

**Weston, Connecticut**  
**August 2010**

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	\$962,000	1%		-11%				
Average List Price of all Current Listings	\$1,269,848	2%		-5%				
August Median Sales Price	\$800,000	-38%	-9%	-26%	-1%	\$835,000	-2%	3%
August Average Sales Price	\$950,241	-34%	-7%	-18%	3%	\$925,693	-8%	0%
Total Properties Currently for Sale (Inventory)	152	-6%		-12%				
August Number of Properties Sold	11	10%		-15%		79	49%	
August Average Days on Market (Solds)	83	-1%	-10%	-31%	-36%	117	3%	-9%
Asking Price per Square Foot (based on New Listings)	\$334	13%	11%	-2%	10%	\$296	-4%	-3%
August Sold Price per Square Foot	\$251	-8%	-3%	5%	-2%	\$250	-9%	-3%
August Month's Supply of Inventory	13.8	-14%	-3%	4%	-54%	15.6	-58%	-48%
August Sale Price vs List Price Ratio	94.5%	1.5%	1.3%	2.6%	2.8%	92.7%	.9%	.8%

\* LM=Last Month / L3M=Last 3 Months / PYM=Same Month Prior Year / LY=Last Year (2009) / YTD = Year-to-date | Arrows indicate if Month / YTD values are higher (up), lower (down) or unchanged (flat)

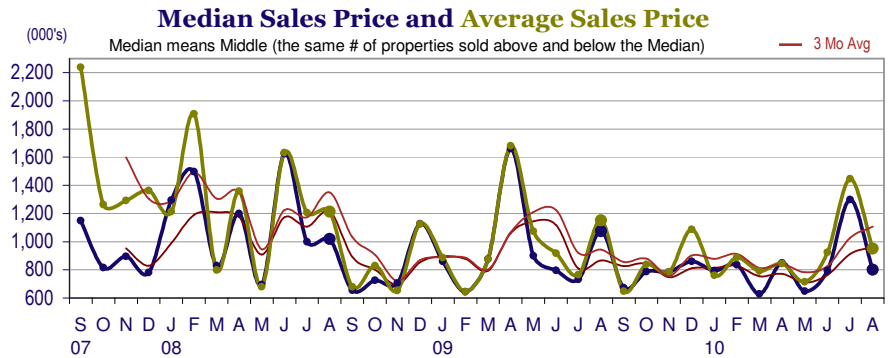
Property Sales

August Property sales were 11, down 15.4% from 13 in August of 2009 and 10.0% higher than the 10 sales last month. August 2010 sales were at their lowest level compared to August of 2009 and 2008. August YTD sales of 79 are running 49.1% ahead of last year's year-to-date sales of 53.



Prices

The Median Sales Price in August was \$800,000, down 25.6% from \$1,075,000 in August of 2009 and down 38.4% from \$1,299,500 last month. The Average Sales Price in August was \$950,241, down 17.5% from \$1,151,846 in August of 2009 and down 34.3% from \$1,446,400 last month. August 2010 ASP was at the lowest level compared to August of 2009 and 2008.

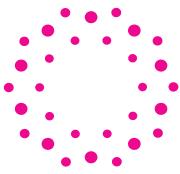


Inventory & MSI

The Total Inventory of Properties available for sale as of August was 152, down 5.6% from 161 last month and down 12.1% from 173 in August of last year. August 2010 Inventory was at its lowest level compared with August of 2009 and 2008.

A comparatively lower MSI is more beneficial for sellers while a higher MSI is better for buyers. The August 2010 MSI of 13.8 months was at its highest level compared with August of 2009 and 2008.



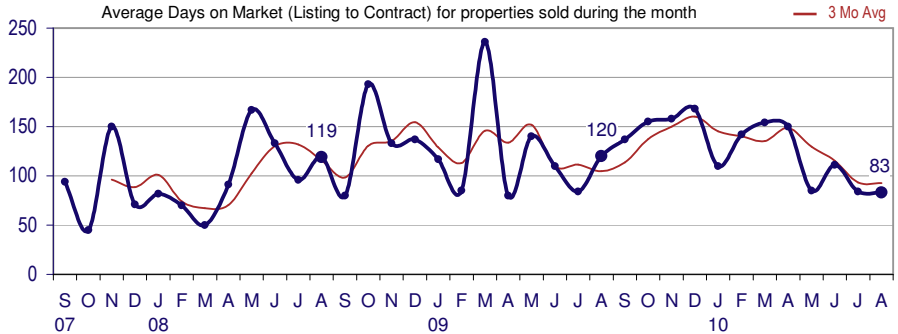


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Market Time

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 83, down 1.2% from 84 days last month and down 30.8% from 120 days in August of last year. The August 2010 DOM was at its lowest level compared with August of 2009 and 2008.

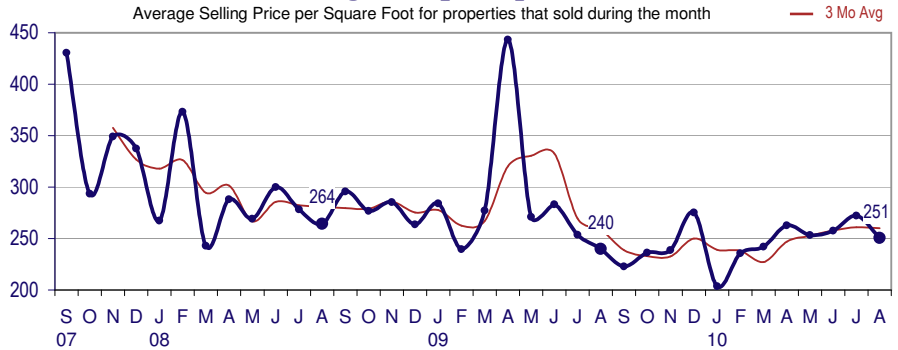
**Days On Market for Sold Properties**



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 2010 Selling Price per Square Foot of \$251 was down 8.0% from \$272 last month and up 4.5% from 240 in August of last year.

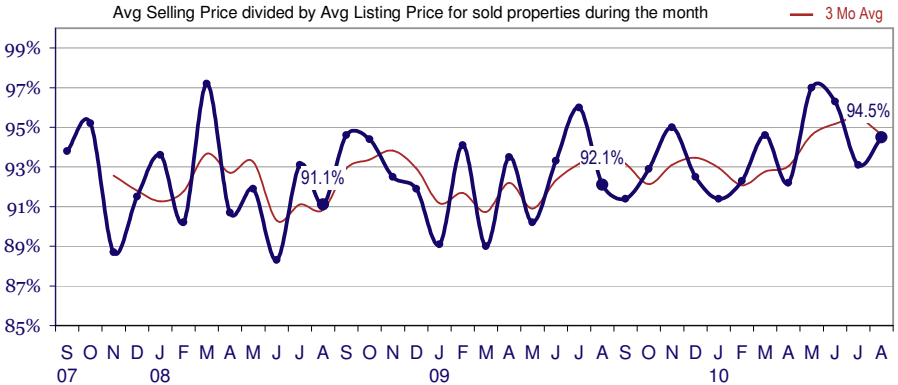
**Selling Price per Square Foot**



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 2010 Selling Price vs Original List Price of 94.5% was up from 93.1% last month and up from 92.1% in August of last year.

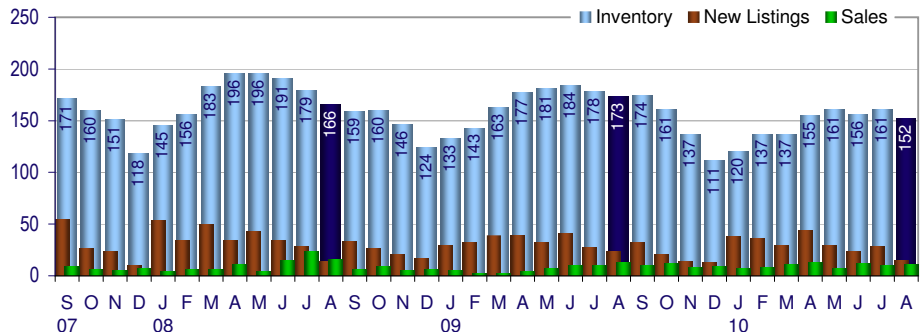
**Selling Price versus Listing Price Ratio**

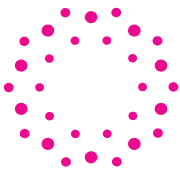


Inventory / New Listings / Sales

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 2010 was 15, down 46.4% from 28 last month and down 34.8% from 23 in August of last year.

**Inventory / New Listings / Sales**

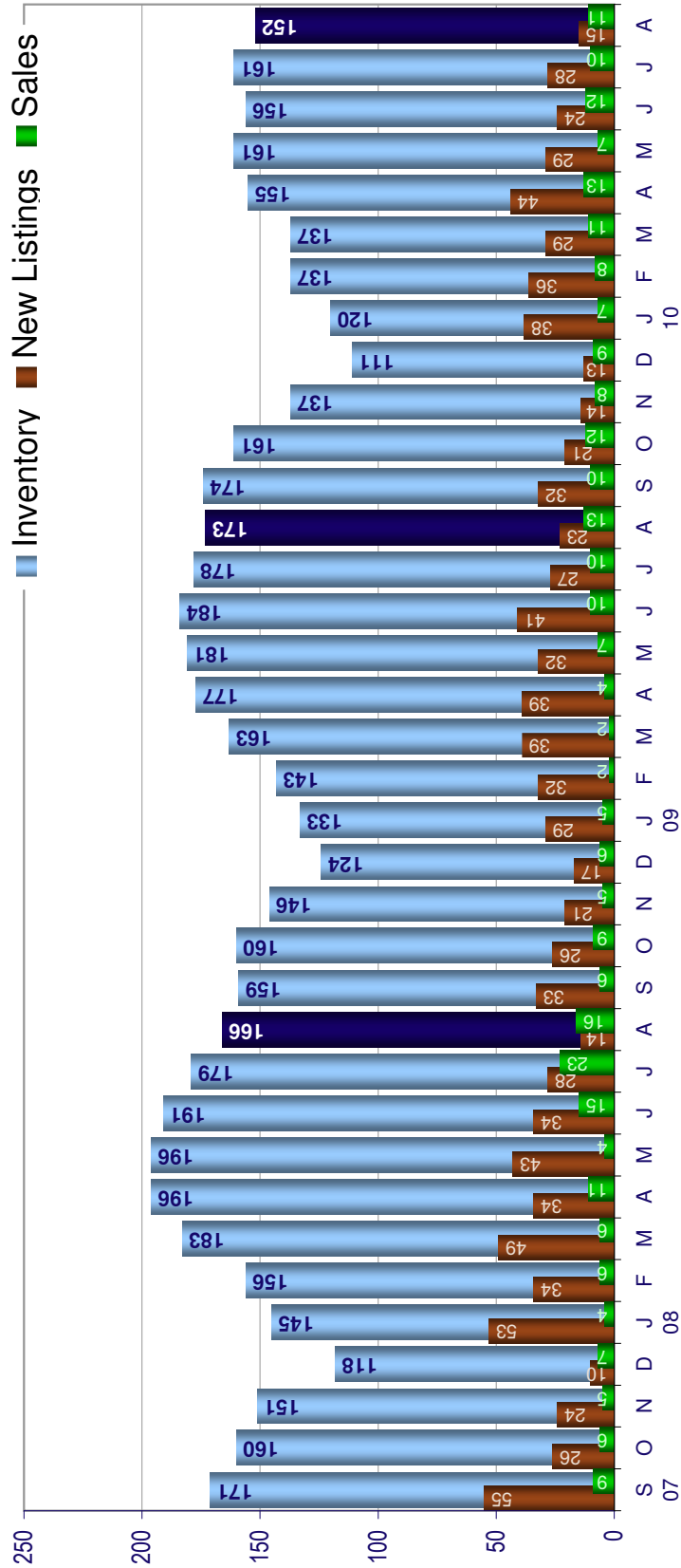




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[Inventory / New Listings / Sales](#)

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