

City: *Weston*



**Gail Lilley Zawacki**  
 Realtor; ABR, GRS, e-Pro, GRI  
 203-856-9949  
 Gail@SouthernCT.com  
 www.SouthernCT.com



Price Range: All | Properties: Single Family

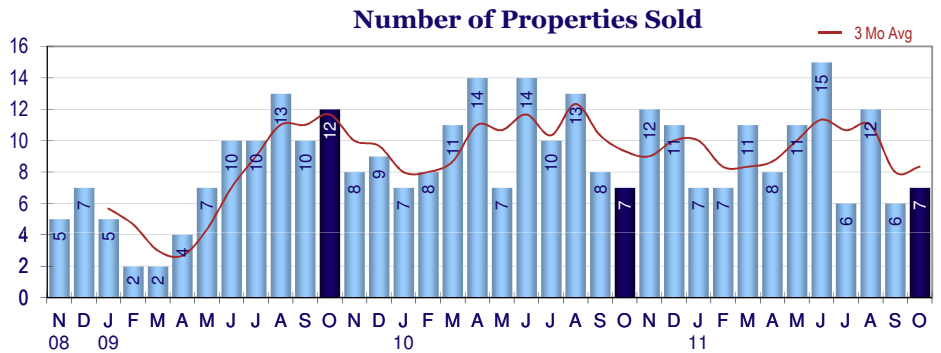
## Market Profile & Trends Overview

	Trending versus*:					Trending versus*:		
	Month	LM	L3M	PYM	LY	YTD	Prior YTD	Prior Year
Median List Price of all Current Listings	\$999,999	0%		2%				
Average List Price of all Current Listings	\$1,277,884	3%		-2%				
October Median Sales Price	\$665,000	-27%	-22%	-18%	-20%	\$750,000	-10%	-10%
October Average Sales Price	\$787,357	-22%	-12%	3%	-16%	\$867,442	-6%	-7%
Total Properties Currently for Sale (Inventory)	161	-9%		10%				
October Number of Properties Sold	7	17%		0%		90	-9%	
October Average Days on Market (Solds)	187	48%	70%	67%	51%	114	-3%	-8%
Asking Price per Square Foot (based on New Listings)	\$330	21%	21%	10%	14%	\$287	-2%	-1%
October Sold Price per Square Foot	\$197	-14%	-18%	-28%	-22%	\$253	0%	-0%
October Month's Supply of Inventory	23.0	-22%	4%	10%	54%	18.6	17%	25%
October Sale Price vs List Price Ratio	94.4%	.7%	-8%	-1.0%	1.8%	93.2%	.0%	.6%

\* 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)

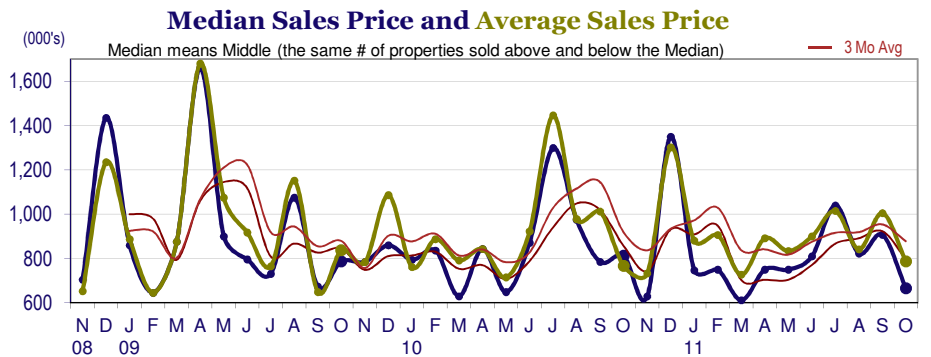
## Property Sales

October Property sales were 7, equal to 7 in October of 2010 and 16.7% higher than the 6 sales last month. October 2011 sales were at their lowest level compared to October of 2010 and 2009. October YTD sales of 90 are running 9.1% behind last year's year-to-date sales of 99.



## Prices

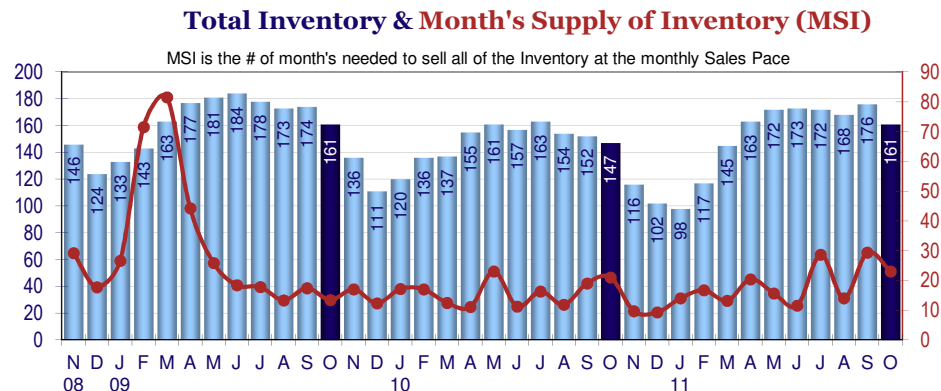
The Median Sales Price in October was \$665,000, down 18.2% from \$812,500 in October of 2010 and down 26.7% from \$907,500 last month. The Average Sales Price in October was \$787,357, up 2.7% from \$766,786 in October of 2010 and down 21.7% from \$1,005,333 last month. October 2011 ASP was at a mid range compared to October of 2010 and 2009.



## Inventory & MSI

The Total Inventory of Properties available for sale as of October was 161, down 8.5% from 176 last month and up 9.5% from 147 in October of last year. October 2011 Inventory was at its highest level compared with October of 2010 and 2009.

A comparatively lower MSI is more beneficial for sellers while a higher MSI is better for buyers. The October 2011 MSI of 23.0 months was at its highest level compared with October of 2010 and 2009.



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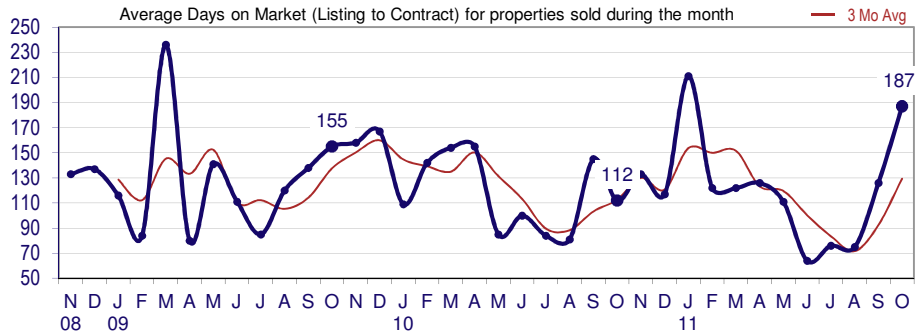


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## Market Time

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 October was 187, up 48.4% from 126 days last month and up 67.0% from 112 days in October of last year. The October 2011 DOM was at a mid level compared with October of 2010 and 2009.

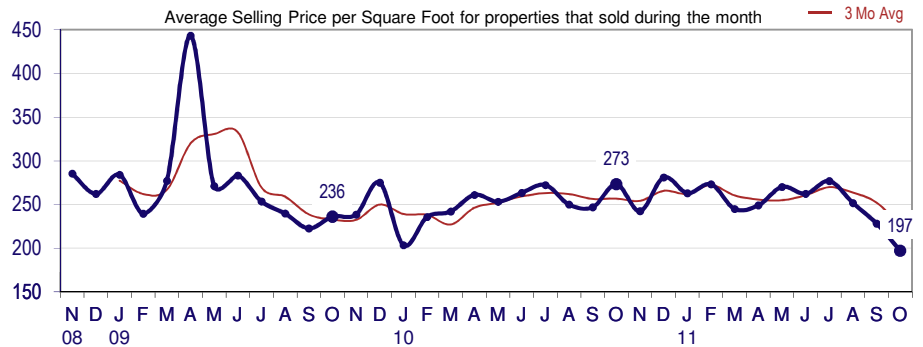
## Days On Market for Sold Properties



## 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 October 2011 Selling Price per Square Foot of \$197 was down 13.7% from \$228 last month and down 27.9% from 273 in October of last year.

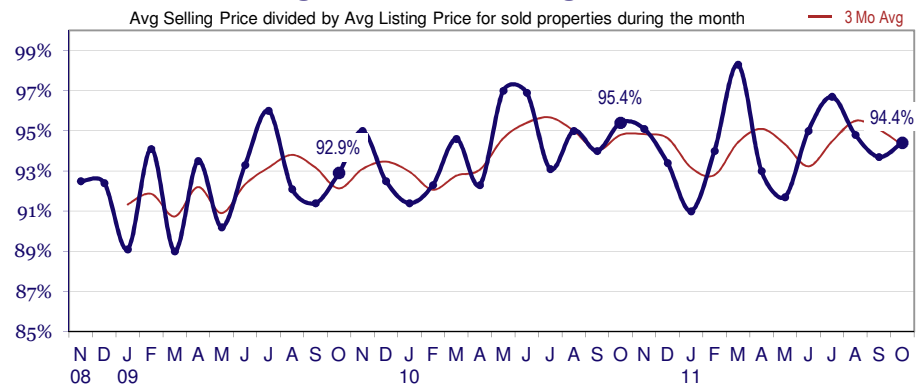
## Selling Price per Square Foot



## 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 October 2011 Selling Price vs Original List Price of 94.4% was up from 93.7% last month and down from 95.4% in October of last year.

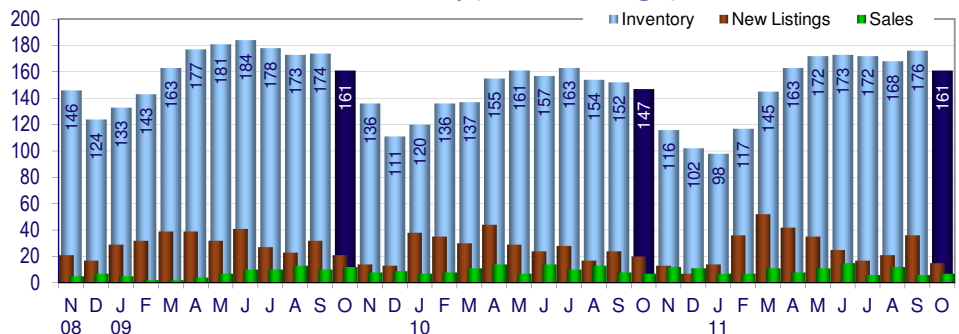
## Selling Price versus Listing Price Ratio



## 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 October 2011 was 15, down 58.3% from 36 last month and down 25.0% from 20 in October of last year.

## Inventory / New Listings / Sales





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