

# MARKET ACTION REPORT

June 2011

City: Westport

Bunny Mostad and Deb Alderson

Helping Families Find Homes and Homes Find Families

203.803.5695

Bunny@BunnyMostad.com

www.FairfieldCountyForSale.com



Price Range: All | Properties: Condo - TwnHm

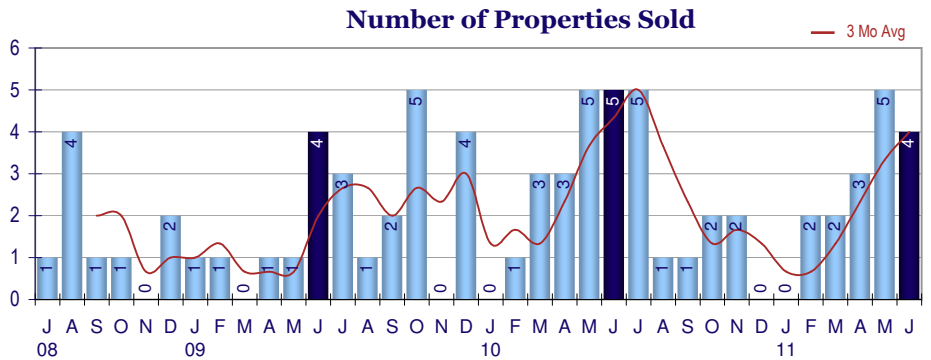
## Market Profile & Trends Overview

	Trending versus*:				Trending versus*:			
	Month	LM	L3M	PYM	LY	YTD	Prior YTD	Prior Year
Median List Price of all Current Listings	\$575,000	↑		↓				
Average List Price of all Current Listings	\$615,794	↑		↔				
June Median Sales Price	\$600,000	↔	↑	↓	↓	\$567,000	↓	↓
June Average Sales Price	\$592,500	↑	↑	↑	↓	\$557,688	↔	↓
Total Properties Currently for Sale (Inventory)	32	↑		↔				
June Number of Properties Sold	4	↓		↓		16	↓	
June Average Days on Market (Solds)	85	↓	↓	↓	↓	118	↓	
Asking Price per Square Foot (based on New Listings)	\$383	↔	↓	↑	↑	\$371	↔	↑
June Sold Price per Square Foot	\$343	↓	↔	↑	↓	\$340	↓	↓
June Month's Supply of Inventory	8.0	↑	↑	↑	↓	9.5	↓	↓
June Sale Price vs List Price Ratio	99.1%	↑	↑	↑	↑	94.8%	↔	↔

\* 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)

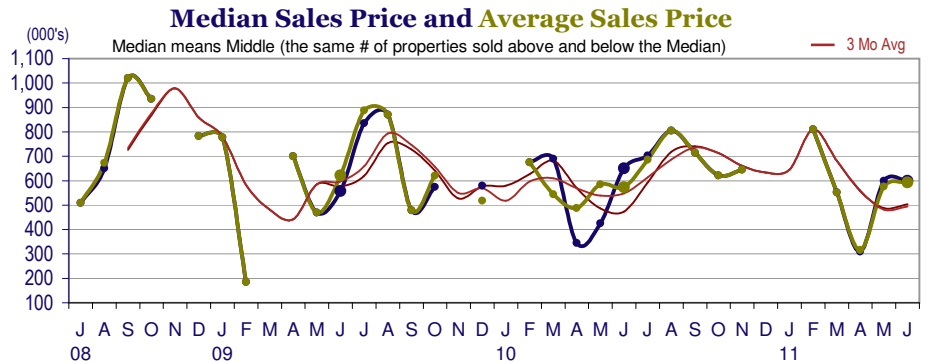
## Property Sales

June Property sales were 4, down 20.0% from 5 in June of 2010 and 20.0% lower than the 5 sales last month. June 2011 sales were at their lowest level compared to June of 2010 and 2009. June YTD sales of 16 are running 5.9% behind last year's year-to-date sales of 17.



## Prices

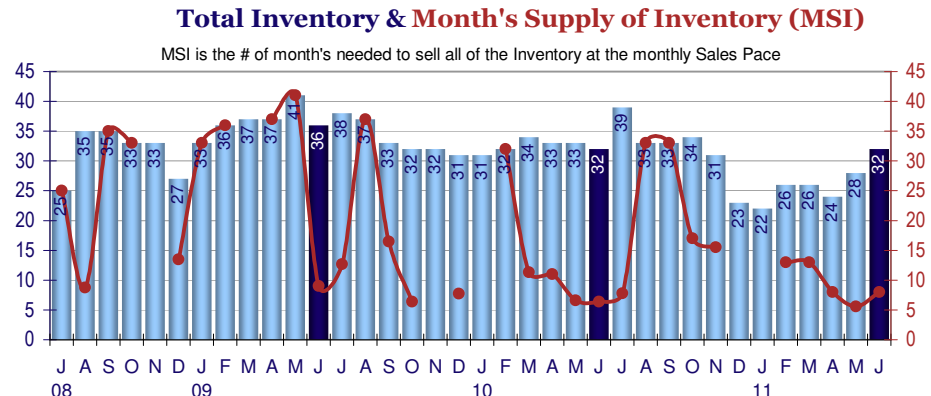
The Median Sales Price in June was \$600,000, down 7.7% from \$650,000 in June of 2010 and equal to \$600,000 last month. The Average Sales Price in June was \$592,500, up 3.4% from \$572,800 in June of 2010 and up 2.9% from \$576,000 last month. June 2011 ASP was at a mid range compared to June of 2010 and 2009.



## Inventory & MSI

The Total Inventory of Properties available for sale as of June was 32, up 14.3% from 28 last month and equal to 32 in June of last year. June 2011 Inventory was at its lowest level compared with June of 2010 and 2009.

A comparatively lower MSI is more beneficial for sellers while a higher MSI is better for buyers. The June 2011 MSI of 8.0 months was at a mid level compared with June of 2010 and 2009.



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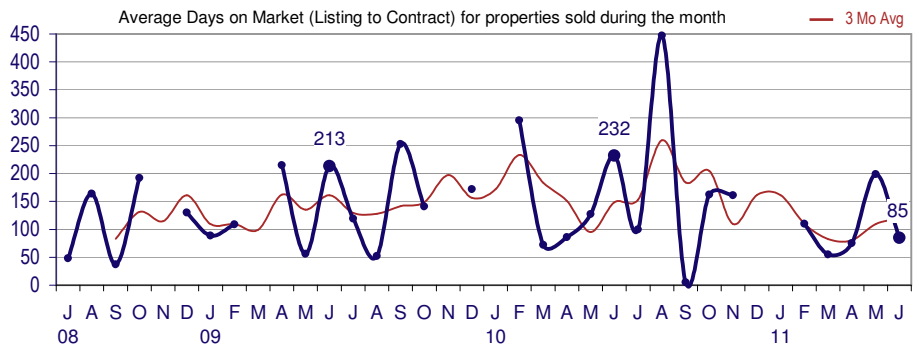


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## Market Time

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 June was 85, down 57.3% from 199 days last month and down 63.4% from 232 days in June of last year. The June 2011 DOM was at its lowest level compared with June of 2010 and 2009.

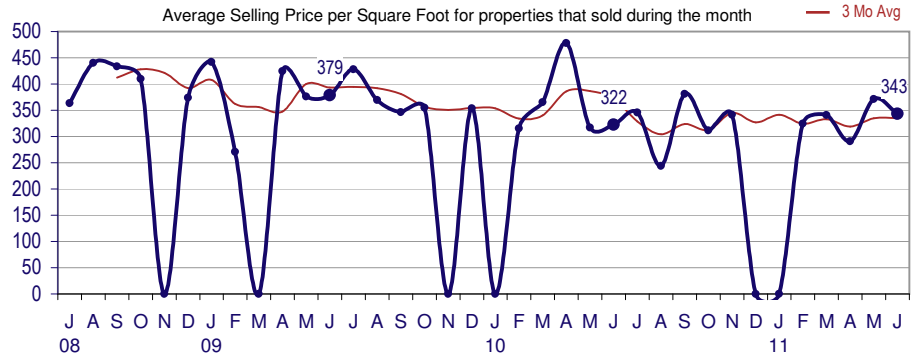
## Days On Market for Sold Properties



## 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 June 2011 Selling Price per Square Foot of \$343 was down 7.6% from \$372 last month and up 6.5% from 322 in June of last year.

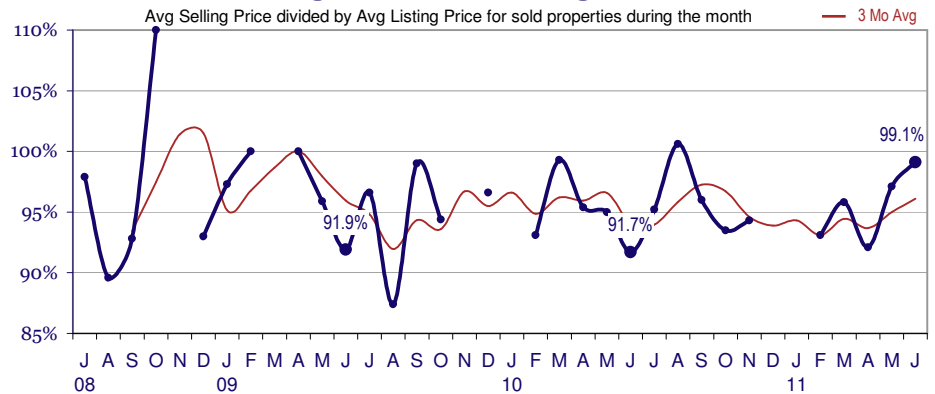
## Selling Price per Square Foot



## 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 June 2011 Selling Price vs Original List Price of 99.1% was up from 97.1% last month and up from 91.7% in June of last year.

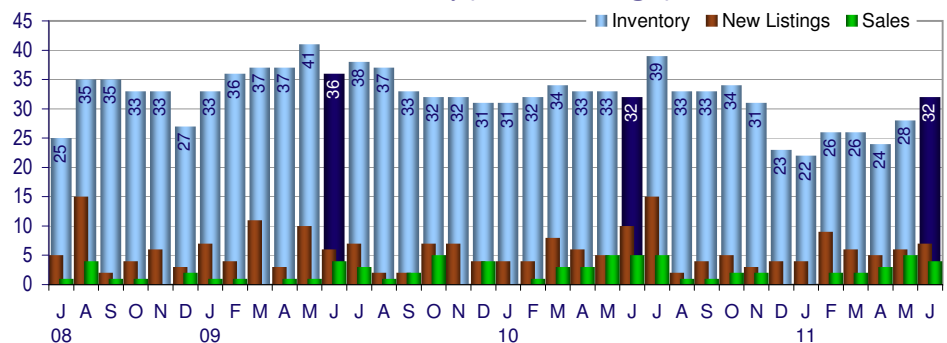
## Selling Price versus Listing Price Ratio



## 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 June 2011 was 7, up 16.7% from 6 last month and down 30.0% from 10 in June of last year.

## Inventory / New Listings / Sales



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