



JUDYMICHAELIS
Personal attention. Proven results.

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Greenwich, Connecticut
October 2010

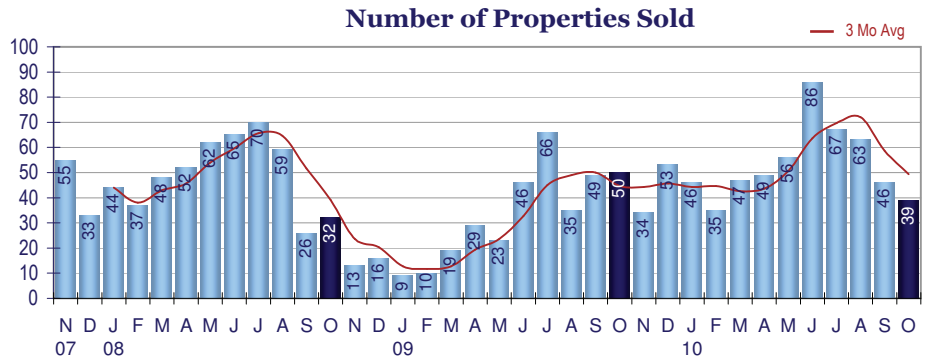
Market Profile & Trends Overview

	Month	Trending versus*:				YTD	Trending versus*:	
		LM	L3M	PYM	LY		Prior YTD	Prior Year
Median List Price of all Current Listings	\$1,895,000	2%		4%				
Average List Price of all Current Listings	\$3,332,657	5%		9%				
October Median Sales Price	\$1,550,000	-1%	0%	54%	19%	\$1,361,250	10%	5%
October Average Sales Price	\$2,673,026	25%	21%	37%	19%	\$2,115,713	-2%	-6%
Total Properties Currently for Sale (Inventory)	826	-4%		1%				
October Number of Properties Sold	39	-15%		-22%		534	59%	
October Average Days on Market (Solds)	206	46%	21%	17%	13%	180	3%	-1%
Asking Price per Square Foot (based on New Listings)	\$677	10%	7%	19%	12%	\$608	0%	0%
October Sold Price per Square Foot	\$522	6%	0%	8%	-1%	\$511	-2%	-3%
October Month's Supply of Inventory	21.2	14%	21%	30%	-33%	15.1	-56%	-52%
October Sale Price vs List Price Ratio	91.3%	-2%	4.5%	8%	3.5%	89.9%	2.9%	2.0%

* 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)

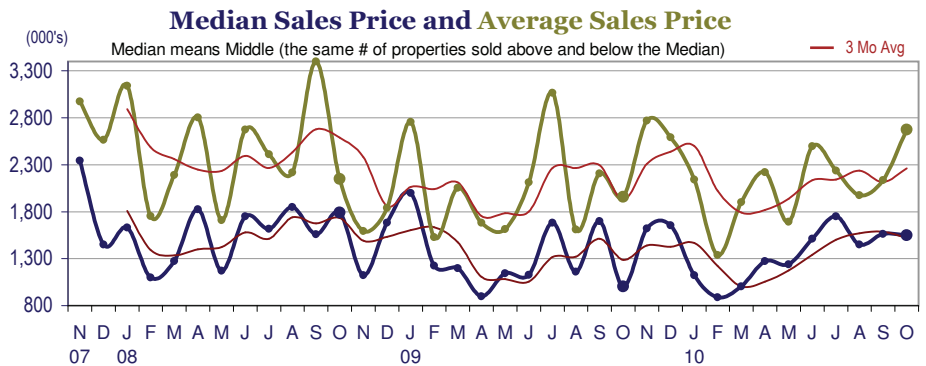
Property Sales

October Property sales were 39, down 22.0% from 50 in October of 2009 and 15.2% lower than the 46 sales last month. October 2010 sales were at a mid level compared to October of 2009 and 2008. October YTD sales of 534 are running 58.9% ahead of last year's year-to-date sales of 336.



Prices

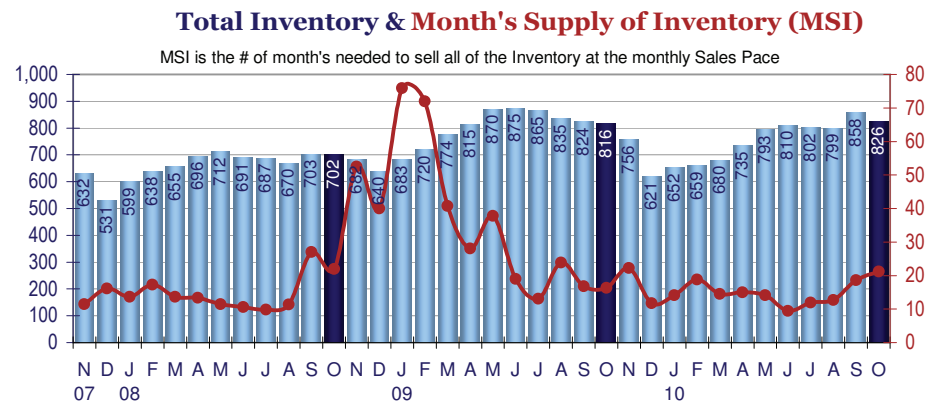
The Median Sales Price in October was \$1,550,000, up 54.4% from \$1,003,750 in October of 2009 and down 0.8% from \$1,562,500 last month. The Average Sales Price in October was \$2,673,026, up 36.6% from \$1,957,405 in October of 2009 and up 25.2% from \$2,134,488 last month. October 2010 ASP was at the highest level compared to October of 2009 and 2008.

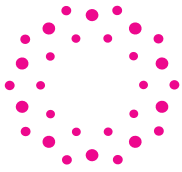


Inventory & MSI

The Total Inventory of Properties available for sale as of October was 826, down 3.7% from 858 last month and up 1.2% from 816 in October of last year. October 2010 Inventory was at its highest 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 21.2 months was at a mid level compared with October of 2009 and 2008.





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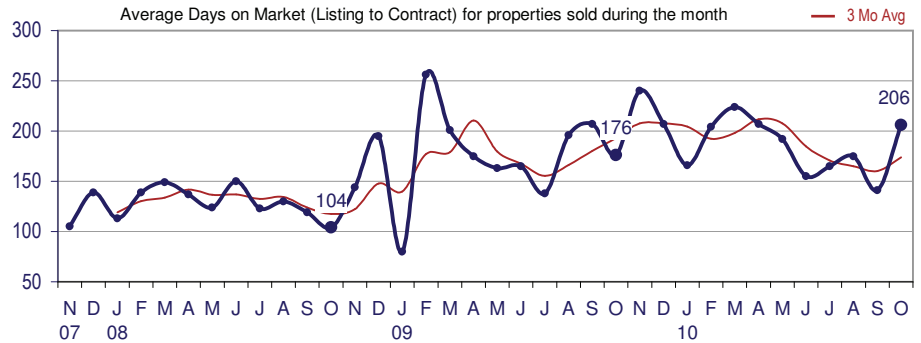
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Market Time

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 206, up 46.1% from 141 days last month and up 17.0% from 176 days in October of last year. The October 2010 DOM was at a mid level compared with October of 2009 and 2008.

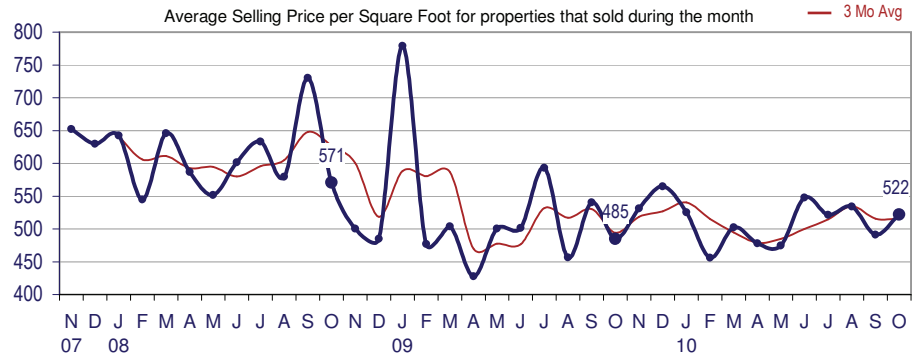
Days On Market for Sold Properties



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 \$522 was up 6.2% from \$491 last month and up 7.7% from 485 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 91.3% was down from 91.5% last month and up from 90.6% in October of last year.

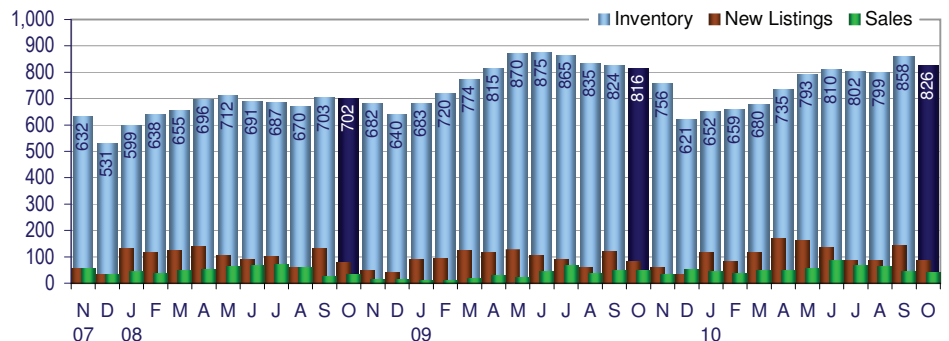
Selling Price versus Listing Price Ratio



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 85, down 40.1% from 142 last month and up 1.2% from 84 in October of last year.

Inventory / New Listings / Sales





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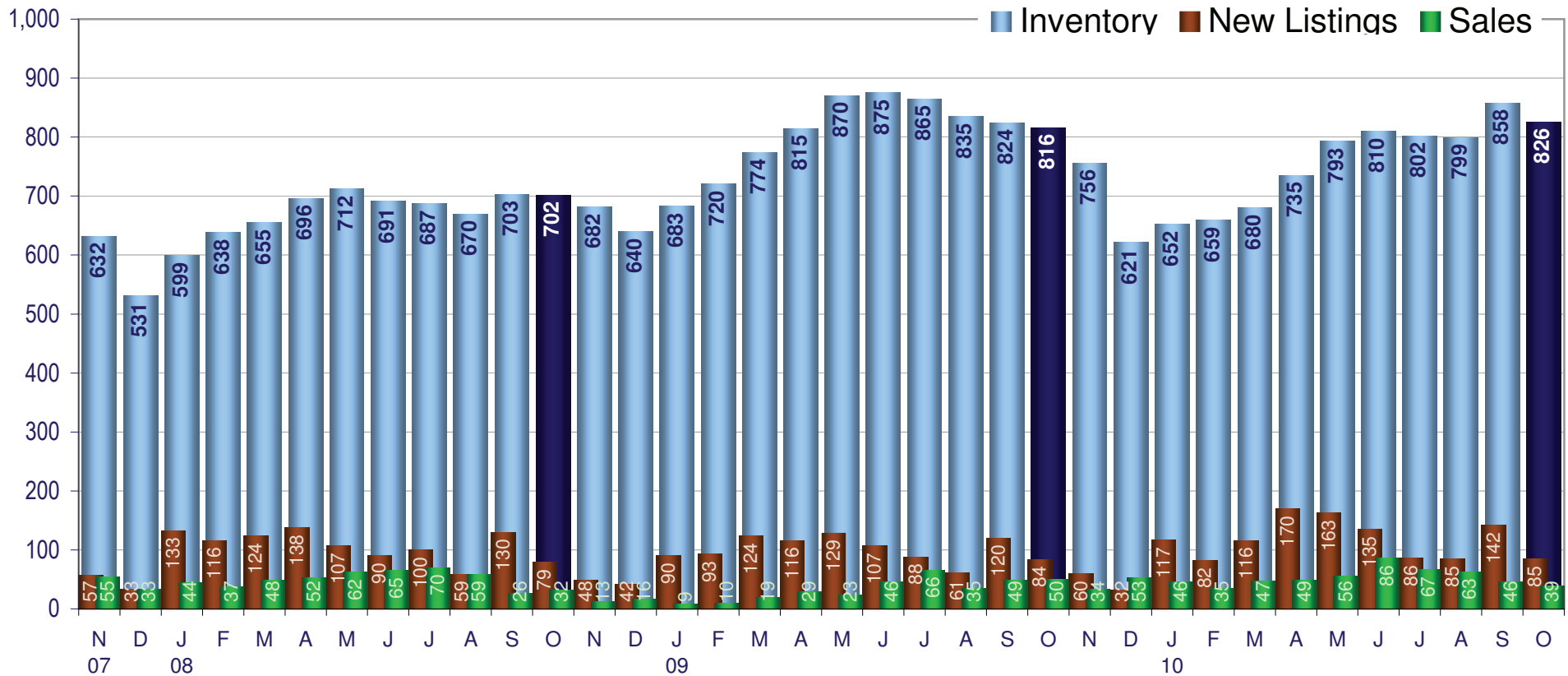
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