

City: *Westport*

Bunny Mostad and Deb Alderson

Helping Families Find Homes and Homes Find Families

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www.FairfieldCountyForSale.com



Price Range: Below to 100,000,000 | Properties: Condo - TwnHm

Market Profile & Trends Overview

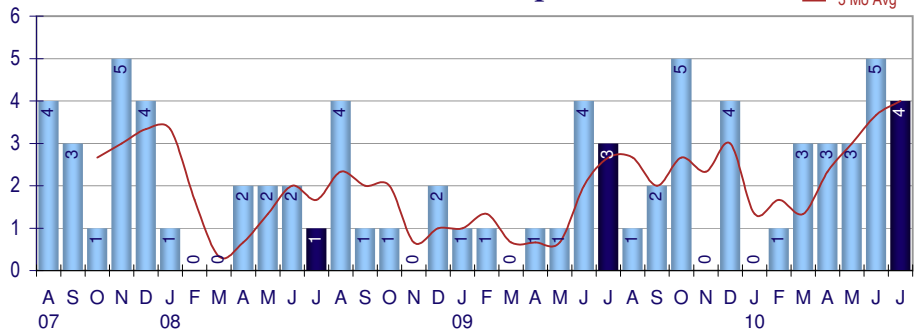
	Month	Trending versus*:				YTD	Trending versus*:	
		LM	L3M	PYM	LY		Prior YTD	Prior Year
Median List Price of all Current Listings	\$565,000	↓		↓				
Average List Price of all Current Listings	\$610,946	↓		↓				
July Median Sales Price	\$675,875	↑	↑	↓	↓	\$650,000	↓	↓
July Average Sales Price	\$681,188	↑	↑	↓	↑	\$574,472	↓	↓
Total Properties Currently for Sale (Inventory)	39	↑		↑				
July Number of Properties Sold	4	↓		↑		19	↑	
July Average Days on Market (Solds)	108	↓	↓	↓	↓	150	↓	↓
July Month's Supply of Inventory	9.8	↑	↑	↓	↓	13.5	↓	↓
July Sale Price vs List Price Ratio	95.5%	↑	↑	↓	↑	95.0%	↑	↑

* LM=Last Month / L3M=Last 3 Months / PYM=Same Month Prior Year / LY=Last Year (2009) / YTD = Year-to-date | Arrows indicate if Month / YTD values are higher (up), lower (down) or unchanged (flat)

Property Sales

July Property sales were 4, up 33.3% from 3 in July of 2009 and 20.0% lower than the 5 sales last month. July 2010 sales were at their highest level compared to July of 2009 and 2008. July YTD sales of 19 are running 72.7% ahead of last year's year-to-date sales of 11.

Number of Properties Sold



Prices

The Median Sales Price in July was \$675,875, down 19.1% from \$835,000 in July of 2009 and up 4.0% from \$650,000 last month. The Average Sales Price in July was \$681,188, down 23.3% from \$888,333 in July of 2009 and up 18.9% from \$572,800 last month. July 2010 ASP was at a mid range compared to July of 2009 and 2008.

Median Sales Price and Average Sales Price

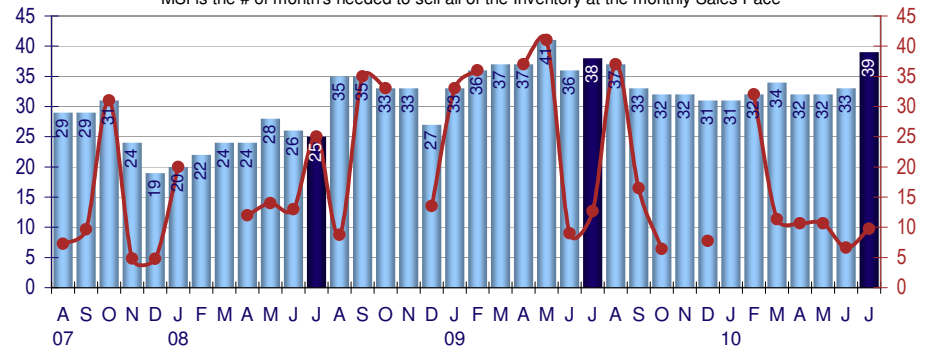


Inventory & MSI

The Total Inventory of Properties available for sale as of July was 39, up 18.2% from 33 last month and up 2.6% from 38 in July of last year. July 2010 Inventory was at its highest level compared with July of 2009 and 2008.

Total Inventory & Month's Supply of Inventory (MSI)

MSI is the # of month's needed to sell all of the Inventory at the monthly Sales Pace



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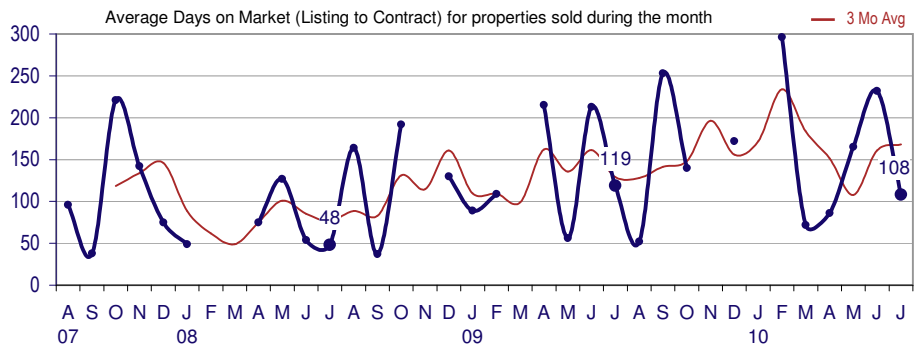


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Market Time

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 108, down 53.4% from 232 days last month and down 9.2% from 119 days in July of last year. The July 2010 DOM was at a mid level compared with July of 2009 and 2008.

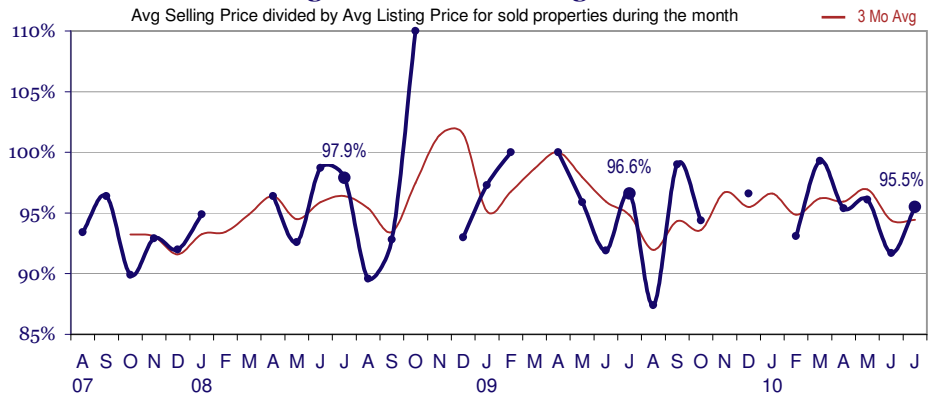
Days On Market for Sold Properties



Selling Price vs Original Listing Price

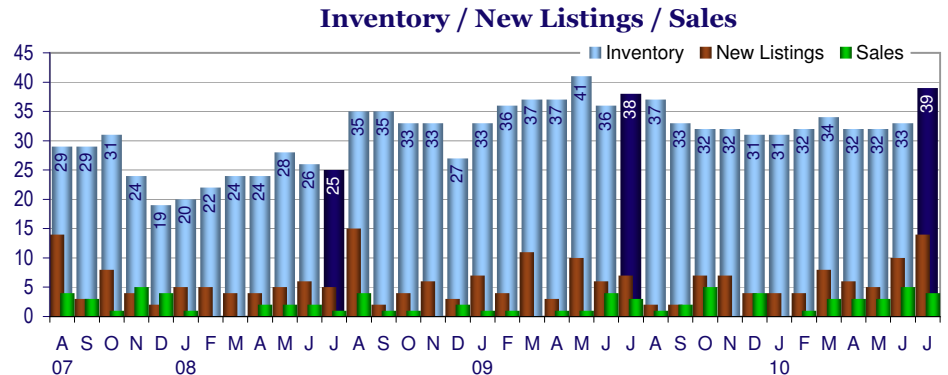
The Selling Price vs Original Listing Price reveals the average amount that Sellers are agreeing to come down from their original list price. The lower the ratio is below 100% the more of a Buyer's market exists, a ratio at or above 100% indicates more of a Seller's market. The July 2010 Selling Price vs Original List Price of 95.5% was up from 91.7% last month and down from 96.6% 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 2010 was 14, up 40.0% from 10 last month and up 100.0% from 7 in July of last year.



Inventory / Listings / Sales

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July 2010

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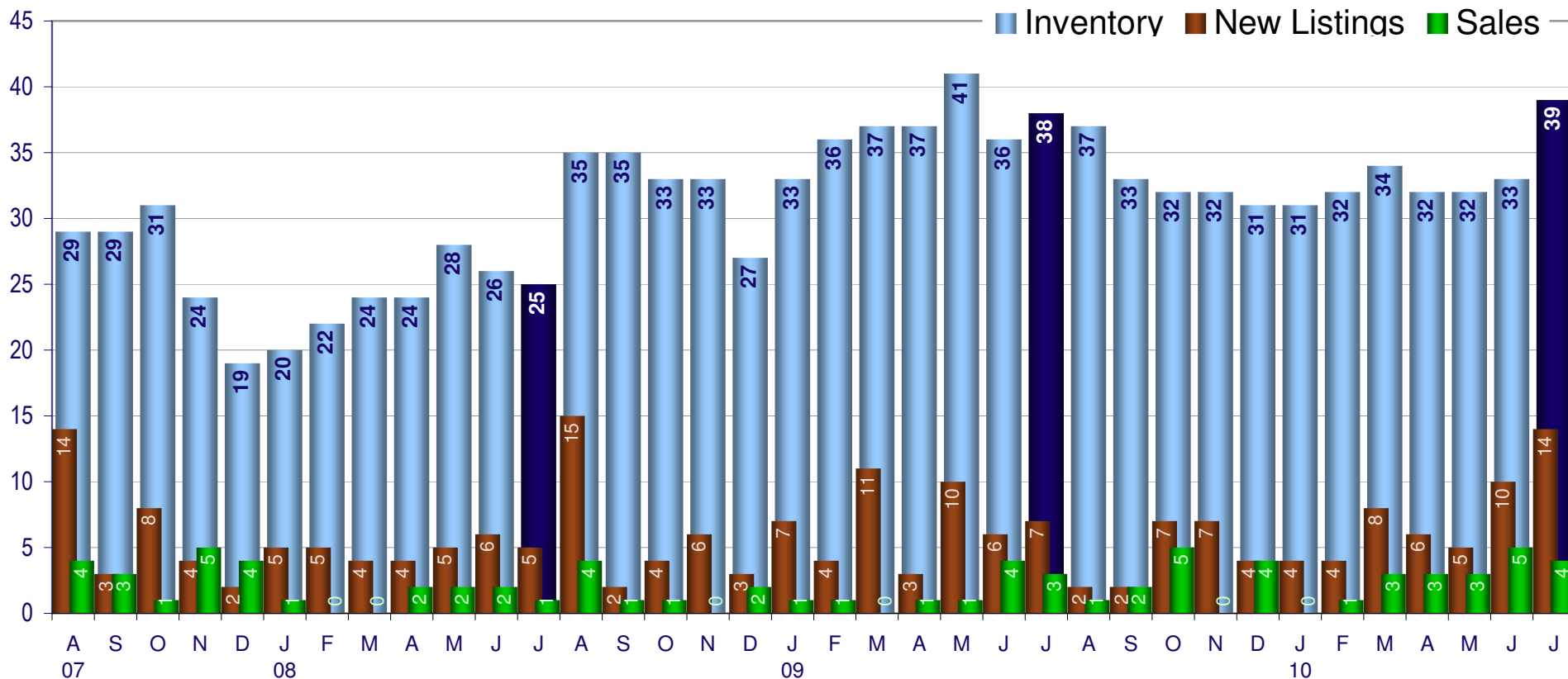
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