

*Westport, Connecticut
January 2010*

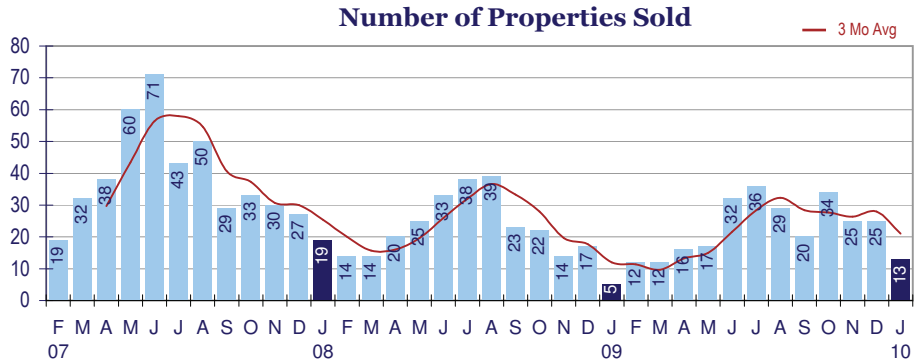
Market Profile & Trends Overview

	Month	Trending versus*:				YTD	Trending versus*:	
		LM	L3M	PYM	LY		Prior YTD	Prior Year
Median List Price of all Current Listings	\$1,465,000	-2%		-3%				
Average List Price of all Current Listings	\$2,178,107	-3%		-4%				
January Median Sales Price	\$1,275,000	50%	21%	128%	21%	\$1,275,000	128%	21%
January Average Sales Price	\$1,859,038	57%	28%	208%	35%	\$1,859,038	208%	35%
Total Properties Currently for Sale (Inventory)	337	10%		1%				
January Number of Properties Sold	13	-48%		160%		13	160%	
January Average Days on Market (Solds)	135	-13%	-11%	11%	2%	135	11%	2%
Asking Price per Square Foot (based on New Listings)	\$325	-19%	-20%	-22%	-23%	\$325	-22%	-23%
January Sold Price per Square Foot	\$409	3%	7%	16%	9%	\$409	16%	9%
January Month's Supply of Inventory	25.9	112%	51%	-61%	10%	25.9	-61%	10%
January Sale Price vs List Price Ratio	87.9%	-8%	1.9%	3.3%	2.5%	85.7%	-1.0%	-1.1%

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

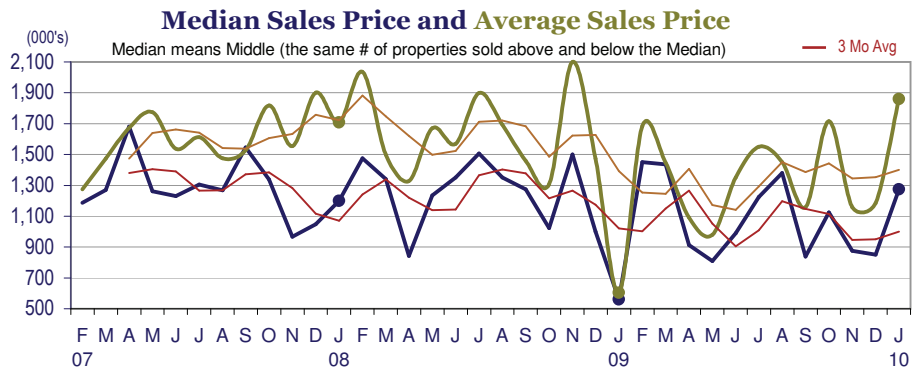
Property Sales

January Property sales were 13, up 160.0% from 5 in January of 2009 and -48.0% lower than the 25 sales last month. January 2010 sales were at a mid level compared to January of 2009 and 2008. January YTD sales of 13 are running 160.0% ahead of last year's year-to-date sales of 5.



Prices

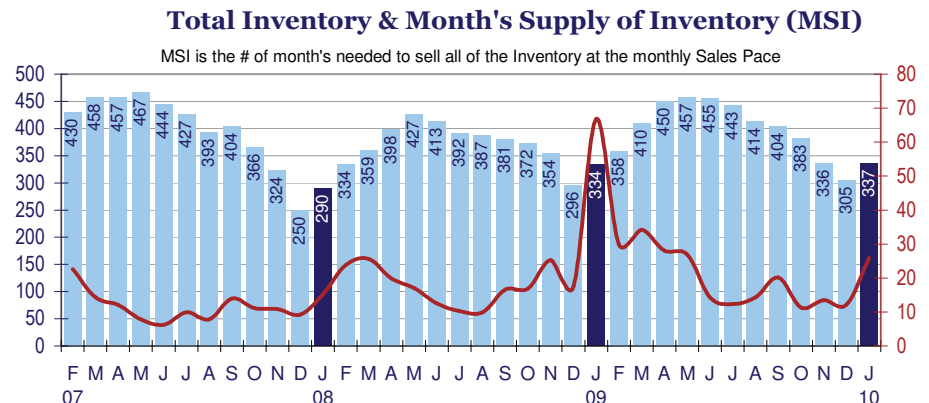
The Median Sales Price in January was \$1,275,000, up 127.7% from \$560,000 in January of 2009 and up 50.0% from \$850,000 last month. The Average Sales Price in January was \$1,859,038, up 207.9% from \$603,712 in January of 2009 and up 56.9% from \$1,185,113 last month. January 2010 ASP was at the highest level compared to January of 2009 and 2008.



Inventory & MSI

The Total Inventory of Properties available for sale as of January was 337, up 10.5% from 305 last month and up 0.9% from 334 in January of last year. January 2010 Inventory was at its highest 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 25.9 months was at a mid level compared with January of 2009 and 2008.



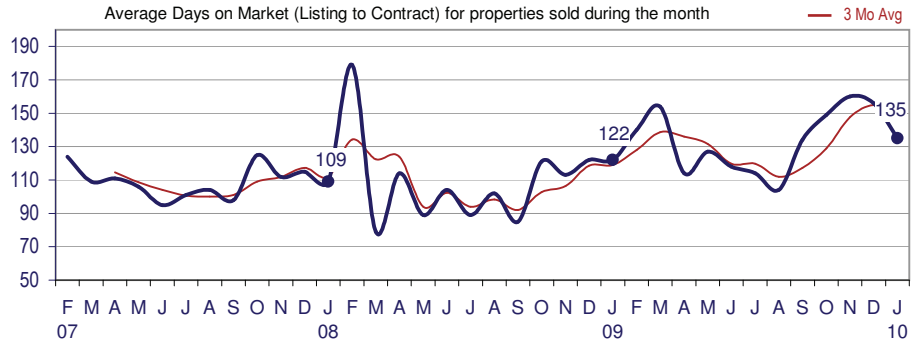


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Market Time

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 135, down -13.5% from 156 days last month and up 10.7% from 122 days in January of last year. The January 2010 DOM was at a mid level compared with January of 2009 and 2008.

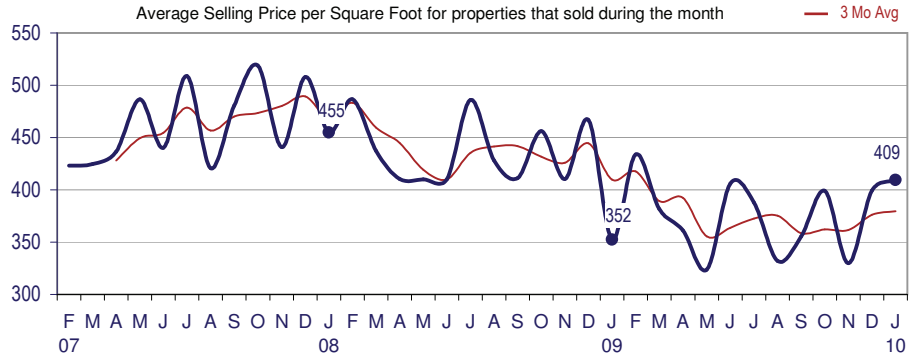
Days On Market for Sold Properties



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 \$409 was up 2.6% from \$399 last month and up 16.2% from 352 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 87.9% was down from 88.6% last month and up from 85.1% in January of last year.

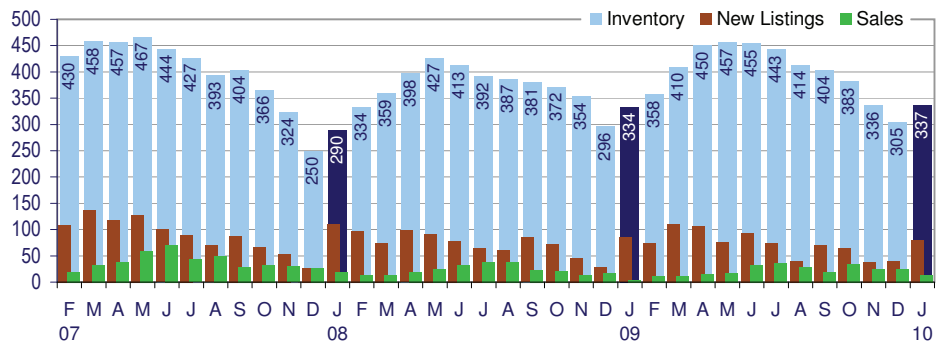
Selling Price versus Listing Price Ratio

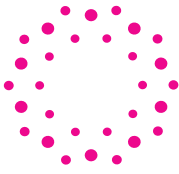


Inventory / New Listings / Sales

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 80, up 100.0% from 40 last month and down -5.9% from 85 in January of last year.

Inventory / New Listings / Sales





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Westport, Connecticut
January 2010

City: Westport

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

	F 07	M	A	M	J	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	19	32	38	60	71	43	50	29	33	30	27	19	14	14	20	25	33	38	39	23	22	14	17	5	12	12	16	17	32	36	29	20	34	25	25	13	
3 Mo. Roll Avg			30	43	56	55	41	37	31	30	25	20	16	16	20	26	32	37	33	28	20	18	12	11	10	13	15	22	28	32	28	28	26	28	21		

(000's)	F 07	M	A	M	J	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	1188	1270	1680	1263	1230	1305	1268	1545	1338	966	1048	1200	1475	1342	843	1235	1351	1508	1351	1275	1023	1500	1000	560	1450	1436	913	810	990	1224	1380	838	1125	875	850	1275	
3 Mo. Roll Avg			1379	1404	1391	1266	1288	1373	1383	1283	1117	1071	1241	1339	1220	1140	1143	1365	1403	1378	1216	1266	1174	1020	1003	1149	1266	1053	904	1008	1198	1147	1114	946	950	1000	

	F 07	M	A	M	J	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	430	458	457	467	444	427	393	404	366	324	250	290	334	359	398	427	413	392	387	381	372	354	296	334	358	410	450	457	455	443	414	404	383	336	305	337	
MSI	23	14	12	8	6	10	8	14	11	11	9	15	24	26	20	17	13	10	10	17	17	25	17	67	30	34	28	27	14	12	14	20	11	13	12	26	

	F 07	M	A	M	J	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	124	109	111	106	95	101	104	98	125	112	115	109	179	79	114	89	104	89	102	85	121	113	122	122	140	154	114	127	118	114	104	134	149	160	156	135	
3 Mo. Roll Avg			115	109	104	101	100	101	109	112	117	112	134	122	124	94	102	94	98	92	103	106	119	119	128	139	136	132	120	120	112	117	129	148	155	150	

	F 07	M	A	M	J	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	423	425	437	487	440	509	421	481	519	441	508	455	487	437	410	410	410	486	428	411	456	410	467	352	434	382	361	324	406	388	332	356	399	330	399	409	
3 Mo. Roll Avg			428	449	455	479	457	470	473	480	489	468	483	460	445	419	410	435	441	442	432	426	444	410	418	389	392	356	364	373	375	358	362	362	376	380	

	F 07	M	A	M	J	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	0.932	0.902	0.931	0.940	0.942	0.936	0.933	0.916	0.922	0.915	0.910	0.921	0.882	0.938	0.896	0.929	0.925	0.911	0.908	0.917	0.898	0.902	0.888	0.851	0.858	0.854	0.874	0.855	0.888	0.888	0.858	0.887	0.896	0.869	0.879		
3 Mo. Roll Avg			0.922	0.924	0.938	0.939	0.937	0.928	0.924	0.918	0.916	0.915	0.906	0.917	0.909	0.921	0.917	0.922	0.915	0.912	0.908	0.906	0.889	0.874	0.859	0.854	0.862	0.861	0.872	0.877	0.878	0.881	0.884	0.887	0.884		

	F 07	M	A	M	J	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	109	137	118	128	100	90	70	88	67	53	26	111	97	75	98	92	78	65	61	85	72	46	29	85	74	110	106	76	94	74	40	71	65	38	40	80	
Inventory	430	458	457	467	444	427	393	404	366	324	250	290	334	359	398	427	413	392	387	381	372	354	296	334	358	410	450	457	455	443	414	404	383	336	305	337	
Sales	19	32	38	60	71	43	50	29	33	30	27	19	14	14	20	25	33	38	39	23	22	14	17	5	12	12	16	17	32	36	29	20	34	25	25	13	

(000's)	F 07	M	A	M	J	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	1274	1473	1672	1774	1538	1613	1475	1528	1818	1555	1902	1709	2036	1497	1327	1671	1569	1898	1693	1458	1308	2099	1474	604	1683	1447	1091	980	1352	1549	1450	1157	1717	1158	1185	1859	
3 Mo. Roll Avg			1473	1640	1661	1641	1542	1538	1607	1634	1758	1722	1882	1747	1620	1499	1523	1713	1720	1683	1487	1622	1627	1392	1253	1245	1407	1173	1141	1294	1450	1386	1442	1344	1353	1401	

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