

City: *Westport*

Deb Alderson and Bunny Mostad

Helping Families Find Homes and Homes Find Families

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www.FairfieldCountyForSale.com



Price Range: All | Properties: Condo - TwnHm

Market Profile & Trends Overview

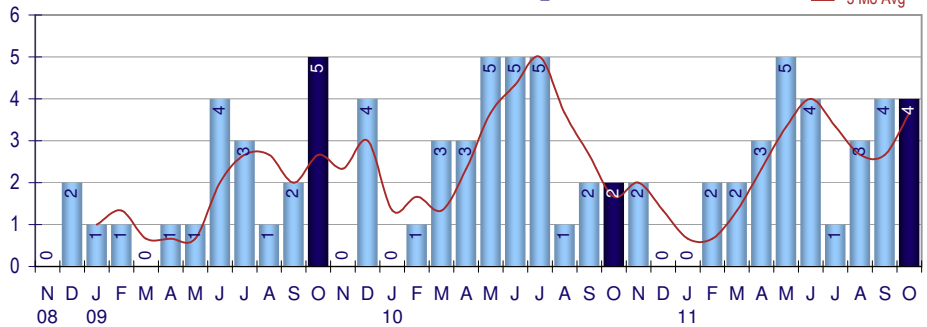
| | Month | Trending versus*: | | | | YTD | Trending versus*: | |
|--|-----------|-------------------|-----|-----|----|-----------|-------------------|------------|
| | | LM | L3M | PYM | LY | | Prior YTD | Prior Year |
| Median List Price of all Current Listings | \$623,500 | ↓ | | ↑ | | | | |
| Average List Price of all Current Listings | \$634,508 | ↑ | | ↑ | | | | |
| October Median Sales Price | \$530,000 | ↓ | ↔ | ↓ | ↓ | \$554,500 | ↓ | ↓ |
| October Average Sales Price | \$504,375 | ↑ | ↑ | ↓ | ↓ | \$529,518 | ↓ | ↓ |
| Total Properties Currently for Sale (Inventory) | 24 | ↓ | | ↓ | | | | |
| October Number of Properties Sold | 4 | ↔ | | ↑ | | 28 | ↑ | |
| October Average Days on Market (Solds) | 90 | ↑ | ↓ | ↓ | ↓ | 120 | ↓ | ↓ |
| Asking Price per Square Foot (based on New Listings) | \$288 | ↓ | ↓ | ↓ | ↓ | \$354 | ↓ | ↓ |
| October Sold Price per Square Foot | \$303 | ↓ | ↓ | ↓ | ↓ | \$335 | ↓ | ↓ |
| October Month's Supply of Inventory | 6.0 | ↓ | ↓ | ↓ | ↓ | 11.3 | ↓ | ↓ |
| October Sale Price vs List Price Ratio | 95.1% | ↓ | ↓ | ↑ | ↔ | 95.1% | ↔ | ↔ |

* 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

October Property sales were 4, up 100.0% from 2 in October of 2010 and the same as the 4 sales last month. October 2011 sales were at a mid level compared to October of 2010 and 2009. October YTD sales of 28 are running 3.7% ahead of last year's year-to-date sales of 27.

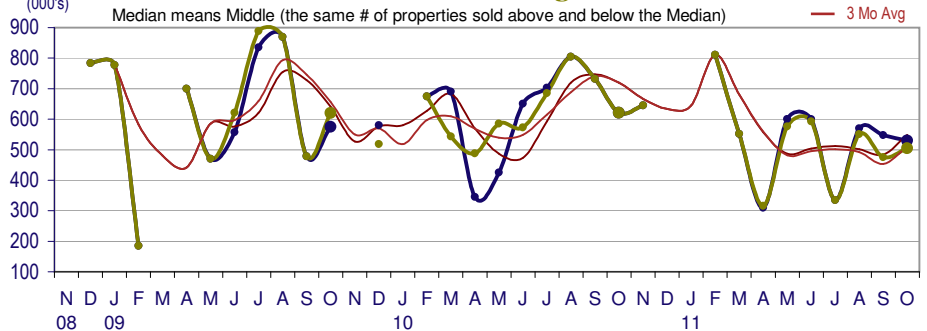
Number of Properties Sold



Prices

The Median Sales Price in October was \$530,000, down 14.7% from \$621,250 in October of 2010 and down 3.2% from \$547,500 last month. The Average Sales Price in October was \$504,375, down 18.8% from \$621,250 in October of 2010 and up 6.2% from \$475,000 last month. October 2011 ASP was at the lowest level compared to October of 2010 and 2009.

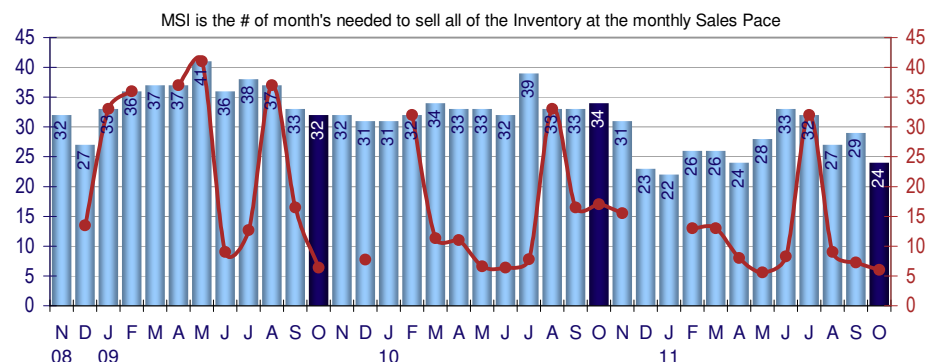
Median Sales Price and Average Sales Price



Inventory & MSI

The Total Inventory of Properties available for sale as of October was 24, down 17.2% from 29 last month and down 29.4% from 34 in October of last year. October 2011 Inventory was at its lowest level compared with October 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 October 2011 MSI of 6.0 months was at its lowest level compared with October of 2010 and 2009.

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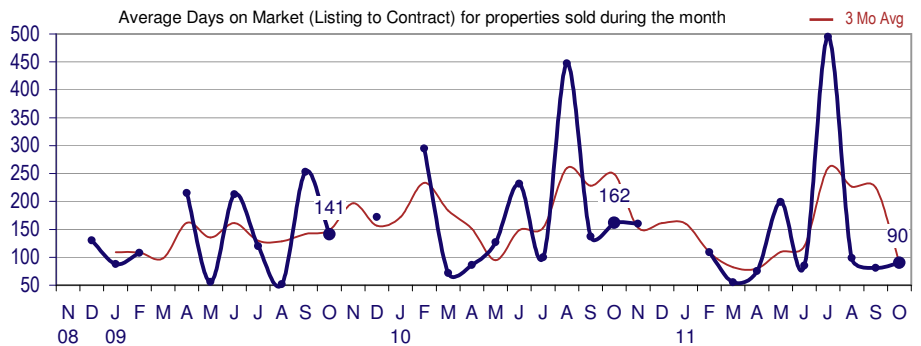


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Market Time

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 October was 90, up 11.1% from 81 days last month and down 44.4% from 162 days in October of last year. The October 2011 DOM was at its lowest level compared with October of 2010 and 2009.

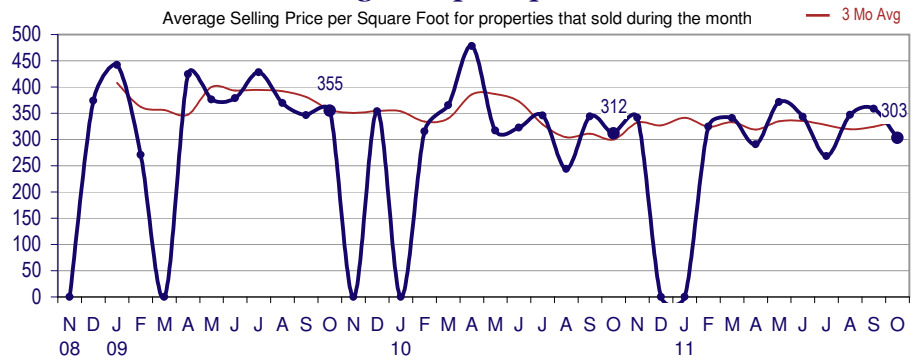
Days On Market for Sold Properties



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 October 2011 Selling Price per Square Foot of \$303 was down 15.5% from \$358 last month and down 2.9% from 312 in October of last year.

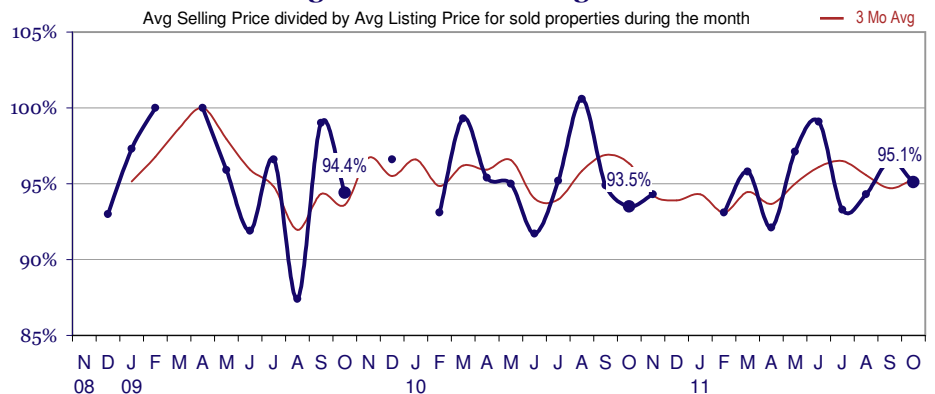
Selling Price per Square Foot



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 October 2011 Selling Price vs Original List Price of 95.1% was down from 96.5% last month and up from 93.5% in October of last year.

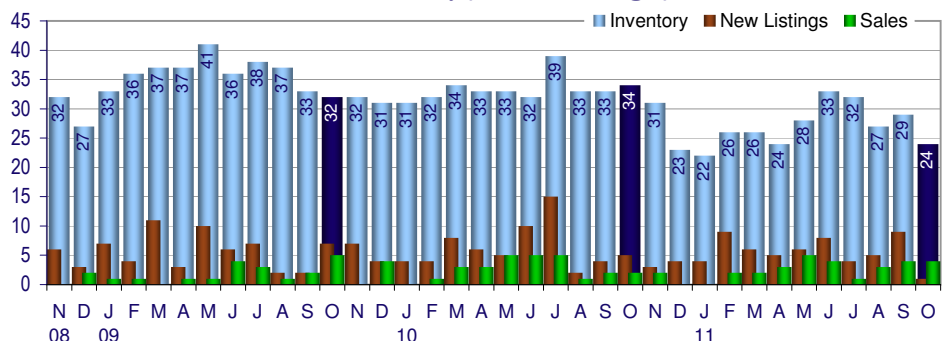
Selling Price versus Listing Price Ratio



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 October 2011 was 1, down 88.9% from 9 last month and down 80.0% from 5 in October of last year.

Inventory / New Listings / Sales



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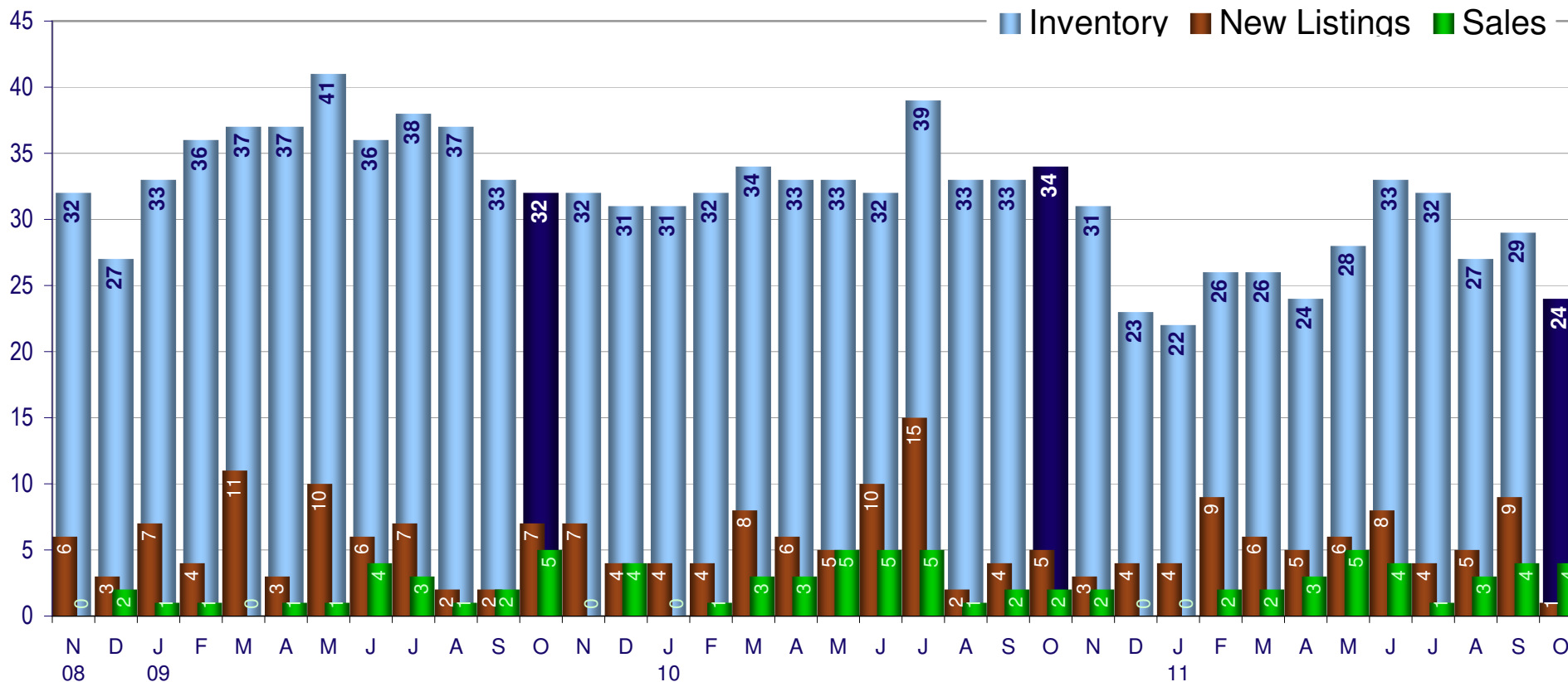
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