

MARKET ACTION REPORT

June 2010

City: *Weston*

Bunny Mostad and Deb Alderson

Helping Families Find Homes and Homes Find Families

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www.FairfieldCountyForSale.com



Price Range: All | Properties: Single Family

Market Profile & Trends Overview

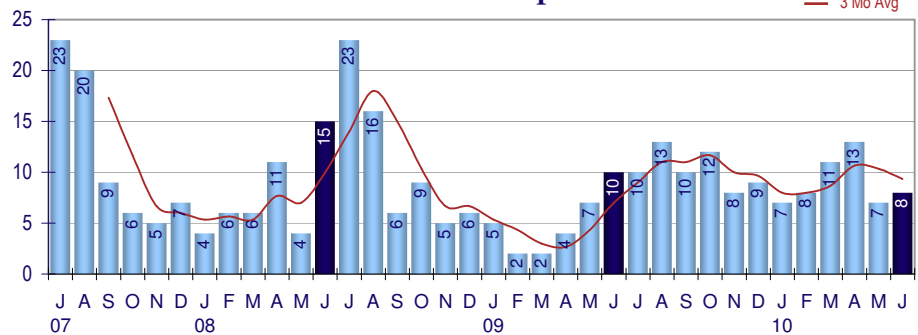
	Month	Trending versus*:				YTD	Trending versus*:	
		LM	L3M	PYM	LY		Prior YTD	Prior Year
Median List Price of all Current Listings	\$949,950	↓		↑				
Average List Price of all Current Listings	\$1,324,580	↓		↑				
June Median Sales Price	\$665,700	↑	↓	↓	\$783,513	↓	↓	
June Average Sales Price	\$813,800	↑	↑	↓	\$808,020	↓	↓	
Total Properties Currently for Sale (Inventory)	156	↓		↓				
June Number of Properties Sold	8	↑		↓	54	↑		
June Average Days on Market (Solds)	83	↓	↓	↓	126	↑	↓	
Asking Price per Square Foot (based on New Listings)	\$290	↓	↓	↑	\$297	↓	↓	
June Sold Price per Square Foot	\$245	↓	↓	↓	\$243	↓	↓	
June Month's Supply of Inventory	19.5	↓	↑	↑	16.9	↓	↓	
June Sale Price vs List Price Ratio	99.6%	↑	↑	↑	92.8%	↑	↑	

* 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

June Property sales were 8, down 20.0% from 10 in June of 2009 and 14.3% higher than the 7 sales last month. June 2010 sales were at their lowest level compared to June of 2009 and 2008. June YTD sales of 54 are running 80.0% ahead of last year's year-to-date sales of 30.

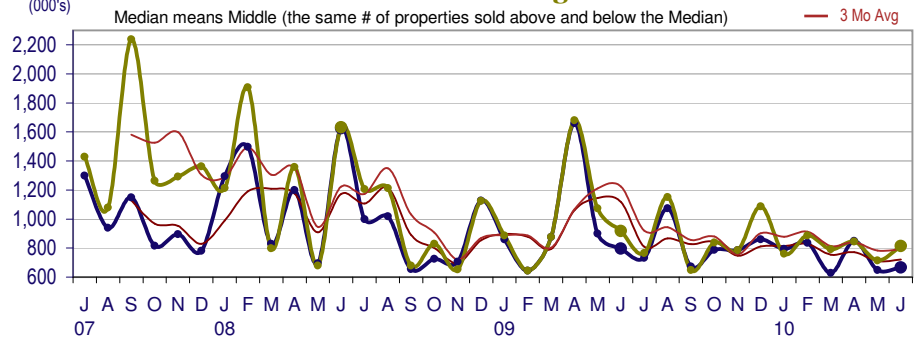
Number of Properties Sold



Prices

The Median Sales Price in June was \$665,700, down 16.4% from \$796,250 in June of 2009 and up 2.6% from \$649,000 last month. The Average Sales Price in June was \$813,800, down 11.3% from \$917,650 in June of 2009 and up 13.8% from \$715,429 last month. June 2010 ASP was at the lowest level compared to June of 2009 and 2008.

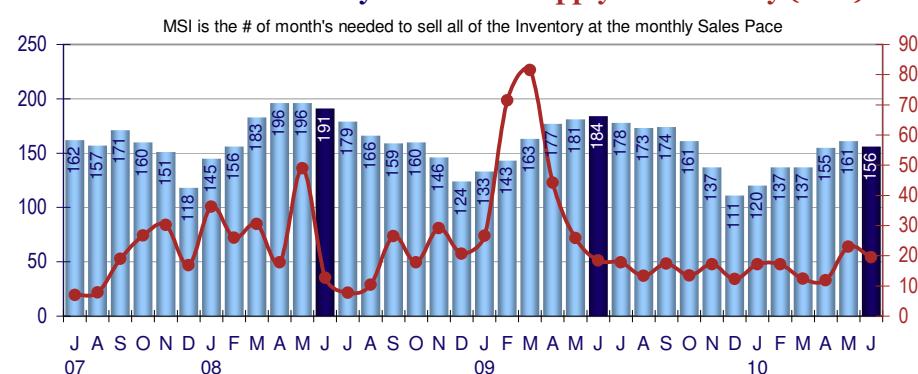
Median Sales Price and Average Sales Price



Inventory & MSI

The Total Inventory of Properties available for sale as of June was 156, down 3.1% from 161 last month and down 15.2% from 184 in June of last year. June 2010 Inventory was at its lowest level compared with June of 2009 and 2008.

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 June 2010 MSI of 19.5 months was at its highest level compared with June of 2009 and 2008.

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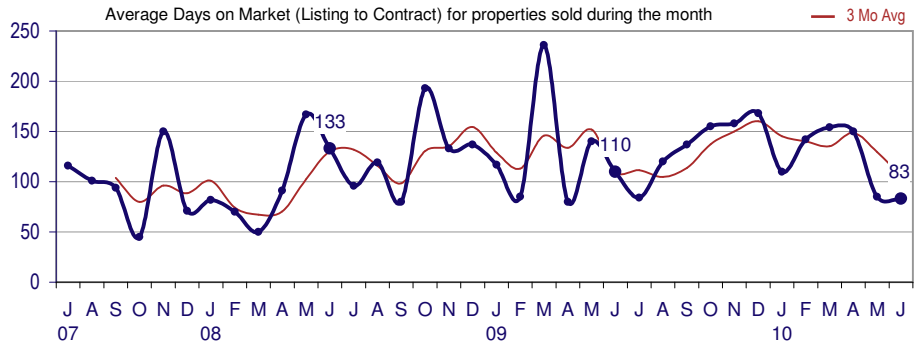


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Market Time

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 June was 83, down 2.4% from 85 days last month and down 24.5% from 110 days in June of last year. The June 2010 DOM was at its lowest level compared with June of 2009 and 2008.

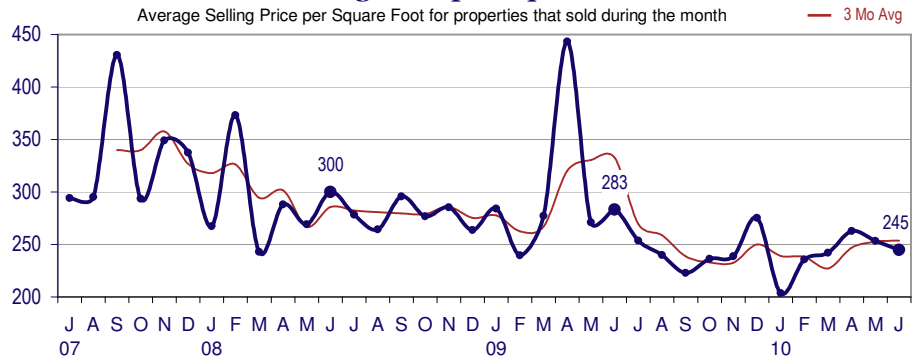
Days On Market for Sold Properties



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 June 2010 Selling Price per Square Foot of \$245 was down 3.3% from \$253 last month and down 13.5% from 283 in June of last year.

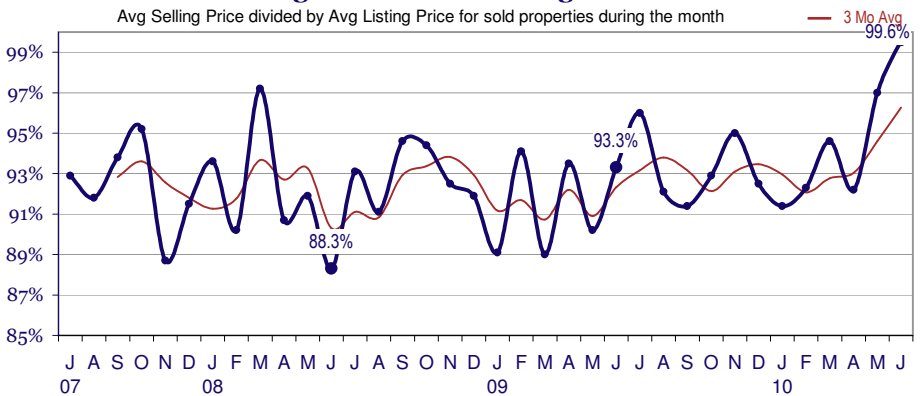
Selling Price per Square Foot



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 2010 Selling Price vs Original List Price of 99.6% was up from 97.0% last month and up from 93.3% in June of last year.

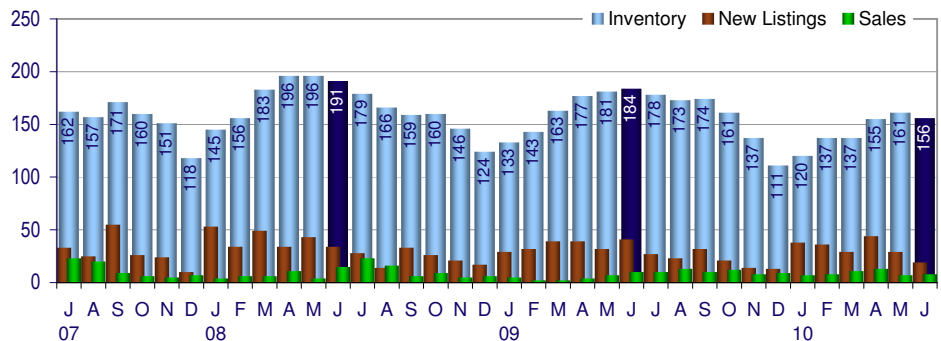
Selling Price versus Listing Price Ratio



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 2010 was 19, down 34.5% from 29 last month and down 53.7% from 41 in June of last year.

Inventory / New Listings / Sales



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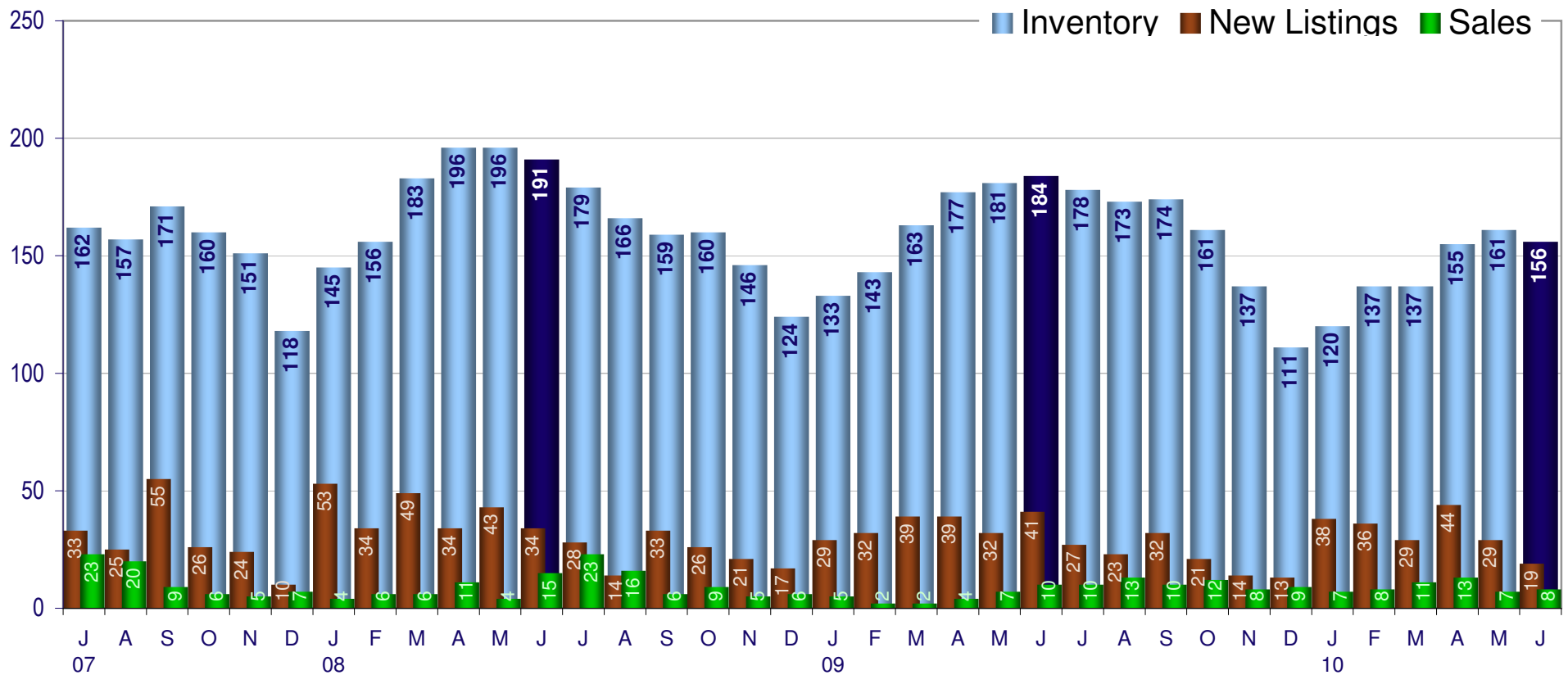
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