

City: *Weston*

**Bunny Mostad and Deb Alderson**

Helping Families Find Homes and Homes Find Families

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www.FairfieldCountyForSale.com



Price Range: All | Properties: Single Family

## Market Profile & Trends Overview

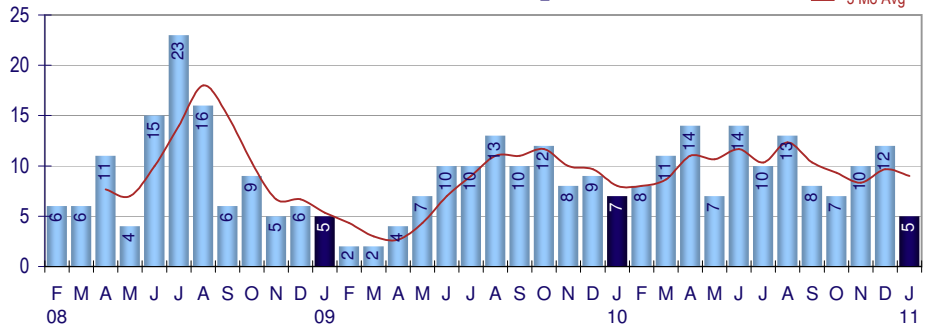
	Trending versus*:				Trending versus*:			
	Month	LM	L3M	PYM	LY	YTD	Prior YTD	Prior Year
Median List Price of all Current Listings	\$1,149,000	↑		↔				
Average List Price of all Current Listings	\$1,461,009	↔		↑				
January Median Sales Price	\$840,000	↓	↑	↑	↔	\$840,000	↑	↔
January Average Sales Price	\$972,835	↓	↑	↑	↑	\$972,835	↑	↑
Total Properties Currently for Sale (Inventory)	91	↓		↓				
January Number of Properties Sold	5	↓		↓		5	↓	
January Average Days on Market (Solds)	224	↑	↑	↑	↑	224	↑	↑
Asking Price per Square Foot (based on New Listings)	\$252	↓	↓	↓	↓	\$252	↓	↓
January Sold Price per Square Foot	\$271	↓	↑	↑	↑	\$271	↑	↑
January Month's Supply of Inventory	18.2	↑	↑	↑	↑	18.2	↑	↑
January Sale Price vs List Price Ratio	91.5%	↓	↓	↔	↓	91.2%	↓	↓

\* 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

January Property sales were 5, down 28.6% from 7 in January of 2010 and 58.3% lower than the 12 sales last month. January 2011 sales were at their lowest level compared to January of 2010 and 2009. January YTD sales of 5 are running 28.6% behind last year's year-to-date sales of 7.

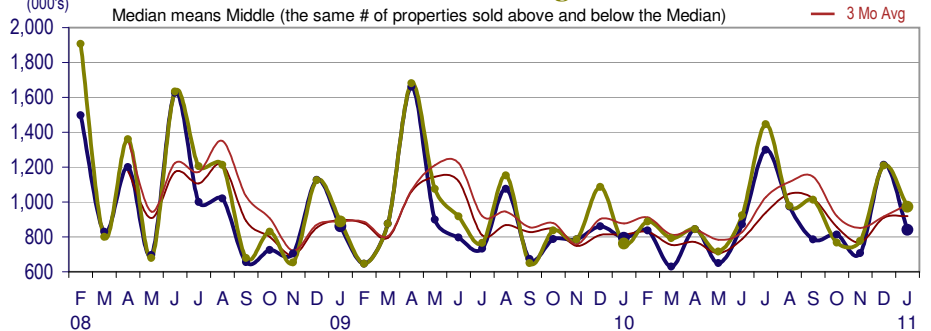
### Number of Properties Sold



## Prices

The Median Sales Price in January was \$840,000, up 5.7% from \$794,525 in January of 2010 and down 30.7% from \$1,212,500 last month. The Average Sales Price in January was \$972,835, up 27.7% from \$761,807 in January of 2010 and down 19.5% from \$1,209,167 last month. January 2011 ASP was at the highest level compared to January of 2010 and 2009.

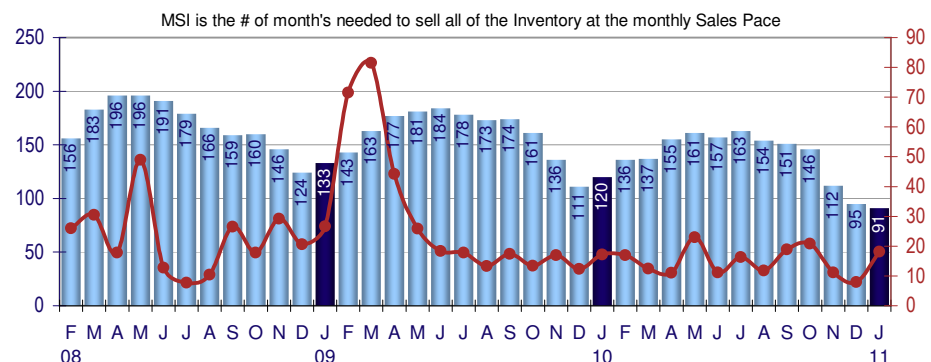
### Median Sales Price and Average Sales Price



## Inventory & MSI

The Total Inventory of Properties available for sale as of January was 91, down 4.2% from 95 last month and down 24.2% from 120 in January of last year. January 2011 Inventory was at its lowest level compared with January 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 January 2011 MSI of 18.2 months was at a mid level compared with January of 2010 and 2009.

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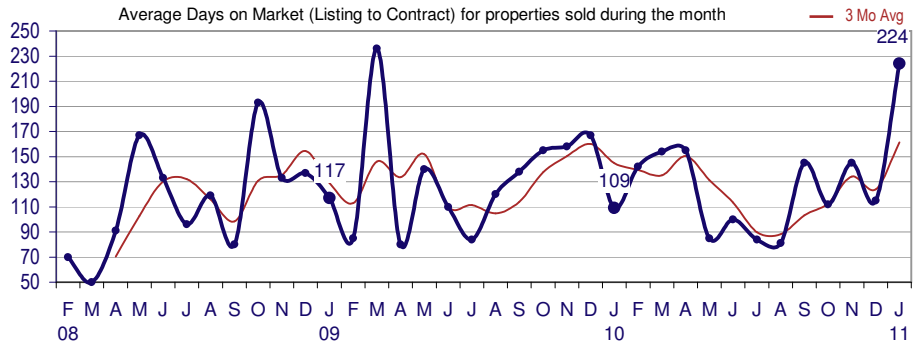


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## Market Time

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 January was 224, up 94.8% from 115 days last month and up 105.5% from 109 days in January of last year. The January 2011 DOM was at a mid level compared with January of 2010 and 2009.

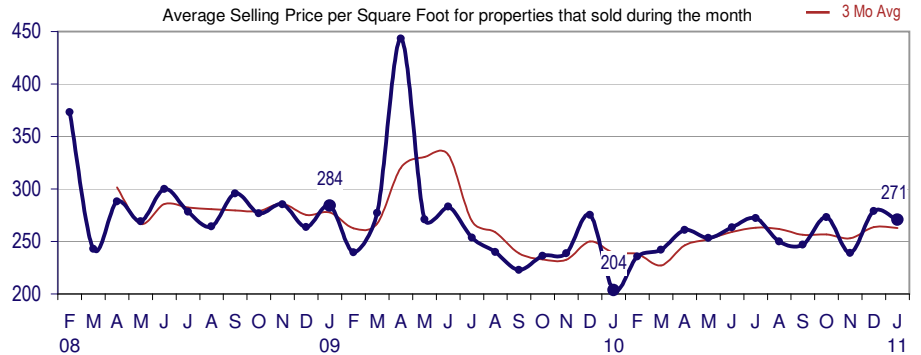
## Days On Market for Sold Properties



## 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 January 2011 Selling Price per Square Foot of \$271 was down 2.9% from \$279 last month and up 33.0% from 204 in January 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 January 2011 Selling Price vs Original List Price of 91.5% was down from 93.7% last month and up from 91.4% in January of last year.

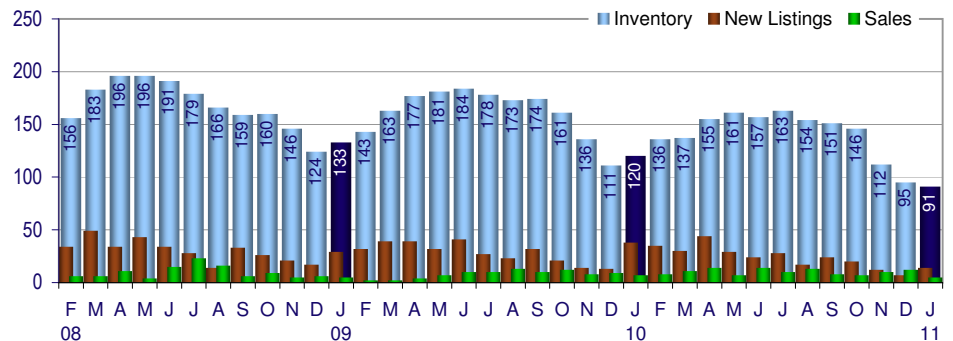
## Selling Price versus Listing Price Ratio



## 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 January 2011 was 14, up 100.0% from 7 last month and down 63.2% from 38 in January of last year.

## Inventory / New Listings / Sales



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