

## County: New Haven



**Sarah Guertin**

Realtor

203-654-2933

sarah.guertin@cbmoves.com

www.sarahguertin.com



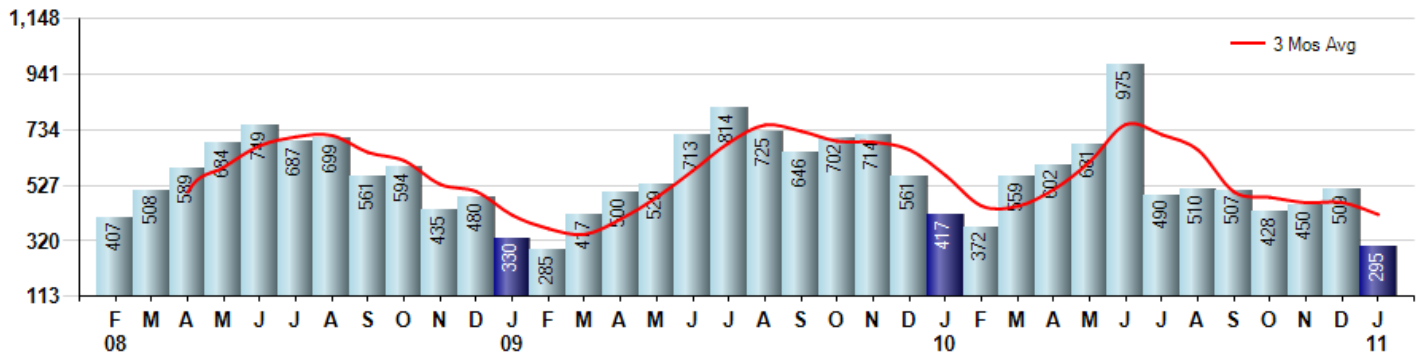
Price Range: ALL | Properties: Single Family Home, Townhome, Condo

Market Profile & Trends Overview	Month	Trending Versus*:				Trending Versus*:		
		LM	L3M	PYM	LY	YTD	PriorYTD	PriorYear
Median List Price of all Current Listings	\$229,897	1%	□	-4%	□	□	□	□
Average List Price of all Current Listings	\$317,547	2%	□	-2%	□	□	□	□
January Median Sales Price	\$200,000	-5%	□	5%	□	\$200,000	5%	-2%
January Average Sales Price	\$238,386	-4%	□	5%	□	\$238,386	5%	-2%
Total Properties Currently for Sale (Inventory)	4,843	-3%	□	1%	□	□	□	□
January Number of Properties Sold	295	-42%	□	-29%	□	295	0%	□
January Average Days on Market (Solds)	96	-2%	□	10%	□	96	10%	9%
Asking Price per Square Foot (based on New Listings)	\$160	14%	□	0%	□	\$160	0%	1%
January Sold Price per Square Foot	\$138	-1%	□	-3%	□	\$138	-3%	-4%
January Month's Supply of Inventory	16.4	67%	□	43%	□	16.4	43%	51%
January Sale Price vs List Price Ratio	94.1%	-0.3%	□	-1%	□	94.6%	-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

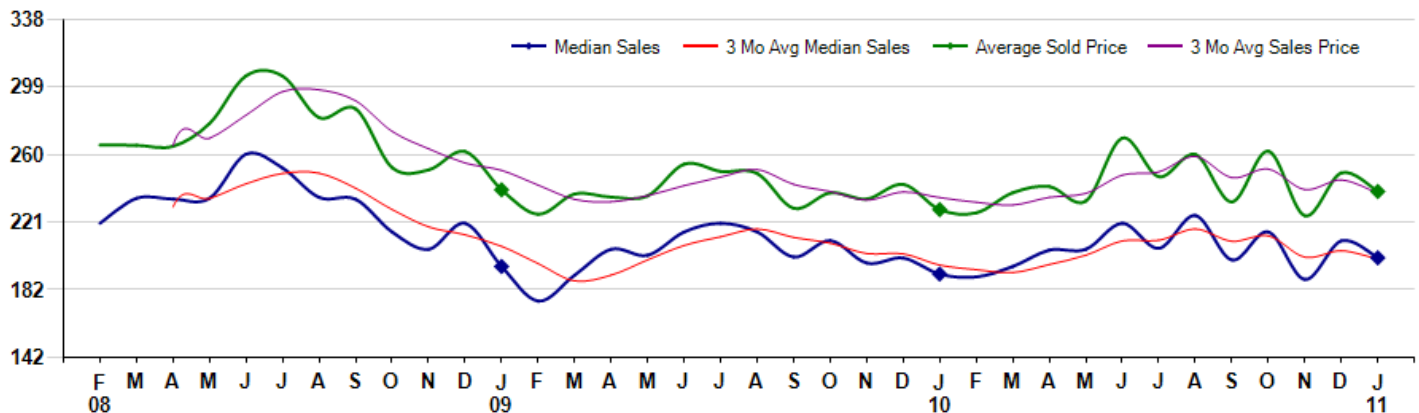
January Property sales were 295, down -29.3% from 417 in January of 2010 and -42.0% lower than the 509 sales last month. January 2011 sales were at their lowest level compared to January of 2010 and 2009. January YTD sales of 295 are running -29.3% behind last year's year-to-date sales of 417.



### Prices

The Median Sales Price in January was \$200,000, up 4.9% from \$190,605 in January of 2010 and down -4.7% from \$209,900 last month. The Average Sales Price in January was \$238,386, up 4.6% from \$227,905 in January of 2010 and down -4.3% from \$249,159 last month. January 2011 ASP was at a mid range compared to January of 2010 and 2009.

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



Based on information from CT-MLS for the period 2/1/2008 through 1/31/2011. 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.



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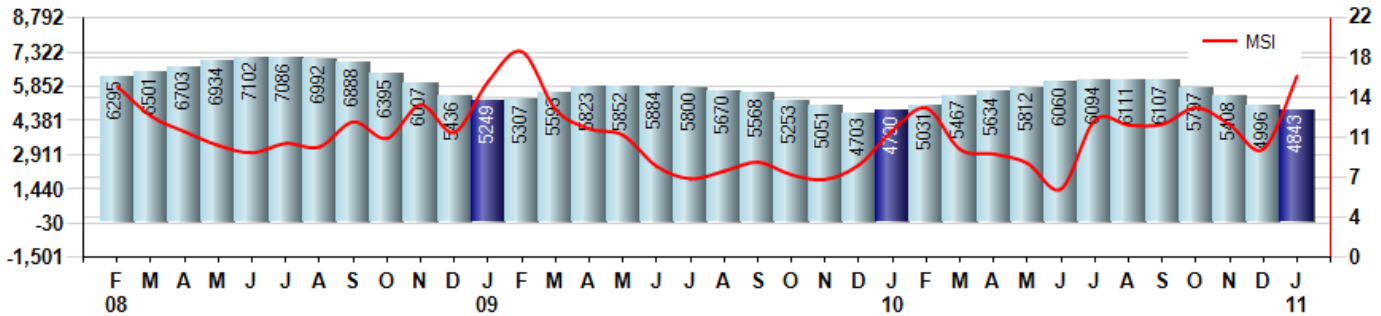
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### Inventory & MSI

The Total Inventory of Properties available for sale as of January was 4,843, down -3.1% from 4,996 last month and up 1.1% from 4,790 in January of last year. January 2011 Inventory was at a mid range compared to January of 2010 and 2009.

A comparatively lower MSI is more beneficial for sellers while a higher MSI is better for buyers. The January 2011 MSI of 16.4 months was at its highest level compared with January of 2010 and 2009.

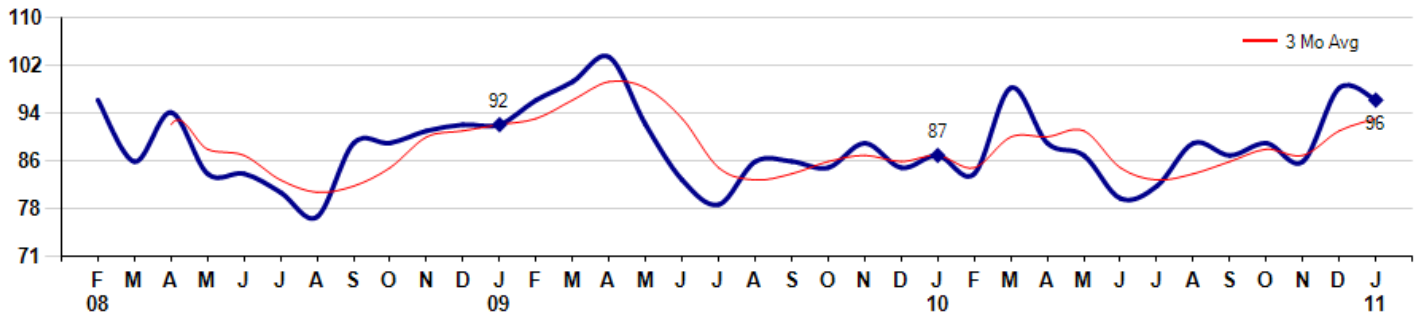
MSI is the # of months needed to sell all of the Inventory at the monthly Sales Pace



### 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 January was 96, down -2.0% from 98 days last month and up 10.3% from 87 days in January of last year. The January 2011 DOM was at its highest level compared with January of 2010 and 2009.

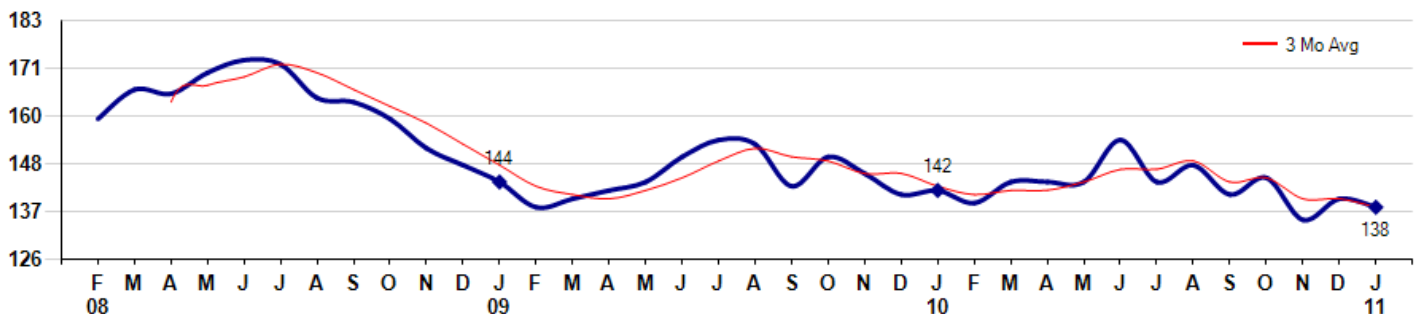
Average Days on Market (Listing to Contract) for properties sold during the month



### 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 January 2011 Selling Price per Square Foot of \$138 was down -1.4% from \$140 last month and down -2.8% from \$142 in January of last year.

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



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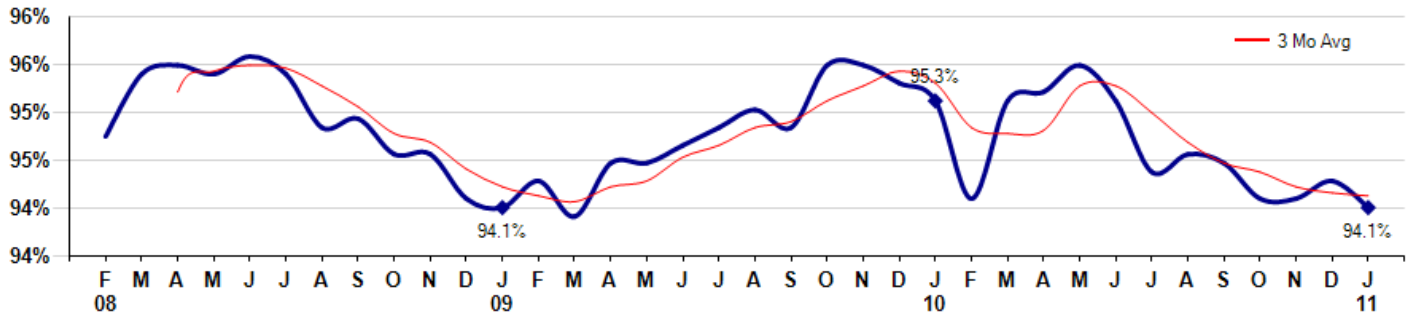


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### Selling Price vs Original Listing Price

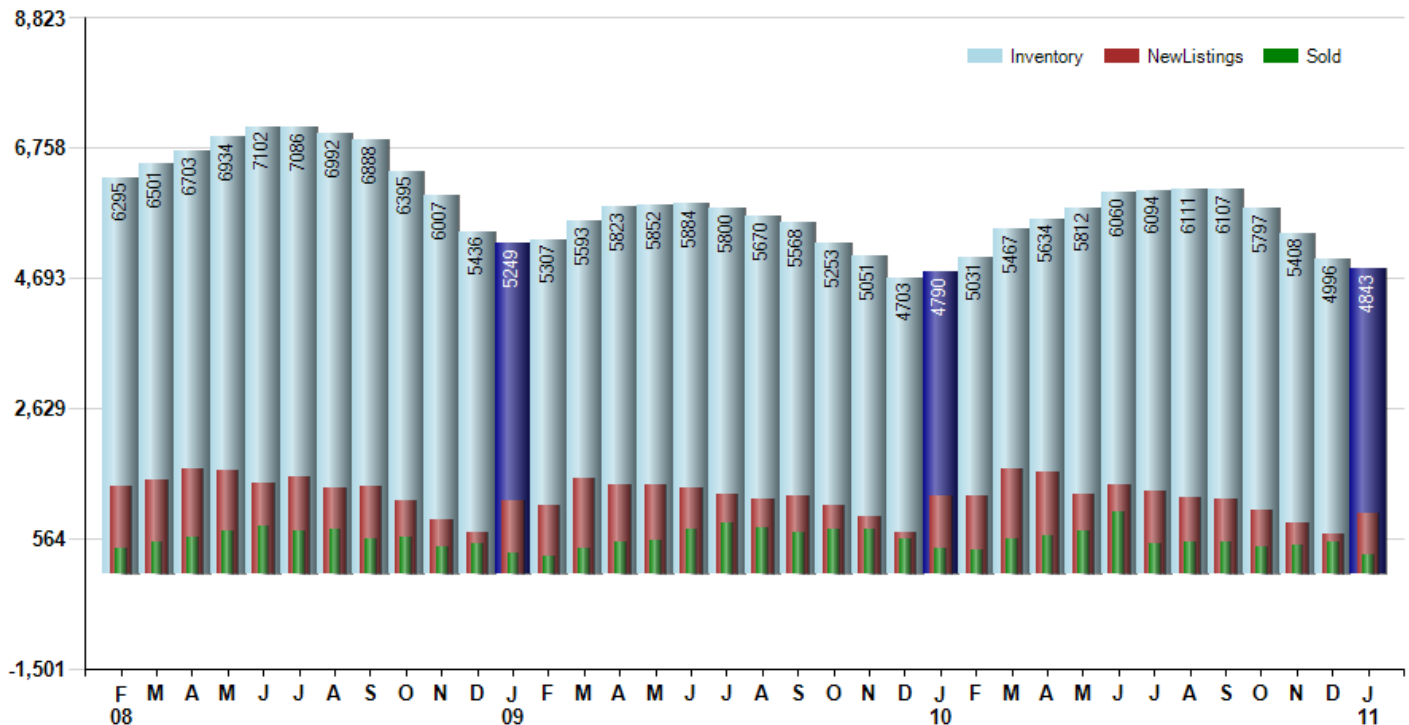
The Selling Price vs Original Listing Price reveals the average amount that Sellers are agreeing to come down from their original list price. The lower the ratio is below 100% the more of a Buyer's market exists, a ratio at or above 100% indicates more of a Seller's market. The January 2011 Selling Price vs Original List Price of 94.1% was down from 94.4% last month and down from 95.3% in January 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 January 2011 was 960, up 49.8% from 641 last month and down -23.1% from 1,249 in January of last year.



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# MARKET ACTION REPORT

January 2011

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	F 08	M	A	M	J	J	A	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
Homes Sold	407	508	589	684	749	687	699	561	594	435	480	330	285	417	500	529	713	814	725	646	702	714	561	417	372	559	602	681	975	490	510	507	428	450	509	295
3 Mo. Roll Avg			501	594	674	707	712	649	618	530	503	415	365	344	401	482	581	685	751	728	691	687	659	564	450	449	511	614	753	715	658	502	482	462	462	418

	(000's) F 08	M	A	M	J	J	A	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
Median Sale Price	220	234	234	234	260	252	235	234	215	205	220	195	175	190	205	202	215	220	215	201	210	197	200	191	189	195	205	205	220	206	225	199	215	188	210	200
3 Mo. Roll Avg			229	234	243	249	249	240	228	218	213	207	197	187	190	199	207	212	217	212	209	203	202	196	193	192	196	202	210	210	217	210	213	200	204	199

	F 08	M	A	M	J	J	A	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
Inventory	6,295	6,501	6,703	6,934	7,102	7,086	6,992	6,888	6,395	6,007	5,436	5,249	5,307	5,593	5,823	5,852	5,884	5,800	5,670	5,568	5,253	5,051	4,703	4,790	5,031	5,467	5,634	5,812	6,060	6,094	6,111	6,107	5,797	5,408	4,996	4,843
MSI	15	13	11	10	9	10	10	12	11	14	11	16	19	13	12	11	8	7	8	9	7	7	8	11	14	10	9	9	6	12	12	12	14	12	10	16

	F 08	M	A	M	J	J	A	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
Days On Market	96	86	94	84	84	81	77	89	89	91	92	92	96	99	103	92	83	79	86	86	85	89	85	87	84	98	89	87	80	82	89	87	89	86	98	96
3 Mo. Roll Avg			92	88	87	83	81	82	85	90	91	92	93	96	99	98	93	85	83	84	86	87	86	87	85	90	90	91	85	83	84	86	88	87	91	93

	F 08	M	A	M	J	J	A	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
Price per Sq Ft	159	166	165	170	173	172	164	163	159	152	148	144	138	140	142	144	150	154	153	143	150	146	141	142	139	144	144	144	154	144	148	141	145	135	140	138
3 Mo. Roll Avg			163	167	169	172	170	166	162	158	153	148	143	141	140	142	145	149	152	150	149	146	146	143	141	142	142	144	147	147	149	144	145	140	140	138

	F 08	M	A	M	J	J	A	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
Sale to List Price	0.949	0.956	0.957	0.956	0.958	0.956	0.950	0.951	0.947	0.947	0.942	0.941	0.944	0.940	0.946	0.946	0.948	0.950	0.952	0.950	0.957	0.957	0.955	0.953	0.942	0.953	0.954	0.957	0.953	0.945	0.947	0.946	0.942	0.942	0.944	0.941
3 Mo. Roll Avg			0.954	0.956	0.957	0.957	0.955	0.952	0.949	0.948	0.945	0.943	0.942	0.942	0.943	0.944	0.947	0.948	0.950	0.951	0.953	0.955	0.956	0.955	0.950	0.949	0.950	0.955	0.955	0.952	0.948	0.946	0.945	0.943	0.943	0.942

	F 08	M	A	M	J	J	A	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
New Listings	1,381	1,502	1,663	1,654	1,446	1,536	1,369	1,397	1,162	862	667	1,154	1,084	1,507	1,421	1,427	1,373	1,265	1,197	1,236	1,094	913	650	1,249	1,250	1,676	1,626	1,257	1,410	1,301	1,223	1,175	1,023	820	641	960
Inventory	6,295	6,501	6,703	6,934	7,102	7,086	6,992	6,888	6,395	6,007	5,436	5,249	5,307	5,593	5,823	5,852	5,884	5,800	5,670	5,568	5,253	5,051	4,703	4,790	5,031	5,467	5,634	5,812	6,060	6,094	6,111	6,107	5,797	5,408	4,996	4,843
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Avg Sale Price	265	265	265	278	305	305	281	286	252	251	262	239	225	237	235	236	254	250	249	229	238	234	243	228	226	238	241	233	269	247	260	232	262	224	249	238
3 Mo. Roll Avg			265	269	283	296	297	291	273	263	255	251	242	234	232	236	242	247	251	242	238	233	238	235	232	231	235	237	248	250	259	246	251	240	245	237

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