

City: *Weston*

**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: Single Family

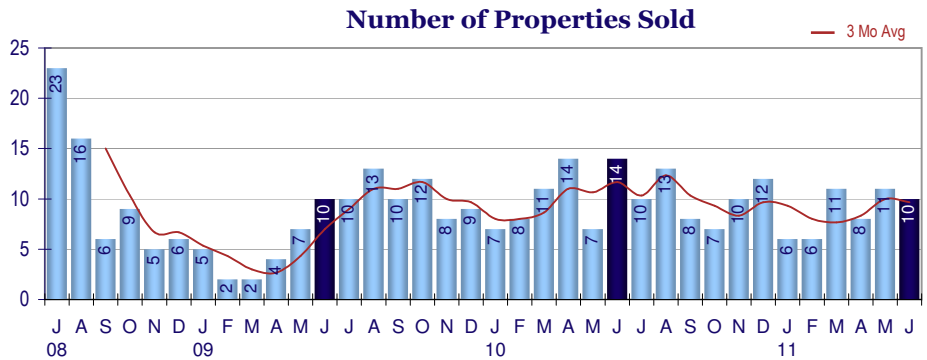
## Market Profile & Trends Overview

	Month	Trending versus*:				YTD	Trending versus*:	
		LM	L3M	PYM	LY		Prior YTD	Prior Year
Median List Price of all Current Listings	\$1,094,938	↔		↑				
Average List Price of all Current Listings	\$1,341,812	↓		↑				
June Median Sales Price	\$650,675	↓	↓	↓	\$748,500	↓	↓	
June Average Sales Price	\$814,985	↓	↔	↓	\$842,612	↑	↓	
Total Properties Currently for Sale (Inventory)	172	↔		↑				
June Number of Properties Sold	10	↓		↓	52	↓		
June Average Days on Market (Solds)	65	↓	↓	↓	119	↓	↓	
Asking Price per Square Foot (based on New Listings)	\$275	↓	↓	↓	\$302	↑	↑	
June Sold Price per Square Foot	\$264	↓	↑	↔	\$262	↑	↑	
June Month's Supply of Inventory	17.2	↑	↓	↑	17.0	↑	↑	
June Sale Price vs List Price Ratio	93.9%	↑	↑	↓	91.5%	↓	↓	

\* 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)

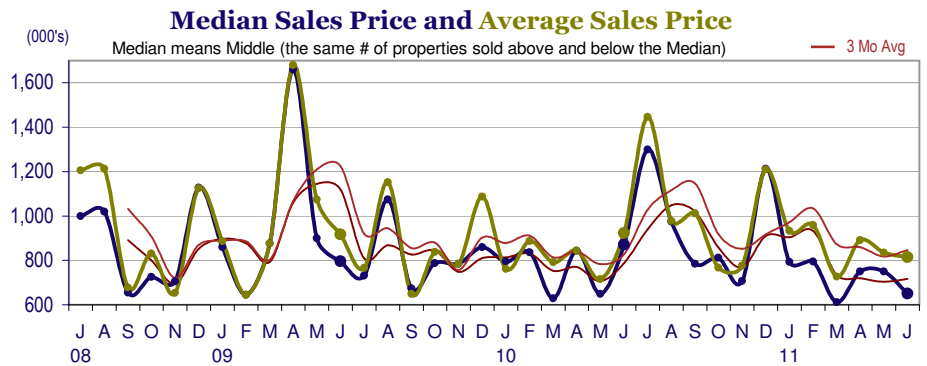
## Property Sales

June Property sales were 10, down 28.6% from 14 in June of 2010 and 9.1% lower than the 11 sales last month. June 2011 sales were at their lowest level compared to June of 2010 and 2009. June YTD sales of 52 are running 14.8% behind last year's year-to-date sales of 61.



## Prices

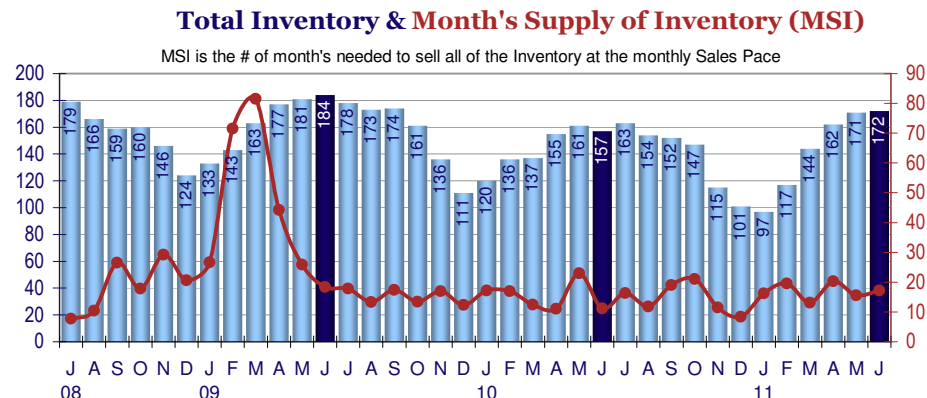
The Median Sales Price in June was \$650,675, down 25.3% from \$871,250 in June of 2010 and down 13.2% from \$750,000 last month. The Average Sales Price in June was \$814,985, down 11.7% from \$923,064 in June of 2010 and down 2.3% from \$834,409 last month. June 2011 ASP was at the lowest level compared to June of 2010 and 2009.



## Inventory & MSI

The Total Inventory of Properties available for sale as of June was 172, up 0.6% from 171 last month and up 9.6% from 157 in June of last year. June 2011 Inventory was at a mid 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 17.2 months was at a mid level compared with June of 2010 and 2009.



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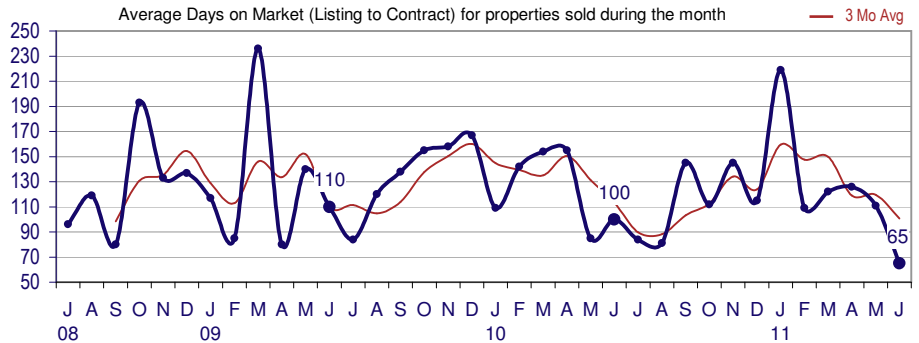


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## Market Time

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 65, down 41.4% from 111 days last month and down 35.0% from 100 days in June of last year. The June 2011 DOM was at its lowest level compared with June of 2010 and 2009.

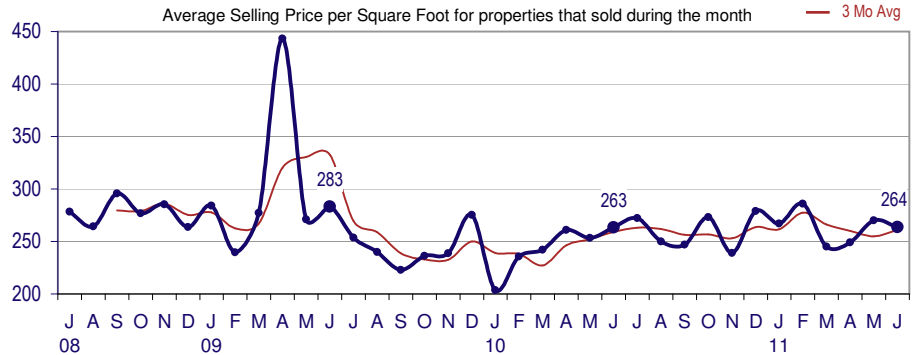
## Days On Market for Sold Properties



## 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 \$264 was down 2.4% from \$270 last month and up 0.1% from 263 in June of last year.

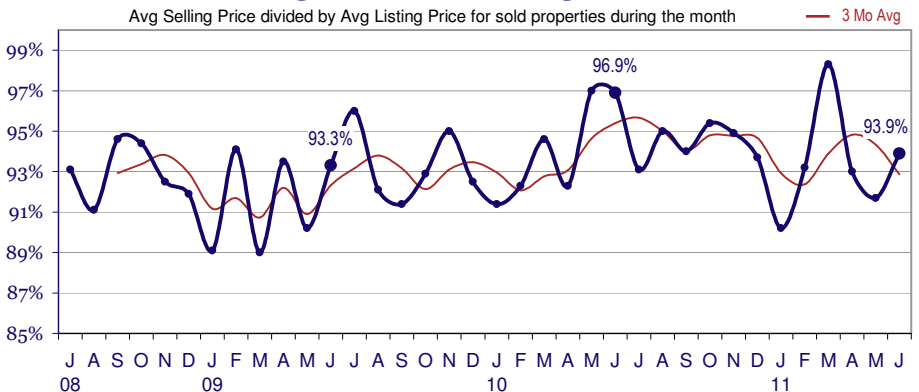
## Selling Price per Square Foot



## 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 93.9% was up from 91.7% last month and down from 96.9% in June of last year.

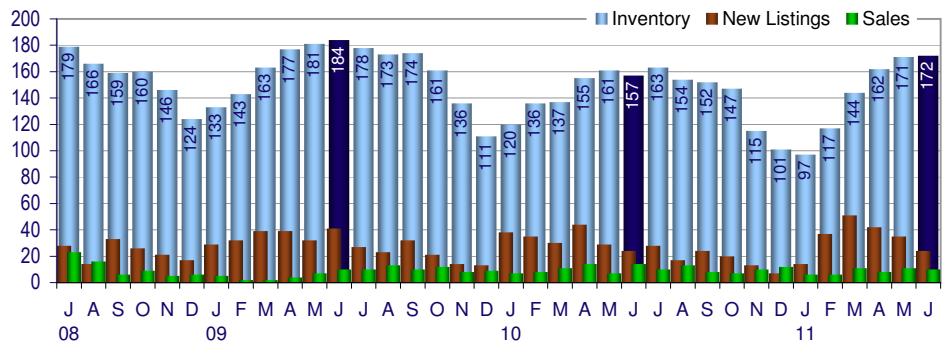
## Selling Price versus Listing Price Ratio



## 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 24, down 31.4% from 35 last month and equal to 24 in June of last year.

## Inventory / New Listings / Sales



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