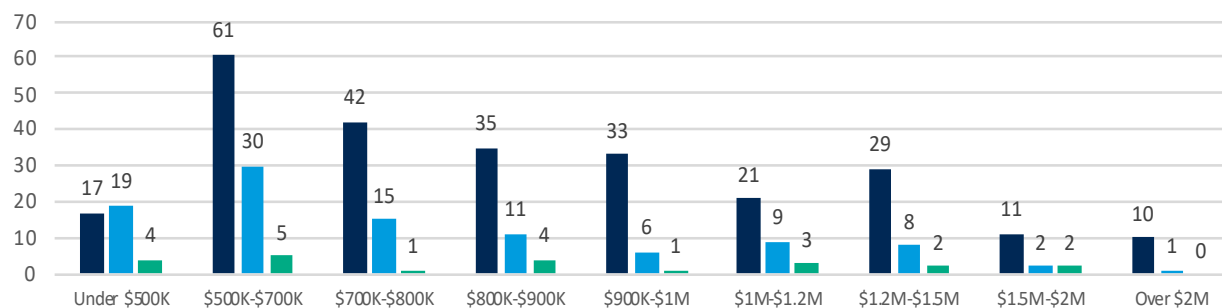
UNDER \$500K	\$500K-\$700K	\$700K-\$800K	\$800K-\$900K	\$900K-\$1M	\$1M-\$1.2M	\$1.2M-\$1.5M	\$1.5M-\$2M	OVER \$2M
97.7%	96.0%	96.3%	98.0%	93.8%	94.6%	93.4%	93.6%	84.6%

Average for all price points: 96.0%

Houses: Active/Closed/Pending

Active/Pending as of June 30th; Closed: First Six Months

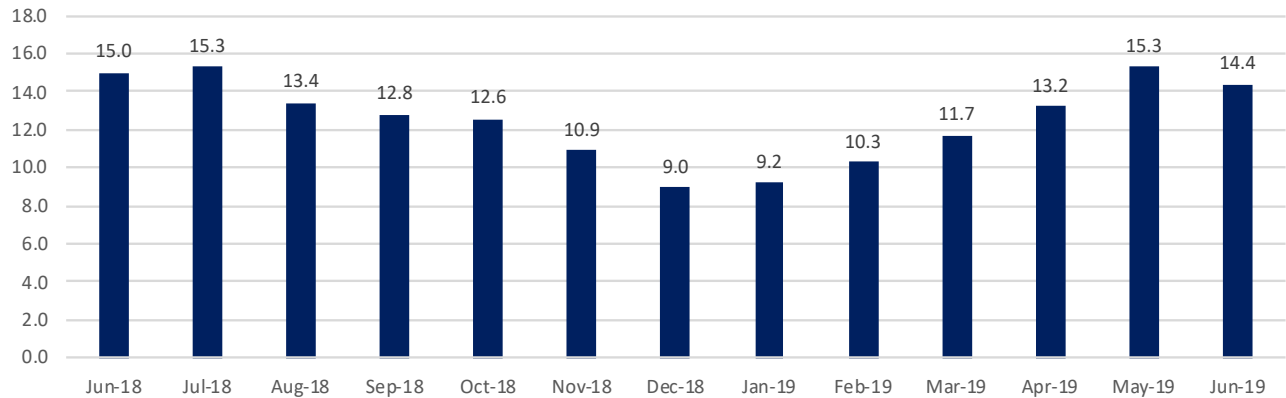
Active Closed Pending



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



	JUNE 2019		DECEMBER 2018		JUNE 2018	
	LISTINGS	ABSORPTION RATE	LISTINGS	ABSORPTION RATE	LISTINGS	ABSORPTION RATE
Under \$500K	17	6.6	15	8.2	18	7.7
\$500K-\$700K	61	11.6	33	6.9	61	11.4
\$700K-\$800K	42	15.8	25	10.3	36	18.8
\$800K-\$900K	35	14.0	21	7.0	34	13.6
\$900K-\$1M	33	23.3	7	4.4	20	15.0
\$1M-\$1.2M	21	14.8	19	12.7	26	15.6
\$1.2M-\$1.5M	29	20.5	18	14.4	32	27.4
\$1.5M-\$2M	11	22.0	10	20.0	18	30.9
Over \$2M	10	40.0	6	18.0	11	44.0

Wilton had a **14.4**-month supply of houses for sale in June, 4% lower than the same time last year, when the absorption rate was 15 months. From June 2018 to June 2019 Wilton averaged having a **12.5**-month supply of houses for sale.



31 Branch Brook Road, Wilton. \$1,100,000 Web# 170197187

Lower Fairfield County

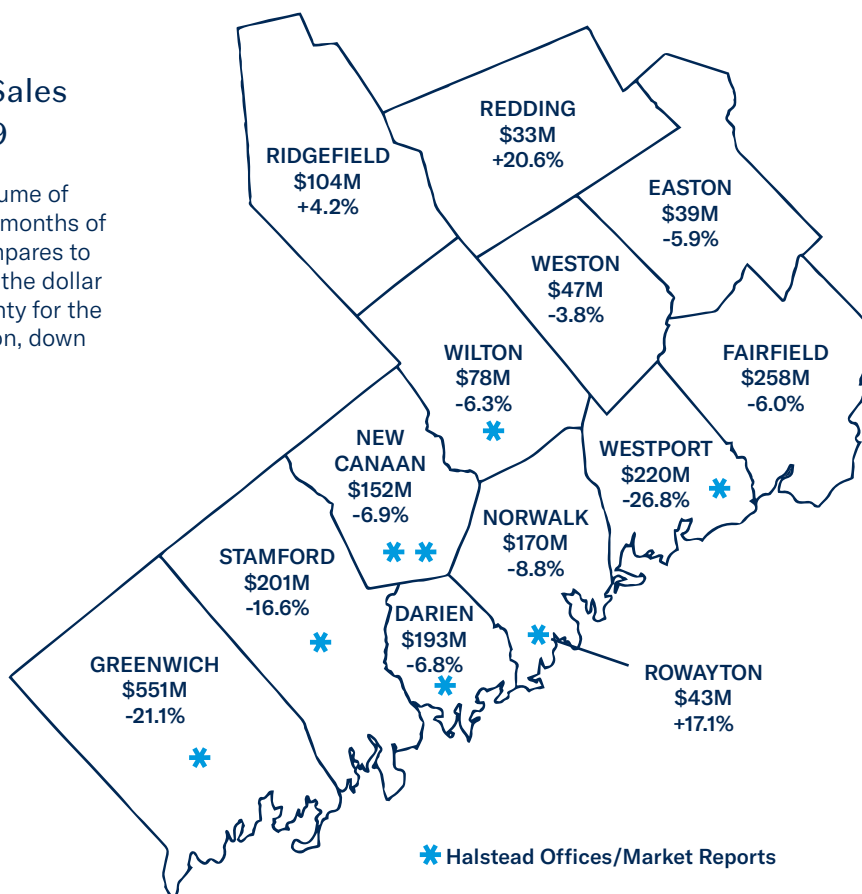
Town Comparison: Sold Houses - First Six Months

Town	# of Closed Houses		% change	Median Closing Price		% change
	2019	2018		2019	2018	
Darien	133	123	+8.1%	\$1,180,000	\$1,485,000	-20.5%
Easton	62	69	-10.1%	\$599,500	\$550,000	+9%
Fairfield	364	359	+1.4%	\$577,500	\$620,000	-6.9%
All of Greenwich	226	275	-17.8%	\$1,950,000	\$1,865,000	+4.6%
New Canaan	108	97	+11.3%	\$1,200,000	\$1,380,000	-13%
Norwalk	290	309	-6.1%	\$486,509	\$499,000	-2.5%
Redding	62	50	+24%	\$522,750	\$540,625	-3.3%
Ridgefield	149	149	0%	\$625,000	\$618,000	+1.1%
Rowayton*	35	32	+9.4%	\$1,217,500	\$810,000	+50.3%
Stamford	318	369	-13.8%	\$581,750	\$596,000	-2.4%
Weston	61	66	-7.6%	\$665,000	\$651,000	+2.2%
Westport	159	202	-21.3%	\$1,220,000	\$1,220,000	0%
Wilton	101	91	+11%	\$712,500	\$795,000	-10.4%

*Rowayton closing data also included in Norwalk.

Dollar Volume of House Sales First Six Months 2019

To the right is a look at the total dollar volume of house sales for each town for the first six months of 2019 and the percentage change as it compares to the same time frame in 2018. Collectively, the dollar volume of closings in Lower Fairfield County for the first six months of the year was \$2.4 billion, down 13% vs. January through June of 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.

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While information is believed true, no guaranty is made of accuracy.

* Halstead Offices/Market Reports