

*Weston, Connecticut  
February 2010*

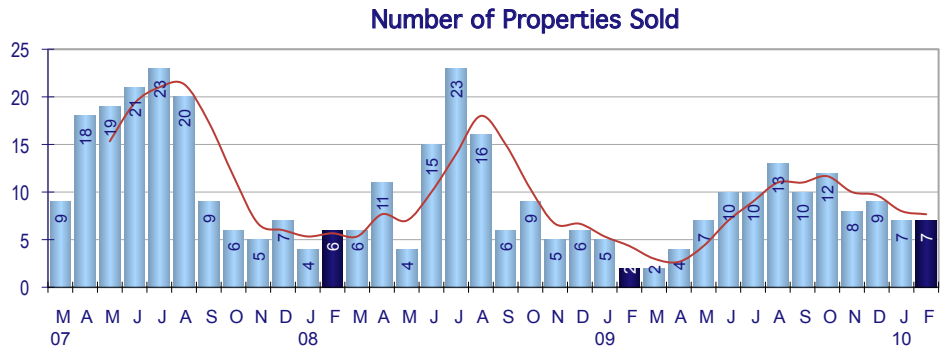
**Market Profile & Trends Overview**

	Month	Trending versus*:				YTD	Trending versus*:	
		LM	L3M	PYM	LY		Prior YTD	Prior Year
Median List Price of all Current Listings	\$1,312,000	-1%		-5%				
Average List Price of all Current Listings	\$1,632,105	-1%		8%				
February Median Sales Price	\$772,500	-3%	-3%	20%	-5%	\$783,513	-6%	-3%
February Average Sales Price	\$824,357	8%	-6%	28%	-11%	\$793,082	-3%	-14%
Total Properties Currently for Sale (Inventory)	128	12%		-10%				
February Number of Properties Sold	7	0%		250%		14	100%	
February Average Days on Market (Solds)	148	35%	0%	74%	15%	129	21%	0%
Asking Price per Square Foot (based on New Listings)	\$351	15%	26%	30%	22%	\$315	-3%	10%
February Sold Price per Square Foot	\$236	16%	-2%	-2%	-8%	\$220	-19%	-14%
February Month's Supply of Inventory	18.3	12%	18%	-74%	-39%	17.3	-65%	-42%
February Sale Price vs List Price Ratio	85.5%	-2%	2.2%	4.8%	-6%	86.2%	6.8%	.2%

\*LM=Last Month / L3M=Last 3 Months / PYM=Same Month Prior Year / LY=Last Year (2009) / YTD = Year-to-date

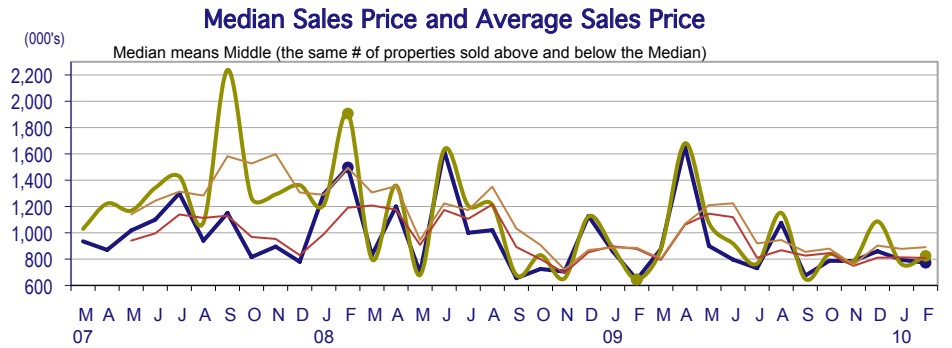
**Property Sales**

February Property sales were 7, up 250.0% from 2 in February of 2009 and the same as the 7 sales last month. February 2010 sales were at their highest level compared to February of 2009 and 2008. February YTD sales of 14 are running 100.0% ahead of last year's year-to-date sales of 7.



**Prices**

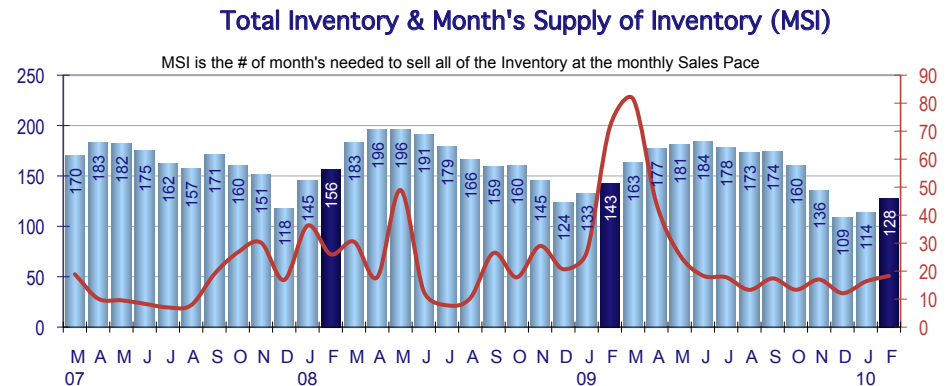
The Median Sales Price in February was \$772,500, up 19.8% from \$645,000 in February of 2009 and down -2.8% from \$794,525 last month. The Average Sales Price in February was \$824,357, up 27.8% from \$645,000 in February of 2009 and up 8.2% from \$761,807 last month. February 2010 ASP was at a mid range compared to February of 2009 and 2008.



**Inventory & MSI**

The Total Inventory of Properties available for sale as of February was 128, up 12.3% from 114 last month and down -10.5% from 143 in February of last year. February 2010 Inventory was at its lowest level compared with February of 2009 and 2008.

A comparatively lower MSI is more beneficial for sellers while a higher MSI is better for buyers. The February 2010 MSI of 18.3 months was at its lowest level compared with February of 2009 and 2008.





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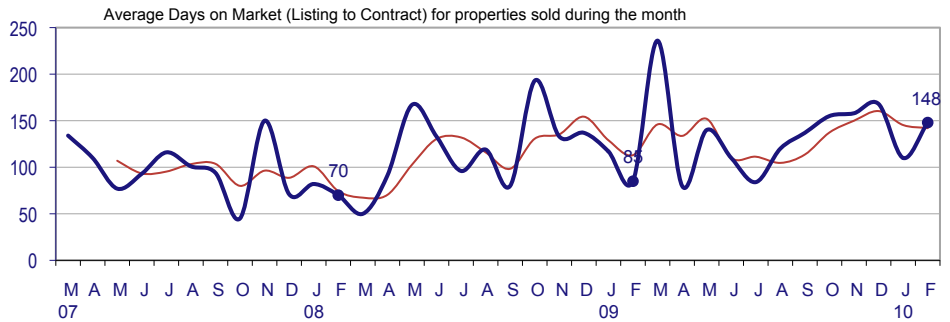
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**Market Time**

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 February was 148, up 34.5% from 110 days last month and up 74.1% from 85 days in February of last year. The February 2010 DOM was at a mid level compared with February of 2009 and 2008.

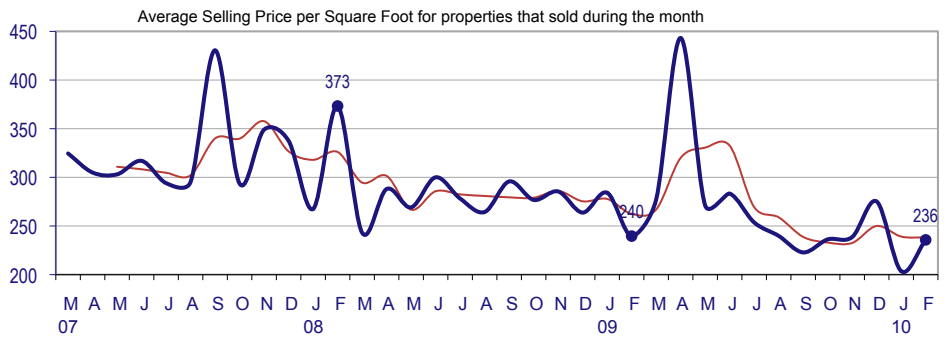
**Days On Market for Sold Properties**



**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 February 2010 Selling Price per Square Foot of \$236 was up 15.8% from \$204 last month and down -1.6% from 240 in February of last year.

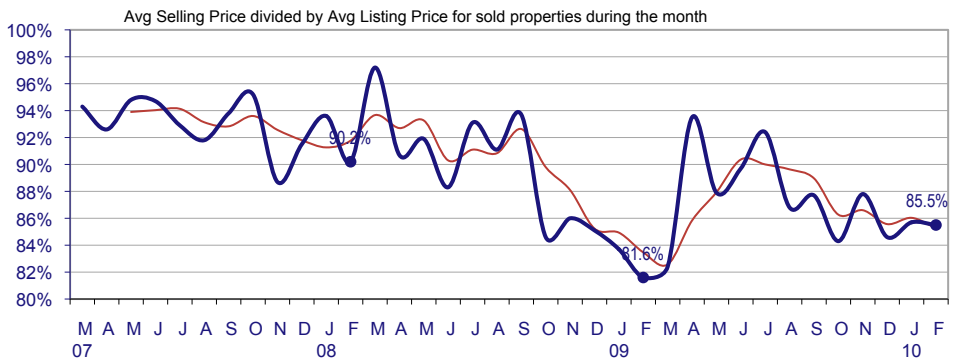
**Selling Price per Square Foot**



**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 February 2010 Selling Price vs Original List Price of 85.5% was down from 85.7% last month and up from 81.6% in February 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 February 2010 was 30, down -9.1% from 33 last month and down -6.3% from 32 in February of last year.

**Inventory / New Listings / Sales**

