

**JUDYMICHAELIS**  
Personal attention. Proven results.

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Easton, Connecticut  
August 2011

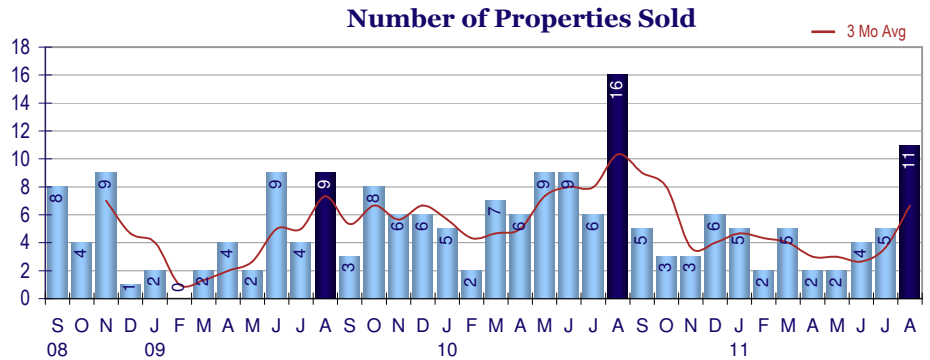
### Market Profile & Trends Overview

	Month	Trending versus*:				YTD	Trending versus*:	
		LM	L3M	PYM	LY		Prior YTD	Prior Year
Median List Price of all Current Listings	\$794,000	2%		6%				
Average List Price of all Current Listings	\$888,576	-1%		-7%				
August Median Sales Price	\$645,000	-17%	-7%	21%	7%	\$679,313	10%	13%
August Average Sales Price	\$623,732	-28%	-10%	11%	-2%	\$693,194	5%	9%
Total Properties Currently for Sale (Inventory)	96	5%		5%				
August Number of Properties Sold	11	120%		-31%		36	-40%	
August Average Days on Market (Solds)	84	-65%	-34%	-29%	-40%	133	-4%	-6%
Asking Price per Square Foot (based on New Listings)	\$253	8%	2%	7%	9%	\$238	2%	2%
August Sold Price per Square Foot	\$220	15%	3%	6%	9%	\$200	-2%	-0%
August Month's Supply of Inventory	8.7	-52%	-48%	53%	-48%	22.2	40%	34%
August Sale Price vs List Price Ratio	94.2%	-2.2%	-5%	3.1%	-2%	95.1%	.8%	.7%

\* LM=Last Month / L3M=Last 3 Months / PYM=Same Month Prior Year / LY=Last Year (2010) / YTD = Year-to-date | Arrows indicate if Month / YTD values are higher (up), lower (down) or unchanged (flat)

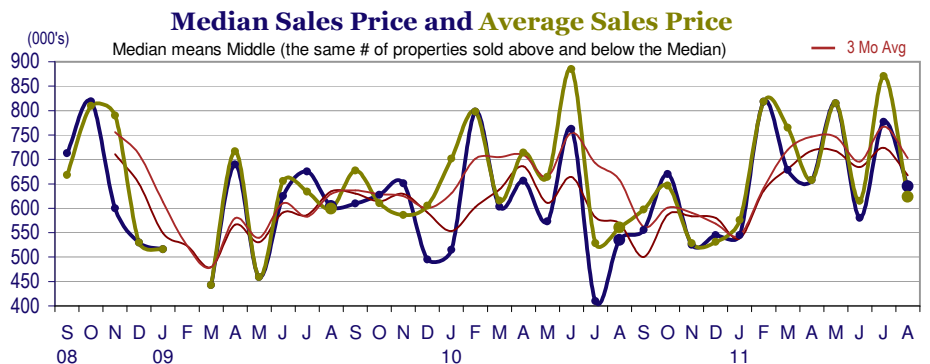
### Property Sales

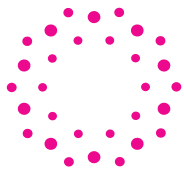
August Property sales were 11, down 31.3% from 16 in August of 2010 and 120.0% higher than the 5 sales last month. August 2011 sales were at a mid level compared to August of 2010 and 2009. August YTD sales of 36 are running 40.0% behind last year's year-to-date sales of 60.



### Prices

The Median Sales Price in August was \$645,000, up 20.6% from \$535,000 in August of 2010 and down 17.0% from \$777,000 last month. The Average Sales Price in August was \$623,732, up 11.3% from \$560,503 in August of 2010 and down 28.3% from \$870,250 last month. August 2011 ASP was at the highest level compared to August of 2010 and 2009.





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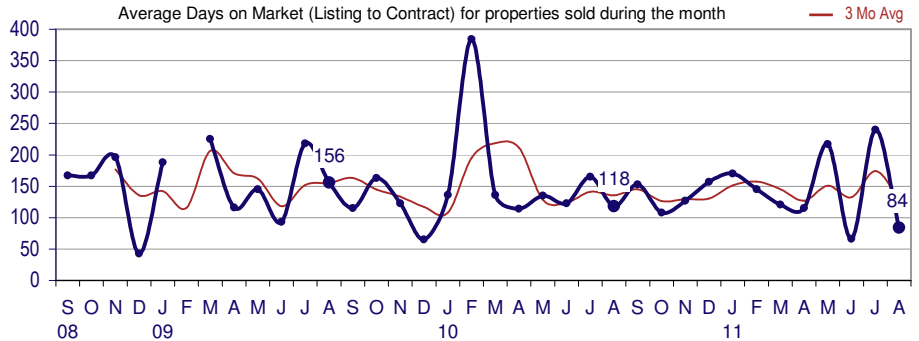
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**Market Time**

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 August was 84, down 65.0% from 240 days last month and down 28.8% from 118 days in August of last year. The August 2011 DOM was at its lowest level compared with August of 2010 and 2009.

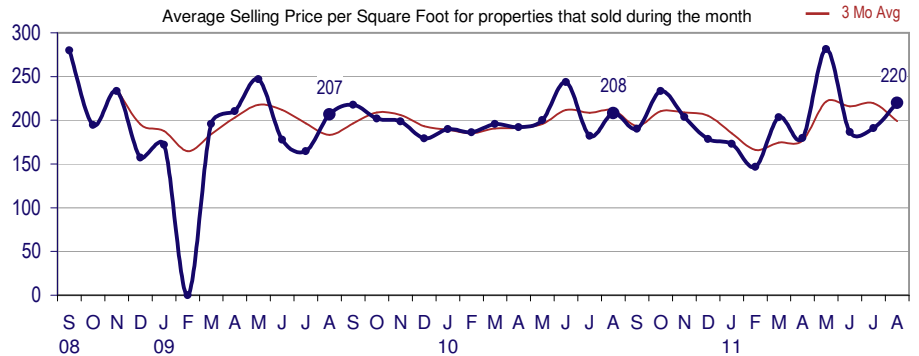
**Days On Market for Sold Properties**



**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 August 2011 Selling Price per Square Foot of \$220 was up 15.0% from \$191 last month and up 5.7% from 208 in August 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 August 2011 Selling Price vs Original List Price of 94.2% was down from 96.3% last month and up from 91.4% in August of last year.

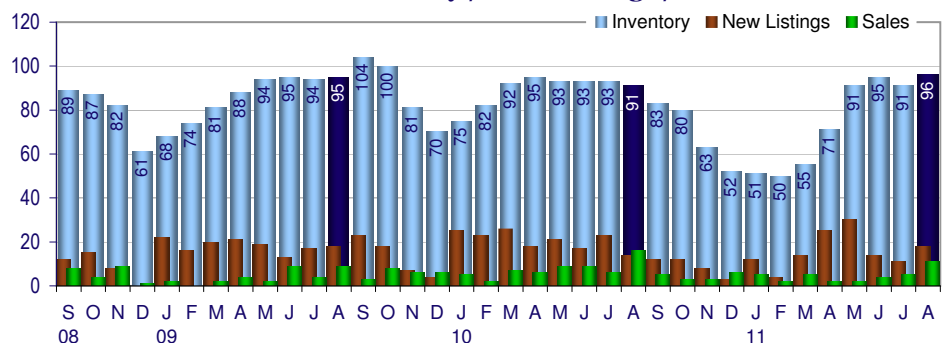
**Selling Price versus Listing Price Ratio**

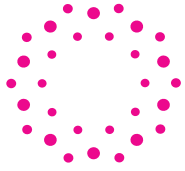


**Inventory / New Listings / Sales**

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 August 2011 was 18, up 63.6% from 11 last month and up 28.6% from 14 in August of last year.

**Inventory / New Listings / Sales**





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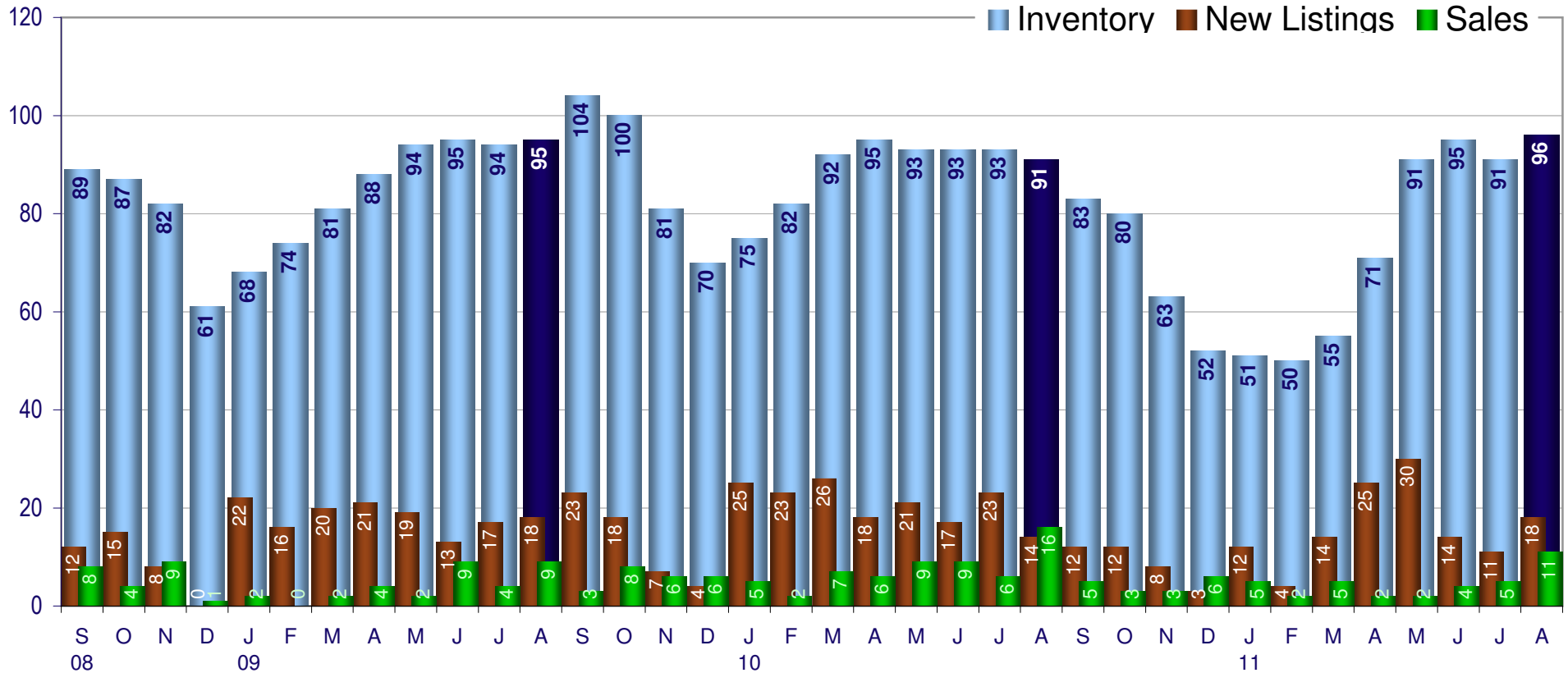
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