Local Market Update – October 2021 A Research Tool Provided by SmartMLS

SMART

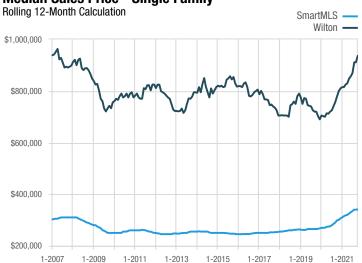
Wilton

Fairfield County

| Single Family | October | | | Year to Date | | | |
|---------------------------------|-----------|-------------|----------|--------------|--------------|----------|--|
| Key Metrics | 2020 | 2021 | % Change | Thru 10-2020 | Thru 10-2021 | % Change | |
| New Listings | 42 | 15 | - 64.3% | 480 | 386 | - 19.6% | |
| Pending Sales | 43 | 18 | - 58.1% | 337 | 340 | + 0.9% | |
| Closed Sales | 47 | 26 | - 44.7% | 311 | 336 | + 8.0% | |
| Days on Market Until Sale | 103 | 56 | - 45.6% | 112 | 63 | - 43.8% | |
| Median Sales Price* | \$849,000 | \$1,110,000 | + 30.7% | \$800,000 | \$945,000 | + 18.1% | |
| Average Sales Price* | \$949,074 | \$1,162,781 | + 22.5% | \$877,022 | \$1,075,422 | + 22.6% | |
| Percent of List Price Received* | 98.8% | 98.2% | - 0.6% | 97.8% | 102.2% | + 4.5% | |
| Inventory of Homes for Sale | 132 | 59 | - 55.3% | | | — | |
| Months Supply of Inventory | 4.1 | 1.8 | - 56.1% | | | | |

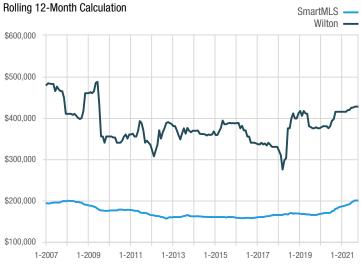
| Townhouse/Condo | October | | | Year to Date | | | |
|---------------------------------|-----------|-----------|----------|--------------|--------------|----------|--|
| Key Metrics | 2020 | 2021 | % Change | Thru 10-2020 | Thru 10-2021 | % Change | |
| New Listings | 3 | 0 | - 100.0% | 54 | 44 | - 18.5% | |
| Pending Sales | 5 | 1 | - 80.0% | 33 | 35 | + 6.1% | |
| Closed Sales | 7 | 3 | - 57.1% | 32 | 35 | + 9.4% | |
| Days on Market Until Sale | 80 | 33 | - 58.8% | 87 | 58 | - 33.3% | |
| Median Sales Price* | \$460,000 | \$469,000 | + 2.0% | \$412,500 | \$469,000 | + 13.7% | |
| Average Sales Price* | \$481,500 | \$426,000 | - 11.5% | \$415,281 | \$450,594 | + 8.5% | |
| Percent of List Price Received* | 99.8% | 101.2% | + 1.4% | 97.0% | 99.8% | + 2.9% | |
| Inventory of Homes for Sale | 14 | 5 | - 64.3% | | | | |
| Months Supply of Inventory | 4.8 | 1.3 | - 72.9% | | | | |

* Does not account for sale concessions and/or downpayment assistance. | Percent changes are calculated using rounded figures and can sometimes look extreme due to small sample size.



Median Sales Price - Single Family

Median Sales Price - Townhouse/Condo



A rolling 12-month calculation represents the current month and the 11 months prior in a single data point. If no activity occurred during a month, the line extends to the next available data point.