



JUDYMICHAELIS
Personal attention. Proven results.

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Fairfield, Connecticut
October 2010

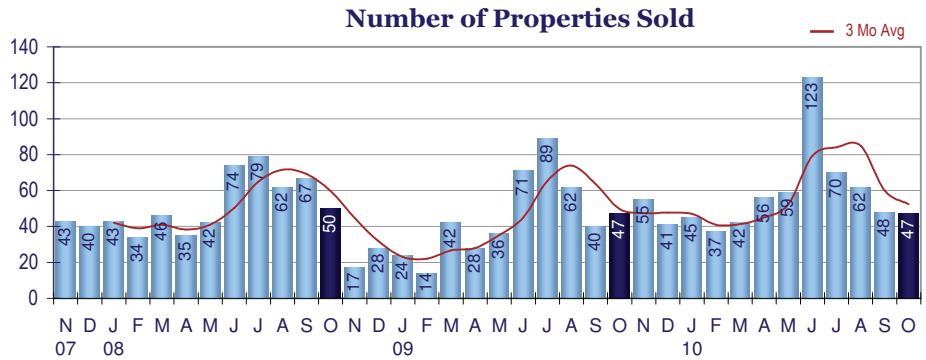
Market Profile & Trends Overview

	Month	Trending versus*:				YTD	Trending versus*:	
		LM	L3M	PYM	LY		Prior YTD	Prior Year
Median List Price of all Current Listings	\$597,125	-0%		-7%				
Average List Price of all Current Listings	\$1,050,633	1%		6%				
October Median Sales Price	\$522,000	24%	-2%	11%	-1%	\$520,000	-4%	-2%
October Average Sales Price	\$637,854	13%	-2%	21%	-4%	\$656,409	-2%	-1%
Total Properties Currently for Sale (Inventory)	590	-4%		-4%				
October Number of Properties Sold	47	-2%		0%		589	30%	
October Average Days on Market (Solds)	110	13%	13%	0%	6%	100	-3%	-4%
Asking Price per Square Foot (based on New Listings)	\$332	5%	2%	7%	-10%	\$325	-15%	-12%
October Sold Price per Square Foot	\$284	3%	-4%	7%	-2%	\$294	1%	1%
October Month's Supply of Inventory	12.6	-2%	7%	-4%	-22%	11.5	-33%	-28%
October Sale Price vs List Price Ratio	94.7%	1.2%	.7%	.6%	2.9%	94.1%	2.7%	2.3%

* 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)

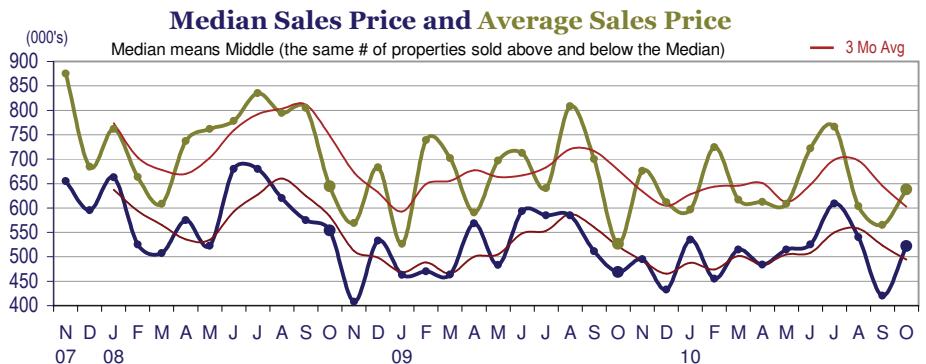
Property Sales

October Property sales were 47, equal to 47 in October of 2009 and 2.1% lower than the 48 sales last month. October 2010 sales were at their lowest level compared to October of 2009 and 2008. October YTD sales of 589 are running 30.0% ahead of last year's year-to-date sales of 453.



Prices

The Median Sales Price in October was \$522,000, up 11.3% from \$469,000 in October of 2009 and up 24.3% from \$420,000 last month. The Average Sales Price in October was \$637,854, up 21.2% from \$526,267 in October of 2009 and up 12.9% from \$564,985 last month. October 2010 ASP was at a mid range compared to October of 2009 and 2008.

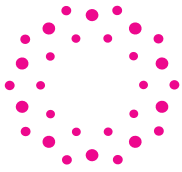


Inventory & MSI

The Total Inventory of Properties available for sale as of October was 590, down 4.1% from 615 last month and down 4.1% from 615 in October of last year. October 2010 Inventory was at a mid 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 12.6 months was at a mid level compared with October of 2009 and 2008.





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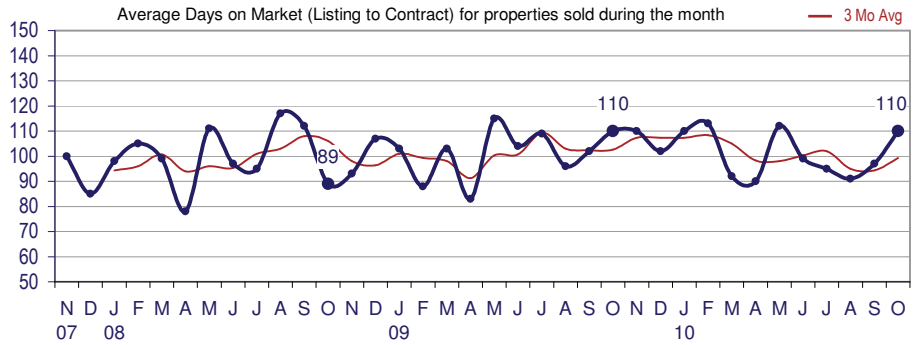
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Market Time

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 110, up 13.4% from 97 days last month and equal to 110 days in October of last year. The October 2010 DOM was at a mid level compared with October of 2009 and 2008.

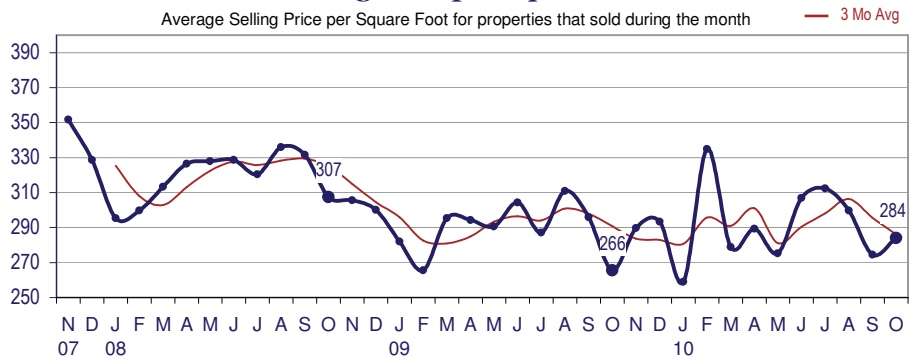
Days On Market for Sold Properties



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 \$284 was up 3.4% from \$275 last month and up 7.0% from 266 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 94.7% was up from 93.6% last month and up from 94.1% in October of last year.

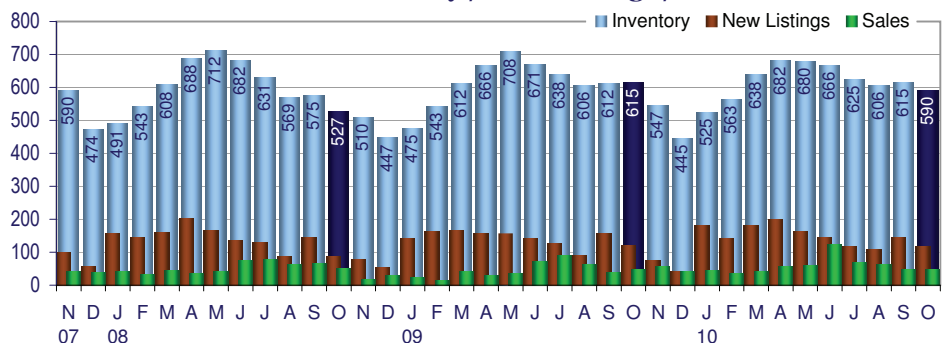
Selling Price versus Listing Price Ratio



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 118, down 18.6% from 145 last month and down 1.7% from 120 in October of last year.

Inventory / New Listings / Sales





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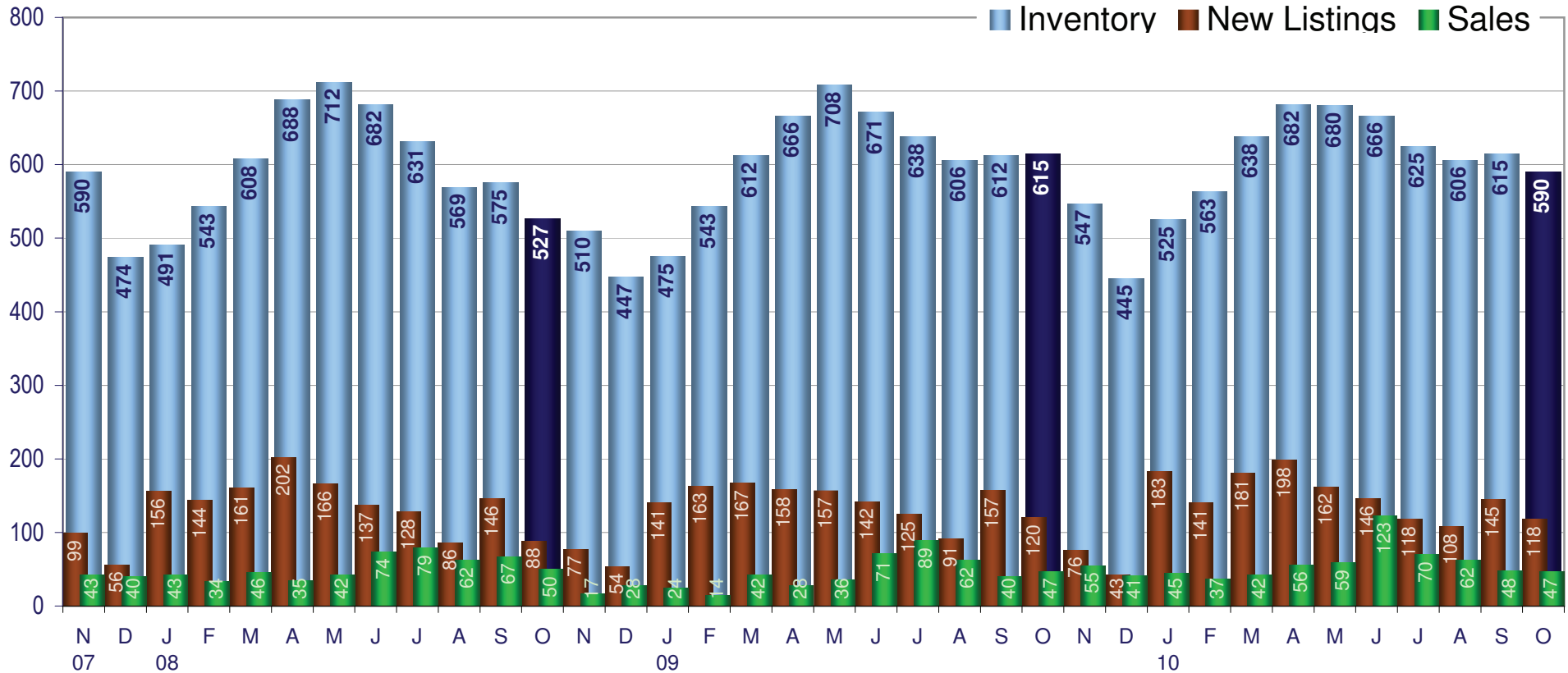
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