

Local Market Update – December 2019

A RESEARCH TOOL PROVIDED BY THE GREATER CAPITAL ASSOCIATION OF REALTORS®



Towns of Wilton and Gansevoort

- 44.4%

+ 30.8%

- 31.5%

Change in
New Listings

Change in
Closed Sales

Change in
Median Sales Price

	December			Year to Date		
	2018	2019	+ / -	2018	2019	+ / -
New Listings	18	10	- 44.4%	335	370	+ 10.4%
Closed Sales	13	17	+ 30.8%	201	226	+ 12.4%
Median Sales Price*	\$445,000	\$305,000	- 31.5%	\$347,500	\$334,345	- 3.8%
Percent of Original List Price Received*	100.1%	98.9%	- 1.2%	98.0%	98.2%	+ 0.3%
Days on Market Until Sale	51	69	+ 34.0%	55	62	+ 13.6%
Inventory of Homes for Sale	111	109	- 1.8%	--	--	--
Months Supply of Inventory	6.6	5.9	- 10.2%	--	--	--

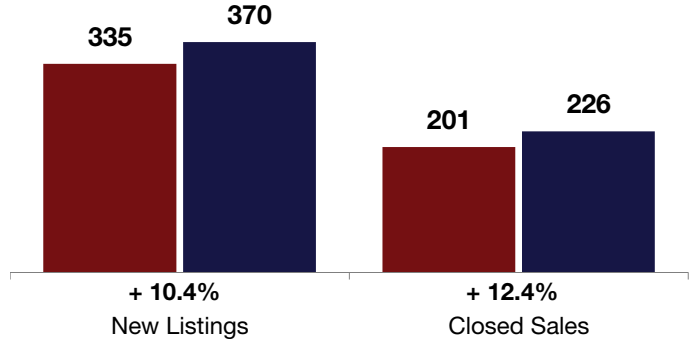
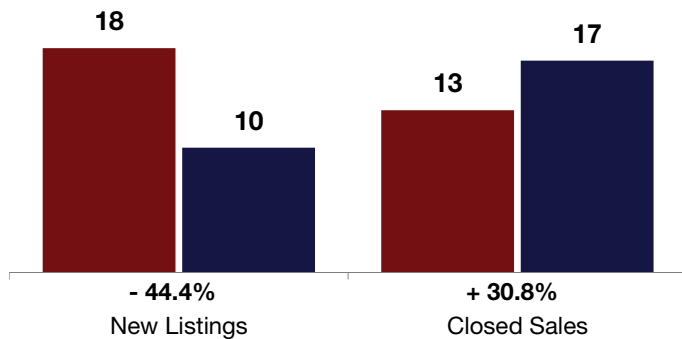
* Does not account for seller concessions. | Activity for one month can sometimes look extreme due to small sample size.

December

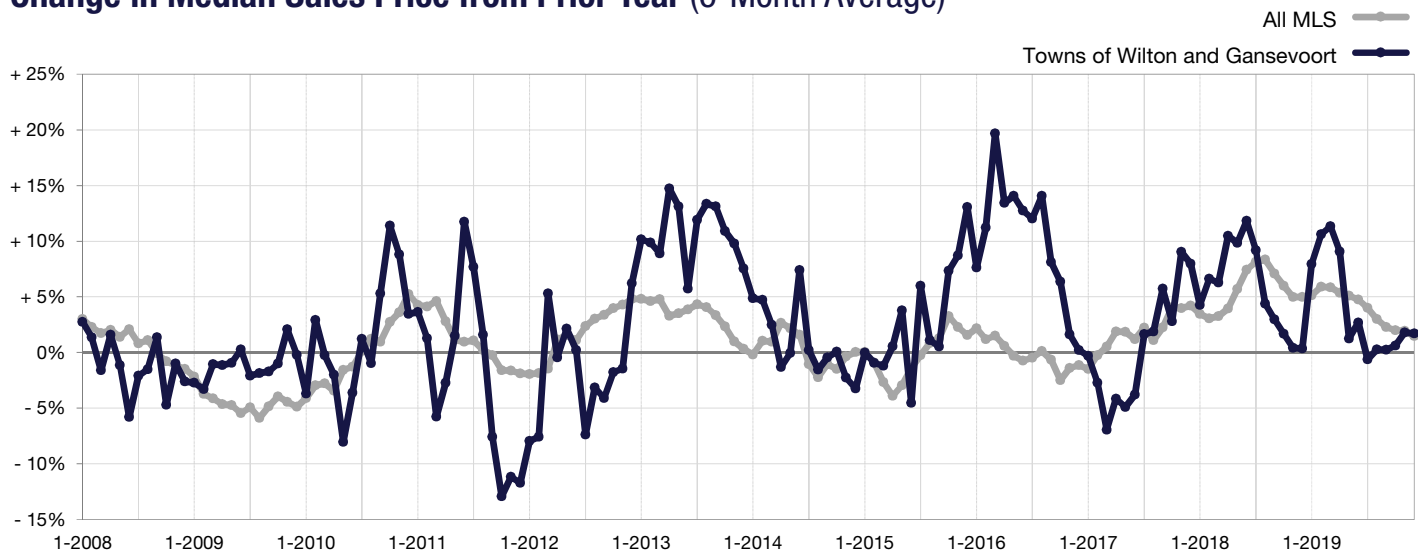
■ 2018 ■ 2019

Year to Date

■ 2018 ■ 2019



Change in Median Sales Price from Prior Year (6-Month Average)**



** Each dot represents the change in median sales price from the prior year using a 6-month weighted average. This means that each of the 6 months used in a dot are proportioned according to their share of sales during that period.