

# Market Trends Report

## December 2023

 Property Type

Single Family

 Date Range

January 2021 - December 2023

 Price Range

\$0 - \$999,999,999

 Location


CITY  
Wilton







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## Overview

The overview below shows real estate activity from January 2023 to December 2023. You will see data comparisons between December and the previous month, the last three months and December 2022.

Overview	YTD Avg.	Monthly Trends			
		December	November	Sep. - Nov.	Dec. 2022
New Listings	258	2	18	24	7
Average Sales Price per Square Foot	337	346	329	341	327
Average Days on Market	49	35	33	37	53
Number of Properties for Sale	512	20	46	45	31
Average List Price	\$1,383,923	\$1,797,960	\$1,400,504	\$1,412,522	\$1,152,440
Median List Price	\$1,042,742	\$1,267,000	\$974,500	\$1,107,167	\$819,900
Average Sales Price	\$1,162,003	\$1,105,435	\$1,076,807	\$1,139,143	\$1,278,273
Median Sales Price	\$1,060,050	\$996,000	\$1,149,900	\$1,099,967	\$1,200,000
Sales Price / List Price Ratio	105.31%	102.96%	107.96%	105.02%	100.33%
Number of Properties Sold	203	15	11	14	11
Month's Supply of Inventory	3.18	1.33	4.18	3.23	2.82
Absorption Rate	0.42	0.75	0.24	0.33	0.35



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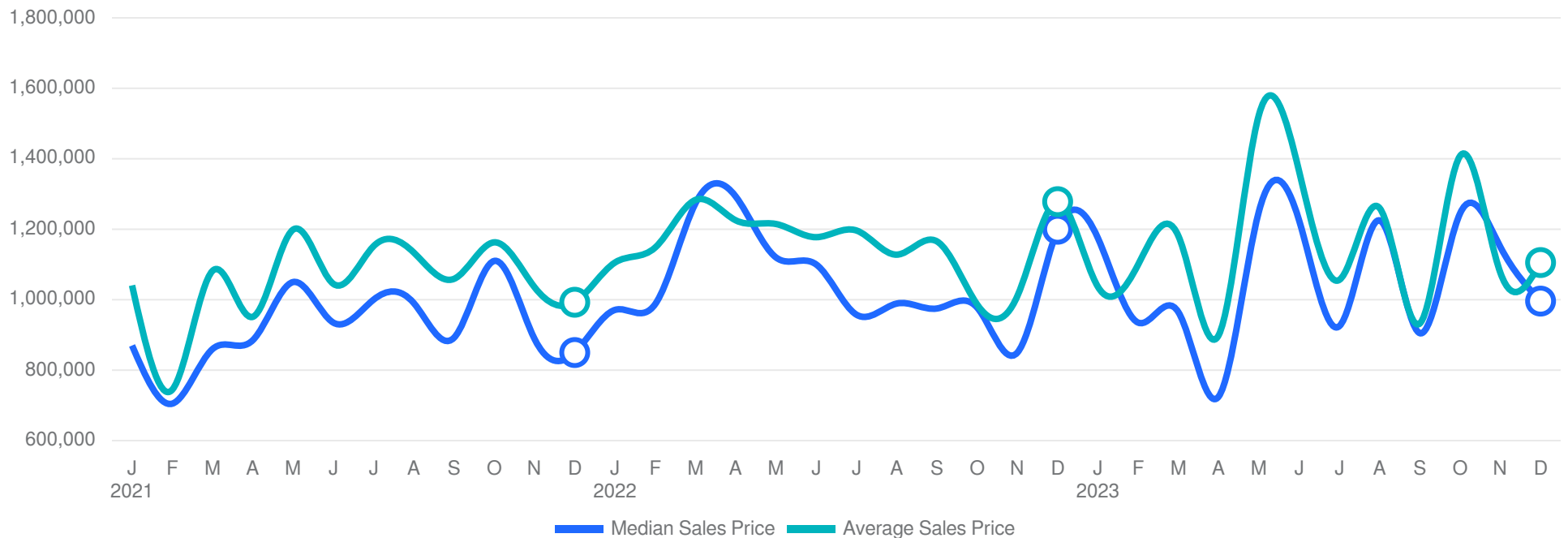
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## Average & Median Sales Price

The median sales price in December 2023 was \$996,000, down -13.38% from \$1,149,900 from the previous month and -17.00% lower than \$1,200,000 from December 2022. The December 2023 median sales price was at a mid level compared to December 2022 and 2021. The average sales price in December 2023 was \$1,105,435, up 2.66% from \$1,076,807 from the previous month and -13.52% lower than \$1,278,273 from December 2022. The December 2023 average sale price was at a mid level compared to December 2022 and 2021.



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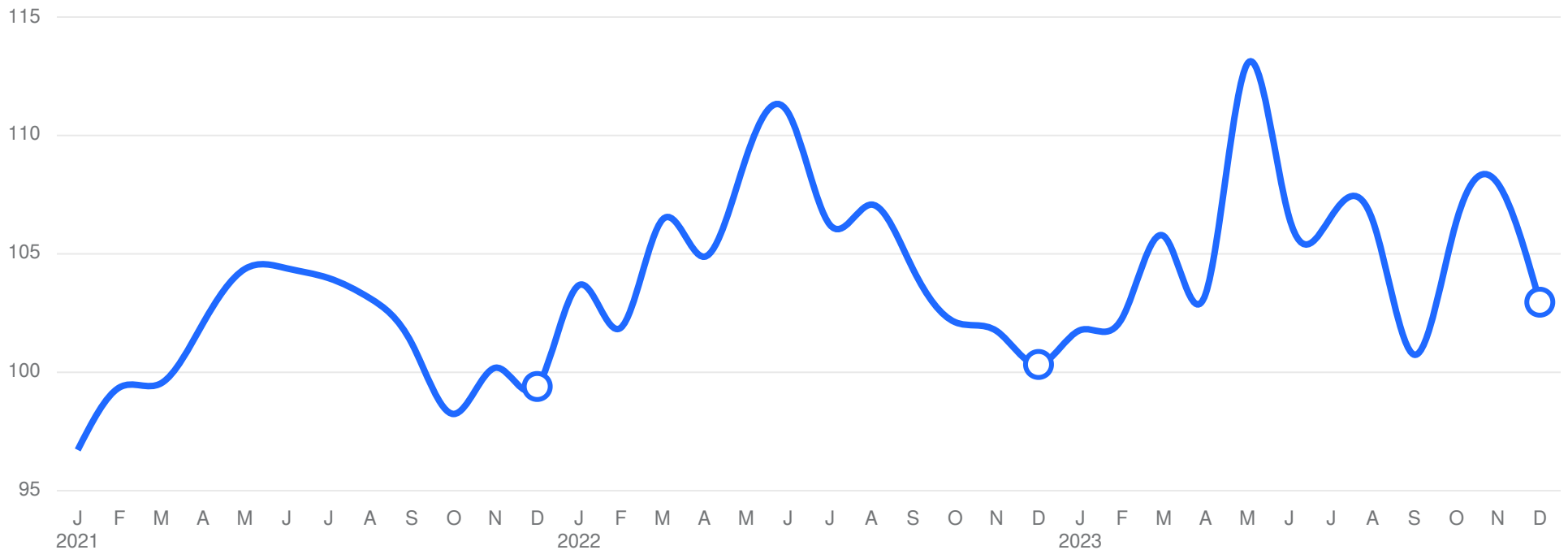
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## Sales Price / List Price Ratio

The sales price/list price ratio is the average sale price divided by the average list price for sold properties expressed as a percentage. If it is above 100%, homes are selling for more than the list price. If it is less than 100%, homes are selling for less than the list price. The December 2023 sales price/list price ratio was 102.96%, down from 107.96% from the previous month and up from 100.33% from December 2022.



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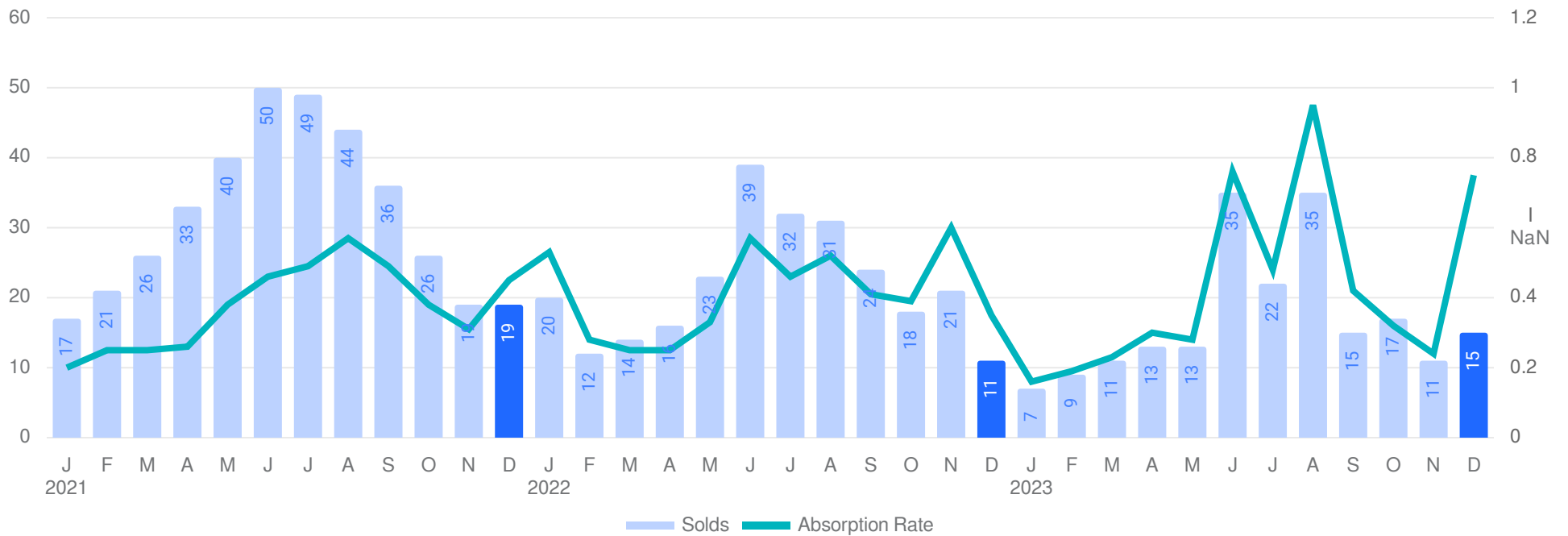
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## Number of Properties Sold & Absorption Rate

The number of properties sold in December 2023 was 15, up 36.36% from 11 from the previous month and 36.36% higher than 11 from December 2022. The December 2023 sales were at a mid level compared to December 2022 and 2021. Absorption rate is the avg number of sales per month divided by the total number of available properties.



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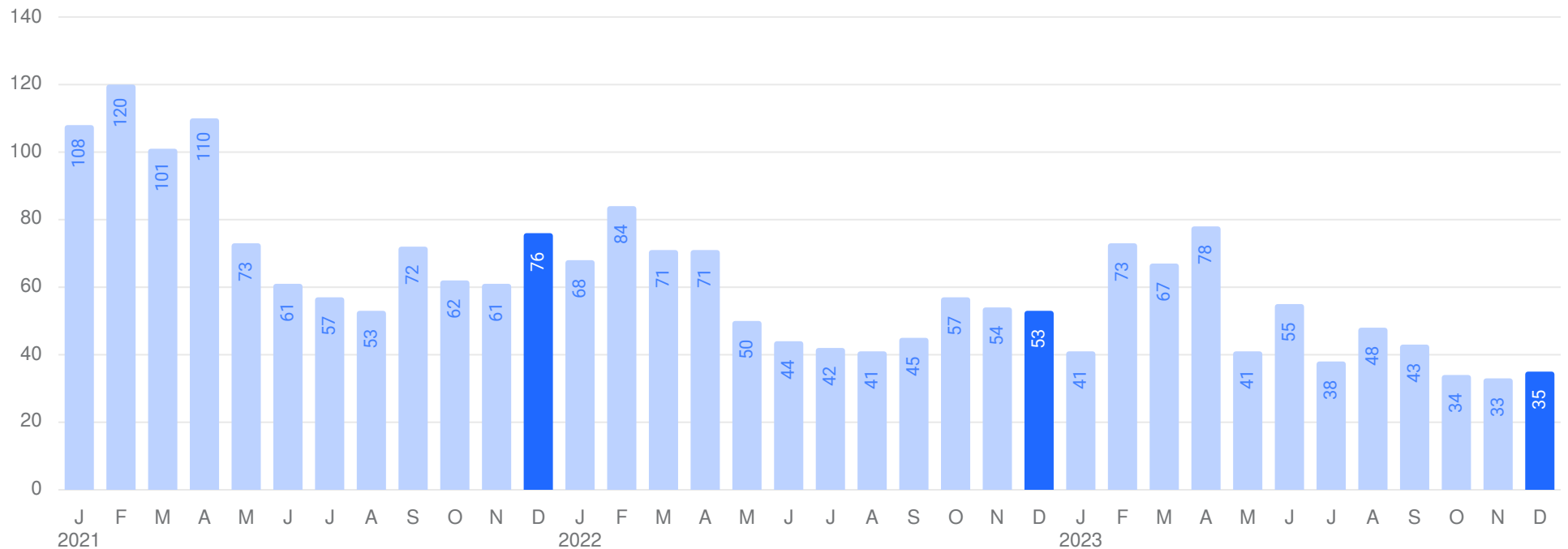
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## Average Days on Market

The average days on market (DOM) is the number of days a property is on the market before it sells. An upward trend in DOM tends to indicate a move towards a buyer's market, a downward trend tends to indicate a move towards seller's market. The DOM for December 2023 was 35 days, up 6.06% from 33 days from the previous month and -33.96% lower than 53 days from December 2022. The December 2023 DOM was at its lowest level compared with December 2022 and 2021.



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## Average Sales Price per Square Foot

The average sales price per square foot is a more normalized indicator for the direction of property value. The sales price per square foot in December 2023 was \$346, up 5.17% from \$329 from the previous month and 5.81% higher than \$327 from December 2022.



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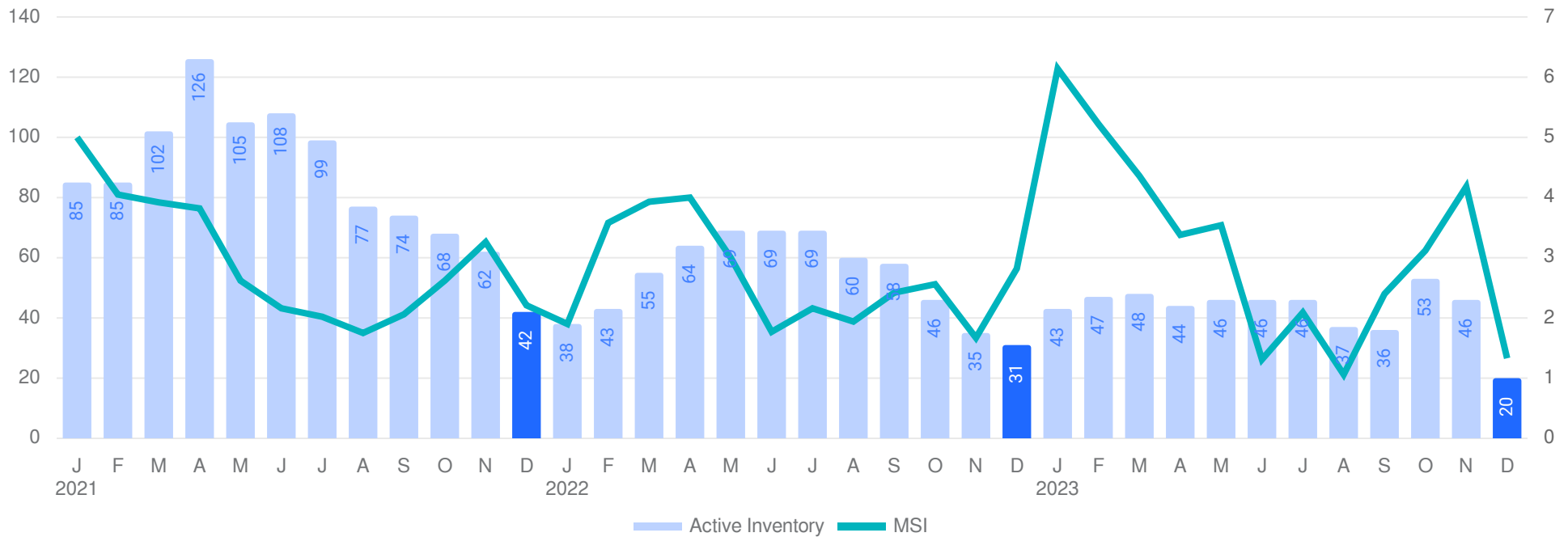
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## Inventory & MSI

The number of properties for sale in December 2023 was 20, down -56.52% from 46 from the previous month and -35.48% lower than 31 from December 2022. The December 2023 inventory was at its lowest level compared with December 2022 and 2021. A comparatively lower MSI is more beneficial for sellers while a higher MSI is better for buyers. The December 2023 MSI of 1.33 months was at its lowest level compared with December 2022 and 2021.



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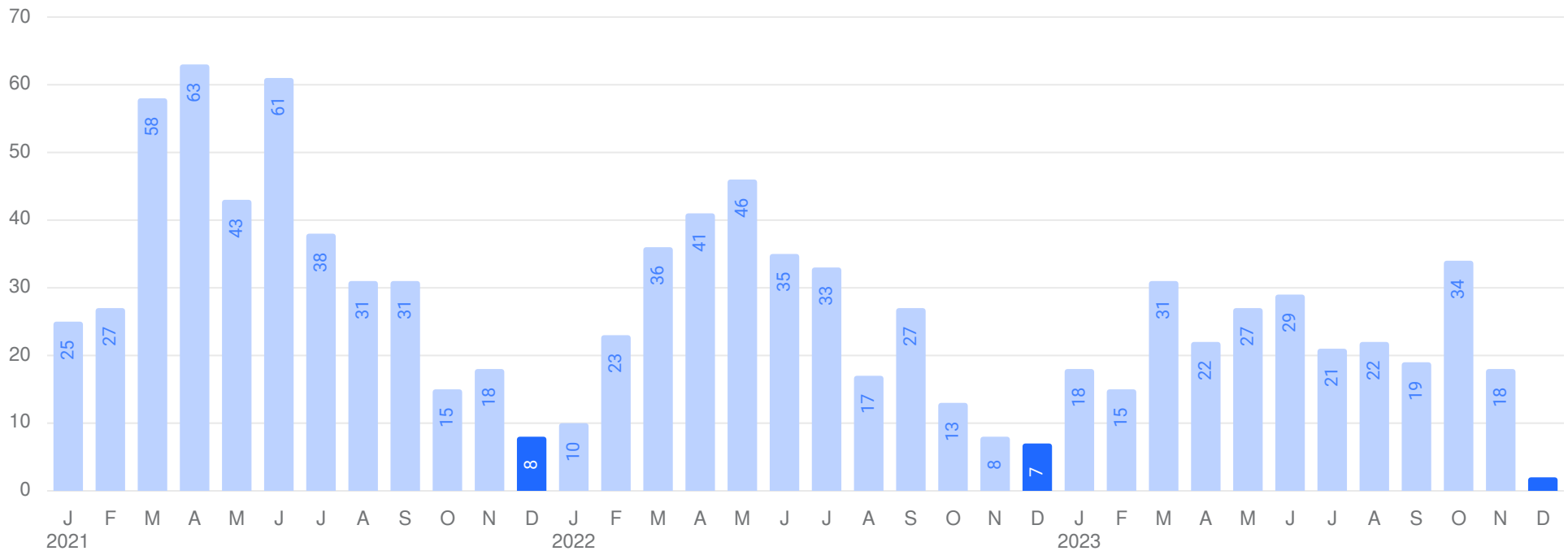
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## New Listings

The number of new listings in December 2023 was 2, down -88.89% from 18 from the previous month and -71.43% lower than 7 from December 2022. The December 2023 listings were at its lowest level compared to December 2022 and 2021.



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