

# MARKET ACTION REPORT

April 2012

City: Westport



## TNT Partners

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Price Range: All | Properties: Single Family

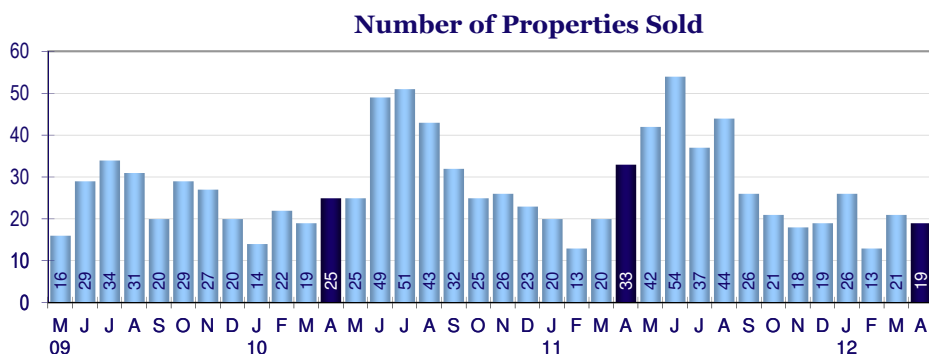
## Market Profile & Trends Overview

	Month	Trending versus*:				YTD	Trending versus*:	
		LM	L3M	PYM	LY		Prior YTD	Prior Year
Median List Price of all Current Listings	\$1,602,000	0%		7%				
Average List Price of all Current Listings	\$1,994,372	-1%		-1%				
April Median Sales Price	\$1,210,000	-13%	0%	2%	13%	\$1,210,000	12%	13%
April Average Sales Price	\$1,587,105	-5%	12%	15%	20%	\$1,420,433	1%	7%
Total Properties Currently for Sale (Inventory)	388	4%		6%				
April Number of Properties Sold	19	-10%		-42%		79	-8%	
April Average Days on Market (Solds)	125	-13%	-2%	-7%	18%	127	-1%	20%
Asking Price per Square Foot (based on New Listings)	\$455	-4%	-1%	1%	2%	\$459	1%	3%
April Sold Price per Square Foot	\$407	10%	11%	5%	7%	\$368	-8%	-3%
April Month's Supply of Inventory	20.4	15%	-6%	84%	57%	19.1	23%	47%
April Sale Price vs List Price Ratio	92.1%	-1.5%	-1.0%	-2.7%	-1.7%	93.0%	.1%	-7%

\* LM=Last Month / L3M=Last 3 Months / PYM=Same Month Prior Year / LY=Last Year (2011) / YTD = Year-to-date | Arrows indicate if Month / YTD values are higher (up), lower (down) or unchanged (flat)

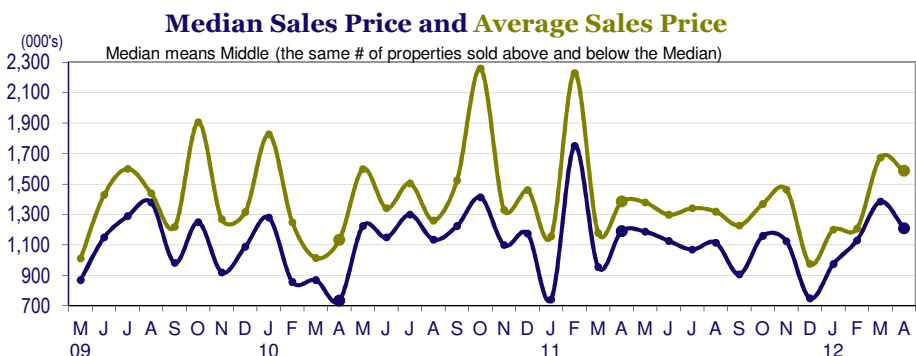
## Property Sales

April Property sales were 19, down 42.4% from 33 in April of 2011 and 9.5% lower than the 21 sales last month. April 2012 sales were at their lowest level compared to April of 2011 and 2010. April YTD sales of 79 are running 8.1% behind last year's year-to-date sales of 86.



## Prices

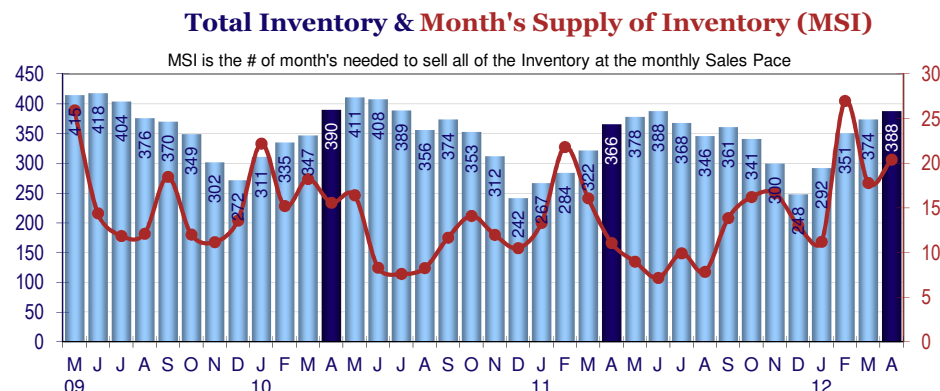
The Median Sales Price in April was \$1,210,000, up 1.6% from \$1,191,000 in April of 2011 and down 12.6% from \$1,385,000 last month. The Average Sales Price in April was \$1,587,105, up 14.6% from \$1,385,473 in April of 2011 and down 5.1% from \$1,673,211 last month. April 2012 ASP was at the highest level compared to April of 2011 and 2010.



## Inventory & MSI

The Total Inventory of Properties available for sale as of April was 388, up 3.7% from 374 last month and up 6.0% from 366 in April of last year. April 2012 Inventory was at a mid level compared with April of 2011 and 2010.

A comparatively lower MSI is more beneficial for sellers while a higher MSI is better for buyers. The April 2012 MSI of 20.4 months was at its highest level compared with April of 2011 and 2010.



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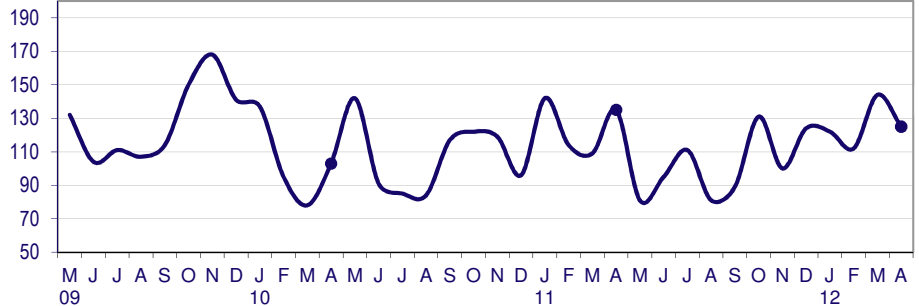
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## Market Time

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 125, down 13.2% from 144 days last month and down 7.4% from 135 days in April of last year. The April 2012 DOM was at a mid level compared with April of 2011 and 2010.

## Days On Market for Sold Properties

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

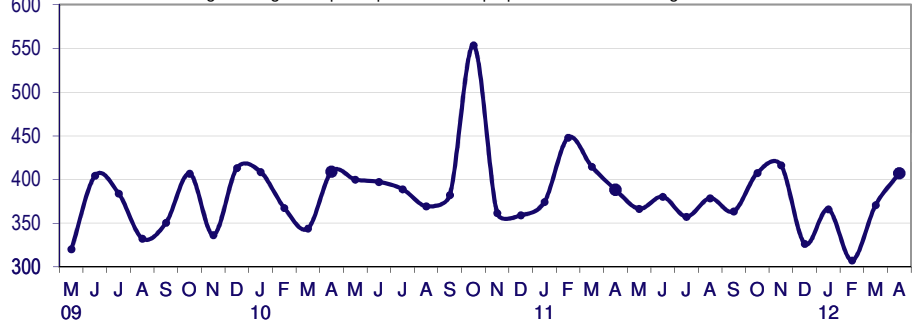


## Selling Price per Square Foot

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 April 2012 Selling Price per Square Foot of \$407 was up 9.8% from \$371 last month and up 4.8% from 388 in April of last year.

## Selling Price per Square Foot

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

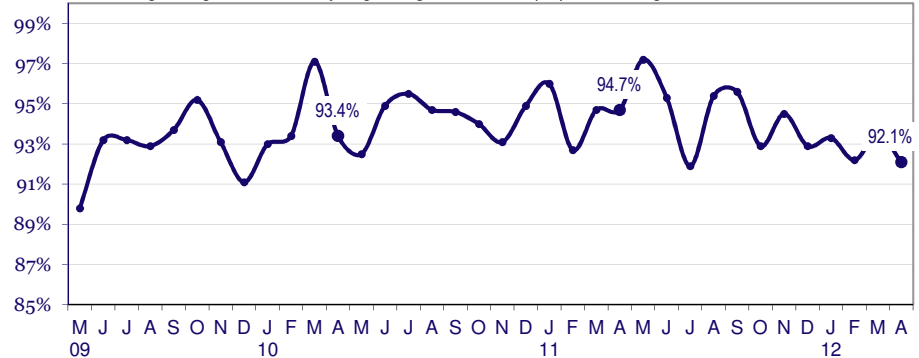


## Selling Price vs Original Listing Price

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 2012 Selling Price vs Original List Price of 92.1% was down from 93.5% last month and down from 94.7% in April of last year.

## Selling Price versus Listing Price Ratio

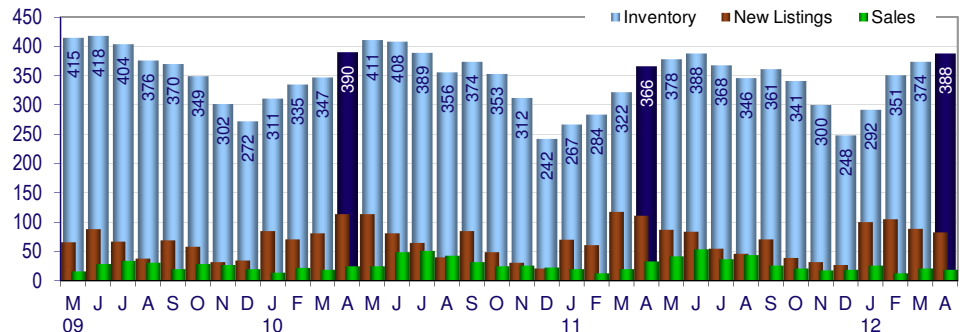
Avg Selling Price divided by Avg Listing Price for sold properties during the month



## 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 April 2012 was 83, down 6.7% from 89 last month and down 25.2% from 111 in April of last year.

## Inventory / New Listings / Sales



# Inventory / Listings / Sales

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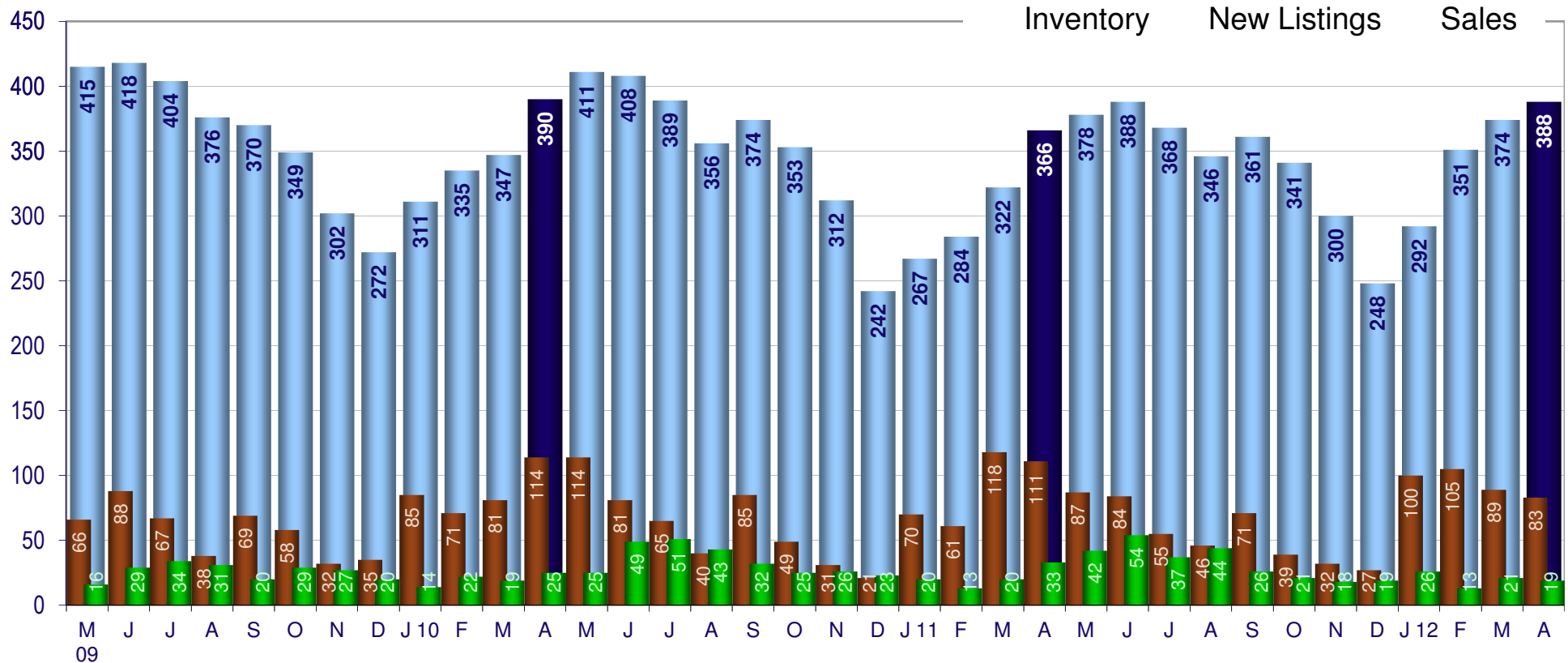
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