



**JUDYMICHAELIS**  
Personal attention. Proven results.

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Easton, Connecticut  
October 2010

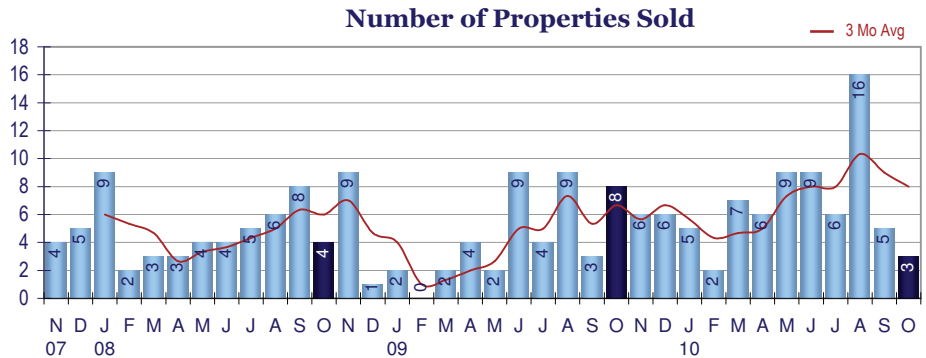
**Market Profile & Trends Overview**

	Month	Trending versus*:				YTD	Trending versus*:	
		LM	L3M	PYM	LY		Prior YTD	Prior Year
Median List Price of all Current Listings	\$750,000	0%		7%				
Average List Price of all Current Listings	\$948,044	0%		0%				
October Median Sales Price	\$670,000	21%	23%	7%	11%	\$615,000	2%	2%
October Average Sales Price	\$646,667	8%	14%	6%	5%	\$657,392	7%	6%
Total Properties Currently for Sale (Inventory)	79	-5%		-21%				
October Number of Properties Sold	3	-40%		-63%		68	58%	
October Average Days on Market (Solds)	108	-29%	-18%	-34%	-21%	138	-6%	1%
Asking Price per Square Foot (based on New Listings)	\$269	21%	8%	20%	11%	\$236	-3%	-2%
October Sold Price per Square Foot	\$233	23%	16%	16%	20%	\$205	4%	5%
October Month's Supply of Inventory	26.3	59%	62%	111%	11%	17.1	-34%	-28%
October Sale Price vs List Price Ratio	95.7%	1.2%	3.6%	2.6%	1.9%	94.4%	.6%	.5%

\* 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)

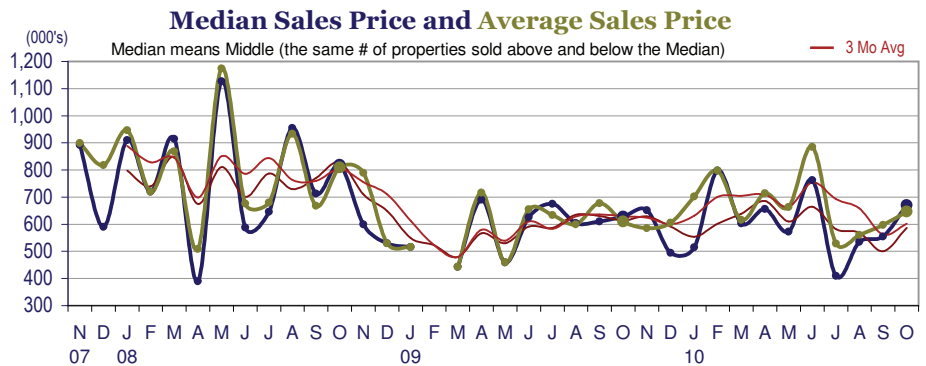
**Property Sales**

October Property sales were 3, down 62.5% from 8 in October of 2009 and 40.0% lower than the 5 sales last month. October 2010 sales were at their lowest level compared to October of 2009 and 2008. October YTD sales of 68 are running 58.1% ahead of last year's year-to-date sales of 43.



**Prices**

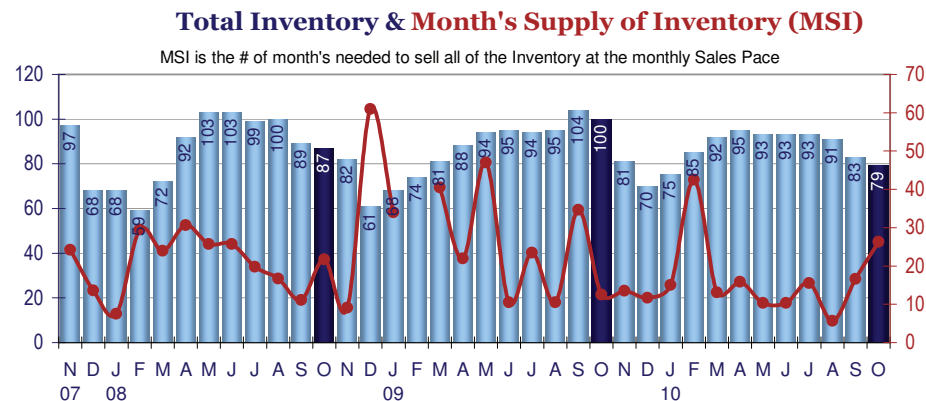
The Median Sales Price in October was \$670,000, up 6.8% from \$627,500 in October of 2009 and up 20.7% from \$555,100 last month. The Average Sales Price in October was \$646,667, up 6.0% from \$610,313 in October of 2009 and up 8.3% from \$597,020 last month. October 2010 ASP was at a mid range compared to October of 2009 and 2008.

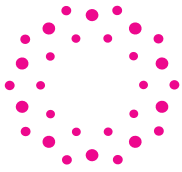


**Inventory & MSI**

The Total Inventory of Properties available for sale as of October was 79, down 4.8% from 83 last month and down 21.0% from 100 in October of last year. October 2010 Inventory was at its lowest level compared with October of 2009 and 2008.

A comparatively lower MSI is more beneficial for sellers while a higher MSI is better for buyers. The October 2010 MSI of 26.3 months was at its highest level compared with October of 2009 and 2008.





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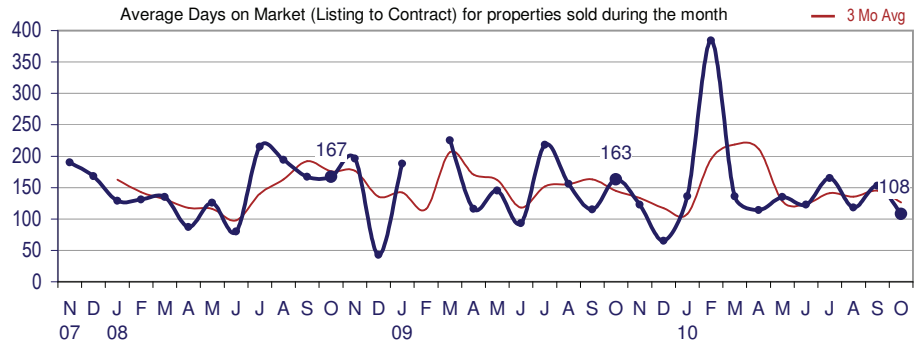
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Market Time

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 October was 108, down 29.4% from 153 days last month and down 33.7% from 163 days in October of last year. The October 2010 DOM was at its lowest level compared with October of 2009 and 2008.

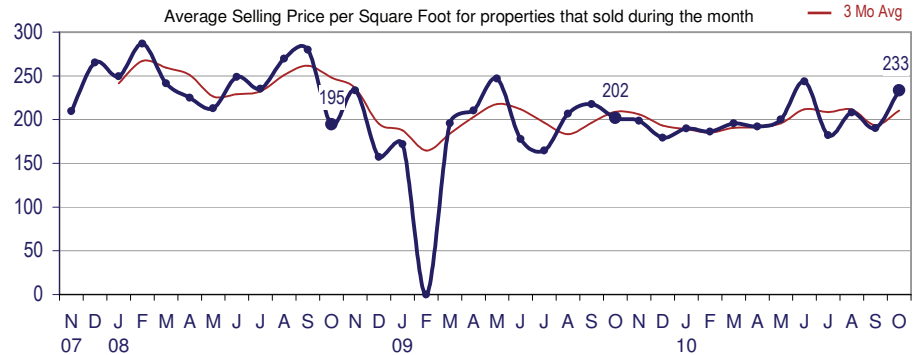
**Days On Market for Sold Properties**



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 October 2010 Selling Price per Square Foot of \$233 was up 22.7% from \$190 last month and up 15.5% from 202 in October of last year.

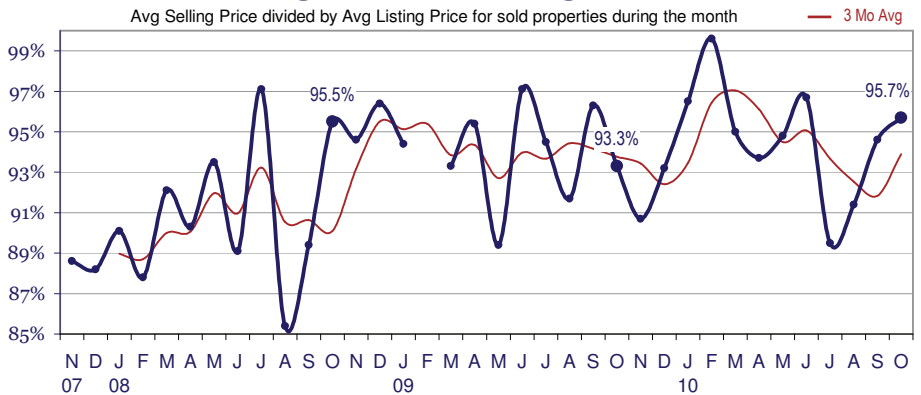
**Selling Price per Square Foot**



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 October 2010 Selling Price vs Original List Price of 95.7% was up from 94.6% last month and up from 93.3% in October of last year.

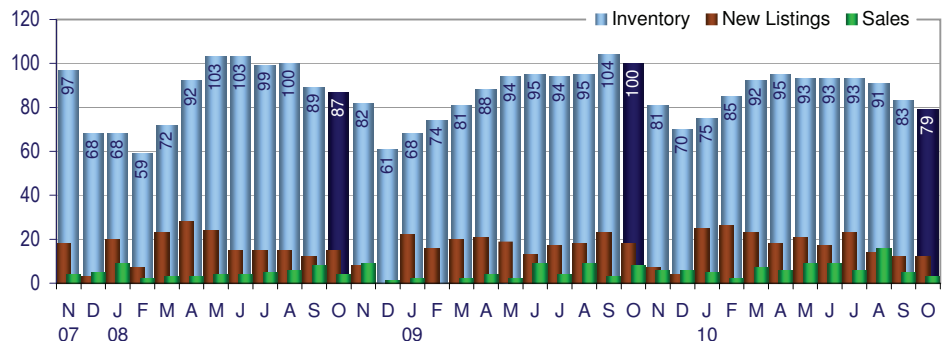
**Selling Price versus Listing Price Ratio**



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 October 2010 was 12, equal to 12 last month and down 33.3% from 18 in October of last year.

**Inventory / New Listings / Sales**





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