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# WILTON MARKET REPORT

## January 2012

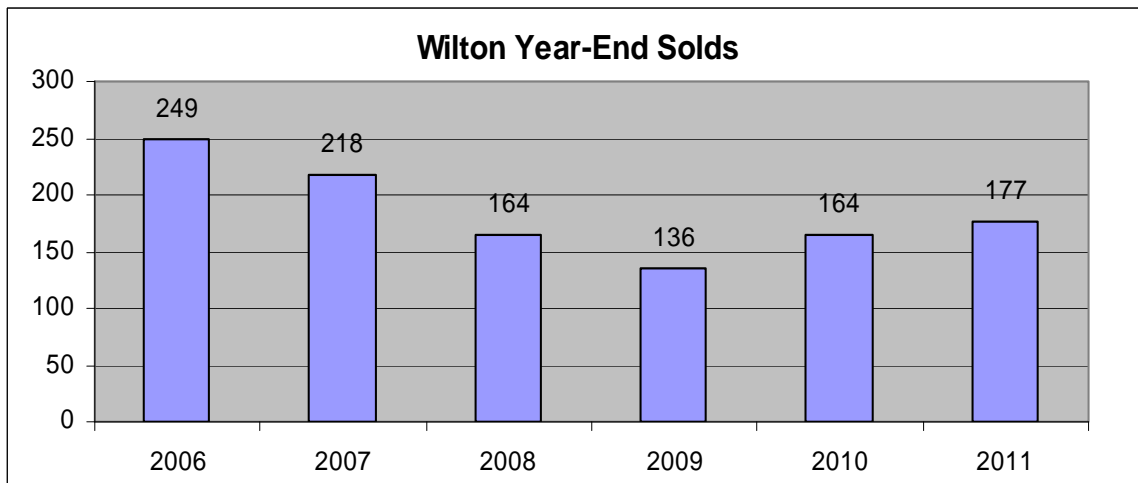
### 2011 Year In Review

	2011	2010	%
Houses Sold	177	164	7.93% increase
Houses: Median Sale Price	\$825,000	\$782,500	5.43% increase
Houses: Average Sale to List Price ratio	94.0%	94.0%	—

The Wilton real estate market continued to gain momentum in 2011 with a third straight year of increased sales. The 177 house closings was a 7.9 percent increase vs. 2010 and the highest year-end total since 2007. It was also the third straight year median sale price was up and the dollar volume of home sales increased by 18.1 percent vs. 2010 and 36.5 percent when compared to 2009 (see chart, page 3). Sold homes ranged in price from \$234,900 to \$4,000,000, with 138 homes (78 percent) selling between \$500,000 and \$1,500,000. The energy in the market isn't quite back to where it was in 2006, but in Wilton, as in a number of surrounding Fairfield County towns, it's clearly moving in a very positive direction.

The improved sales in 2011 reflected a combination of low interest rates and great values as sellers increasingly priced their houses competitively. Arguably the most competitive price point was in the \$1.0M—\$1.5M range, with 38 sales in 2011 and a year-end inventory of just 13 houses.

Active homes: At the end of the year there were 117 houses on the market in Wilton, ranging in price from \$300,000 to \$3,595,000 with a median list price of \$878,900.

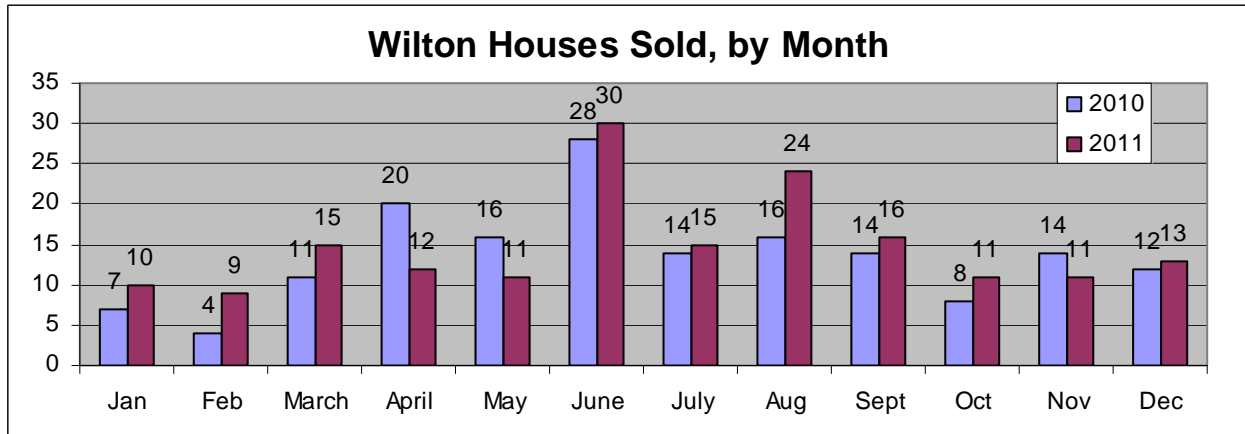
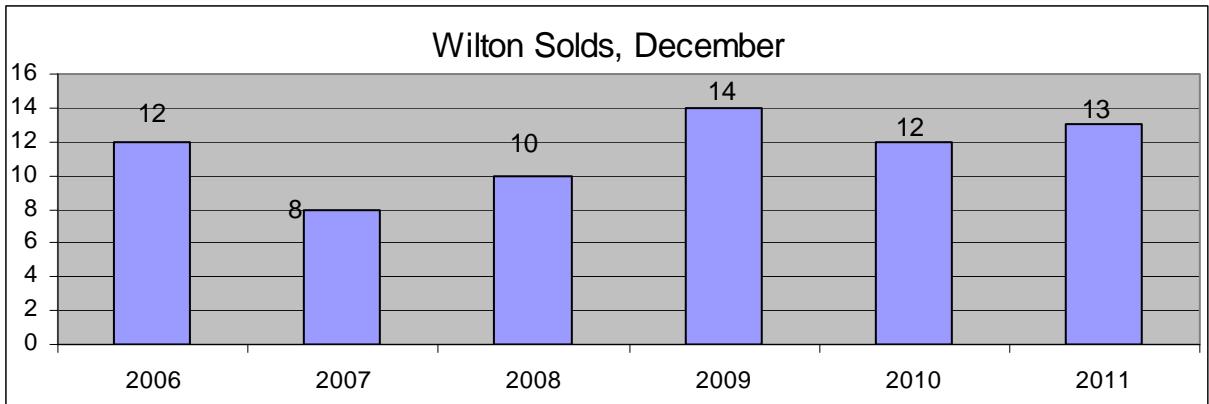


## BARBARA CLEARY'S REALTY GUILD

Source: All data in report taken from Multiple Listing Services.

### Wilton December Houses Sold (13)

Address	Sale Price	List Price	%	Acres	Sqft	Year	Style	Bdrms	Baths	DOM
8 GREENBRIAR LN	\$560,000	\$599,000	-6.5%	0.93	1941	1964	Cape	3	2	254
5 RIDGEWOOD RD	\$590,000	\$615,000	-4.1%	0.5	2313	1945	Cape	3	2	63
209 WESTPORT RD	\$605,000	\$649,900	-6.9%	1.01	2964	1967	Colonial	5	2	79
15 ROBIN LN	\$706,250	\$749,000	-5.7%	2	3800	1972	Colonial	4	2	201
134 STURGES RIDGE RD	\$775,000	\$825,000	-6.1%	2.08	2901	1951	Col/Cape	3	3	72
579 RIDGEFIELD RD	\$776,000	\$839,000	-7.5%	3.06	2797	1968	Barn	4	2	454
8 DEERFIELD RD	\$795,000	\$839,900	-5.3%	0.68	2899	1923	Colonial	4	3	36
11 DEACONS LN	\$910,000	\$965,000	-5.7%	2	3214	1968	Colonial	5	3	45
304 CHESTNUT HILL RD	\$844,000	\$989,000	-14.7%	2.21	4106	1984	Colonial	5	2	209
232 NOD HILL RD	\$1,100,000	\$1,199,900	-8.3%	2.49	5630	1961	Colonial	4	4	180
72 SEIR HILL RD	\$1,237,000	\$1,295,000	-4.5%	2.01	4807	1996	Colonial	6	4	271
69 MEADOW RD	\$1,299,000	\$1,299,000	0.0%	1.4	5300	1999	Colonial	4	4	25
22 EDGEWATER DR	\$1,219,900	\$1,389,000	-12.2%	2	4680	1973	Colonial	4	2	197



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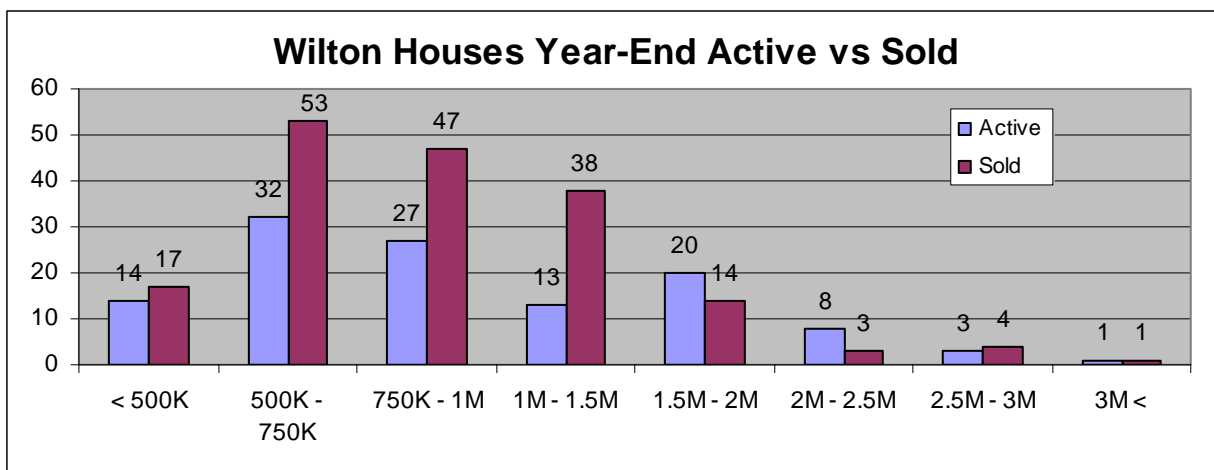
### 2011 Year-End Home Sales by Price Range

	2011	2010	%
Under \$500K	17	19	10.526 % decrease
\$500K—\$750K	53	53	—
\$750K—\$1M	47	46	2.2 % increase
\$1M—\$1.5M	38	29	31.0 % increase
\$1.5M—\$2.0M	14	17	17.6 % decrease
\$2—\$2.5M	3	0	300% increase
\$2.5M—\$3	4	0	400% increase
Over \$3M	1	0	100% increase

Wilton 6-Year Recap				
	Houses sold	Median Sale Price	Dollar Volume of solds	% Change from Previous Year
2006	249	\$942,000	\$279,360,000	—
2007	218	\$898,750	\$238,577,054	14.6% decrease
2008	164	\$848,500	\$172,773,528	27.6% decrease
2009	136	\$756,250	\$124,458,658	28.0% decrease
2010	164	\$782,500	\$143,920,864	15.6% increase
2011	177	\$825,000	169,916,450	18.1% increase

### Wilton December Houses New Listings (3)

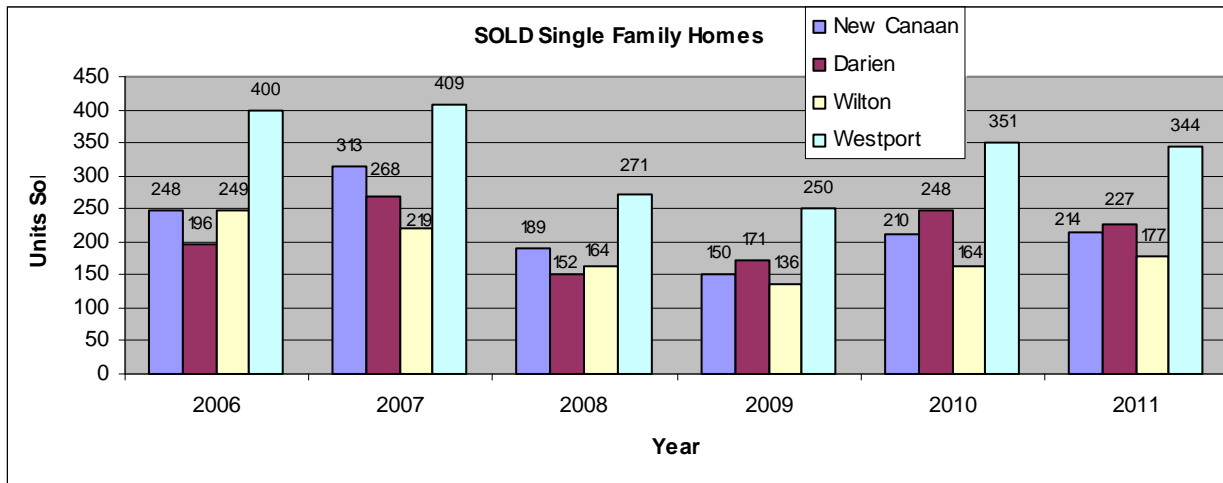
Address	List Price	Acres	Sqft	Year	Style	Bdrms	Baths	DOM
44 Powder Horn Hill Rd.	\$849,000	2.25	2445	1981	Contemp	3	2	3
21 Surrey Gln	\$2,295,000	2.01	5900	2012	Colonial	6	5	3
66 Saddle Ridge Rd.	\$2,595,000	2.05	8200	2012	Colonial	6	6	3



## Town Comparisons For 2011

<b>SOLDS (Single Family Houses) Jan 1, 2011– Dec 31, 2011</b>						
TOWN	Houses SOLD	vs. 2010	% change	Highest Selling Price	Lowest Selling Price	Median Selling Price
Wilton	177	164	7.93%	\$4,000,000	\$234,900	\$825,000
New Canaan	214	210	1.91%	\$6,500,000	\$430,000	\$1,600,000
Darien	227	248	-8.45%	\$7,200,000	\$395,000	\$1,400,000
Westport	344	351	-1.99%	\$6,300,000	\$215,000	\$1,085,625
Stamford	527	535	-1.5%	\$4,650,000	\$154,000	\$535,000

Collectively, the numbers for these five towns show a sustained energy after a rebound year in 2010. While three out of the five towns saw slight drops in total sales, collectively the difference between 2011 and 2010 with regards to number of houses sold is less than one percent (-0.42). Median Sale price was up for New Canaan and Darien (9.4 and 5.7 percent, respectively) but down for Wilton, Westport and Stamford (-11.6 percent for Wilton, -5.2 percent for Westport and -9.0 percent for Stamford). However, collectively, the towns median sale price fell just -2.4 percent.



<b>ACTIVES (Single Family Houses) Dec. 31, 2011</b>					
	Units	Lowest Priced Home	Highest Priced Home	Median List Price	Average List Price
Wilton	117	\$300,000	\$3,595,000	\$879,900	\$1,108,272
New Canaan	157	\$410,000	\$13,850,000	\$1,950,000	\$2,486,220
Darien	109	\$425,000	\$11,900,000	\$1,698,000	\$2,295,310
Westport	198	\$399,000	\$11,998,000	\$1,549,000	\$2,152,772
Stamford	296	\$188,000	\$18,900,000	\$698,000	\$972,022

**Mortgage Matters: By Christine Bulgini**

**Prepare for the Spring Market and Get Mortgage Ready!**

Where is the snow? An unusual start to 2012, and it feels like spring is right around the corner already. So, why not start some "spring cleaning" and get your financial house in order?

Step 1: Get a Free Copy of Your Credit Report. The Federal Government allows anyone with a credit history to receive a free copy of his or her credit report once a year. To take advantage of a free credit report, go to [www.annualcreditreport.com](http://www.annualcreditreport.com). This website is sponsored by the Federal Trade Commission and [www.ftc.gov](http://www.ftc.gov). This report will not include your credit scores. To obtain your scores, visit [www.myfico.com](http://www.myfico.com). A fee will be required for this additional information. Also, if you need to improve your credit by paying down debt, you will still have plenty of time to have an impact on your scores. Call me if you have any questions.

Step 2: Know Your Income for 2011. If you need your 2011 income to qualify for a mortgage and you do not have a paystub or W-2, get your tax return completed as soon as possible. If your returns have not been completed and you do not have a paystub or W-2, lenders will use the income reported on your 2009 and 2010 tax returns.

Step 3: Get Started Early. Talk to your Realtor® at Barbara Cleary's Realty Guild and start the process early. There may be some improvements or changes that may take some time. If you wait until the weather warms up, you will be calling on contractors at the same time everyone else is. Also, you may want to consult with your Realtor® about the best time to list your current property and the best time to start looking for a new home.

Step 4: Start Gathering the Necessary Documentation. The typical loan application documentation includes: past 2 years tax return with W-2 forms or 1099 forms, last 2 pay stubs (if applicable), last 60 days of statements for bank, investment and retirement accounts.

There are a lot of details and unknowns when purchasing and selling a home. Getting an early start on the details will certainly make the process go more smoothly. Ask the professionals you hire a lot of questions, establish a timetable that satisfies your needs and most importantly, share it with all that are involved.

**Current rates on 2 loan programs. Please call for other options.**

	<b>5/1 ARM</b>	<b>30 year fixed</b>
<b>Loan Amount</b>	\$625,500 to \$2,000,000	\$625,500 to \$2,000,000
<b>Rate</b>	3.00%	4.75%
<b>APR</b>	3.336% *1	4.778% *2



\*\*1 Assumes loan amount of \$1,000,000 and 75% LTV. Monthly P&I payment of \$4,216.04.  
 \*\*2 Assumes loan amount of \$1,000,000 and 75% LTV. Monthly P&I payment of \$5,216.47.  
 Rates effective 1-6-2012. Rates subject to change without notice.

Information provided by Christine Bulgini, NMLS ID # 166313  
 Fenwick Mortgage, LLC, NMLS ID# 68443  
 Mortgage broker only. Not a mortgage lender or mortgage correspondent lender.  
 27 Pine Street, New Canaan - Cell: 860-983-1247 email: [christine@fenwickmortgage.com](mailto:christine@fenwickmortgage.com)

## Realty Guild Announces London Office

With high-end real estate continuing to operate on an international scale, Barbara Cleary's Realty Guild has joined with the United Kingdom's Mayfair International Realty. The firm will act as the Realty Guild's London office and marketing arm, as well as increasing ties to the international community with its over 350 offices in the UK and Europe. The Realty Guild will be an exclusive affiliate with Mayfair International and the only broker in Fairfield County to offer clients this unique exposure. The firm's clients will benefit from the added coverage their homes will receive, and buyers will appreciate the easy access they have to the Fairfield County markets.

The Realty Guild's new team in London has over 90 years of experience in international real estate, property marketing and in working with the real estate media. Properties will be marketed to European buyers through Mayfair International Realty's extensive media network and showcased on their prominent web site. Properties will also be listed on the real estate search site of the *Telegraph*, Britain's largest daily newspaper. In addition, Realty Guild clients will benefit from increased communication with Mayfair's many prominent U.S. affiliates.



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## To Sell or Not to Sell?

By Carol McManus, Real Estate Consultant

Spring is not far behind these chilly January days and it is the time of year when homeowners most often begin to think about their next move. So what should you consider in deciding if this is the right time to sell? First and foremost are your family's needs. Ready to upsize or downsize? Change your job? These are just a couple of the life changes that can prompt a move. If this is the year you plan to put your home on the market, there are a few things you should do to make an informed decision in order to get the highest price – in the shortest amount of time – and with the least inconvenience.

- Detach yourself emotionally from your home and look at it as though you were a potential buyer walking through the door for the first time. Could I move my family into this home tomorrow without significant work? What features make this home attractive compared to other options on the market? What would I be willing to invest to own this home?
- Make appointments with 2 or 3 Realtors to get their professional feedback and price opinion. Make your decision on an agent who is knowledgeable about the market, excited about your property, and works for a company with the marketing expertise to give your home the exposure required to attract the right buyer. Realty Guild agents are always available to consult with you, free of charge.
- Set realistic expectations for yourself and your family. If selling quickly or by a specific deadline is your goal, then realistic pricing is imperative. Making your house easily accessible for showings will increase the probability of a quick sale but that also means the physical inconvenience of keeping the home ready for showing at a moment's notice.

Your Realtor is your professional partner. Choose the person you trust, who understands your goals, and the one who can confidently get you to the closing table so you can move on to your next venture!

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