

City: *Westport*

Bunny Mostad and Deb Alderson

Helping Families Find Homes and Homes Find Families

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www.FairfieldCountyForSale.com



Price Range: All | Properties: Condo - TwnHm

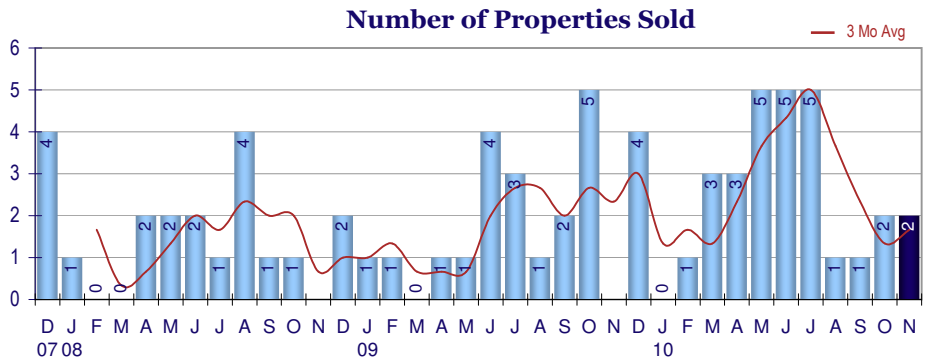
Market Profile & Trends Overview

	Month	Trending versus*:				YTD	Trending versus*:	
		LM	L3M	PYM	LY		Prior YTD	Prior Year
Median List Price of all Current Listings	\$554,900	↓		↓				
Average List Price of all Current Listings	\$649,980	↓		↑				
November Median Sales Price	\$645,188	↑	↓	↑	↓	\$682,450	↓	↓
November Average Sales Price	\$645,188	↑	↓	↑	↑	\$608,583	↓	↓
Total Properties Currently for Sale (Inventory)	30	↓		↓				
November Number of Properties Sold	2	↔		↑		28	↑	
November Average Days on Market (Solds)	161	↔	↓	↑	↑	148	↓	↓
Asking Price per Square Foot (based on New Listings)	\$350	↑	↑	↓	↓	\$369	↓	↓
November Sold Price per Square Foot	\$341	↑	↑	↑	↓	\$347	↓	↓
November Month's Supply of Inventory	15.0	↓	↓	↓	↓	17.3	↓	↓
November Sale Price vs List Price Ratio	94.3%	↑	↓	↑	↓	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)

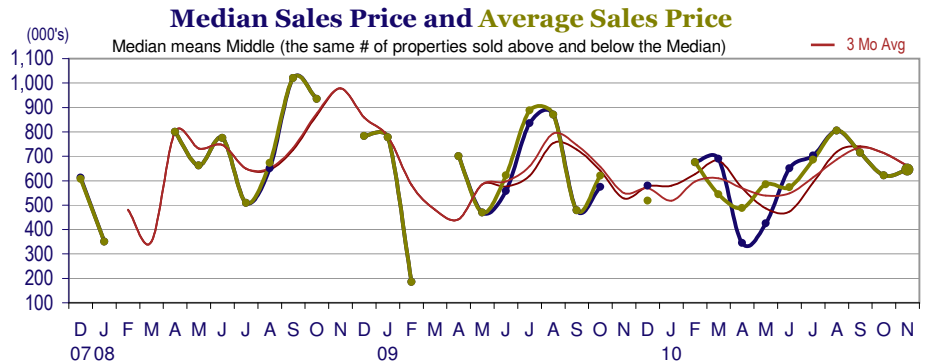
Property Sales

November Property sales were 2, up from 0 in November of 2009 and the same as the 2 sales last month. November 2010 sales were at their highest level compared to November of 2009 and 2008. November YTD sales of 28 are running 47.4% ahead of last year's year-to-date sales of 19.



Prices

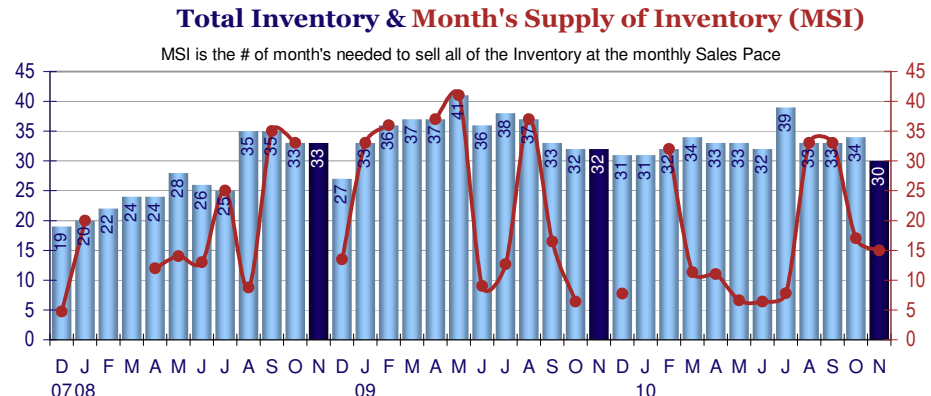
The Median Sales Price in November was \$645,188, up from \$0 in November of 2009 and up 3.9% from \$621,250 last month. The Average Sales Price in November was \$645,188, up from \$0 in November of 2009 and up 3.9% from \$621,250 last month. November 2010 ASP was at the highest level compared to November of 2009 and 2008.



Inventory & MSI

The Total Inventory of Properties available for sale as of November was 30, down 11.8% from 34 last month and down 6.3% from 32 in November of last year. November 2010 Inventory was at its lowest level compared with November of 2009 and 2008.

A comparatively lower MSI is more beneficial for sellers while a higher MSI is better for buyers. The November 2010 MSI of 15.0 months was at its highest level compared with November of 2009 and 2008.



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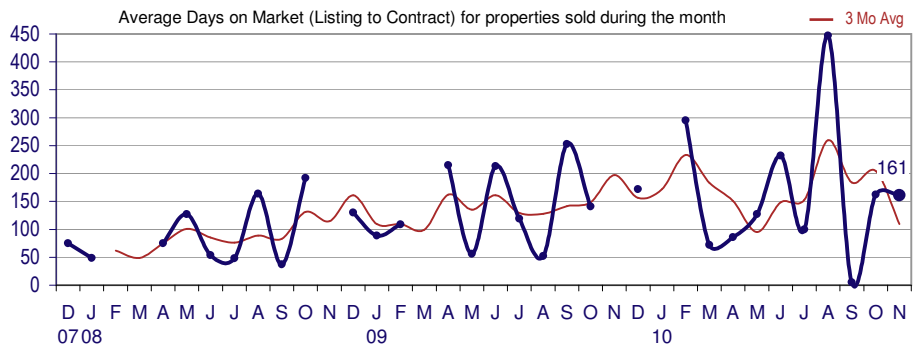


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Market Time

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 November was 161, down 0.6% from 162 days last month and up from 0 days in November of last year. The November 2010 DOM was at its lowest level compared with November of 2009 and 2008.

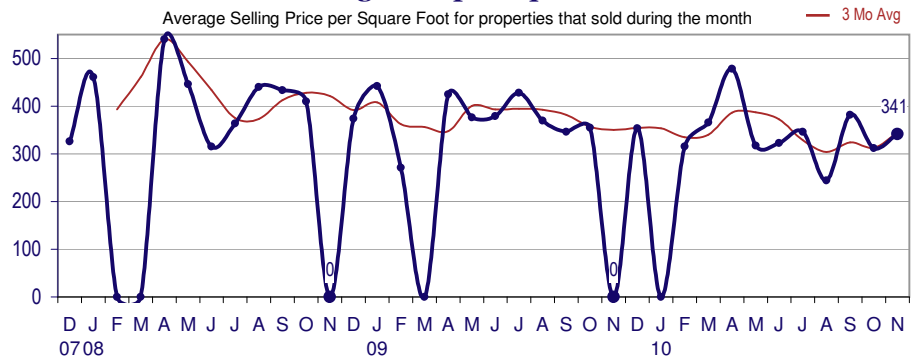
Days On Market for Sold Properties



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 November 2010 Selling Price per Square Foot of \$341 was up 9.5% from \$312 last month and up from 0 in November 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 November 2010 Selling Price vs Original List Price of 94.3% was up from 93.5% last month and up from 0.0% in November of last year.

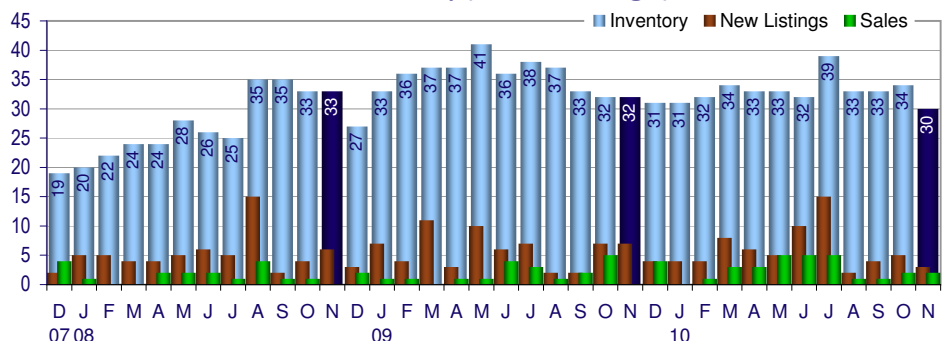
Selling Price versus Listing Price Ratio



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 November 2010 was 3, down 40.0% from 5 last month and down 57.1% from 7 in November of last year.

Inventory / New Listings / Sales





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 November 2010 was 3, down 40.0% from 5 last month and down 57.1% from 7 in November of last year.

