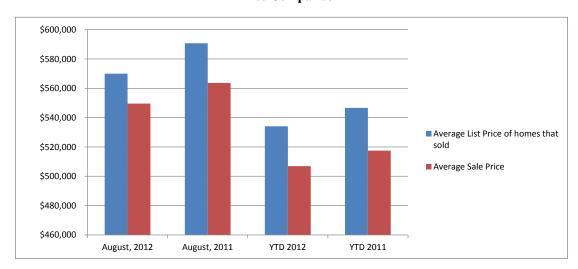


## Stamford, CT Home Sales Report,

August, 2012

| Total Sales Comparison<br>across all residential<br>property types* | Aug | ust, 2012 | Aug | gust, 2011 | Y  | TD 2012 | Y  | TD 2011 | % Change -<br>Month | % Change -<br>YTD |
|---|-----|-----------|-----|------------|----|---------|----|---------|---------------------|-------------------|
| Average List Price of homes that sold                               | \$  | 569,934   | \$  | 590,691    | \$ | 534,098 | \$ | 546,672 | -3.5%               | -2.3%             |
| Average Sale Price  | \$  | 549,585   | \$  | 563,666    | \$ | 506,943 | \$ | 517,494 | -2.5%               | -2.0%             |
| Sales/List Ratio  |     | 96.4%     |     | 95.4%      |    | 94.9%   |    | 94.7%   | 1.1%                | 0.3%              |
| Average Days on Market  |     | 104       |     | 100        |    | 116     |    | 112     | 4.0%                | 3.6%              |
| Number Sold   |     | 117       |     | 109        |    | 728     |    | 679     | 7.3%                | 7.2%              |

## August - Sold Residential Real Estate Price Comparison



Stamford Residential Real Estate Market for Single Family Homes in August was down -7% in average price, vs. last year's August. however the number of sales this August was up 11% over last year with 78 sales. A good sign that adds to the already strong number of sales for Single Family homes Year-to-date of 402, which is 10% above last year at this time. Condominium sales are relatively flat this month with a 3% increase in sales and a 1% increase in transactions year-to-date. the condominium average prices have stayed flat as well with only a .4% increase to \$341,433 year-to-date.

We are in a very opportunistic time in the real estate market. There are great opportunities for Buyers, Sellers and Investors. Call us at the Higgins Group Stamford office for professional advice on any of your real estate needs.

Higgins Group Stamford- (203) 504-5005 Higgins Group.com

Source: Greater Fairfield Consolidated Multiple Listing Service

<sup>\*</sup> Includes Single Family, Multi-Family, Land, Condo & Co-Op. Does not include Commercial or Rental properties.



## Stamford CT Home Sales Report,

August 2012

| Single Family Homes                   | Aug | gust, 2012 | Au | gust, 2011 | Y  | TD 2012 | Y  | TD 2011 | % Change -<br>Month | % Change -<br>YTD |
|---------------------------------------|-----|------------|----|------------|----|---------|----|---------|---------------------|-------------------|
| Average List Price of homes that sold | \$  | 671,635    | \$ | 722,091    | \$ | 686,741 | \$ | 724,457 | -7.0%               | -5.2%             |
| Average Sale Price                    | \$  | 649,625    | \$ | 688,279    | \$ | 652,735 | \$ | 685,064 | -5.6%               | -4.7%             |
| Sales/List Ratio                      |     | 96.7%      |    | 95.3%      |    | 95.0%   |    | 94.6%   | 1.5%                | 0.5%              |
| Average Days on Market                |     | 91         |    | 92         |    | 107     |    | 102     | -1.1%               | 4.9%              |
| Number Sold                           |     | 78         |    | 70         |    | 402     |    | 365     | 11.4%               | 10.1%             |

| Condominiums / Co-Ops                 | Aug | gust, 2012 | Au | gust, 2011 | Y  | TD 2012 | Y  | TD 2011 | % Change -<br>Month | % Change -<br>YTD |
|---------------------------------------|-----|------------|----|------------|----|---------|----|---------|---------------------|-------------------|
| Average List Price of homes that sold | \$  | 358,508    | \$ | 352,353    | \$ | 341,433 | \$ | 340,159 | 1.7%                | 0.4%              |
| Average Sale Price                    | \$  | 343,769    | \$ | 339,384    | \$ | 326,041 | \$ | 323,296 | 1.3%                | 0.8%              |
| Sales/List Ratio                      |     | 95.9%      |    | 96.3%      |    | 95.5%   |    | 95.0%   | -0.4%               | 0.5%              |
| Average Days on Market                |     | 121        |    | 105        |    | 119     |    | 126     | 15.2%               | -5.6%             |
| Number Sold                           |     | 35         |    | 34         |    | 278     |    | 275     | 2.9%                | 1.1%              |

| Multi-Family                          | Auş | gust, 2012 | Au | gust, 2011 | Y  | TD 2012 | Y  | TD 2011 | % Change -<br>Month | % Change -<br>YTD |
|---------------------------------------|-----|------------|----|------------|----|---------|----|---------|---------------------|-------------------|
| Average List Price of homes that sold | \$  | 449,333    | \$ | 333,475    | \$ | 364,642 | \$ | 350,792 | 34.7%               | 3.9%              |
| Average Sale Price                    | \$  | 406,281    | \$ | 336,500    | \$ | 338,427 | \$ | 334,045 | 20.7%               | 1.3%              |
| Sales/List Ratio                      |     | 90.4%      |    | 100.9%     |    | 92.8%   |    | 95.2%   | -10.4%              | -2.5%             |
| Average Days on Market                |     | 244        |    | 78         |    | 147     |    | 93      | 212.8%              | 58.1%             |
| Number Sold                           |     | 3          |    | 4          |    | 39      |    | 33      | -25.0%              | 18.2%             |

| Snapshot of Marketplace -<br>September 1, 2012 | Single Family<br>Homes | Condominiums / Co-Ops | Multi-Family | Total Sales Comparison<br>across all residential<br>property types* |
|--|------------------------|-----------------------|--------------|---|
| Total Active Residential<br>Listings           | 388                    | 243                   | 38           | 700   |
| Average List Price currently on market         | \$ 950,524             | \$ 374,013            | \$ 562,562   | 708,857   |
| Average DOM                                    | 130                    | 110                   | 153          | 134   |
| Number of Pending sales                        | 83                     | 95                    | 25           | 206   |
| Number of Sales YTD                            | 402                    | 278                   | 39           | 728   |
| Average Closed Price YTD                       | \$ 652,735             | \$ 326,041            | \$ 338,427   | 506,943   |
| Months of Inventory                            | 7.7                    | 7.0                   | 7.8          | 7.7   |

 $Source: \ Greater\ Fairfield\ Consolidated\ Multiple\ Listing\ Service$ 

<sup>\*</sup> Includes Single Family, Multi-Family, Land, Condo & Co-Op. Does not include Commercial or Rental properties.