

Westport, Connecticut
August 2011

Market Profile & Trends Overview

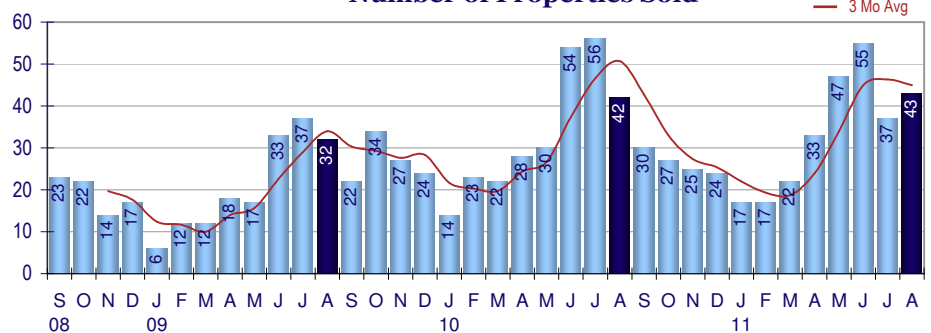
	Month	Trending versus*:				Trending versus*:		
		LM	L3M	PYM	LY	YTD	Prior YTD	Prior Year
Median List Price of all Current Listings	\$1,547,000	2%		3%				
Average List Price of all Current Listings	\$2,045,697	3%		-0%				
August Median Sales Price	\$1,090,000	2%	-0%	-1%	9%	\$1,075,000	8%	8%
August Average Sales Price	\$1,306,514	-2%	1%	4%	-4%	\$1,307,247	1%	-4%
Total Properties Currently for Sale (Inventory)	370	-7%		-5%				
August Number of Properties Sold	43	16%		2%		271	1%	
August Average Days on Market (Solds)	81	-34%	-16%	-13%	-24%	105	3%	-2%
Asking Price per Square Foot (based on New Listings)	\$472	-5%	5%	-4%	5%	\$451	1%	0%
August Sold Price per Square Foot	\$382	7%	2%	4%	-2%	\$381	-1%	-2%
August Month's Supply of Inventory	8.6	-20%	-4%	-7%	-38%	12.3	-12%	-11%
August Sale Price vs List Price Ratio	95.2%	3.4%	1.1%	.4%	2.0%	93.8%	.0%	.5%

* LM=Last Month / L3M=Last 3 Months / PYM=Same Month Prior Year / LY=Last Year (2010) / YTD = Year-to-date | Arrows indicate if Month / YTD values are higher (up), lower (down) or unchanged (flat)

Property Sales

August property sales were 43, up 2.4% from 42 in August of 2010 and 16.2% higher than the 37 sales last month. August 2011 sales were at their highest level compared to August of 2010 and 2009. August YTD sales of 271 are running 0.7% ahead of last year's year-to-date sales of 269.

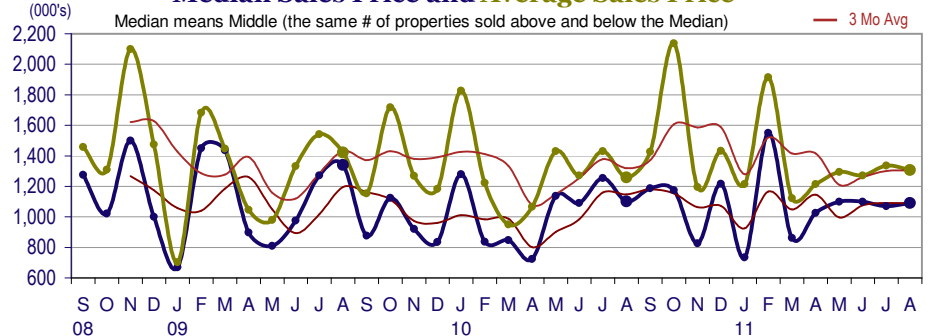
Number of Properties Sold



Prices

The Median Sales Price in August was \$1,090,000, down 1.0% from \$1,101,000 in August of 2010 and up 1.9% from \$1,070,000 last month. The Average Sales Price in August was \$1,306,514, up 3.9% from \$1,257,950 in August of 2010 and down 2.2% from \$1,336,514 last month. August 2011 ASP was at a mid range compared to August of 2010 and 2009.

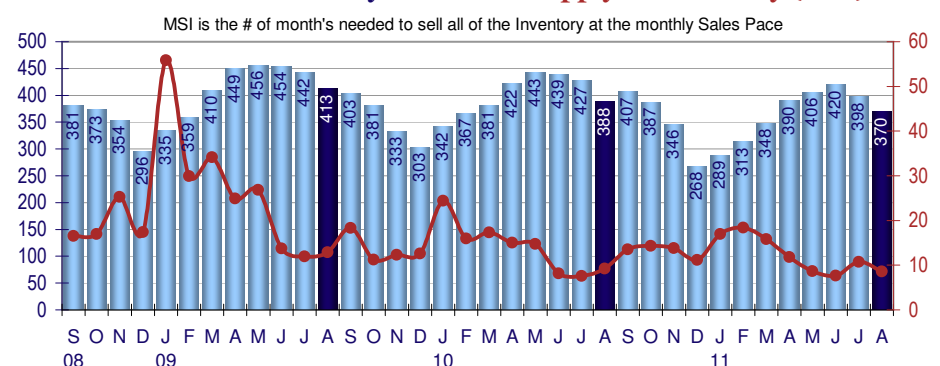
Median Sales Price and Average Sales Price



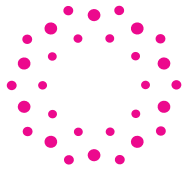
Inventory & MSI

The Total Inventory of Properties available for sale as of August was 370, down 7.0% from 398 last month and down 4.6% from 388 in August of last year. August 2011 Inventory was at its lowest level compared with August of 2010 and 2009.

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 August 2011 MSI of 8.6 months was at its lowest level compared with August of 2010 and 2009.



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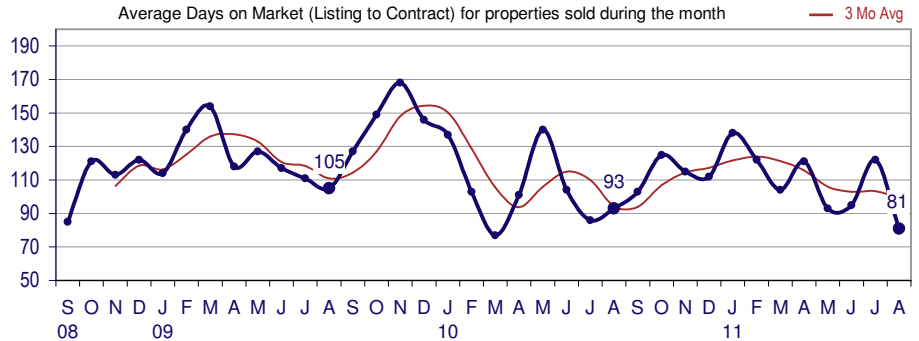
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Market Time

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 August was 81, down 33.6% from 122 days last month and down 12.9% from 93 days in August of last year. The August 2011 DOM was at its lowest level compared with August of 2010 and 2009.

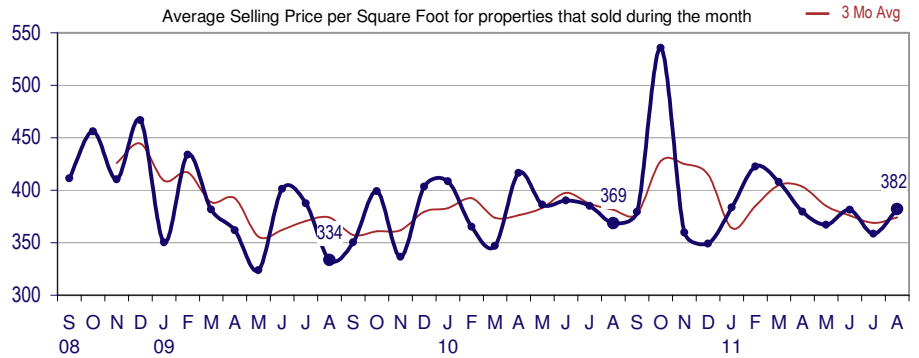
Days On Market for Sold Properties



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 August 2011 Selling Price per Square Foot of \$382 was up 6.5% from \$359 last month and up 3.7% from 369 in August of last year.

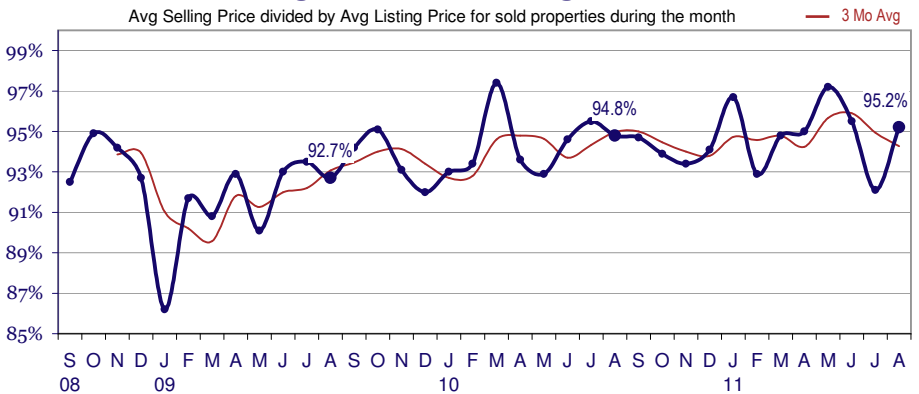
Selling Price per Square Foot



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 August 2011 Selling Price vs Original List Price of 95.2% was up from 92.1% last month and up from 94.8% in August of last year.

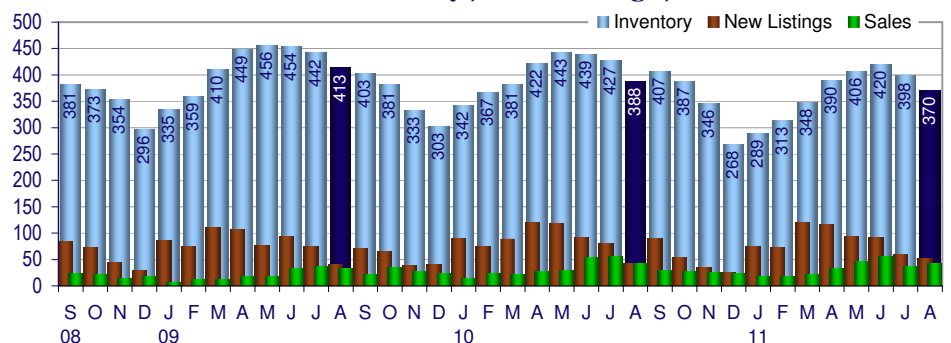
Selling Price versus Listing Price Ratio

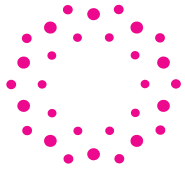


Inventory / New Listings / Sales

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 August 2011 was 51, down 13.6% from 59 last month and up 21.4% from 42 in August of last year.

Inventory / New Listings / Sales





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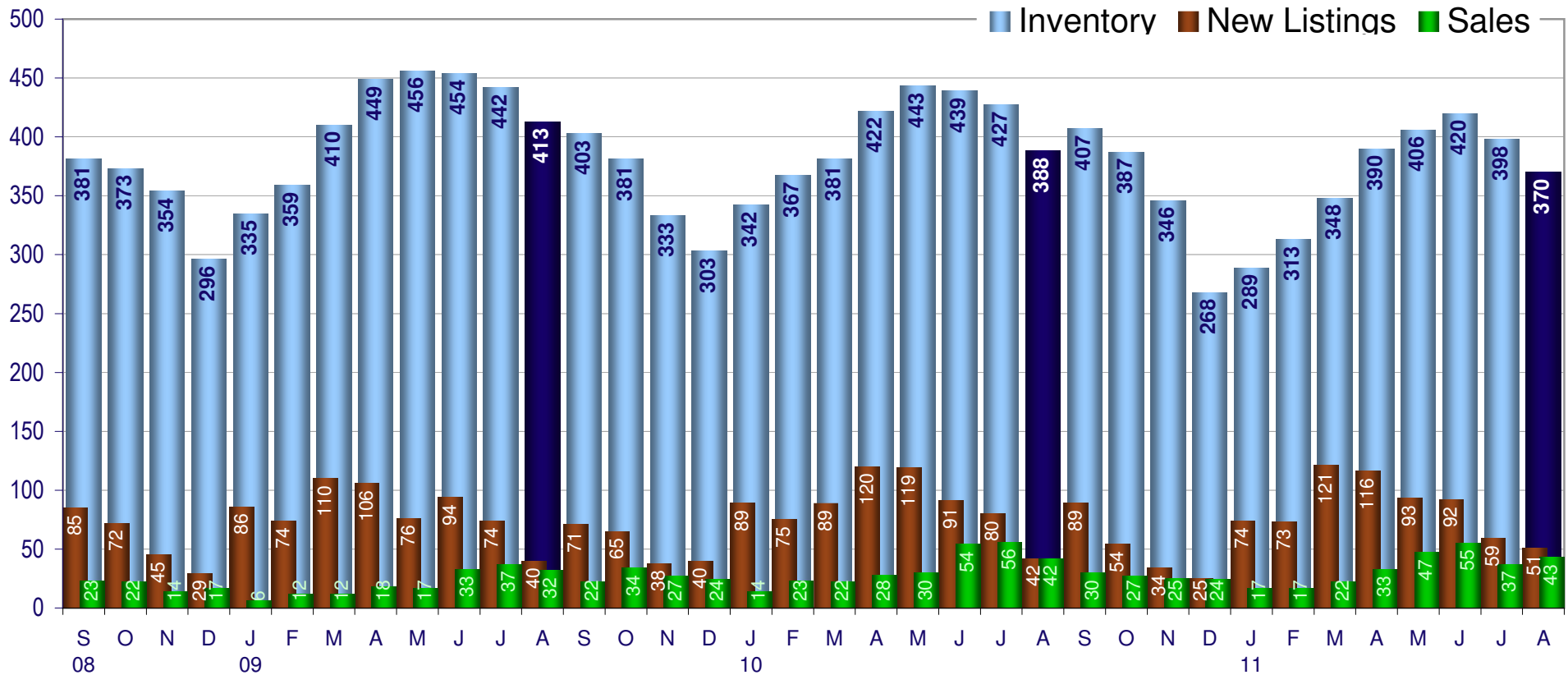
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