

*Weston, Connecticut  
January 2010*

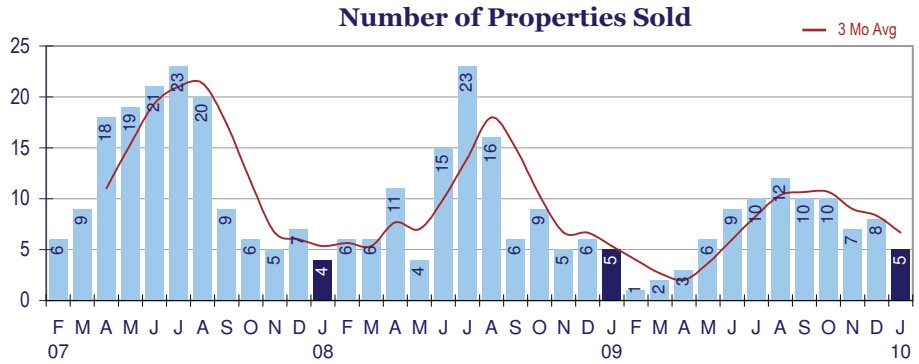
**Market Profile & Trends Overview**

	Month	Trending versus*:				YTD	Trending versus*:	
		LM	L3M	PYM	LY		Prior YTD	Prior Year
Median List Price of all Current Listings	\$1,330,000	0%		-6%				
Average List Price of all Current Listings	\$1,655,454	3%		1%				
January Median Sales Price	\$808,000	2%	-5%	-6%	-2%	\$808,000	-6%	-2%
January Average Sales Price	\$865,100	-6%	-2%	-3%	-4%	\$865,100	-3%	-4%
Total Properties Currently for Sale (Inventory)	120	6%		-10%				
January Number of Properties Sold	5	-38%		0%		5	0%	
January Average Days on Market (Solds)	108	-39%	-33%	-8%	-17%	108	-8%	-17%
Asking Price per Square Foot (based on New Listings)	\$0	-100%	-100%	-100%	-100%	\$0	-100%	-100%
January Sold Price per Square Foot	\$228	-18%	-11%	-20%	-14%	\$228	-20%	-14%
January Month's Supply of Inventory	24.0	70%	24%	-10%	-38%	24.0	-10%	-38%
January Sale Price vs List Price Ratio	87.2%	.5%	2.5%	4.2%	.5%	85.4%	6.8%	-1.5%

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

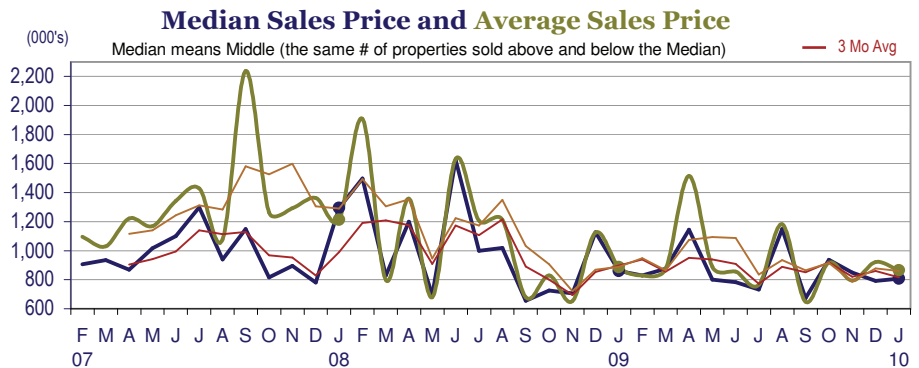
**Property Sales**

January Property sales were 5, equal to 5 in January of 2009 and -37.5% lower than the 8 sales last month. January 2010 sales were at their highest level compared to January of 2009 and 2008. January YTD sales of 5 are running equal to last year's year-to-date sales of 5.



**Prices**

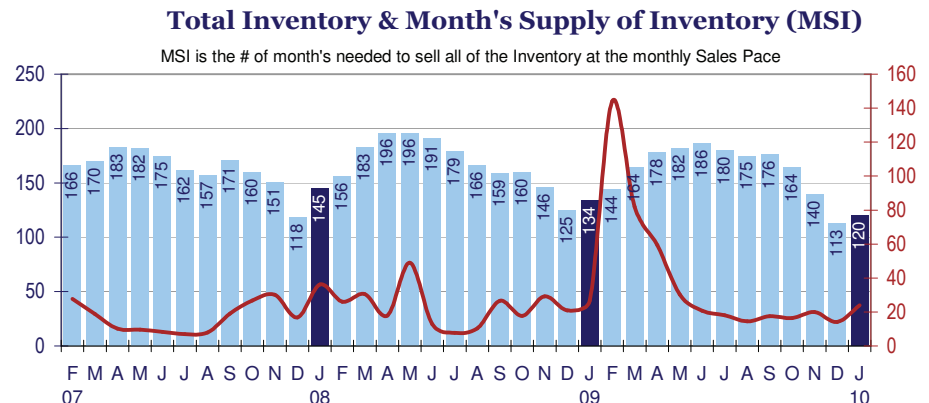
The Median Sales Price in January was \$808,000, down -6.0% from \$860,000 in January of 2009 and up 2.0% from \$792,500 last month. The Average Sales Price in January was \$865,100, down -2.5% from \$887,500 in January of 2009 and down -6.2% from \$922,500 last month. January 2010 ASP was at the lowest level compared to January of 2009 and 2008.

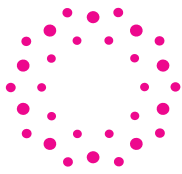


**Inventory & MSI**

The Total Inventory of Properties available for sale as of January was 120, up 6.2% from 113 last month and down -10.4% from 134 in January of last year. January 2010 Inventory was at its lowest level compared with January of 2009 and 2008.

A comparatively lower MSI is more beneficial for sellers while a higher MSI is better for buyers. The January 2010 MSI of 24.0 months was at its lowest level compared with January of 2009 and 2008.



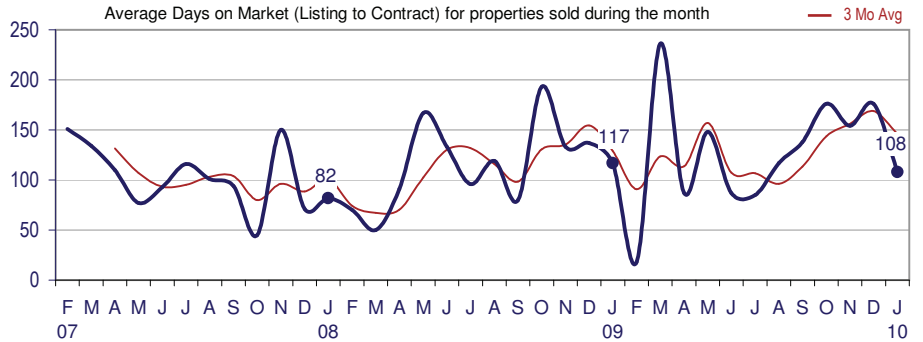


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Market Time

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 January was 108, down -38.6% from 176 days last month and down -7.7% from 117 days in January of last year. The January 2010 DOM was at a mid level compared with January of 2009 and 2008.

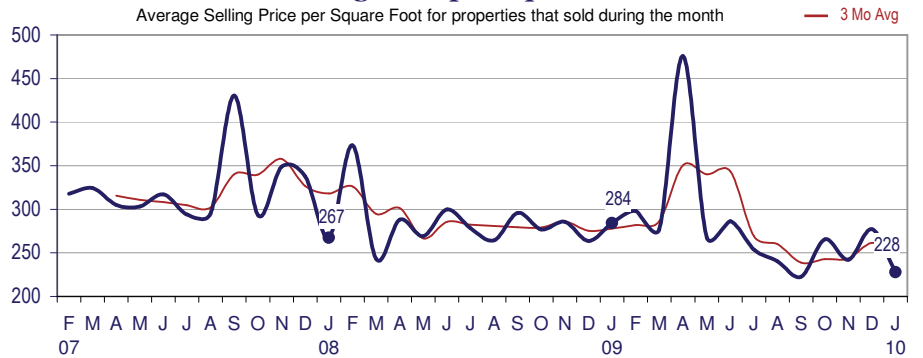
**Days On Market for Sold Properties**



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 January 2010 Selling Price per Square Foot of \$228 was down -17.9% from \$277 last month and down -19.8% from 284 in January of last year.

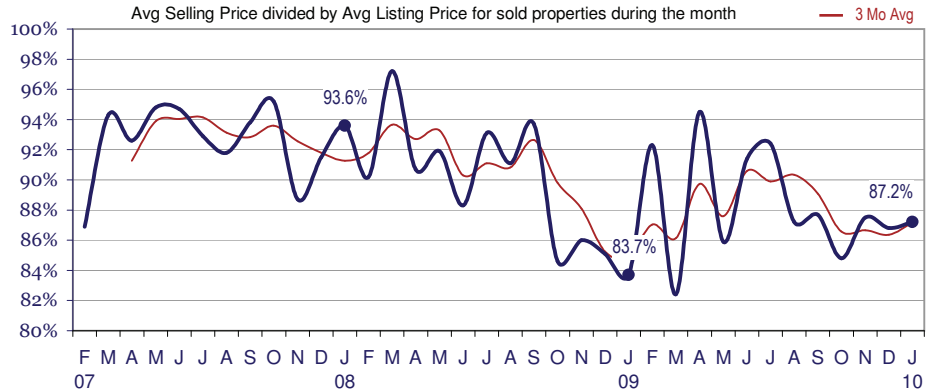
**Selling Price per Square Foot**



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 2010 Selling Price vs Original List Price of 87.2% was up from 86.8% last month and up from 83.7% in January of last year.

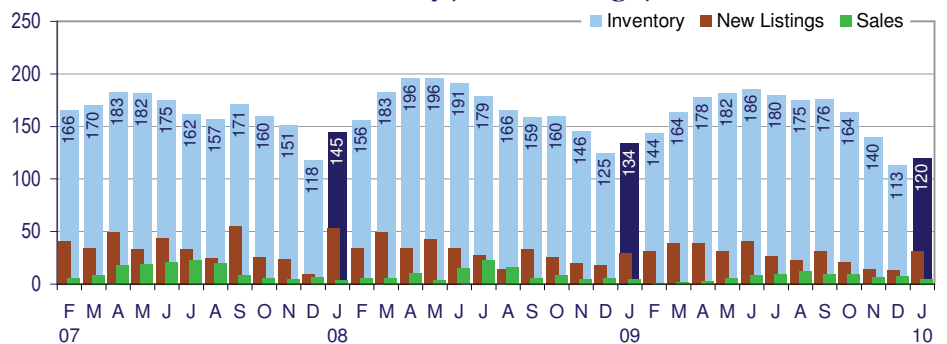
**Selling Price versus Listing Price Ratio**

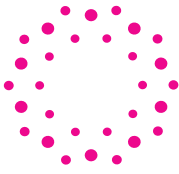


Inventory / New Listings / Sales

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 2010 was 32, up 146.2% from 13 last month and up 10.3% from 29 in January of last year.

**Inventory / New Listings / Sales**





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## Weston, Connecticut January 2010

### City: Weston

Price Range: All | Property Types: Single Family - Condo - TwnHm

	F 07	M	A	M	J	J	A	S	O	N	D	J 08	F	M	A	M	J	J	A	S	O	N	D	J 09	F	M	A	M	J	J	A	S	O	N	D	J 10
Homes Sold	6	9	18	19	21	23	20	9	6	5	7	4	6	6	11	4	15	23	16	6	9	5	6	5	1	2	3	6	9	10	12	10	10	7	8	5
3 Mo. Roll Avg			11	15	19	21	21	17	12	7	6	5	6	5	8	7	10	14	18	15	10	7	7	5	4	3	2	4	6	8	10	11	11	9	8	7

(000's)	F 07	M	A	M	J	J	A	S	O	N	D	J 08	F	M	A	M	J	J	A	S	O	N	D	J 09	F	M	A	M	J	J	A	S	O	N	D	J 10
Median Sale Price	906	935	870	1018	1100	1300	940	1150	816	895	780	1295	1498	830	1200	695	1625	1000	1020	1020	855	725	705	1128	860	830	876	1145	800	783	731	1150	674	938	850	808
3 Mo. Roll Avg			904	941	996	1139	1113	1130	969	954	830	990	1191	1208	1176	908	1173	1107	1215	892	800	695	853	898	939	855	950	940	909	771	888	852	920	820	860	817

	F 07	M	A	M	J	J	A	S	O	N	D	J 08	F	M	A	M	J	J	A	S	O	N	D	J 09	F	M	A	M	J	J	A	S	O	N	D	J 10
Inventory	166	170	183	182	175	162	157	171	160	151	118	145	156	183	196	196	191	179	166	159	160	146	125	134	144	164	178	182	186	180	175	176	164	140	113	120
MSI	28	19	10	10	8	7	8	19	27	30	17	36	26	31	18	49	13	8	10	27	18	29	21	27	144	82	59	30	21	18	15	18	16	20	14	24

	F 07	M	A	M	J	J	A	S	O	N	D	J 08	F	M	A	M	J	J	A	S	O	N	D	J 09	F	M	A	M	J	J	A	S	O	N	D	J 10
Days on Market	151	134	110	77	93	116	101	94	45	150	71	82	70	50	91	167	133	96	119	80	193	133	137	117	18	236	87	148	87	85	117	138	176	154	176	108
3 Mo. Roll Avg			132	107	93	95	103	104	80	96	89	101	74	67	70	103	130	132	116	98	131	135	154	129	91	124	114	157	107	107	96	113	144	156	169	146

	F 07	M	A	M	J	J	A	S	O	N	D	J 08	F	M	A	M	J	J	A	S	O	N	D	J 09	F	M	A	M	J	J	A	S	O	N	D	J 10
Price per Sq Ft	318	325	305	303	317	294	295	431	294	349	338	267	373	243	288	269	300	276	264	296	277	285	264	284	298	277	476	268	286	254	240	223	266	242	277	228
3 Mo. Roll Avg			316	311	308	305	302	340	340	358	327	318	326	295	301	267	286	282	281	279	279	286	275	278	282	286	350	340	343	269	260	239	243	243	262	249

	F 07	M	A	M	J	J	A	S	O	N	D	J 08	F	M	A	M	J	J	A	S	O	N	D	J 09	F	M	A	M	J	J	A	S	O	N	D	J 10
Sale to List Price	0.869	0.943	0.926	0.948	0.947	0.929	0.918	0.936	0.887	0.915	0.936	0.922	0.972	0.907	0.919	0.883	0.931	0.911	0.937	0.846	0.860	0.851	0.837	0.823	0.824	0.945	0.859	0.914	0.924	0.872	0.877	0.848	0.875	0.868	0.872	
3 Mo. Roll Avg			0.913	0.939	0.940	0.941	0.931	0.928	0.936	0.926	0.918	0.913	0.918	0.937	0.927	0.933	0.903	0.911	0.908	0.926	0.898	0.881	0.852	0.849	0.870	0.861	0.897	0.876	0.906	0.899	0.903	0.891	0.866	0.857	0.864	

	F 07	M	A	M	J	J	A	S	O	N	D	J 08	F	M	A	M	J	J	A	S	O	N	D	J 09	F	M	A	M	J	J	A	S	O	N	D	J 10
New Listings	41	34	49	33	44	33	25	55	26	24	10	53	34	49	34	43	34	28	14	33	26	20	18	29	32	39	39	32	41	27	23	32	21	14	13	32
Inventory	166	170	183	182	175	162	157	171	160	151	118	145	156	183	196	196	191	179	166	159	160	146	125	134	144	164	178	182	186	180	175	176	164	140	113	120
Sales	6	9	18	19	21	23	20	9	6	5	7	4	6	6	11	4	15	23	16	6	9	5	6	5	1	2	3	6	9	10	12	10	10	7	8	5

(000's)	F 07	M	A	M	J	J	A	S	O	N	D	J 08	F	M	A	M	J	J	A	S	O	N	D	J 09	F	M	A	M	J	J	A	S	O	N	D	J 10
Avg Sale Price	1097	1030	1222	1168	1342	1429	1078	2238	1264	1292	1363	1213	1907	799	1359	679	1633	1206	1213	678	830	653	1124	888	830	876	1515	888	856	765	1181	649	917	794	923	865
3 Mo. Roll Avg			1116	1140	1244	1313	1283	1582	1527	1598	1306	1289	1494	1306	1355	946	1223	1173	1351	1032	907	721	869	888	947	865	1074	1093	1086	836	934	865	916	787	878	860

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