

MARKET ACTION REPORT

July 2011

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

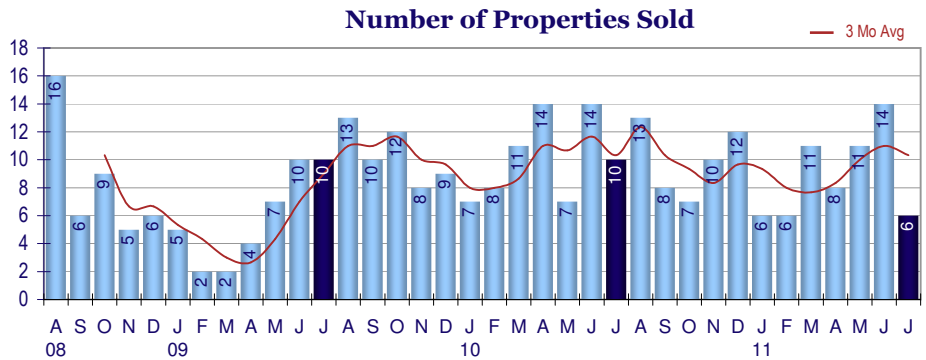
Market Profile & Trends Overview

| | Month | Trending versus*: | | | | YTD | Trending versus*: | |
|--|-------------|-------------------|-----|-----|-----------|-----|-------------------|------------|
| | | LM | L3M | PYM | LY | | Prior YTD | Prior Year |
| Median List Price of all Current Listings | \$1,076,938 | ↔ | | ↑ | | | | |
| Average List Price of all Current Listings | \$1,333,982 | ↔ | | ↑ | | | | |
| July Median Sales Price | \$1,040,000 | ↑ | ↑ | ↓ | \$750,000 | ↓ | ↓ | |
| July Average Sales Price | \$1,015,333 | ↑ | ↑ | ↓ | \$871,699 | ↓ | ↓ | |
| Total Properties Currently for Sale (Inventory) | 170 | ↓ | | ↑ | | | | |
| July Number of Properties Sold | 6 | ↓ | | ↓ | 62 | ↓ | | |
| July Average Days on Market (Solds) | 76 | ↑ | ↓ | ↓ | 111 | ↓ | ↓ | |
| Asking Price per Square Foot (based on New Listings) | \$265 | ↓ | ↓ | ↓ | \$297 | ↑ | ↑ | |
| July Sold Price per Square Foot | \$277 | ↑ | ↑ | ↑ | \$264 | ↑ | ↑ | |
| July Month's Supply of Inventory | 28.3 | ↑ | ↑ | ↑ | 17.9 | ↑ | ↑ | |
| July Sale Price vs List Price Ratio | 96.7% | ↑ | ↑ | ↑ | 92.4% | ↓ | ↓ | |

* 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)

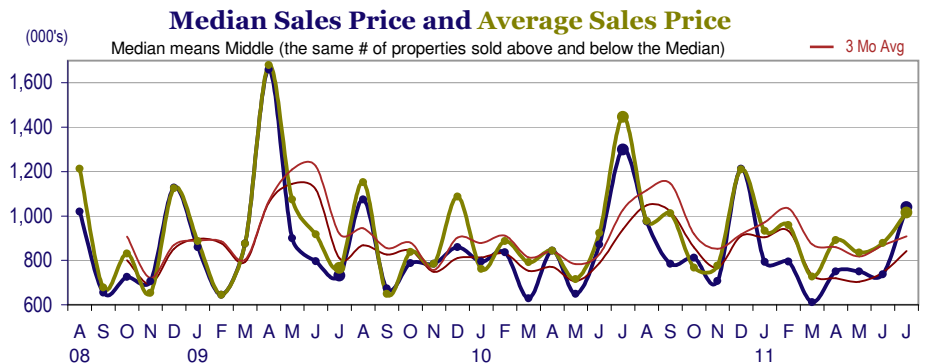
Property Sales

July Property sales were 6, down 40.0% from 10 in July of 2010 and 57.1% lower than the 14 sales last month. July 2011 sales were at their lowest level compared to July of 2010 and 2009. July YTD sales of 62 are running 12.7% behind last year's year-to-date sales of 71.



Prices

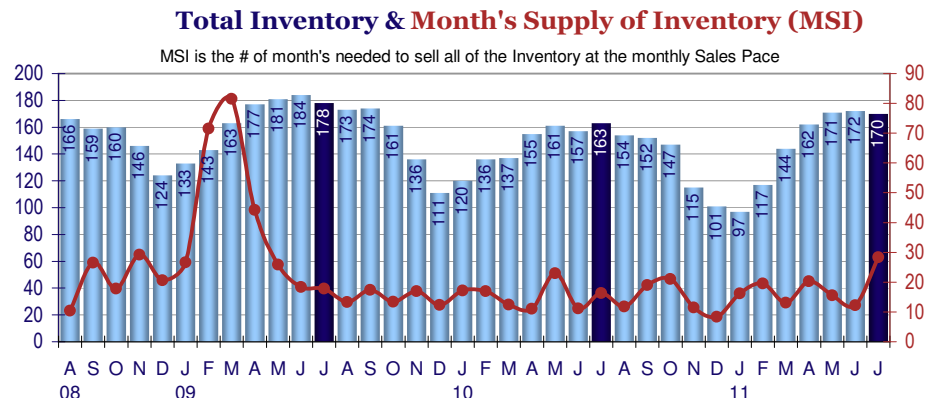
The Median Sales Price in July was \$1,040,000, down 20.0% from \$1,299,500 in July of 2010 and up 41.1% from \$736,925 last month. The Average Sales Price in July was \$1,015,333, down 29.8% from \$1,446,400 in July of 2010 and up 15.7% from \$877,668 last month. July 2011 ASP was at a mid range compared to July of 2010 and 2009.



Inventory & MSI

The Total Inventory of Properties available for sale as of July was 170, down 1.2% from 172 last month and up 4.3% from 163 in July of last year. July 2011 Inventory was at a mid level compared with July of 2010 and 2009.

A comparatively lower MSI is more beneficial for sellers while a higher MSI is better for buyers. The July 2011 MSI of 28.3 months was at its highest level compared with July of 2010 and 2009.



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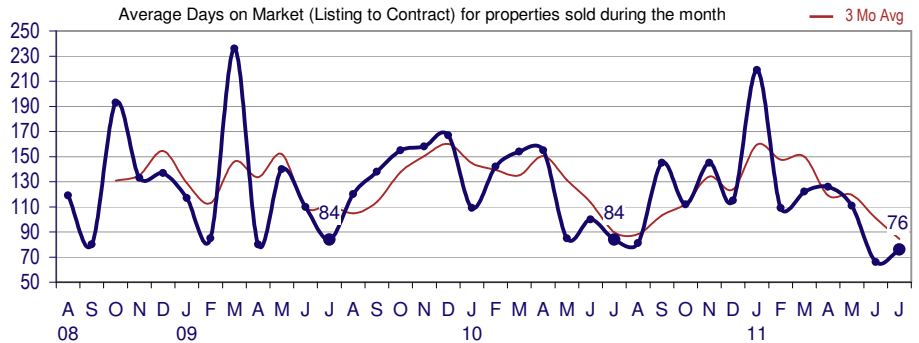


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Market Time

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 July was 76, up 15.2% from 66 days last month and down 9.5% from 84 days in July of last year. The July 2011 DOM was at its lowest level compared with July of 2010 and 2009.

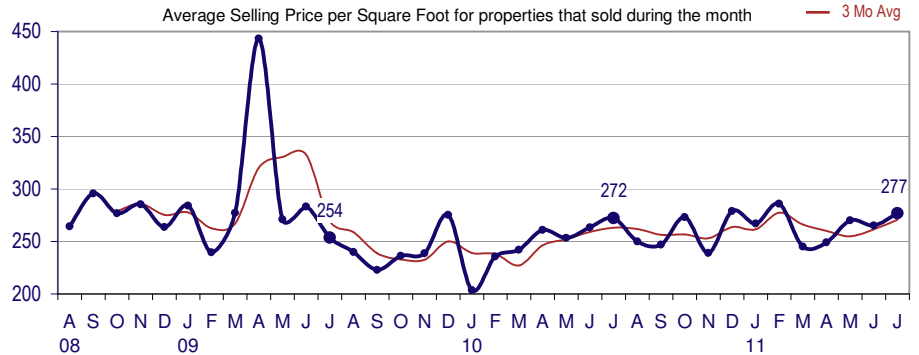
Days On Market for Sold Properties



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 July 2011 Selling Price per Square Foot of \$277 was up 4.4% from \$265 last month and up 1.7% from 272 in July of last year.

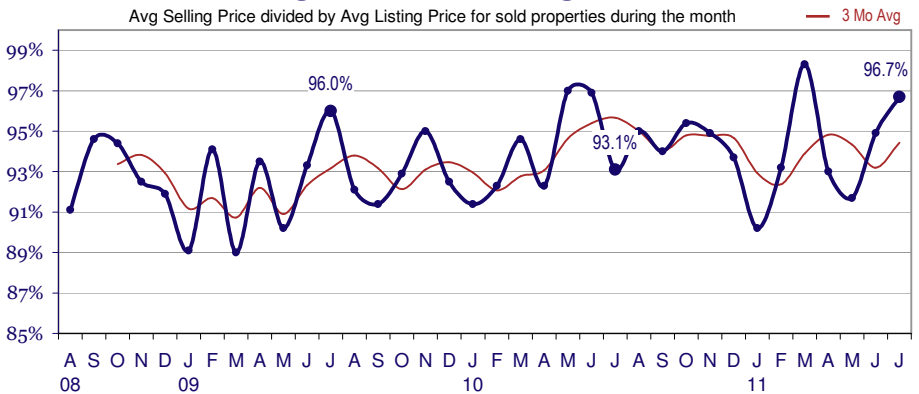
Selling Price per Square Foot



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 July 2011 Selling Price vs Original List Price of 96.7% was up from 94.9% last month and up from 93.1% in July of last year.

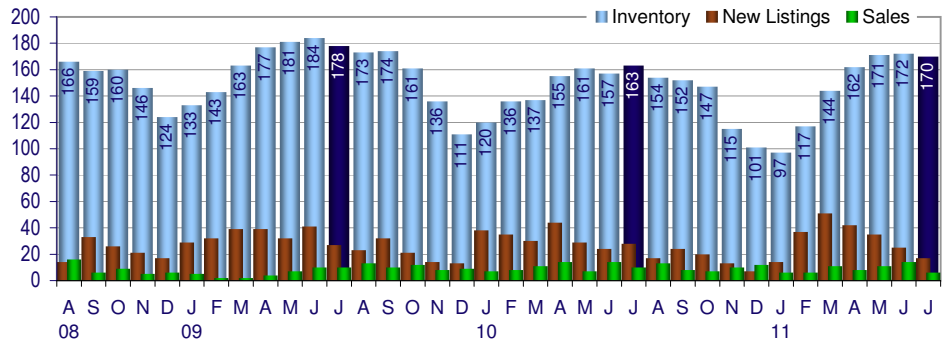
Selling Price versus Listing Price Ratio



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 July 2011 was 17, down 32.0% from 25 last month and down 39.3% from 28 in July of last year.

Inventory / New Listings / Sales



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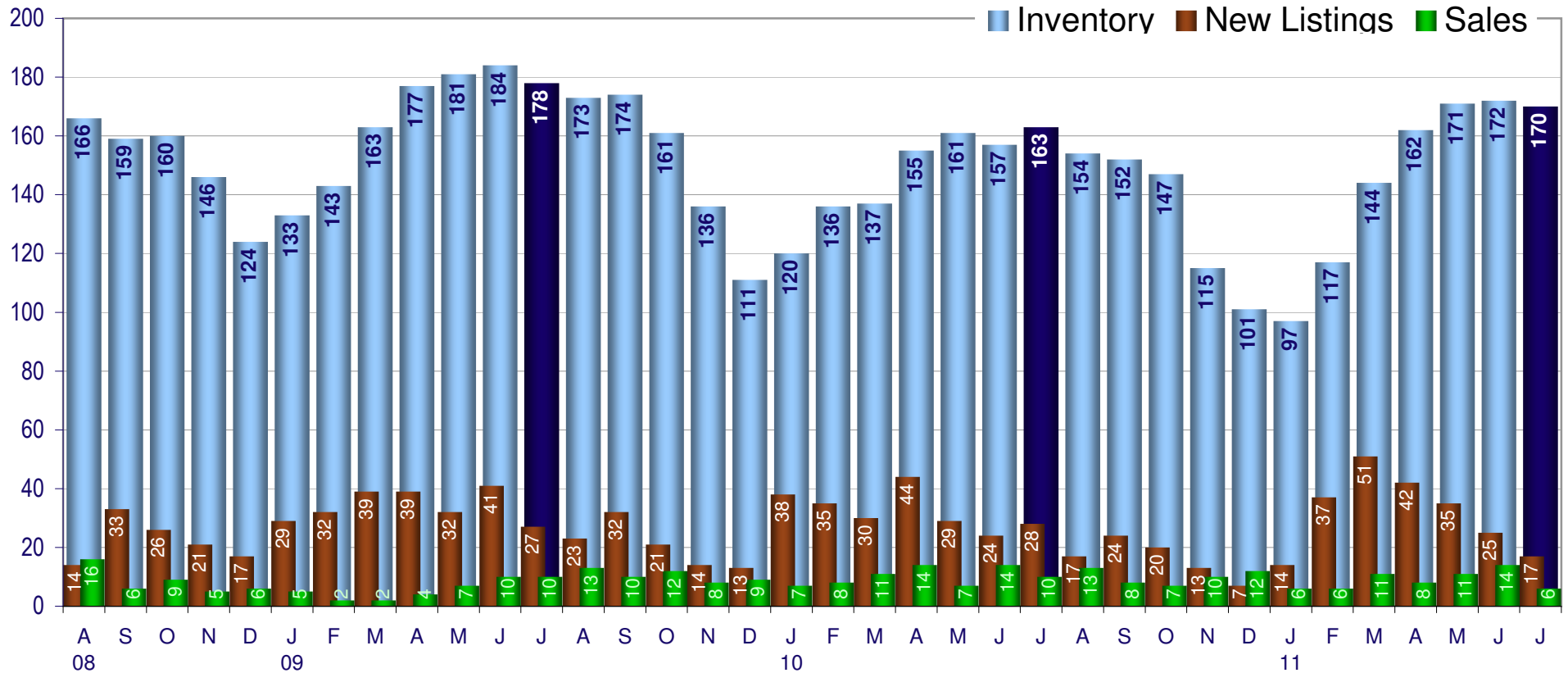
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