

# MARKET ACTION REPORT

April 2010

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

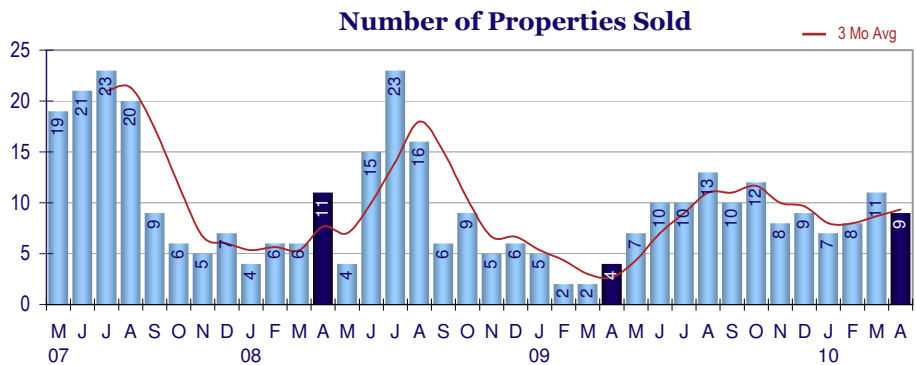
## Market Profile & Trends Overview

	Month	Trending versus*:				YTD	Trending versus*:	
		LM	L3M	PYM	LY		Prior YTD	Prior Year
Median List Price of all Current Listings	\$1,099,000	↓		↔				
Average List Price of all Current Listings	\$1,450,738	↓		↑				
April Median Sales Price	\$850,000	↑	↑	↓	\$808,000	↓	↔	
April Average Sales Price	\$874,613	↑	↑	↓	\$829,019	↓	↓	
Total Properties Currently for Sale (Inventory)	155	↑		↓				
April Number of Properties Sold	9	↓		↑	35	↑		
April Average Days on Market (Solds)	149	↓	↑	↑	141	↑	↑	
April Month's Supply of Inventory	17.2	↑	↑	↓	15.9	↓	↓	
April Sale Price vs List Price Ratio	90.9%	↓	↓	↓	91.6%	↑	↓	

\* 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)

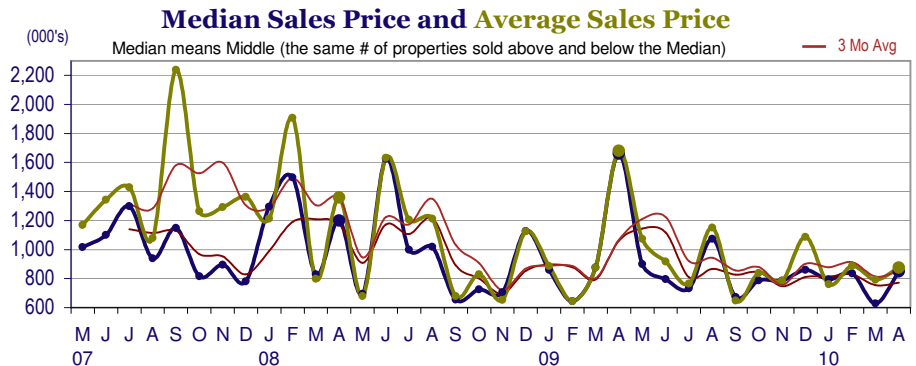
## Property Sales

April Property sales were 9, up 125.0% from 4 in April of 2009 and -18.2% lower than the 11 sales last month. April 2010 sales were at a mid level compared to April of 2009 and 2008. April YTD sales of 35 are running 169.2% ahead of last year's year-to-date sales of 13.



## Prices

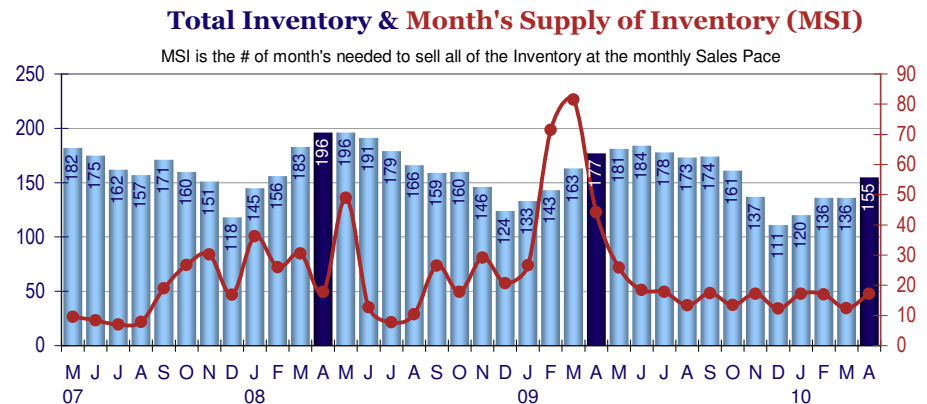
The Median Sales Price in April was \$850,000, down -48.8% from \$1,660,000 in April of 2009 and up 35.0% from \$629,500 last month. The Average Sales Price in April was \$874,613, down -47.9% from \$1,680,000 in April of 2009 and up 10.4% from \$791,909 last month. April 2010 ASP was at the lowest level compared to April of 2009 and 2008.



## Inventory & MSI

The Total Inventory of Properties available for sale as of April was 155, up 14.0% from 136 last month and down -12.4% from 177 in April of last year. April 2010 Inventory was at its lowest level compared with April of 2009 and 2008.

A comparatively lower MSI is more beneficial for sellers while a higher MSI is better for buyers. The April 2010 MSI of 17.2 months was at its lowest level compared with April of 2009 and 2008.



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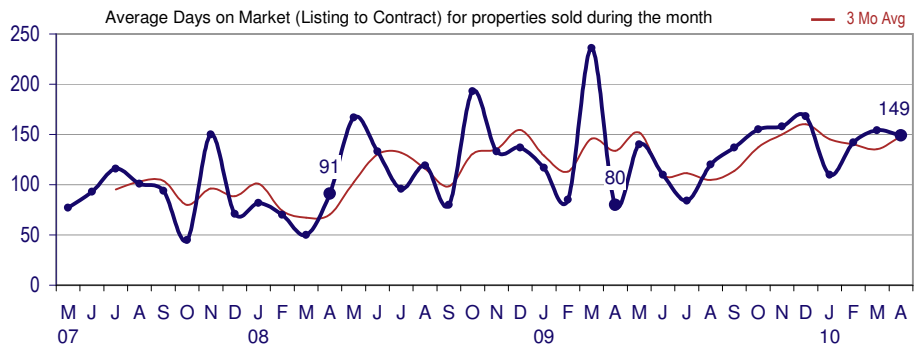


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## Market Time

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 April was 149, down -3.2% from 154 days last month and up 86.3% from 80 days in April of last year. The April 2010 DOM was at a mid level compared with April of 2009 and 2008.

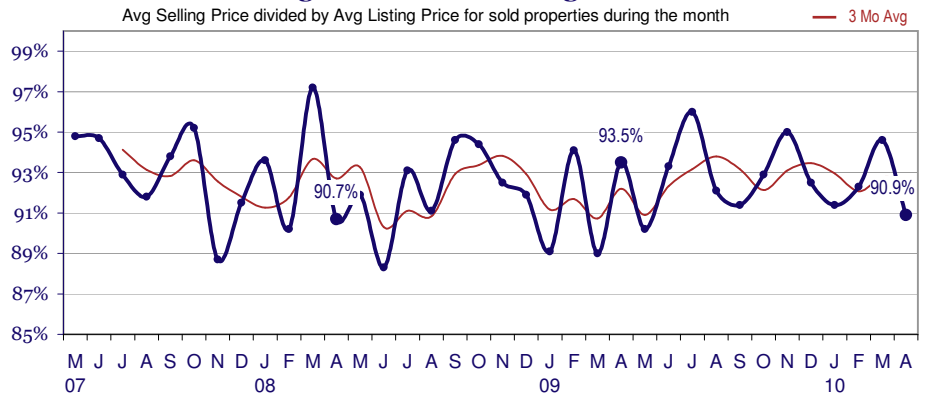
## Days On Market for Sold Properties



## Selling Price vs Original Listing Price

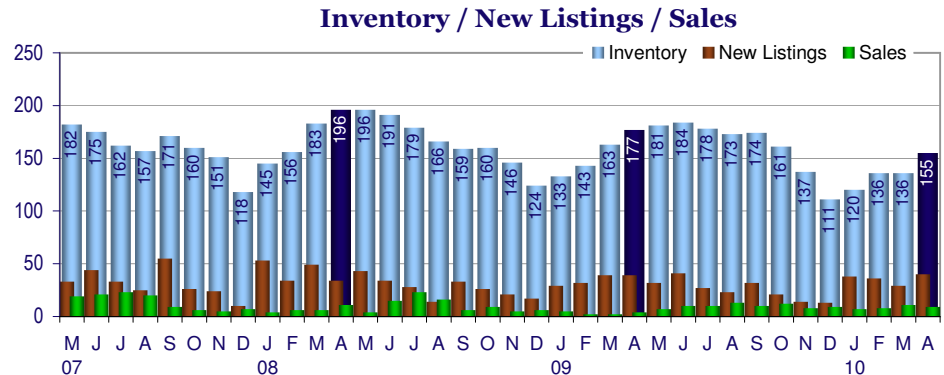
The Selling Price vs Original Listing Price reveals the average amount that Sellers are agreeing to come down from their original list price. The lower the ratio is below 100% the more of a Buyer's market exists, a ratio at or above 100% indicates more of a Seller's market. The April 2010 Selling Price vs Original List Price of 90.9% was down from 94.6% last month and down from 93.5% in April 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 April 2010 was 40, up 37.9% from 29 last month and up 2.6% from 39 in April of last year.



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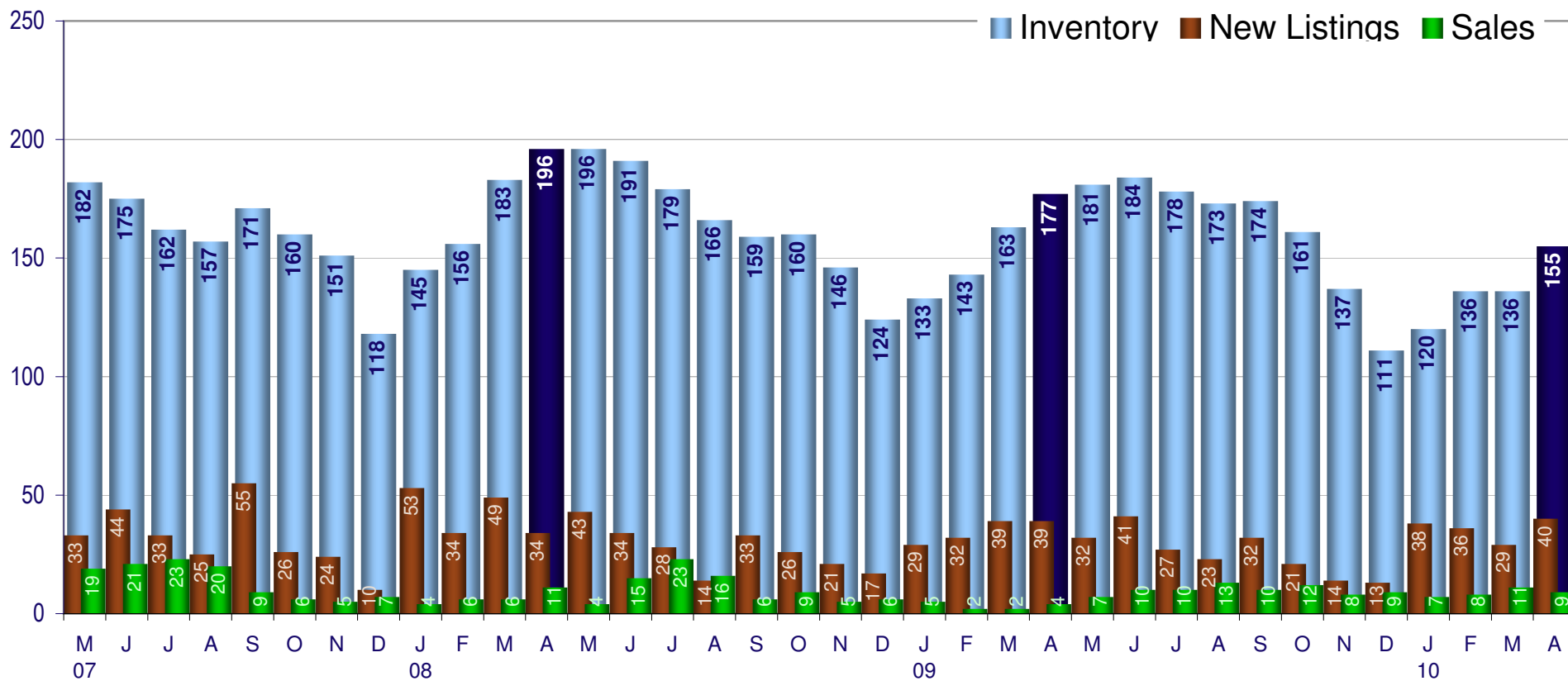
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