

MARKET ACTION REPORT

April 2013

City: Bethany, Branford, E Haven, Guilford, Hamden, Milford, New Haven, North Haven, Orange, W Haven, Wallingford, Woodbridge



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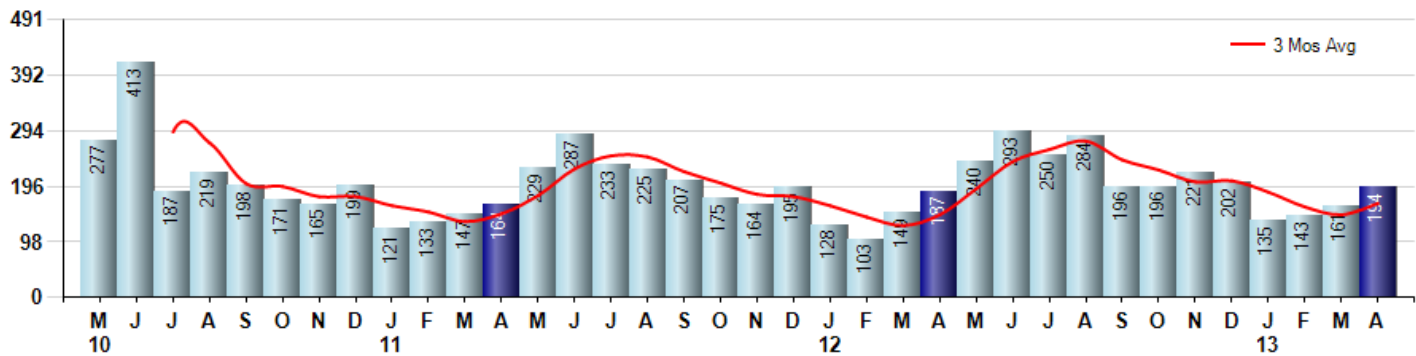
Price Range: \$150,000 to \$600,000 | Properties: Single Family Home, Townhome, Condo

Market Profile & Trends Overview	Month	Trending Versus*:				YTD	Trending Versus*:	
		LM	L3M	PYM	LY		PriorYTD	PriorYear
Median List Price of all Current Listings	\$279,900	↑		↑				
Average List Price of all Current Listings	\$304,183	↑		↑				
April Median Sales Price	\$243,500	↓	↑	↓	↓	\$240,000	↓	↓
April Average Sales Price	\$280,551	↑	↑	↑	↑	\$274,292	↔	↔
Total Properties Currently for Sale (Inventory)	1,644	↑		↓				
April Number of Properties Sold	194	↑		↑		633	↑	
April Average Days on Market (Solds)	85	↓	↓	↓	↓	90	↓	↑
Asking Price per Square Foot (based on New Listings)	\$174	↑	↑	↑	↑	\$172	↔	↑
April Sold Price per Square Foot	\$160	↓	↔	↔	↔	\$160	↑	↔
April Month's Supply of Inventory	8.5	↓	↓	↓	↓	9.3	↓	↔
April Sale Price vs List Price Ratio	95.6%	↓	↓	↑	↑	96.0%	↑	↑

* LM=Last Month / L3M=Last 3 Months / PYM=Same Month Prior Year / LY=Last Year / YTD = Year-to-date

Property Sales

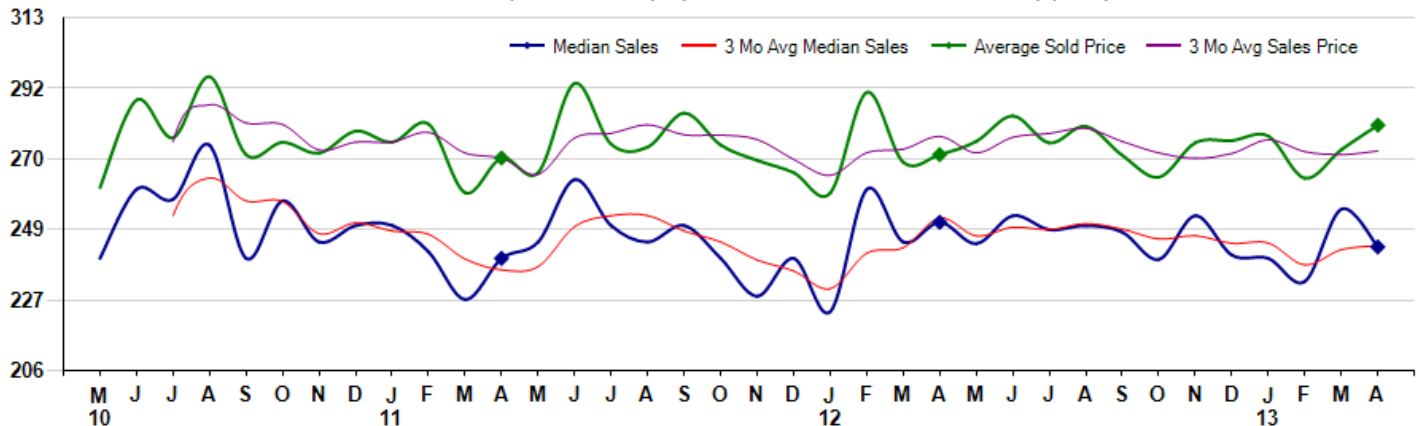
April Property sales were 194, up 3.7% from 187 in April of 2012 and 20.5% higher than the 161 sales last month. April 2013 sales were at their highest level compared to April of 2012 and 2011. April YTD sales of 633 are running 11.6% ahead of last year's year-to-date sales of 567.



Prices

The Median Sales Price in April was \$243,500, down -3.0% from \$251,000 in April of 2012 and down -4.5% from \$255,000 last month. The Average Sales Price in April was \$280,551, up 3.3% from \$271,588 in April of 2012 and up 2.7% from \$273,097 last month. April 2013 ASP was at highest level compared to April of 2012 and 2011.

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



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Based on information from Connecticut Multiple Listing Service, Inc. for the period 5/1/2010 through 4/30/2013. 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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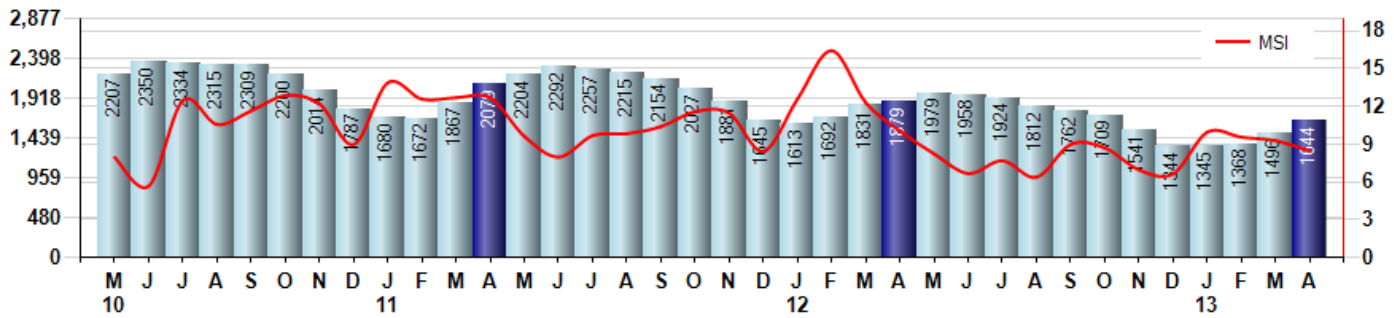
Price Range: \$150,000 to \$600,000 | Properties: Single Family Home, Townhome, Condo

Inventory & MSI

The Total Inventory of Properties available for sale as of April was 1,644, up 9.9% from 1,496 last month and down -12.5% from 1,879 in April of last year. April 2013 Inventory was at the lowest level compared to April of 2012 and 2011.

A comparatively lower MSI is more beneficial for sellers while a higher MSI is better for buyers. The April 2013 MSI of 8.5 months was at its lowest level compared with April of 2012 and 2011.

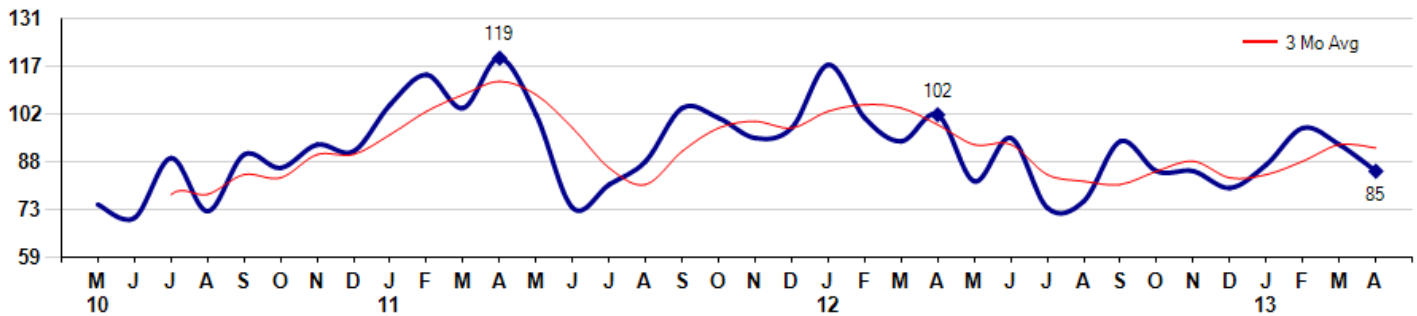
MSI is the # of months needed to sell all of the Inventory at the monthly Sales Pace



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 April was 85, down -8.6% from 93 days last month and down -16.7% from 102 days in April of last year. The April 2013 DOM was at its lowest level compared with April of 2012 and 2011.

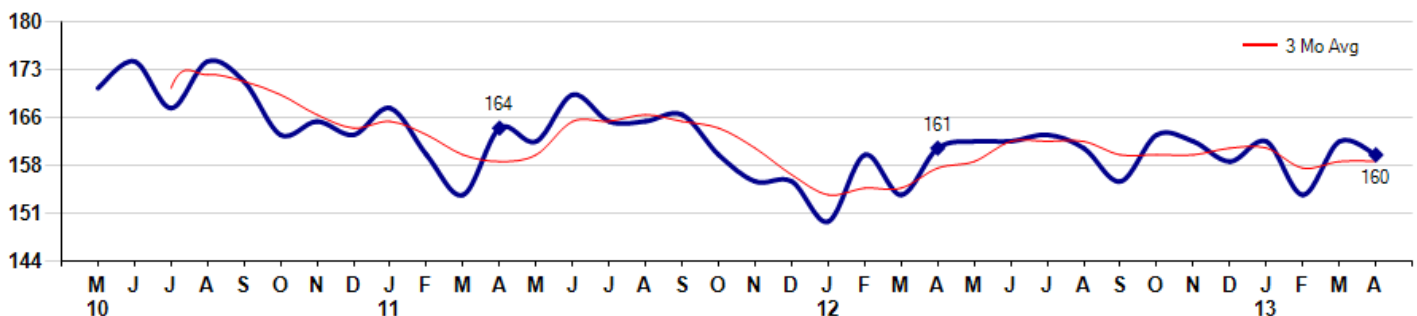
Average Days on Market(Listing to Contract) for properties sold during the month



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 2013 Selling Price per Square Foot of \$160 was down -1.2% from \$162 last month and down -0.6% from \$161 in April of last year.

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



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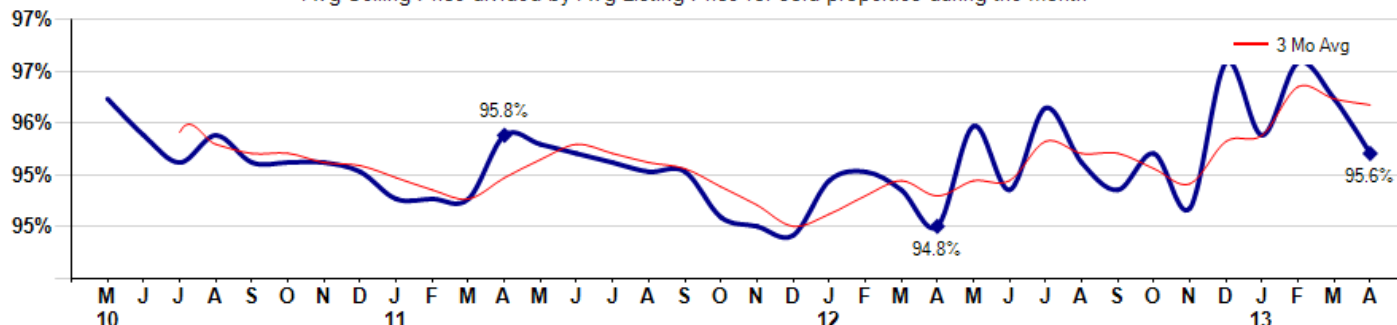


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Selling Price vs Listing Price

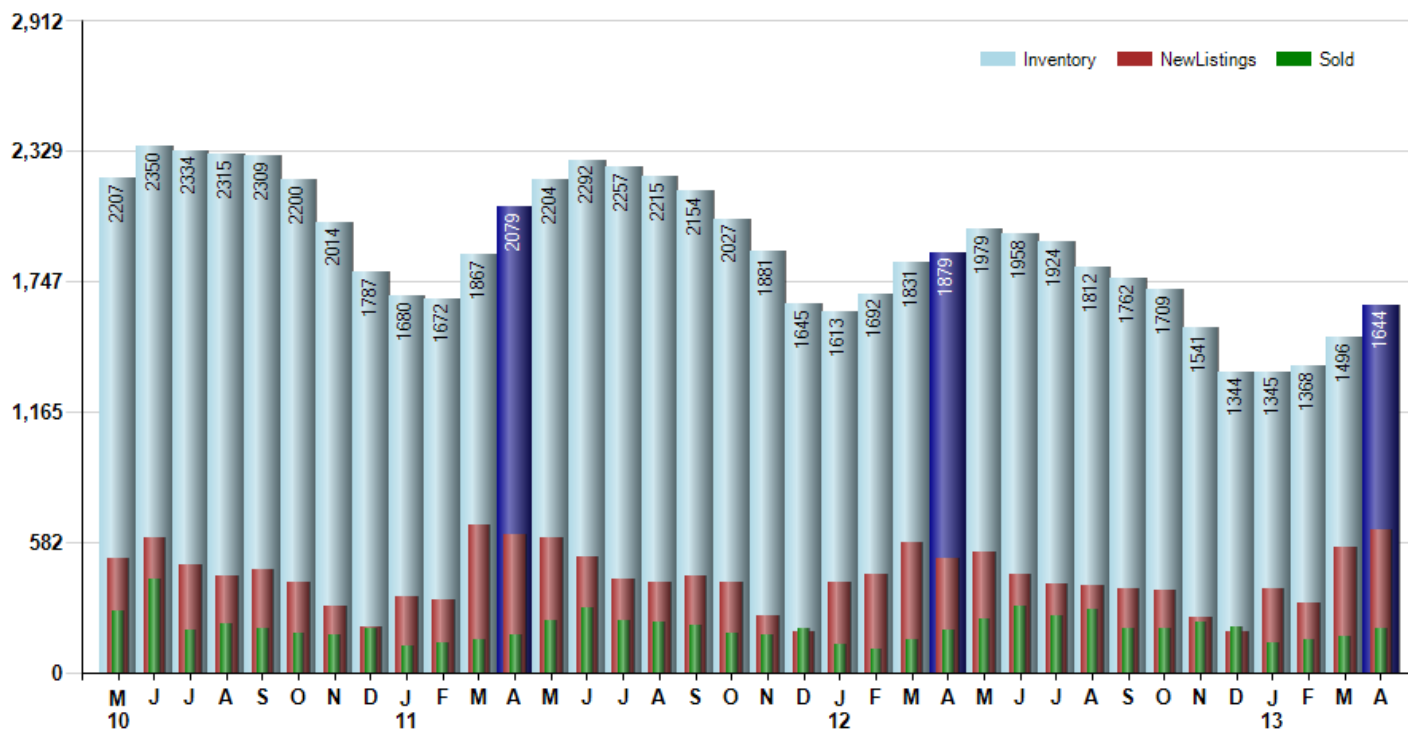
The Selling Price vs Listing Price reveals the average amount that Sellers are agreeing to come down from their list price. The lower the ratio is below 100% the more of a Buyer's market exists, a ratio at or above 100% indicates more of a Seller's market. The April 2013 Selling Price vs List Price of 95.6% was down from 96.2% last month and up from 94.8% in April 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 April 2013 was 635, up 13.4% from 560 last month and up 24.3% from 511 in April of last year.



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