



JUDYMICHAELIS
Personal attention. Proven results.

COLDWELL BANKER
Residential Brokerage
472 Riverside Avenue
Westport, CT 06880

judym@optonline.net
www.judymichaelis.com
203.247.5000

Easton, Connecticut
November 2010

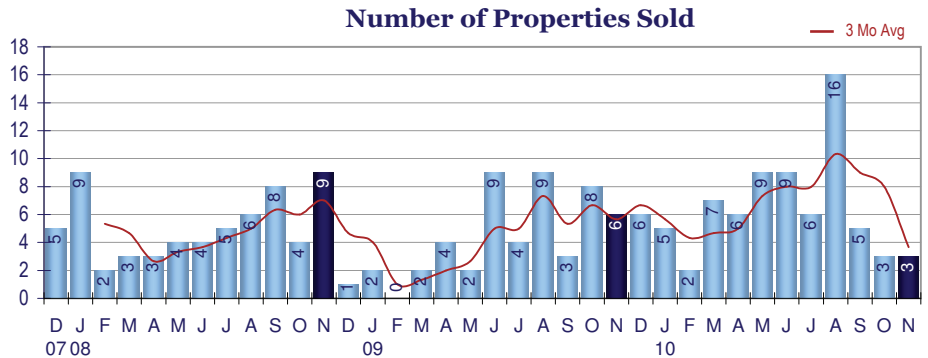
Market Profile & Trends Overview

	Month	Trending versus*:				YTD	Trending versus*:	
		LM	L3M	PYM	LY		Prior YTD	Prior Year
Median List Price of all Current Listings	\$834,250	8%		14%				
Average List Price of all Current Listings	\$950,150	-0%		-3%				
November Median Sales Price	\$525,000	-22%	-5%	-19%	-13%	\$603,000	-1%	0%
November Average Sales Price	\$528,333	-18%	-8%	-10%	-15%	\$651,939	7%	5%
Total Properties Currently for Sale (Inventory)	62	-22%		-23%				
November Number of Properties Sold	3	0%		-50%		71	45%	
November Average Days on Market (Solds)	127	18%	2%	3%	-7%	137	-5%	1%
Asking Price per Square Foot (based on New Listings)	\$191	-28%	-18%	-16%	-21%	\$234	-4%	-3%
November Sold Price per Square Foot	\$204	-13%	-2%	3%	4%	\$205	4%	5%
November Month's Supply of Inventory	20.7	-22%	-3%	53%	-13%	17.3	-30%	-27%
November Sale Price vs List Price Ratio	95.8%	.1%	2.8%	5.6%	2.0%	94.4%	.9%	.6%

* LM=Last Month / L3M=Last 3 Months / PYM=Same Month Prior Year / LY=Last Year (2009) / YTD = Year-to-date | Arrows indicate if Month / YTD values are higher (up), lower (down) or unchanged (flat)

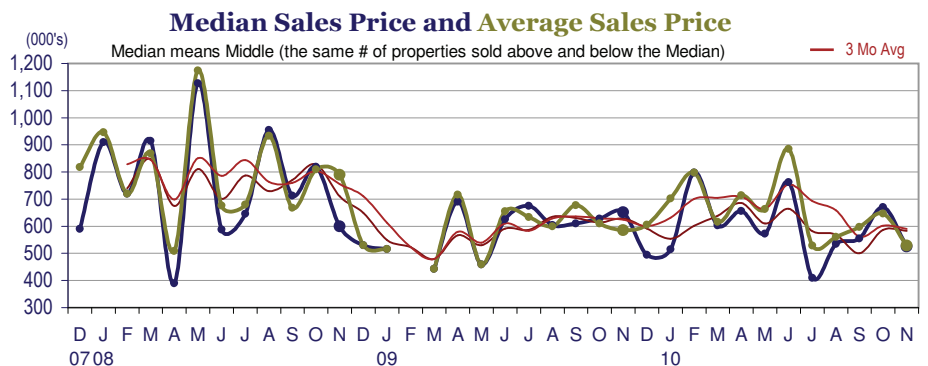
Property Sales

November Property sales were 3, down 50.0% from 6 in November of 2009 and the same as the 3 sales last month. November 2010 sales were at their lowest level compared to November of 2009 and 2008. November YTD sales of 71 are running 44.9% ahead of last year's year-to-date sales of 49.



Prices

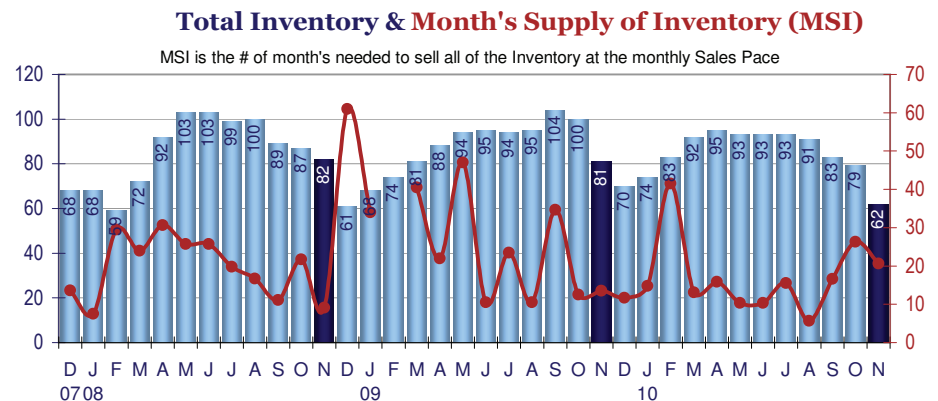
The Median Sales Price in November was \$525,000, down 19.4% from \$651,000 in November of 2009 and down 21.6% from \$670,000 last month. The Average Sales Price in November was \$528,333, down 9.8% from \$586,000 in November of 2009 and down 18.3% from \$646,667 last month. November 2010 ASP was at the lowest level compared to November of 2009 and 2008.



Inventory & MSI

The Total Inventory of Properties available for sale as of November was 62, down 21.5% from 79 last month and down 23.5% from 81 in November of last year. November 2010 Inventory was at its lowest level compared with November of 2009 and 2008.

A comparatively lower MSI is more beneficial for sellers while a higher MSI is better for buyers. The November 2010 MSI of 20.7 months was at its highest level compared with November of 2009 and 2008.





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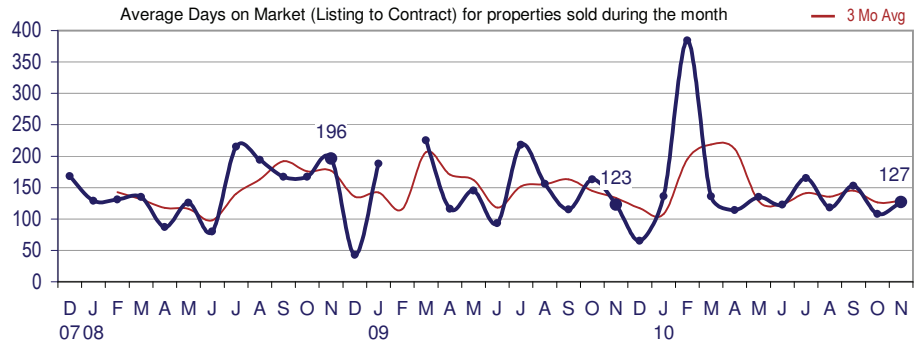
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Market Time

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 November was 127, up 17.6% from 108 days last month and up 3.3% from 123 days in November of last year. The November 2010 DOM was at a mid level compared with November of 2009 and 2008.

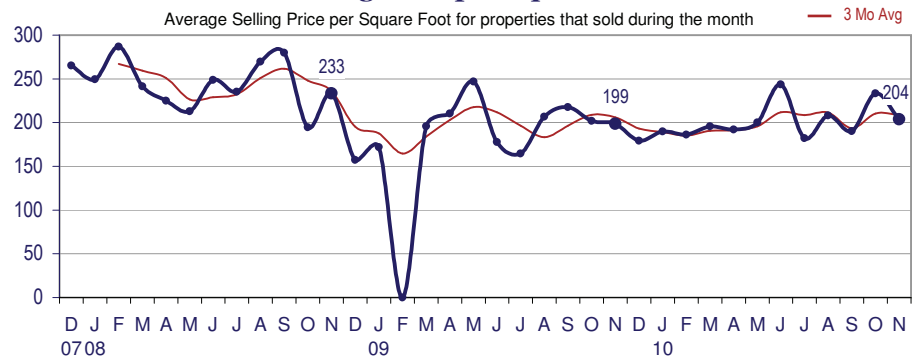
Days On Market for Sold Properties



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 November 2010 Selling Price per Square Foot of \$204 was down 12.7% from \$233 last month and up 2.5% from 199 in November of last year.

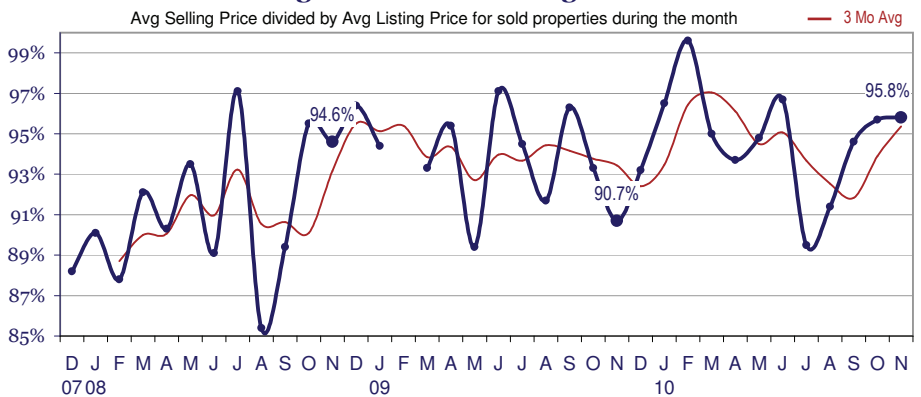
Selling Price per Square Foot



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 November 2010 Selling Price vs Original List Price of 95.8% was up from 95.7% last month and up from 90.7% in November of last year.

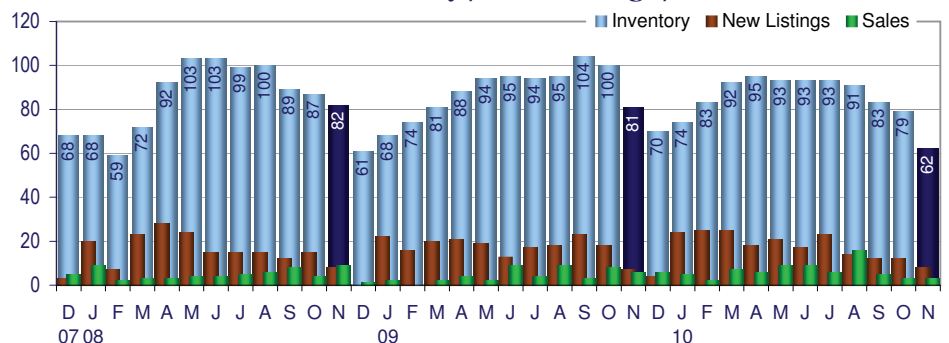
Selling Price versus Listing Price Ratio

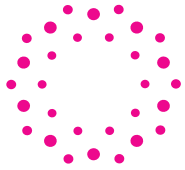


Inventory / New Listings / Sales

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 November 2010 was 8, down 33.3% from 12 last month and up 14.3% from 7 in November of last year.

Inventory / New Listings / Sales





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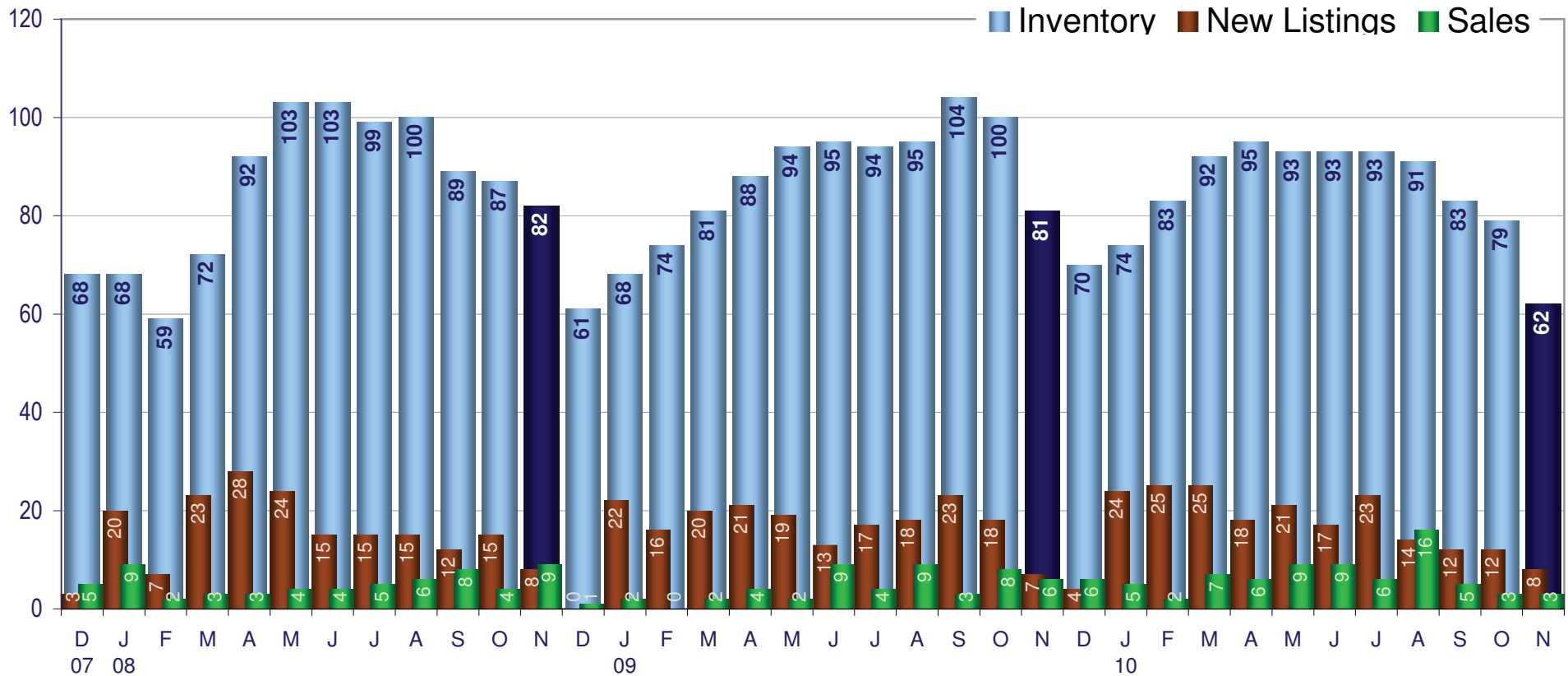
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