

MARKET ACTION REPORT

December 2011

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



David Carr

Full Time REALTOR Since 1996

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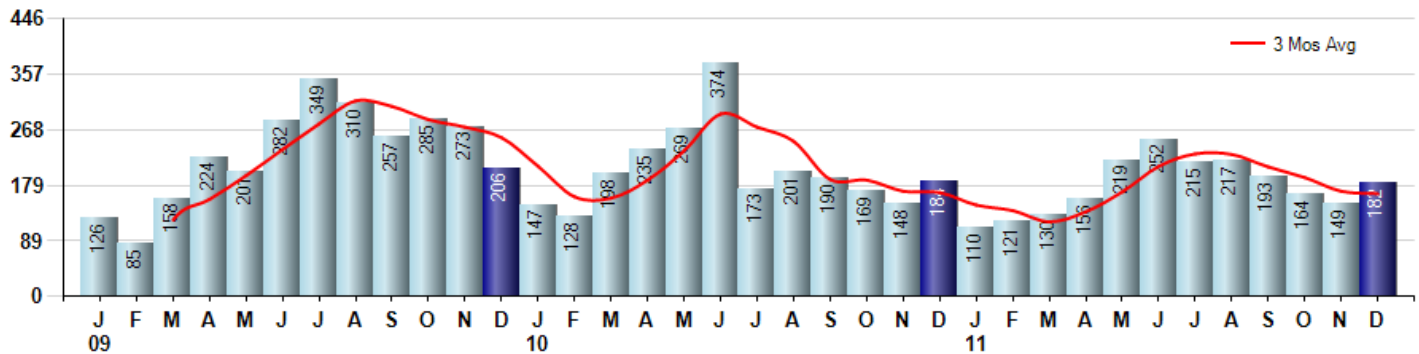
Price Range: \$150,000 to \$500,000 | Properties: Single Family Home, Townhome, Condo

Market Profile & Trends Overview	Trending Versus*:					Trending Versus*:		
	Month	LM	L3M	PYM	LY	YTD	PriorYTD	PriorYear
Median List Price of all Current Listings	\$248,200	1%		0%				
Average List Price of all Current Listings	\$269,813	0%		1%				
December Median Sales Price	\$235,000	9%	0%	-1%	-2%	\$236,900	-2%	-2%
December Average Sales Price	\$251,877	2%	-1%	-3%	-3%	\$257,263	-1%	-1%
Total Properties Currently for Sale (Inventory)	1,544	-9%		-5%				
December Number of Properties Sold	182	22%		-1%			-13%	
December Average Days on Market (Solds)	99	1%	0%	3%	19%	96	17%	16%
Asking Price per Square Foot (based on New Listings)	\$169	1%	1%	2%	-3%	\$169	-3%	-3%
December Sold Price per Square Foot	\$153	0%	-2%	-5%	-9%	\$160	-5%	-5%
December Month's Supply of Inventory	8.5	-26%	-18%	-4%	-15%	10.7	8%	8%
December Sale Price vs List Price Ratio	94.6%	-0.2%	0%	-1%	-1.0%	95.1%	-0.5%	-0.5%

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

Property Sales

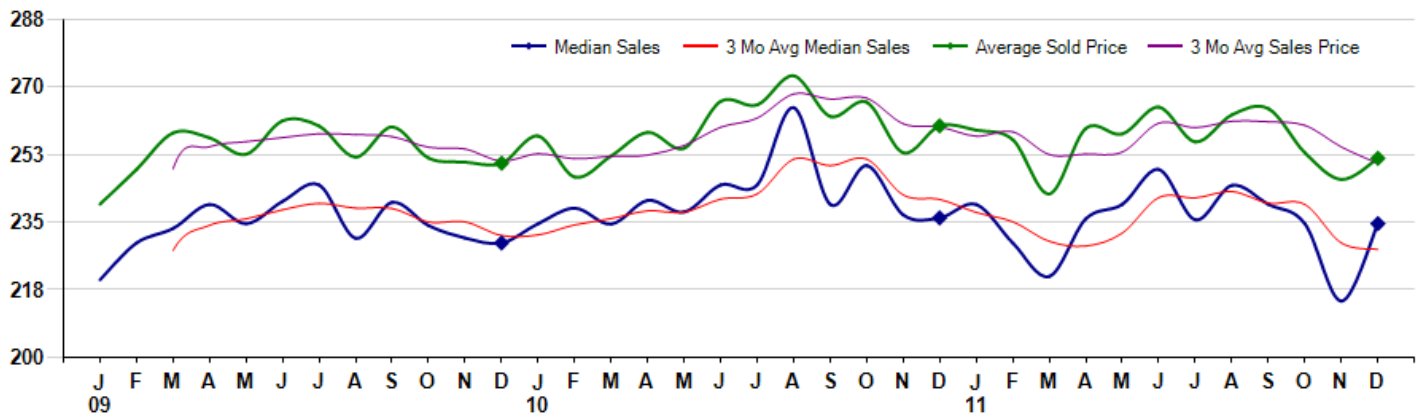
December Property sales were 182, down -1.1% from 184 in December of 2010 and 22.1% higher than the 149 sales last month. December 2011 sales were at their lowest level compared to December of 2010 and 2009. December YTD sales of 2,108 are running -12.7% behind last year's year-to-date sales of 2,416.



Prices

The Median Sales Price in December was \$235,000, down -0.6% from \$236,500 in December of 2010 and up 9.3% from \$215,000 last month. The Average Sales Price in December was \$251,877, down -3.2% from \$260,271 in December of 2010 and up 2.2% from \$246,416 last month. December 2011 ASP was at a mid range compared to December of 2010 and 2009.

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



Based on information from Connecticut Multiple Listing Service, Inc. for the period 1/1/2009 through 12/31/2011. 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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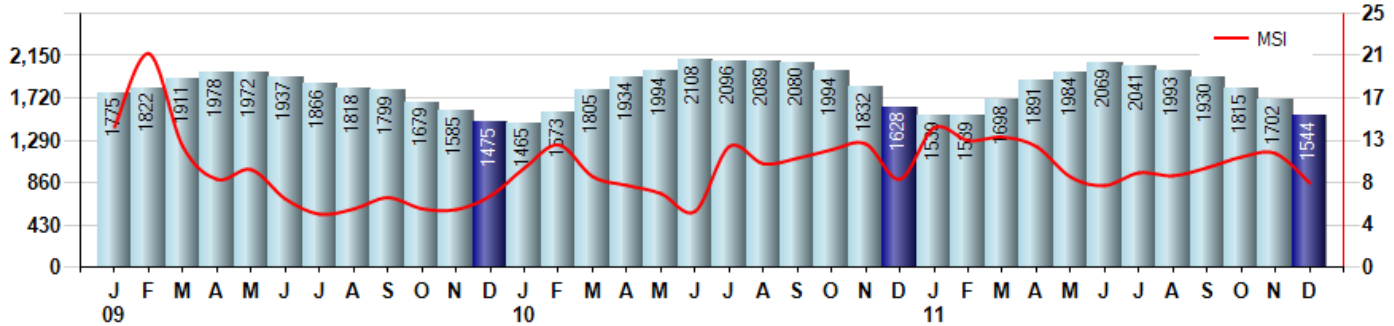
Price Range: \$150,000 to \$500,000 | Properties: Single Family Home, Townhome, Condo

Inventory & MSI

The Total Inventory of Properties available for sale as of December was 1,544, down -9.3% from 1,702 last month and down -5.2% from 1,628 in December of last year. December 2011 Inventory was at a mid range compared to December of 2010 and 2009.

A comparatively lower MSI is more beneficial for sellers while a higher MSI is better for buyers. The December 2011 MSI of 8.5 months was at a mid range compared with December of 2010 and 2009.

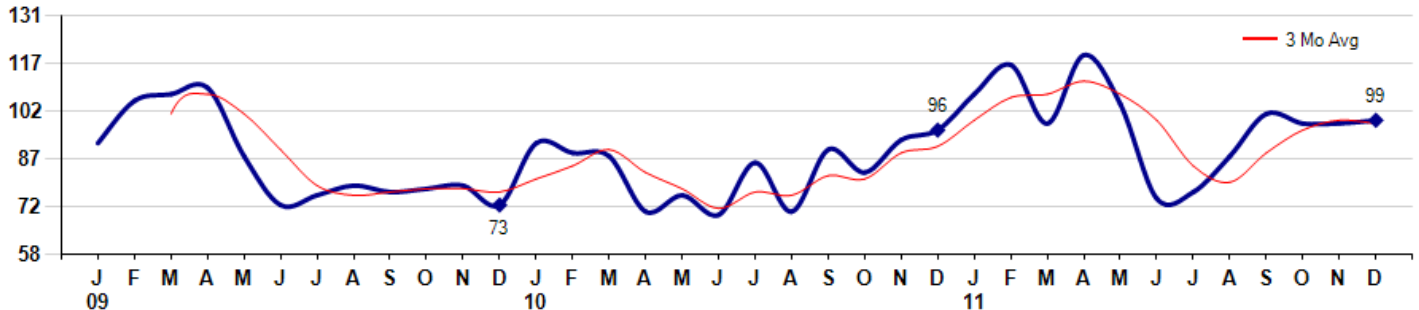
MSI is the # of months needed to sell all of the Inventory at the monthly Sales Pace



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 December was 99, up 1.0% from 98 days last month and up 3.1% from 96 days in December of last year. The December 2011 DOM was at its highest level compared with December of 2010 and 2009.

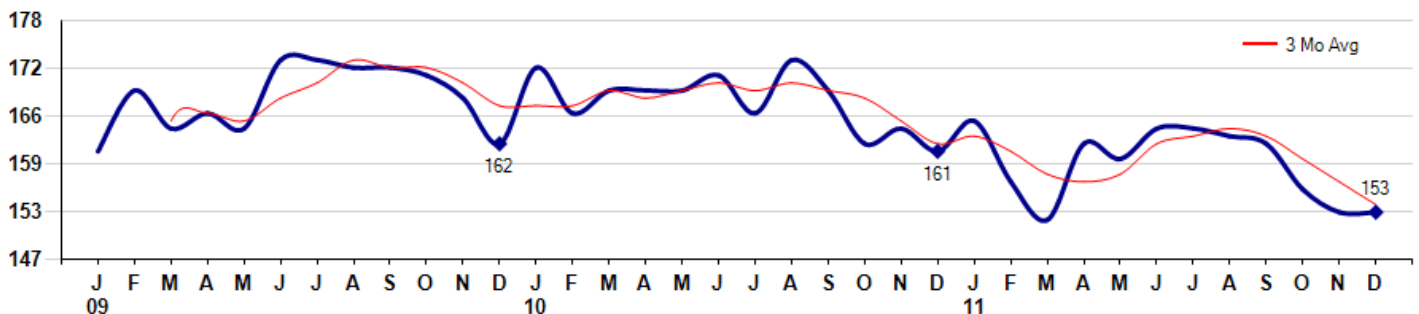
Average Days on Market (Listing to Contract) for properties sold during the month



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 December 2011 Selling Price per Square Foot of \$153 was equal to \$153 last month and down -5.0% from \$161 in December of last year.

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



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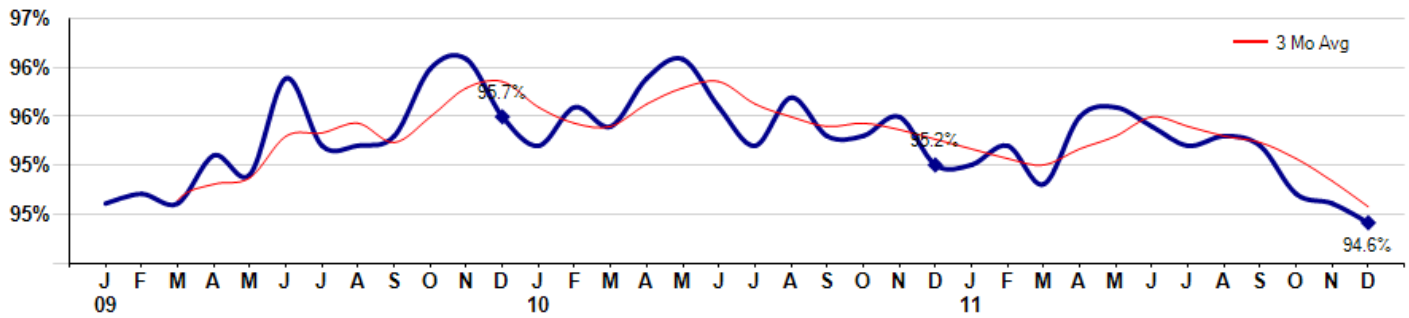


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Selling Price vs Original Listing Price

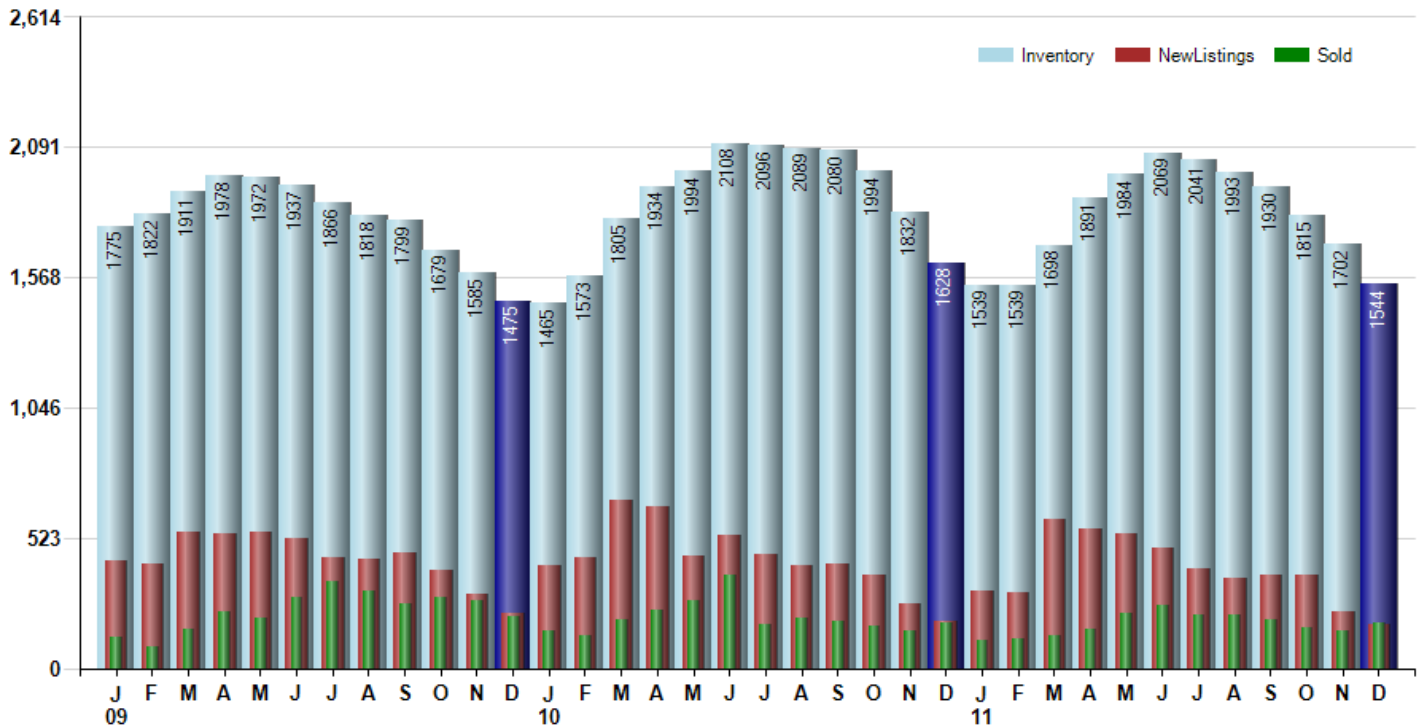
The Selling Price vs Original Listing Price reveals the average amount that Sellers are agreeing to come down from their original list price. The lower the ratio is below 100% the more of a Buyer's market exists, a ratio at or above 100% indicates more of a Seller's market. The December 2011 Selling Price vs Original List Price of 94.6% was down from 94.8% last month and down from 95.2% in December 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 December 2011 was 174, down -22.7% from 225 last month and down -7.4% from 188 in December of last year.



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	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	F	M	A	M	J	J	A	S	O	N	D
Homes Sold	126	85	158	224	201	282	349	310	257	285	273	206	147	128	198	235	269	374	173	201	190	169	148	184	110	121	130	156	219	252	215	217	193	164	149	182
3 Mo. Roll Avg			123	156	194	236	277	314	305	284	272	255	209	160	158	187	234	293	272	249	188	187	169	167	147	138	120	136	168	209	229	228	208	191	169	165

(000's)	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	F	M	A	M	J	J	A	S	O	N	D
Median Sale Price	221	230	234	240	235	241	245	231	241	235	231	230	235	239	235	241	238	245	245	265	240	250	237	237	240	230	221	236	240	249	236	245	240	235	215	235
3 Mo. Roll Avg			228	235	236	239	240	239	239	235	235	232	232	235	236	238	238	241	243	252	250	252	242	241	238	235	230	229	233	242	242	243	240	240	230	228

	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	F	M	A	M	J	J	A	S	O	N	D
Inventory	1,775	1,822	1,911	1,978	1,972	1,937	1,866	1,818	1,799	1,679	1,585	1,475	1,465	1,573	1,805	1,934	1,994	2,108	2,096	2,089	2,080	1,994	1,832	1,628	1,539	1,539	1,698	1,891	1,984	2,069	2,041	1,993	1,930	1,815	1,702	1,544
MSI	14	21	12	9	10	7	5	6	7	6	6	7	10	12	9	8	7	6	12	10	11	12	12	9	14	13	13	12	9	8	9	9	10	11	11	8

	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	F	M	A	M	J	J	A	S	O	N	D
Days On Market	92	105	107	109	88	73	76	79	77	78	79	73	92	89	88	71	76	70	86	71	90	83	93	96	107	116	98	119	104	75	77	88	101	98	98	99
3 Mo. Roll Avg			101	107	101	90	79	76	77	78	78	77	81	85	90	83	78	72	77	76	82	81	89	91	99	106	107	111	107	99	85	80	89	96	99	98

	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	F	M	A	M	J	J	A	S	O	N	D
Price per Sq Ft	161	169	164	166	164	173	173	172	172	171	168	162	172	166	169	169	169	171	166	173	169	162	164	161	165	157	152	162	160	164	164	163	162	156	153	153
3 Mo. Roll Avg			165	166	165	168	170	173	172	172	170	167	167	169	168	169	170	169	170	169	168	165	162	163	161	158	157	158	162	163	164	163	160	157	154	

	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	F	M	A	M	J	J	A	S	O	N	D
Sale to List Price	0.948	0.949	0.948	0.953	0.951	0.961	0.954	0.954	0.955	0.962	0.963	0.957	0.954	0.958	0.956	0.961	0.963	0.958	0.954	0.959	0.955	0.955	0.957	0.952	0.952	0.954	0.950	0.957	0.958	0.956	0.954	0.955	0.954	0.949	0.948	0.946
3 Mo. Roll Avg			0.948	0.950	0.951	0.955	0.955	0.956	0.954	0.957	0.960	0.961	0.958	0.956	0.958	0.960	0.961	0.958	0.957	0.956	0.956	0.956	0.955	0.954	0.953	0.952	0.954	0.955	0.957	0.956	0.955	0.954	0.953	0.950	0.948	

	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	F	M	A	M	J	J	A	S	O	N	D
New Listings	431	417	546	542	549	521	446	435	461	395	297	223	411	442	674	650	448	534	460	412	420	371	260	188	310	301	599	561	541	480	399	361	375	371	225	174
Inventory	1,775	1,822	1,911	1,978	1,972	1,937	1,866	1,818	1,799	1,679	1,585	1,475	1,465	1,573	1,805	1,934	1,994	2,108	2,096	2,089	2,080	1,994	1,832	1,628	1,539	1,539	1,698	1,891	1,984	2,069	2,041	1,993	1,930	1,815	1,702	1,544
Sales	126	85	158	224	201	282	349	310	257	285	273	206	147	128	198	235	269	374	173	201	190	169	148	184	110	121	130	156	219	252	215	217	193	164	149	182

(000's)	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	F	M	A	M	J	J	A	S	O	N	D
Avg Sale Price	240	249	258	257	253	262	260	252	260	252	251	251	258	247	252	259	254	267	266	273	263	266	253	260	259	257	243	260	258	265	256	263	265	253	246	252
3 Mo. Roll Avg			249	255	256	257	258	258	257	255	254	251	253	252	252	253	255	260	262	268	267	267	261	260	258	259	253	253	253	261	260	261	261	260	255	251

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