

# MARKET ACTION REPORT

January 2012

City: Windsor



Mary & Dick Greenberg

970-689-4663  
richardg@maryanddick.com  
www.maryanddick.com



Price Range: All | Properties: Single Family - Condo - TwnHm

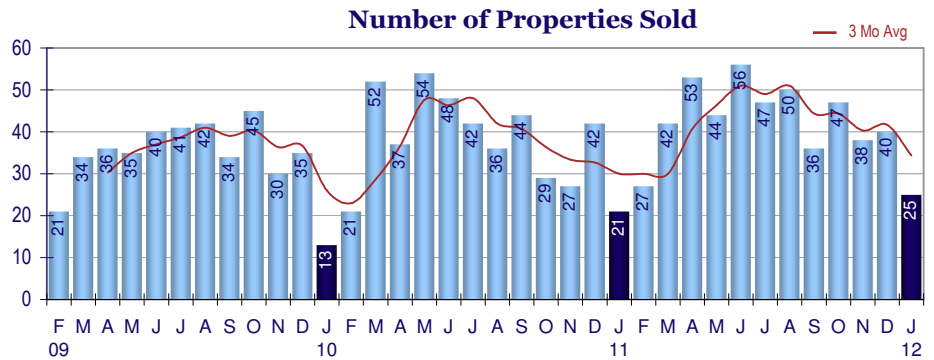
## Market Profile & Trends Overview

	Month	Trending versus*:				YTD	Trending versus*:	
		LM	L3M	PYM	LY		Prior YTD	Prior Year
Median List Price of all Current Listings	\$359,900	↓		↑				
Average List Price of all Current Listings	\$379,090	↓		↔				
January Median Sales Price	\$241,000	↓	↓	↓	\$241,000	↓	↓	
January Average Sales Price	\$282,665	↔	↔	↓	\$282,665	↓	↓	
Total Properties Currently for Sale (Inventory)	265	↑		↑				
January Number of Properties Sold	25	↓		↑	25	↑		
January Average Days on Market (Solds)	122	↑	↑	↓	122	↓	↑	
Asking Price per Square Foot (based on New Listings)	\$96	↓	↓	↑	\$96	↑	↓	
January Sold Price per Square Foot	\$88	↓	↓	↓	\$88	↓	↓	
January Month's Supply of Inventory	10.6	↑	↑	↓	10.6	↓	↑	
January Sale Price vs List Price Ratio	98.0%	↔	↔	↑	98.0%	↑	↑	

\* LM=Last Month / L3M=Last 3 Months / PYM=Same Month Prior Year / LY=Last Year (2011) / YTD = Year-to-date | Arrows indicate if Month / YTD values are higher (up), lower (down) or unchanged (flat)

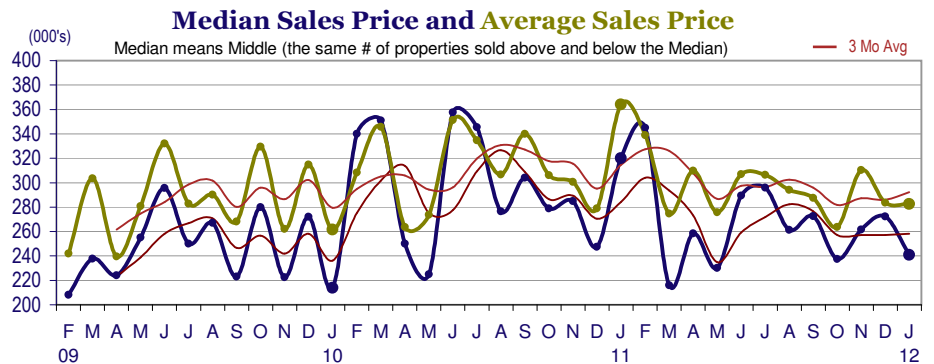
## Property Sales

January Property sales were 25, up 19.0% from 21 in January of 2011 and 37.5% lower than the 40 sales last month. January 2012 sales were at their highest level compared to January of 2011 and 2010. January YTD sales of 25 are running 19.0% ahead of last year's year-to-date sales of 21.



## Prices

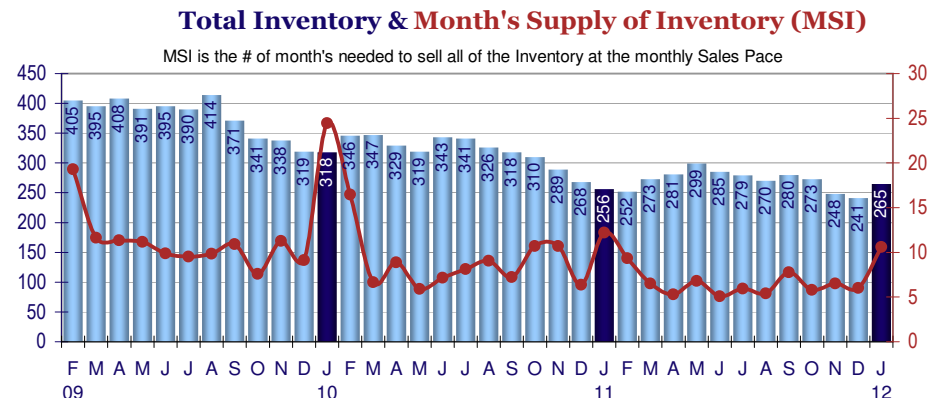
The Median Sales Price in January was \$241,000, down 24.7% from \$320,000 in January of 2011 and down 11.5% from \$272,414 last month. The Average Sales Price in January was \$282,665, down 22.4% from \$364,088 in January of 2011 and down 0.4% from \$283,708 last month. January 2012 ASP was at a mid range compared to January of 2011 and 2010.



## Inventory & MSI

The Total Inventory of Properties available for sale as of January was 265, up 10.0% from 241 last month and up 3.5% from 256 in January of last year. January 2012 Inventory was at a mid level compared with January of 2011 and 2010.

A comparatively lower MSI is more beneficial for sellers while a higher MSI is better for buyers. The January 2012 MSI of 10.6 months was at its lowest level compared with January of 2011 and 2010.



City: Windsor



**Mary & Dick Greenberg**

970-689-4663  
richardg@maryanddick.com  
www.maryanddick.com

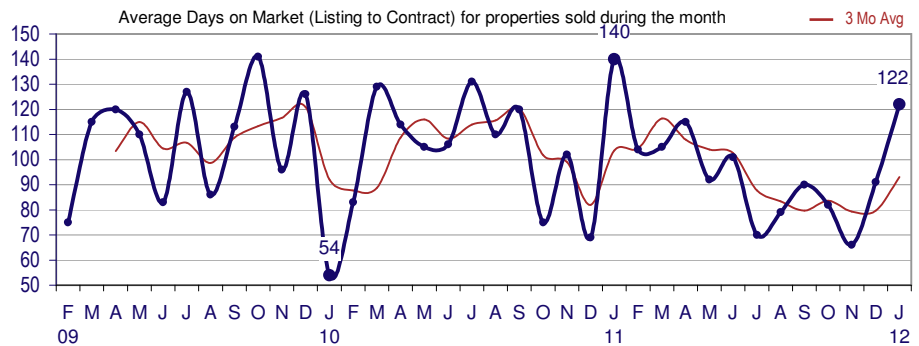


Price Range: All | Properties: Single Family - Condo - TwnHm

## 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 122, up 34.1% from 91 days last month and down 12.9% from 140 days in January of last year. The January 2012 DOM was at a mid level compared with January of 2011 and 2010.

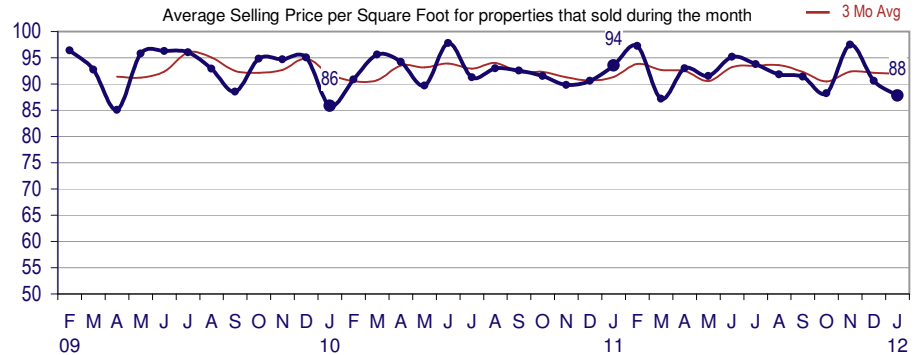
## Days On Market for Sold Properties



## 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 January 2012 Selling Price per Square Foot of \$88 was down 3.1% from \$91 last month and down 6.2% from 94 in January of last year.

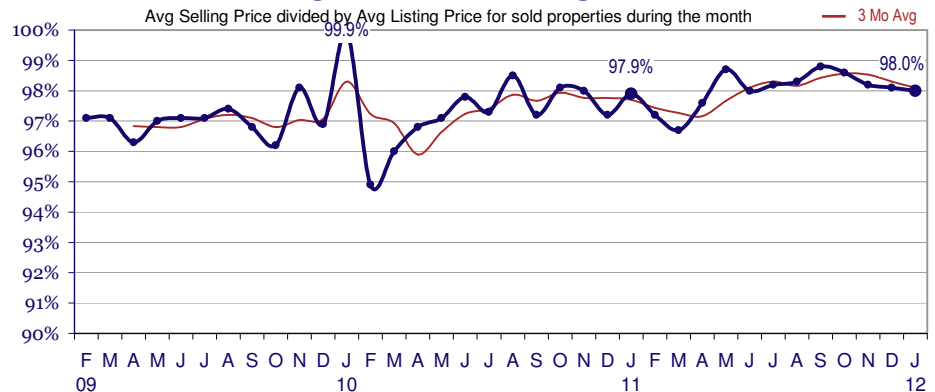
## Selling Price per Square Foot



## 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 January 2012 Selling Price vs Original List Price of 98.0% was down from 98.1% last month and up from 97.9% in January 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 January 2012 was 70, up 32.1% from 53 last month and up 22.8% from 57 in January of last year.

## Inventory / New Listings / Sales

