

MARKET ACTION REPORT

April 2011

City: Westport

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Price Range: All | Properties: Single Family

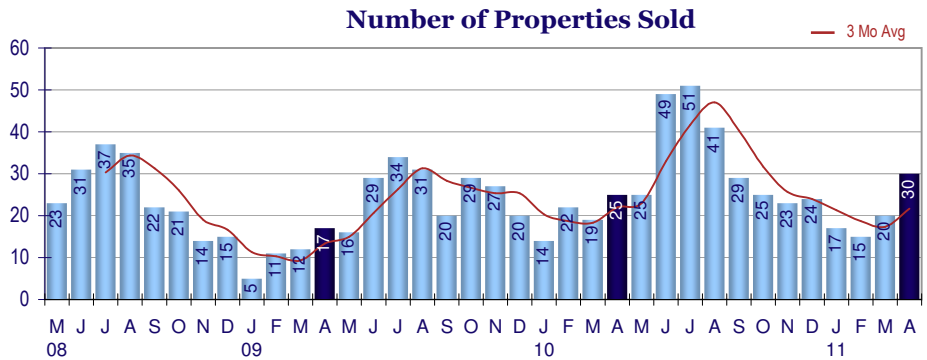
Market Profile & Trends Overview

	Month	Trending versus*:				YTD	Trending versus*:	
		LM	L3M	PYM	LY		Prior YTD	Prior Year
Median List Price of all Current Listings	\$1,512,500	-4%		1%				
Average List Price of all Current Listings	\$2,094,856	-0%		-3%				
April Median Sales Price	\$1,060,000	11%	-1%	44%	-5%	\$1,072,450	21%	-4%
April Average Sales Price	\$1,303,187	11%	-6%	15%	-8%	\$1,393,046	11%	-2%
Total Properties Currently for Sale (Inventory)	366	14%		-6%				
April Number of Properties Sold	30	50%		20%		82	2%	
April Average Days on Market (Solds)	126	16%	2%	22%	22%	124	23%	20%
Asking Price per Square Foot (based on New Listings)	\$474	1%	1%	-8%	4%	\$467	1%	2%
April Sold Price per Square Foot	\$389	-6%	-4%	-5%	-1%	\$403	5%	3%
April Month's Supply of Inventory	12.2	-24%	-22%	-22%	-10%	15.7	-12%	16%
April Sale Price vs List Price Ratio	95.3%	.6%	2.3%	2.0%	2.2%	93.2%	.4%	-1%

* 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

April Property sales were 30, up 20.0% from 25 in April of 2010 and 50.0% higher than the 20 sales last month. April 2011 sales were at their highest level compared to April of 2010 and 2009. April YTD sales of 82 are running 2.5% ahead of last year's year-to-date sales of 80.



Prices

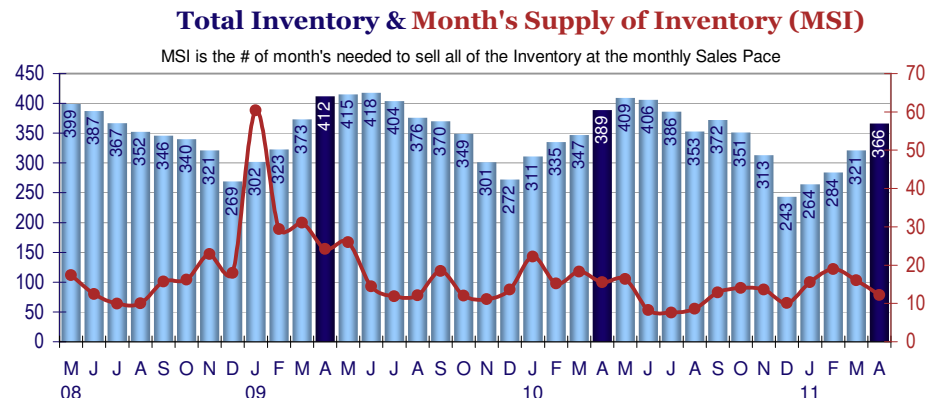
The Median Sales Price in April was \$1,060,000, up 44.2% from \$735,000 in April of 2010 and up 10.9% from \$955,500 last month. The Average Sales Price in April was \$1,303,187, up 14.9% from \$1,134,200 in April of 2010 and up 10.5% from \$1,179,033 last month. April 2011 ASP was at the highest level compared to April of 2010 and 2009.



Inventory & MSI

The Total Inventory of Properties available for sale as of April was 366, up 14.0% from 321 last month and down 5.9% from 389 in April of last year. April 2011 Inventory was at its lowest level compared with April of 2010 and 2009.

A comparatively lower MSI is more beneficial for sellers while a higher MSI is better for buyers. The April 2011 MSI of 12.2 months was at its lowest level compared with April of 2010 and 2009.



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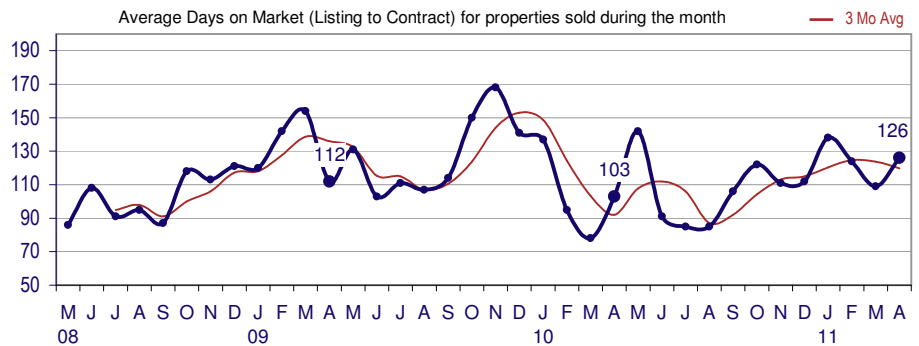


Price Range: All | Properties: Single Family

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 126, up 15.6% from 109 days last month and up 22.3% from 103 days in April of last year. The April 2011 DOM was at a mid level compared with April of 2010 and 2009.

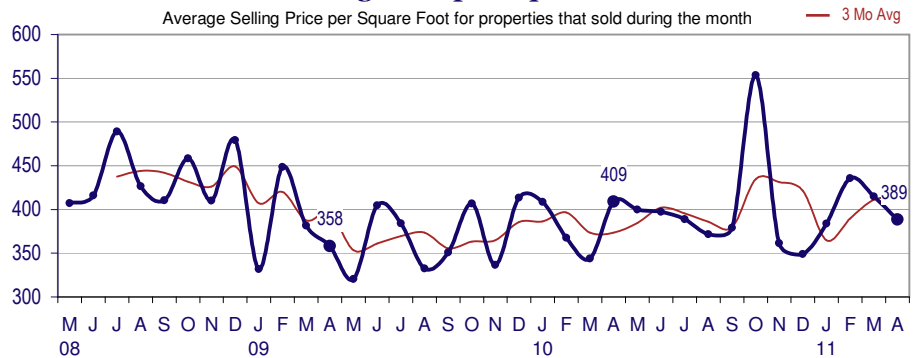
Days On Market for Sold Properties



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 April 2011 Selling Price per Square Foot of \$389 was down 6.3% from \$415 last month and down 5.0% from 409 in April of last year.

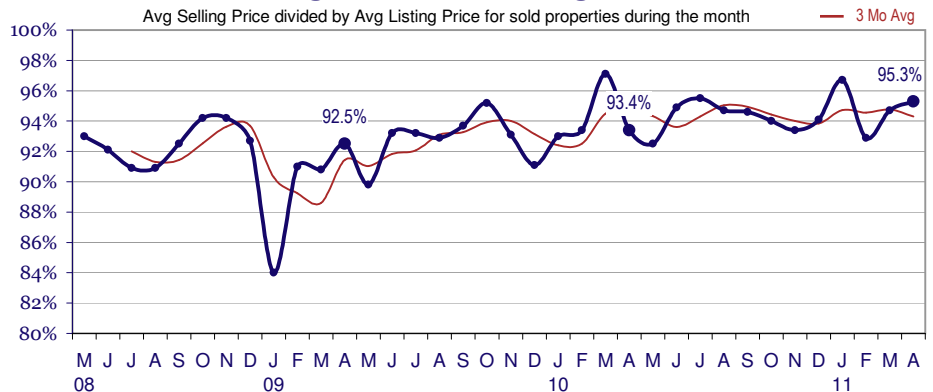
Selling Price per Square Foot



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 April 2011 Selling Price vs Original List Price of 95.3% was up from 94.7% last month and up from 93.4% in April of last year.

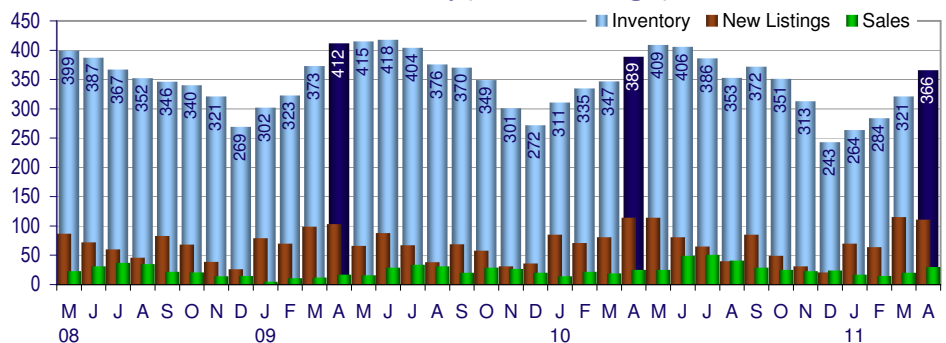
Selling Price versus Listing Price Ratio



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 2011 was 111, down 3.5% from 115 last month and down 2.6% from 114 in April of last year.

Inventory / New Listings / Sales



Inventory / Listings / Sales

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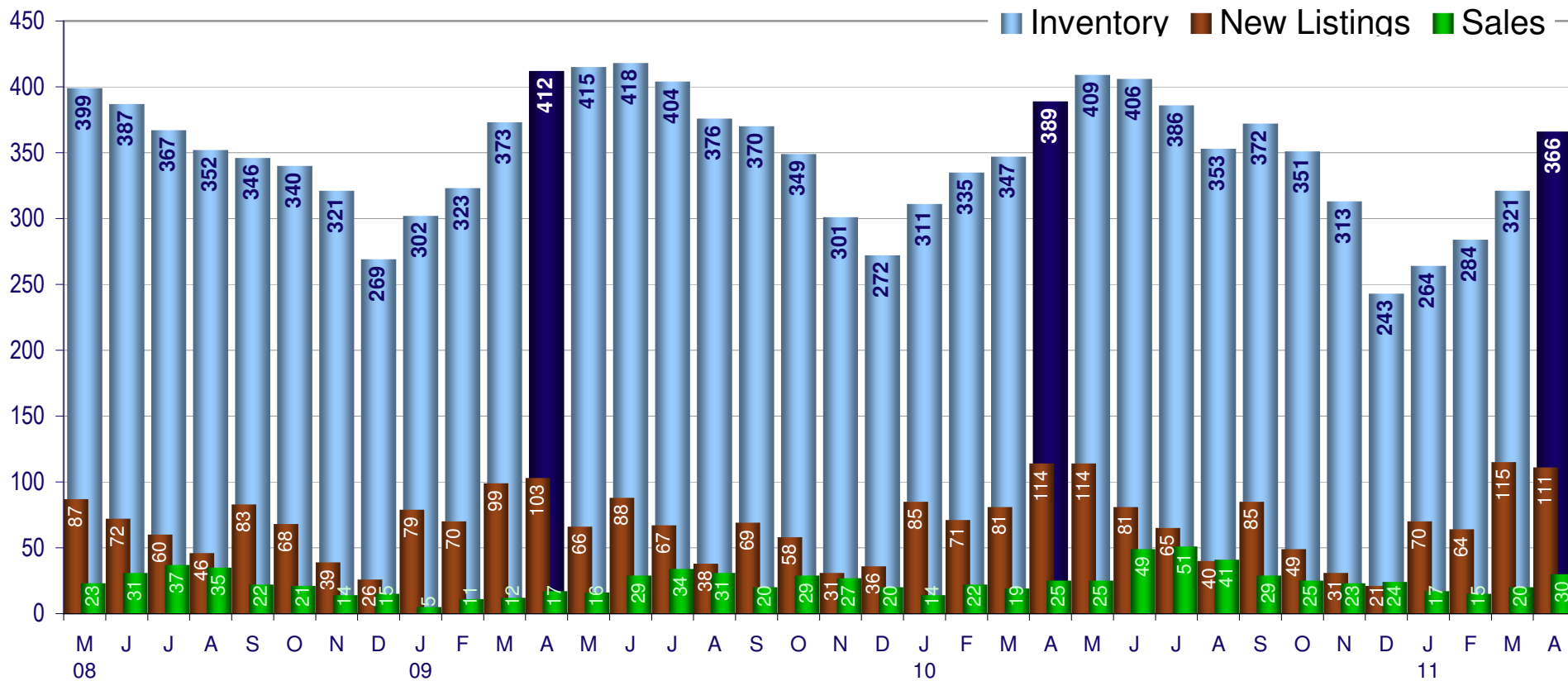
April 2011



Price Range: All | Properties: Single Family

Inventory / New Listings / Sales

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City: Westport

Price Range: Below to 99,999,999 | Property Types: Single Family

	M08	J	J	A	S	O	N	D	J09	F	M	A	M	J	J	A	S	O	N	D	J10	F	M	A	M	J	J	A	S	O	N	D	J11	F	M	A
Homes Sold	23	31	37	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
3 Mo. Roll Avg			30	34	31	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

(000's)	M08	J	J	A	S	O	N	D	J09	F	M	A	M	J	J	A	S	O	N	D	J10	F	M	A	M	J	J	A	S	O	N	D	J11	F	M	A
Median Sale Price	1845	1470	1515	1435	1388	1110	1500	1140	560	1599	1436	900	870	1150	1290	1380	983	1250	920	1089	1280	858	870	735	1225	1150	1300	1135	1225	1413	875	1216	735	1730	956	1060
3 Mo. Roll Avg			1610	1473	1446	1311	1333	1250	1067	1100	1198	1312	1069	973	1103	1273	1218	1204	1051	1086	1096	1076	1003	821	943	1037	1225	1195	1220	1258	1171	1168	942	1227	1140	1249

	M08	J	J	A	S	O	N	D	J09	F	M	A	M	J	J	A	S	O	N	D	J10	F	M	A	M	J	J	A	S	O	N	D	J11	F	M	A
Inventory	399	387	367	352	346	340	321	269	302	323	373	412	415	418	404	376	370	349	301	272	311	335	347	389	409	406	386	353	372	351	313	243	264	284	321	366
MSI	17	12	10	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

	M08	J	J	A	S	O	N	D	J09	F	M	A	M	J	J	A	S	O	N	D	J10	F	M	A	M	J	J	A	S	O	N	D	J11	F	M	A
Days on Market	86	108	91	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
3 Mo. Roll Avg			95	98	91	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

	M08	J	J	A	S	O	N	D	J09	F	M	A	M	J	J	A	S	O	N	D	J10	F	M	A	M	J	J	A	S	O	N	D	J11	F	M	A
Price per Sq Ft	407	416	489	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
3 Mo. Roll Avg			437	444	442	432	426	449	407	420	387	396	353	361	370	374	356	363	365	386	386	396	373	374	384	402	395	386	380	435	431	421	365	389	411	413

	M08	J	J	A	S	O	N	D	J09	F	M	A	M	J	J	A	S	O	N	D	J10	F	M	A	M	J	J	A	S	O	N	D	J11	F	M	A
Sale to List Price	0.930	0.921	0.909	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
3 Mo. Roll Avg			0.920	0.913	0.914	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

	M08	J	J	A	S	O	N	D	J09	F	M	A	M	J	J	A	S	O	N	D	J10	F	M	A	M	J	J	A	S	O	N	D	J11	F	M	A
New Listings	87	72	60	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
Inventory	399	387	367	352	346	340	321	269	302	323	373	412	415	418	404	376	370	349	301	272	311	335	347	389	409	406	386	353	372	351	313	243	264	284	321	366
Sales	23	31	37	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

(000's)	M08	J	J	A	S	O	N	D	J09	F	M	A	M	J	J	A	S	O	N	D	J10	F	M	A	M	J	J	A	S	O	N	D	J11	F	M	A
Avg Sale Price	1759	1621	1936	1810	1478	1326	2099	1566	688	1819	1447	1067	1012	1429	1600	1440	1220	1906	1269	1317	1826	1249	1015	1134	1598	1342	1504	1269	1450	2258	1243	1432	1214	2061	1179	1303
3 Mo. Roll Avg			1772	1789	1741	1538	1634	1663	1451	1358	1318	1445	1176	1170	1347	1490	1420	1522	1465	1497	1471	1464	1363	1133	1249	1358	1481	1372	1408	1659	1650	1644	1296	1569	1485	1515

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