

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: Single Family

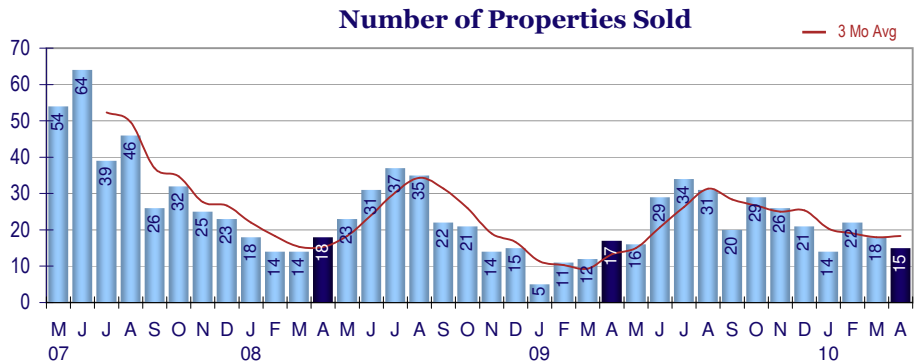
## Market Profile & Trends Overview

	Month	Trending versus*:				YTD	Trending versus*:	
		LM	L3M	PYM	LY		Prior YTD	Prior Year
Median List Price of all Current Listings	\$1,595,000	↑		↑				
Average List Price of all Current Listings	\$2,222,179	↑		↑				
April Median Sales Price	\$735,000	↓	↓	↓	↓	\$905,000	↓	↓
April Average Sales Price	\$1,123,667	↑	↓	↑	↓	\$1,278,735	↓	↓
Total Properties Currently for Sale (Inventory)	377	↑		↓				
April Number of Properties Sold	15	↓		↓		69	↑	
April Average Days on Market (Solds)	107	↑	↑	↓	↓	102	↓	↓
April Month's Supply of Inventory	25.1	↑	↑	↑	↑	20.4	↓	↓
April Sale Price vs List Price Ratio	93.5%	↓	↑	↑	↑	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)

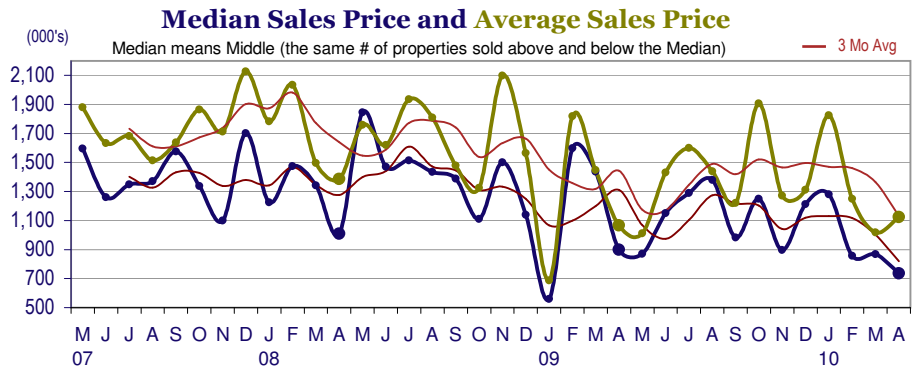
## Property Sales

April Property sales were 15, down -11.8% from 17 in April of 2009 and -16.7% lower than the 18 sales last month. April 2010 sales were at their lowest level compared to April of 2009 and 2008. April YTD sales of 69 are running 53.3% ahead of last year's year-to-date sales of 45.



## Prices

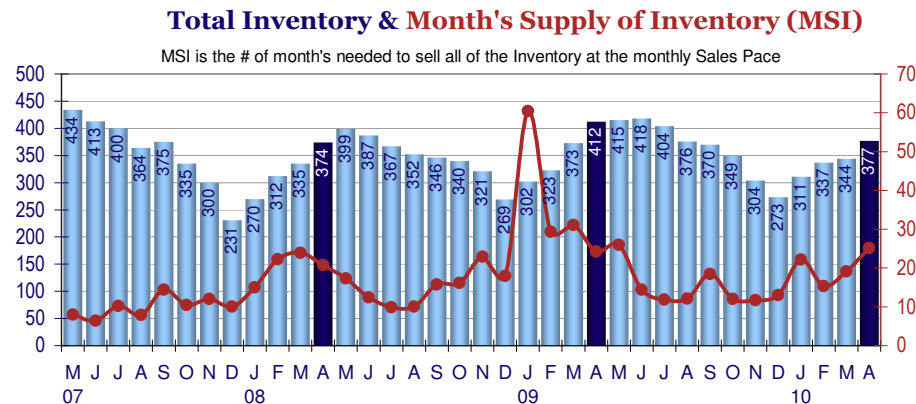
The Median Sales Price in April was \$735,000, down -18.3% from \$900,000 in April of 2009 and down -15.3% from \$867,500 last month. The Average Sales Price in April was \$1,123,667, up 5.3% from \$1,067,117 in April of 2009 and up 10.3% from \$1,018,739 last month. April 2010 ASP was at a mid range compared to April of 2009 and 2008.



## Inventory & MSI

The Total Inventory of Properties available for sale as of April was 377, up 9.6% from 344 last month and down -8.5% from 412 in April of last year. April 2010 Inventory was at a mid 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 25.1 months was at its highest level compared with April of 2009 and 2008.



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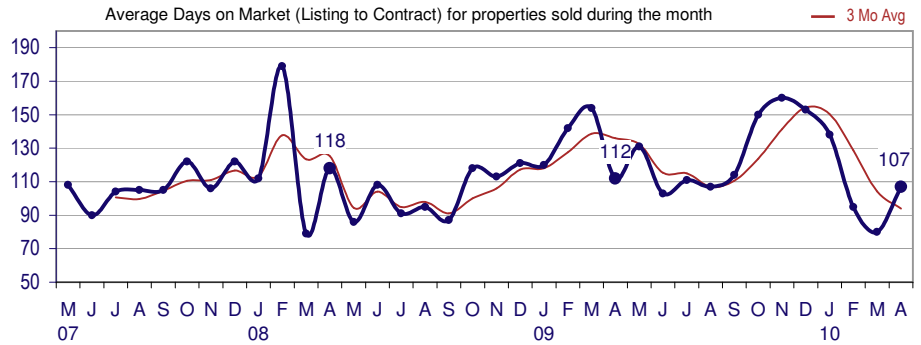


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## Market Time

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 107, up 33.8% from 80 days last month and down -4.5% from 112 days in April of last year. The April 2010 DOM was at its lowest level compared with April of 2009 and 2008.

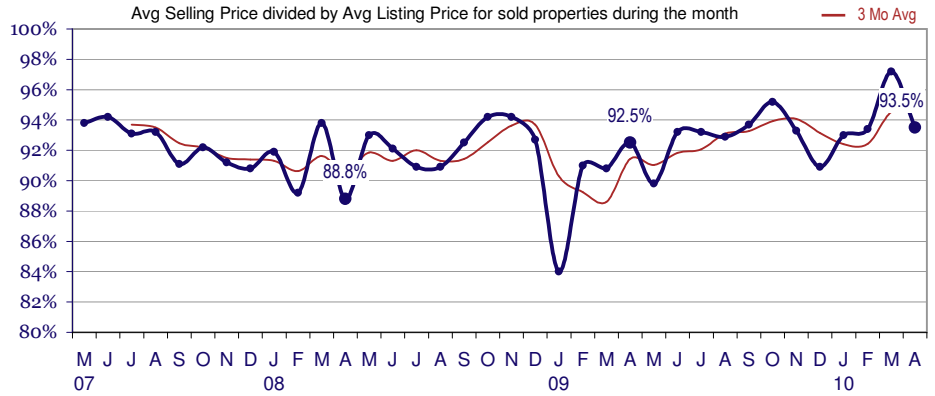
## Days On Market for Sold Properties



## 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 93.5% was down from 97.2% last month and up from 92.5% in April of last year.

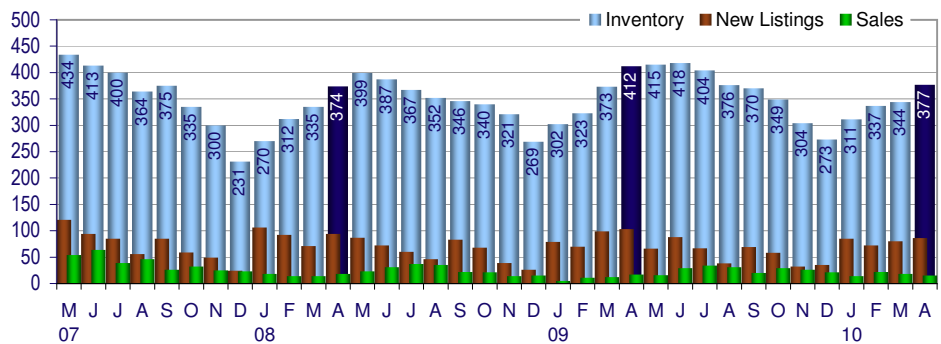
## Selling Price versus Listing Price Ratio



## 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 86, up 7.5% from 80 last month and down -16.5% from 103 in April of last year.

## Inventory / New Listings / Sales



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# Inventory / Listings / Sales

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April 2010

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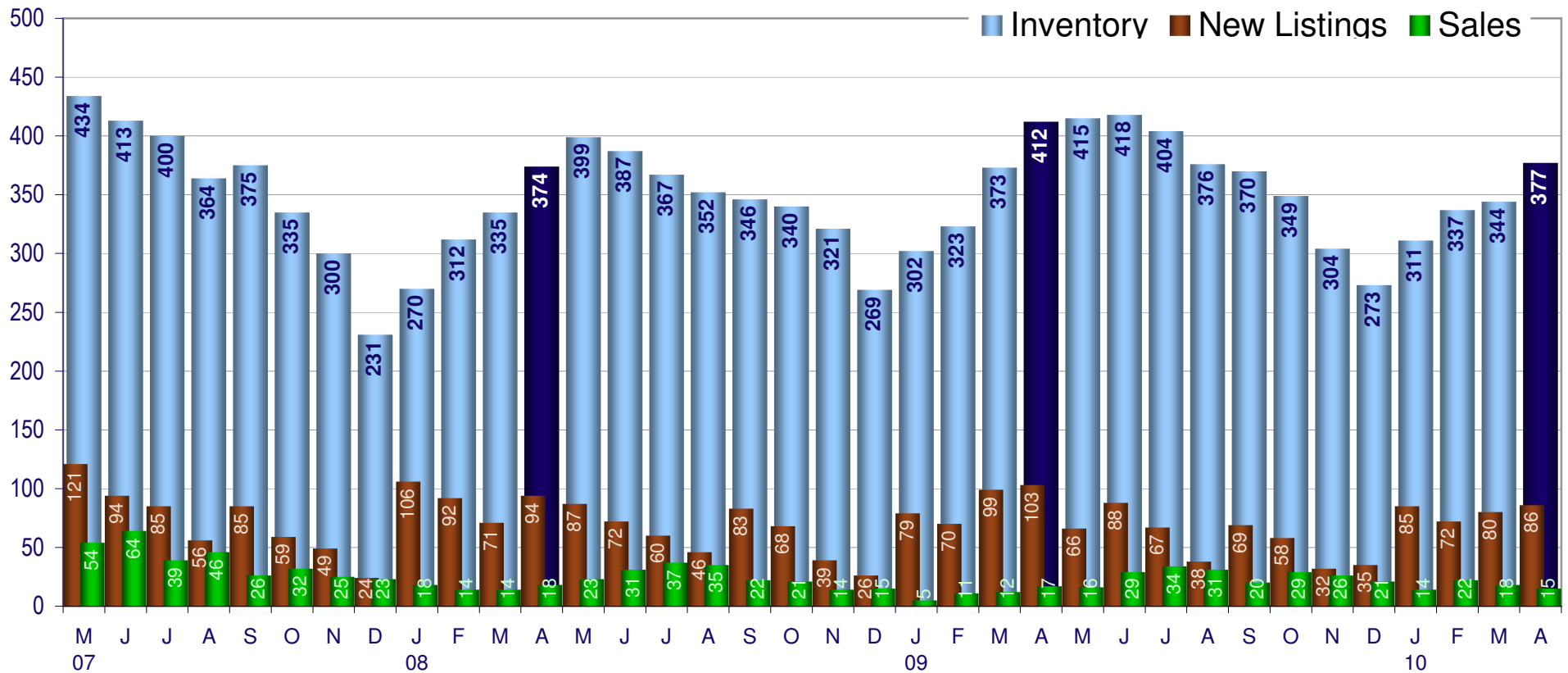
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