

# MARKET ACTION REPORT

July 2011

City: Westport



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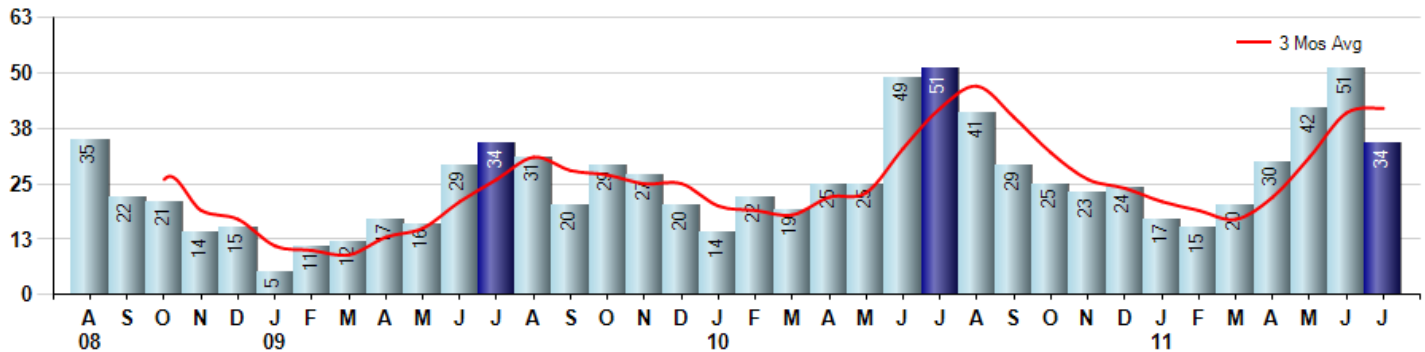
Price Range: ALL | Properties: Single Family Home

Market Profile & Trends Overview	Month	Trending Versus*:				YTD	Trending Versus*:	
		LM	L3M	PYM	LY		PriorYTD	PriorYear
Median List Price of all Current Listings	\$1,675,000	5%		5%				
Average List Price of all Current Listings	\$2,098,516	2%		-3%				
July Median Sales Price	\$1,299,950	13%	11%	0%	17%	\$1,140,000	4%	2%
July Average Sales Price	\$1,397,132	6%	3%	-7%	-2%	\$1,374,222	-1%	-3%
Total Properties Currently for Sale (Inventory)	365	-6%		-6%				
July Number of Properties Sold	34	-33%		-33%			2%	
July Average Days on Market (Solds)	112	17%	11%	32%	9%	107	7%	4%
Asking Price per Square Foot (based on New Listings)	\$508	16%	12%	29%	11%	\$456	2%	0%
July Sold Price per Square Foot	\$366	-5%	-3%	-6%	-7%	\$385	-1%	-2%
July Month's Supply of Inventory	10.7	41%	18%	42%	-21%	12.9	-13%	-5%
July Sale Price vs List Price Ratio	91.9%	-3.5%	-2%	-4%	-1.5%	93.5%	-0.2%	0.2%

\* LM=Last Month / L3M=Last 3 Months / PYM=Same Month Prior Year / LY=Last Year / YTD = Year-to-date

## Property Sales

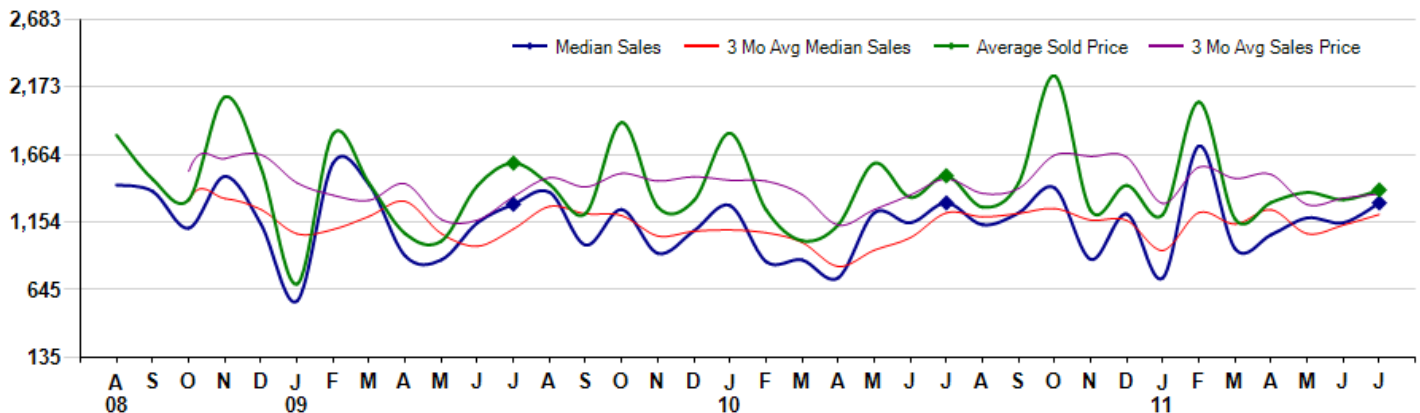
July Property sales were 34, down -33.3% from 51 in July of 2010 and -33.3% lower than the 51 sales last month. July 2011 sales were at their lowest level compared to July of 2010 and 2009. July YTD sales of 209 are running 2.0% ahead of last year's year-to-date sales of 205.



## Prices

The Median Sales Price in July was \$1,299,950, down 0.0% from \$1,300,000 in July of 2010 and up 13.0% from \$1,150,000 last month. The Average Sales Price in July was \$1,397,132, down -7.1% from \$1,504,497 in July of 2010 and up 5.5% from \$1,324,328 last month. July 2011 ASP was at the lowest level compared to July of 2010 and 2009.

Median means Middle (the same # of properties sold above and below Median) (000's)



Based on information from Greater Fairfield County CMLS, Inc. for the period 8/1/2008 through 7/31/2011. Due to MLS reporting methods and allowable reporting policy, this data is only informational and may not be completely accurate. Therefore, Coldwell Banker Residential Brokerage does not guarantee the data accuracy. Data maintained by the MLS's may not reflect all real estate activity in the market.





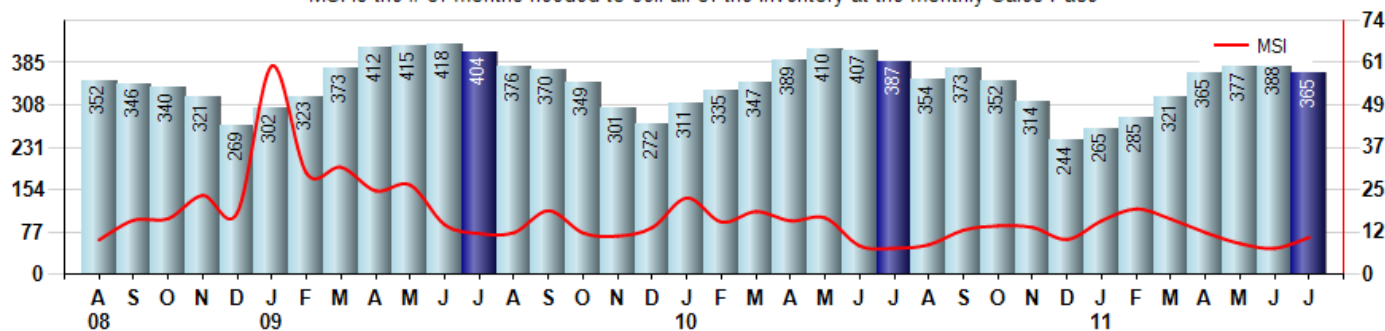
Price Range: ALL | Properties: Single Family Home

### Inventory & MSI

The Total Inventory of Properties available for sale as of July was 365, down -5.9% from 388 last month and down -5.7% from 387 in July of last year. July 2011 Inventory was at the lowest level compared to July of 2010 and 2009.

A comparatively lower MSI is more beneficial for sellers while a higher MSI is better for buyers. The July 2011 MSI of 10.7 months was at a mid range compared with July of 2010 and 2009.

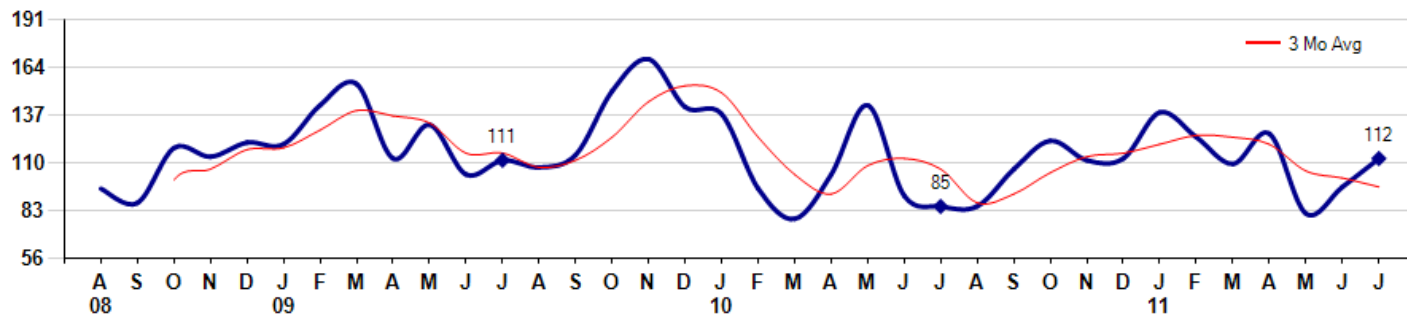
MSI is the # of months needed to sell all of the Inventory at the monthly Sales Pace



### 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 July was 112, up 16.7% from 96 days last month and up 31.8% from 85 days in July of last year. The July 2011 DOM was at its highest level compared with July of 2010 and 2009.

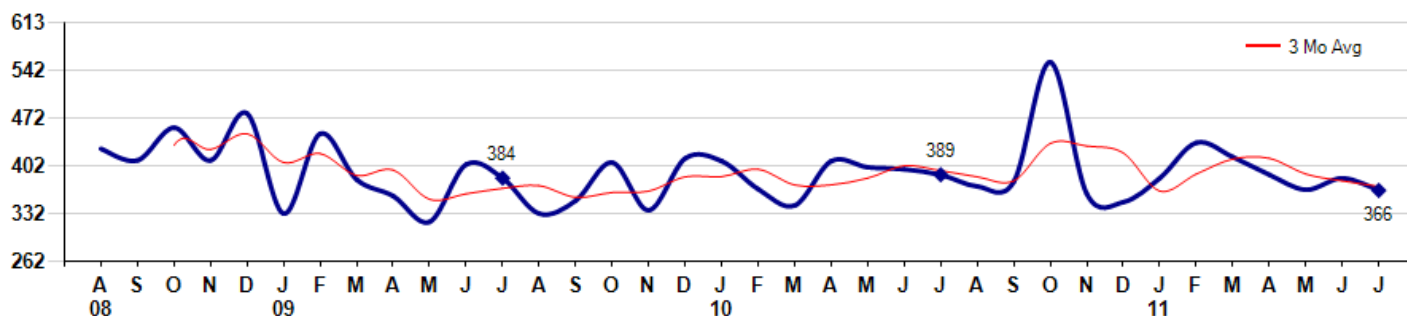
Average Days on Market (Listing to Contract) for properties sold during the month



### 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 July 2011 Selling Price per Square Foot of \$366 was down -4.7% from \$384 last month and down -5.9% from \$389 in July of last year.

Average Selling Price per Square Foot for properties that sold during the month



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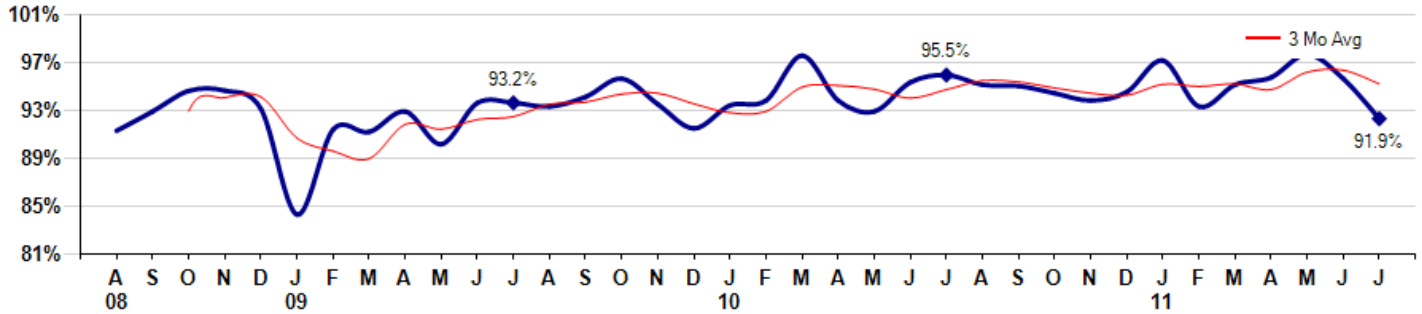


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### Selling Price vs Original Listing Price

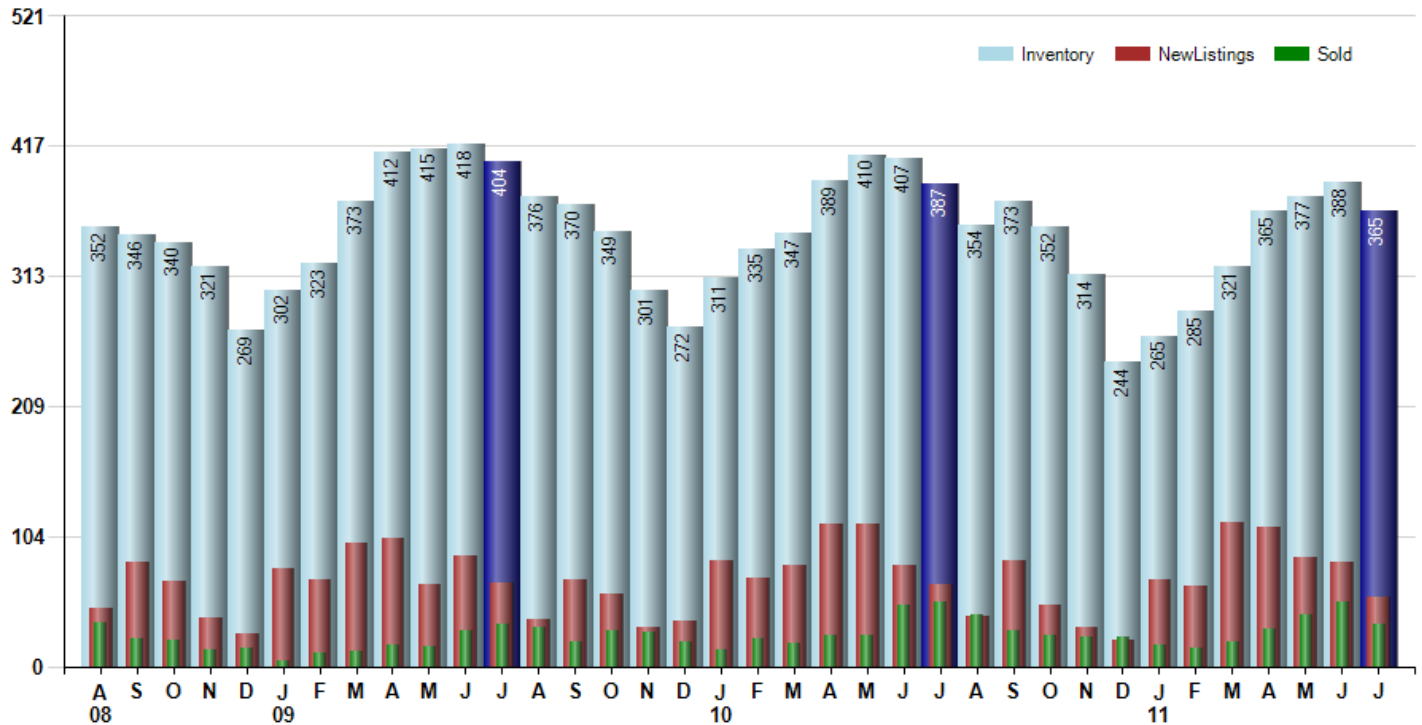
The Selling Price vs Original Listing Price reveals the average amount that Sellers are agreeing to come down from their original list price. The lower the ratio is below 100% the more of a Buyer's market exists, a ratio at or above 100% indicates more of a Seller's market. The July 2011 Selling Price vs Original List Price of 91.9% was down from 95.2% last month and down from 95.5% in July of last year.

Avg Selling Price divided by Avg Listing Price for sold properties during the month



### 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 July 2011 was 55, down -34.5% from 84 last month and down -15.4% from 65 in July of last year.



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Homes Sold	35	22	21	14	15	5	11	12	17	16	29	34	31	20	29	27	20	14	22	19	25	25	49	51	41	29	25	23	24	17	15	20	30	42	51	34
3 Mo. Roll Avg			26	19	17	11	10	9	13	15	21	26	31	28	27	25	25	20	19	18	22	23	33	42	47	40	32	26	24	21	19	17	22	31	41	42

	(000's) A 08	S	O	N	D	J 09	F	M	A	M	J	J	A	S	O	N	D	J 10	F	M	A	M	J	J	A	S	O	N	D	J 11	F	M	A	M	J	J
MedianSalePrice	1,435	1,388	1,110	1,500	1,140	560	1,599	1,436	900	870	1,150	1,290	1,380	983	1,250	920	1,089	1,280	858	870	735	1,225	1,150	1,300	1,135	1,225	1,413	875	1,216	735	1,730	956	1,060	1,188	1,150	1,300
3 Mo. Roll Avg			1,311	1,333	1,250	1,067	1,100	1,198	1,312	1,069	973	1,103	1,273	1,218	1,204	1,051	1,086	1,096	1,076	1,003	821	943	1,037	1,225	1,195	1,220	1,258	1,171	1,168	942	1,227	1,140	1,249	1,068	1,133	1,212

	A 08	S	O	N	D	J 09	F	M	A	M	J	J	A	S	O	N	D	J 10	F	M	A	M	J	J	A	S	O	N	D	J 11	F	M	A	M	J	J
Inventory	352	346	340	321	269	302	323	373	412	415	418	404	376	370	349	301	272	311	335	347	389	410	407	387	354	373	352	314	244	265	285	321	365	377	388	365
MSI	10	16	16	23	18	60	29	31	24	26	14	12	12	19	12	11	14	22	15	18	16	16	8	8	9	13	14	14	10	16	19	16	12	9	8	11

	A 08	S	O	N	D	J 09	F	M	A	M	J	J	A	S	O	N	D	J 10	F	M	A	M	J	J	A	S	O	N	D	J 11	F	M	A	M	J	J
Days On Market	95	87	118	113	121	120	142	154	112	131	103	111	107	114	150	168	141	137	95	78	103	142	91	85	85	106	122	111	112	138	124	109	126	81	96	112
3 Mo. Roll Avg			100	106	117	118	128	139	136	132	115	115	107	111	124	144	153	149	124	103	92	108	112	106	87	92	104	113	115	120	125	124	120	105	101	96

	A 08	S	O	N	D	J 09	F	M	A	M	J	J	A	S	O	N	D	J 10	F	M	A	M	J	J	A	S	O	N	D	J 11	F	M	A	M	J	J
Price per Sq Ft	427	410	458	410	479	332	449	382	358	320	404	384	332	351	407	337	413	409	368	344	409	400	397	389	372	379	554	361	349	384	436	415	389	367	384	366
3 Mo. Roll Avg			432	426	449	407	420	388	396	353	361	369	373	356	363	365	386	386	397	374	374	384	402	395	386	380	435	431	421	365	390	412	413	390	380	372

	A 08	S	O	N	D	J 09	F	M	A	M	J	J	A	S	O	N	D	J 10	F	M	A	M	J	J	A	S	O	N	D	J 11	F	M	A	M	J	J
Sale to List Price	0.909	0.925	0.942	0.942	0.927	0.840	0.910	0.908	0.925	0.898	0.932	0.932	0.929	0.937	0.952	0.931	0.911	0.930	0.934	0.971	0.934	0.925	0.949	0.955	0.947	0.946	0.940	0.934	0.941	0.967	0.929	0.947	0.953	0.972	0.952	0.919
3 Mo. Roll Avg			0.925	0.936	0.937	0.903	0.892	0.886	0.914	0.910	0.918	0.921	0.931	0.933	0.939	0.940	0.931	0.924	0.925	0.945	0.946	0.943	0.936	0.943	0.950	0.949	0.944	0.940	0.938	0.947	0.946	0.948	0.943	0.957	0.959	0.948

	A 08	S	O	N	D	J 09	F	M	A	M	J	J	A	S	O	N	D	J 10	F	M	A	M	J	J	A	S	O	N	D	J 11	F	M	A	M	J	J
New Listings	46	83	68	39	26	79	70	99	103	66	88	67	38	69	58	31	36	85	71	81	114	114	81	65	40	85	49	31	21	70	64	115	111	87	84	55
Inventory	352	346	340	321	269	302	323	373	412	415	418	404	376	370	349	301	272	311	335	347	389	410	407	387	354	373	352	314	244	265	285	321	365	377	388	365
Sales	35	22	21	14	15	5	11	12	17	16	29	34	31	20	29	27	20	14	22	19	25	25	49	51	41	29	25	23	24	17	15	20	30	42	51	34

	(000's) A 08	S	O	N	D	J 09	F	M	A	M	J	J	A	S	O	N	D	J 10	F	M	A	M	J	J	A	S	O	N	D	J 11	F	M	A	M	J	J
Avg Sale Price	1,810	1,478	1,326	2,099	1,566	688	1,819	1,447	1,067	1,012	1,429	1,600	1,440	1,220	1,906	1,269	1,317	1,826	1,249	1,015	1,134	1,598	1,342	1,504	1,269	1,450	2,258	1,243	1,432	1,214	2,061	1,179	1,303	1,380	1,324	1,397
3 Mo. Roll Avg			1,538	1,634	1,663	1,451	1,358	1,318	1,445	1,176	1,170	1,347	1,490	1,420	1,522	1,465	1,497	1,471	1,464	1,363	1,133	1,249	1,358	1,481	1,372	1,408	1,659	1,650	1,644	1,296	1,569	1,485	1,515	1,287	1,336	1,367

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