

# MARKET ACTION REPORT

April 2011

City: Westport

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Helping Families Find Homes and Homes Find Families

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Price Range: All | Properties: Condo - TwnHm

## Market Profile & Trends Overview

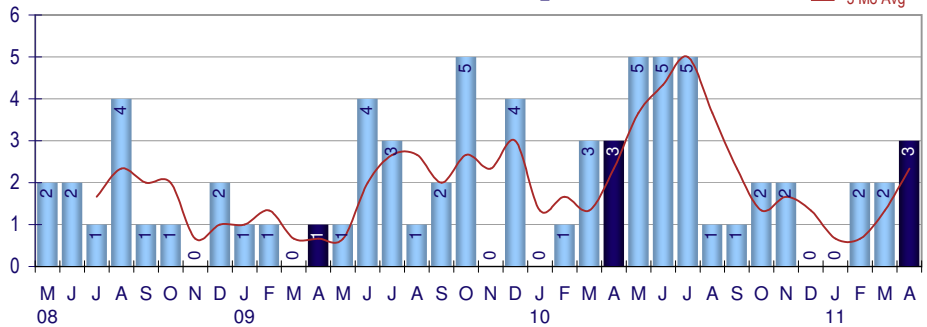
	Month	Trending versus*:				YTD	Trending versus*:	
		LM	L3M	PYM	LY		Prior YTD	Prior Year
Median List Price of all Current Listings	\$430,000	↓		↓				
Average List Price of all Current Listings	\$581,577	↓		↓				
April Median Sales Price	\$310,000	↓	↓	↓	↓	\$545,000	↓	↓
April Average Sales Price	\$315,833	↓	↓	↓	↓	\$524,714	↓	↓
Total Properties Currently for Sale (Inventory)	27	↓		↓				
April Number of Properties Sold	3	↑		↔		7	↔	
April Average Days on Market (Solds)	75	↑	↓	↓	↓	79	↓	↓
Asking Price per Square Foot (based on New Listings)	\$401	↔	↑	↑	↑	\$369	↔	↔
April Sold Price per Square Foot	\$291	↓	↓	↓	↓	\$315	↓	↓
April Month's Supply of Inventory	9.0	↓	↓	↓	↓	12.3	↓	↓
April Sale Price vs List Price Ratio	92.1%	↓	↔	↓	↓	92.2%	↓	↓

\* LM=Last Month / L3M=Last 3 Months / PYM=Same Month Prior Year / LY=Last Year (2010) / YTD = Year-to-date | Arrows indicate if Month / YTD values are higher (up), lower (down) or unchanged (flat)

## Property Sales

April Property sales were 3, equal to 3 in April of 2010 and 50.0% higher than the 2 sales last month. April 2011 sales were at their highest level compared to April of 2010 and 2009. April YTD sales of 7 are running equal to last year's year-to-date sales of 7.

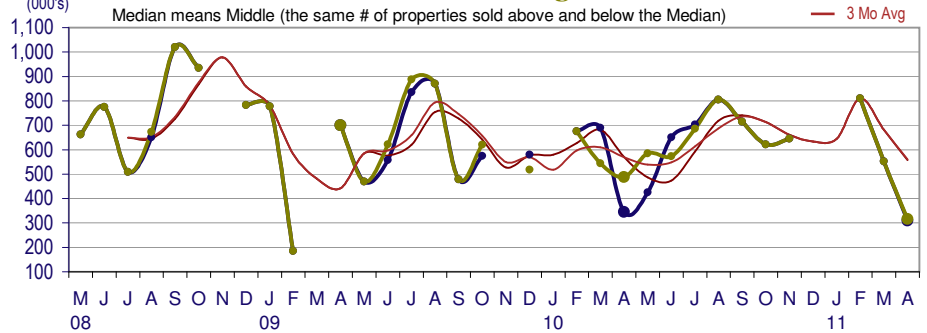
Number of Properties Sold



## Prices

The Median Sales Price in April was \$310,000, down 10.1% from \$345,000 in April of 2010 and down 43.8% from \$552,000 last month. The Average Sales Price in April was \$315,833, down 35.3% from \$488,333 in April of 2010 and down 42.8% from \$552,000 last month. April 2011 ASP was at the lowest level compared to April of 2010 and 2009.

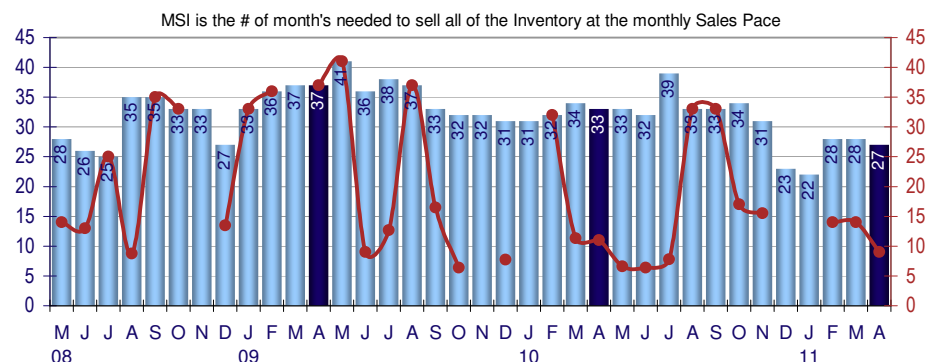
Median Sales Price and Average Sales Price



## Inventory & MSI

The Total Inventory of Properties available for sale as of April was 27, down 3.6% from 28 last month and down 18.2% from 33 in April of last year. April 2011 Inventory was at its lowest level compared with April of 2010 and 2009.

Total Inventory & Month's Supply of Inventory (MSI)



A comparatively lower MSI is more beneficial for sellers while a higher MSI is better for buyers. The April 2011 MSI of 9.0 months was at its lowest level compared with April of 2010 and 2009.

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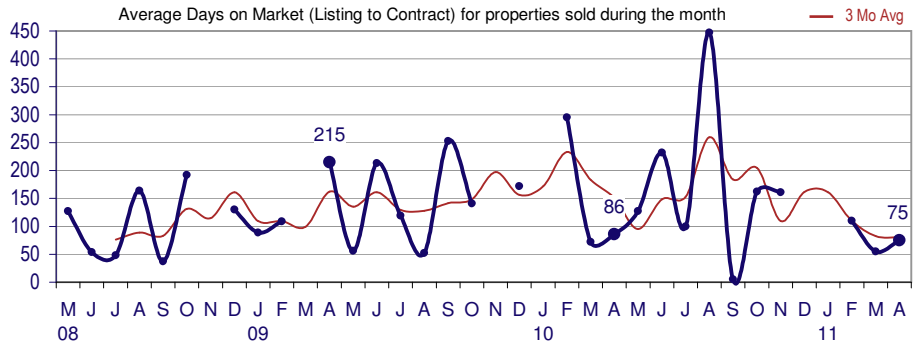


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## Market Time

The average Days On Market (DOM) shows how many days the average Property is on the market before it sells. An upward trend in DOM tends to indicate a move towards more of a Buyer's market, a downward trend a move towards more of a Seller's market. The DOM for April was 75, up 36.4% from 55 days last month and down 12.8% from 86 days in April of last year. The April 2011 DOM was at its lowest level compared with April of 2010 and 2009.

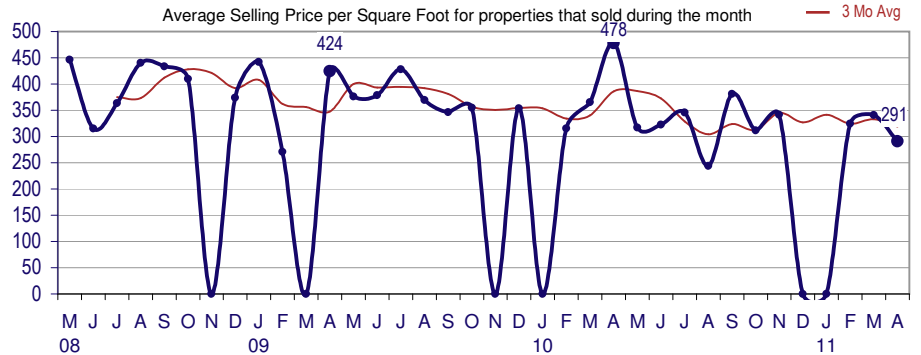
## Days On Market for Sold Properties



## Selling Price per Square Foot

The Selling Price per Square Foot is a great indicator for the direction of Property values. Since Median Sales Price and Average Sales price can be impacted by the 'mix' of high or low end Properties in the market, the selling price per square foot is a more normalized indicator on the direction of Property values. The April 2011 Selling Price per Square Foot of \$291 was down 14.6% from \$341 last month and down 39.1% from 478 in April of last year.

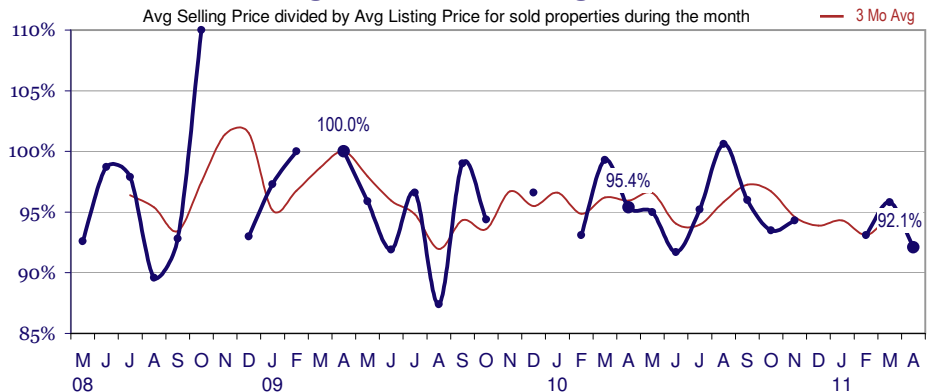
## Selling Price per Square Foot



## Selling Price vs Original Listing Price

The Selling Price vs Original Listing Price reveals the average amount that Sellers are agreeing to come down from their original list price. The lower the ratio is below 100% the more of a Buyer's market exists, a ratio at or above 100% indicates more of a Seller's market. The April 2011 Selling Price vs Original List Price of 92.1% was down from 95.8% last month and down from 95.4% in April of last year.

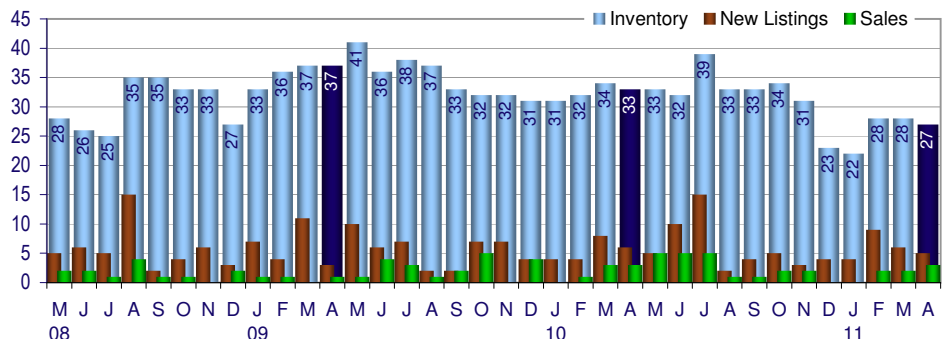
## Selling Price versus Listing Price Ratio



## Inventory / New Listings / Sales

This last view of the market combines monthly inventory of Properties for sale along with New Listings and Sales. The graph shows the basic annual seasonality of the market as well as the relationship between these items. The number of New Listings in April 2011 was 5, down 16.7% from 6 last month and down 16.7% from 6 in April of last year.

## Inventory / New Listings / Sales



# Inventory / Listings / Sales

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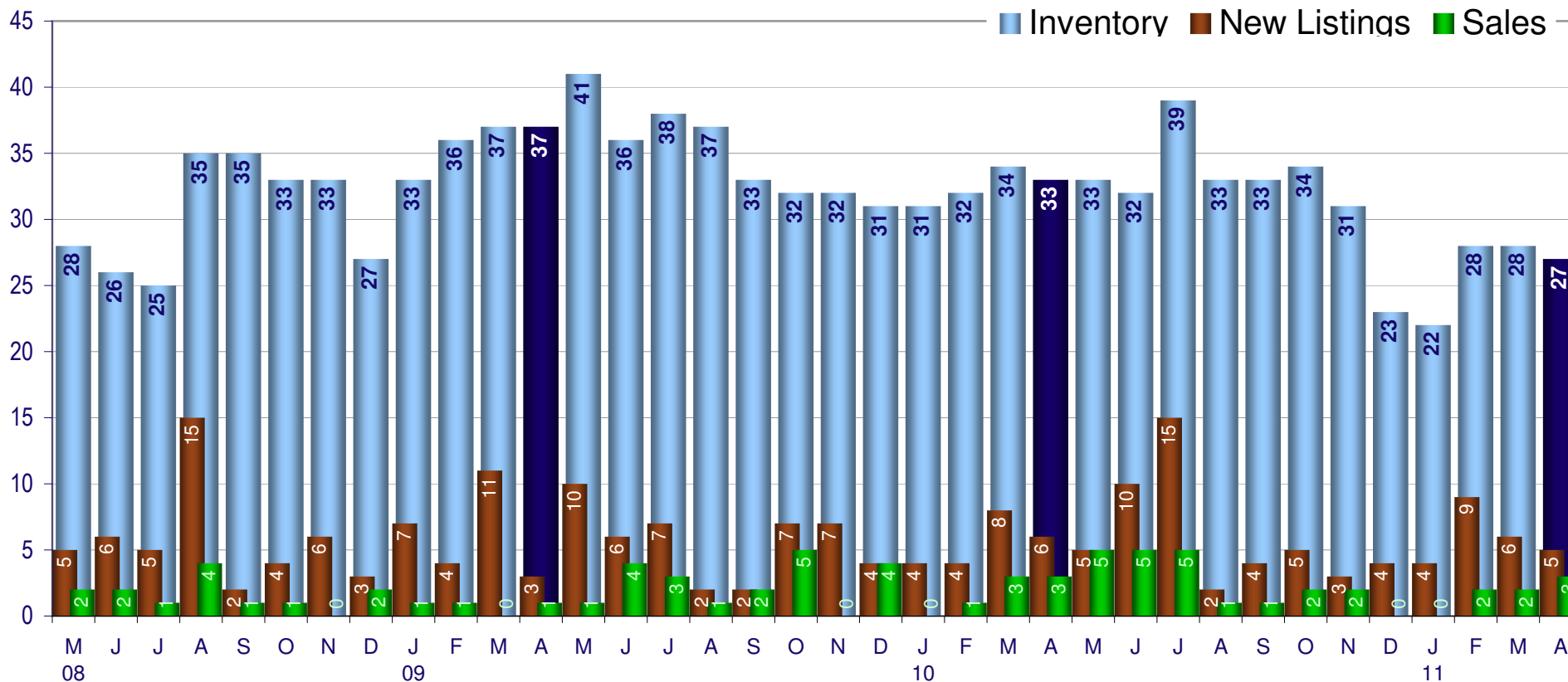
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