

**JUDYMICHAELIS**  
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Easton, Connecticut  
June 2011

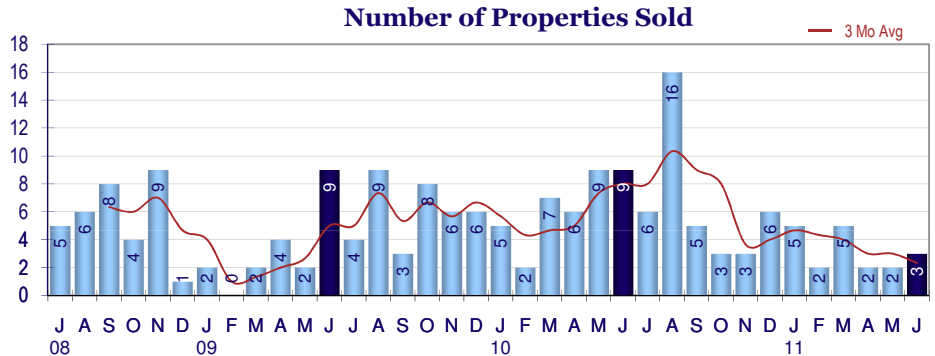
**Market Profile & Trends Overview**

	Month	Trending versus*:				YTD	Trending versus*:	
		LM	L3M	PYM	LY		Prior YTD	Prior Year
Median List Price of all Current Listings	\$835,000	0%		11%				
Average List Price of all Current Listings	\$937,523	-2%		8%				
June Median Sales Price	\$585,000	-28%	-18%	-23%	-3%	\$678,625	6%	13%
June Average Sales Price	\$670,000	-18%	-8%	-24%	5%	\$699,614	-4%	10%
Total Properties Currently for Sale (Inventory)	95	4%		2%				
June Number of Properties Sold	3	50%		-67%		19	-50%	
June Average Days on Market (Solds)	71	-67%	-42%	-42%	-50%	138	-3%	-2%
Asking Price per Square Foot (based on New Listings)	\$250	-4%	3%	8%	7%	\$239	4%	3%
June Sold Price per Square Foot	\$194	-31%	-8%	-20%	-3%	\$194	-6%	-3%
June Month's Supply of Inventory	31.7	-30%	-16%	206%	90%	26.5	50%	59%
June Sale Price vs List Price Ratio	96.1%	5.6%	1.2%	-6%	1.8%	95.1%	-6%	.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)

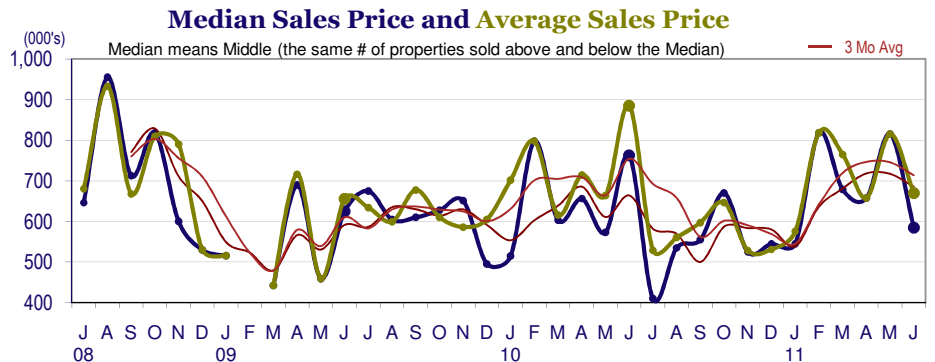
**Property Sales**

June Property sales were 3, down 66.7% from 9 in June of 2010 and 50.0% higher than the 2 sales last month. June 2011 sales were at their lowest level compared to June of 2010 and 2009. June YTD sales of 19 are running 50.0% behind last year's year-to-date sales of 38.



**Prices**

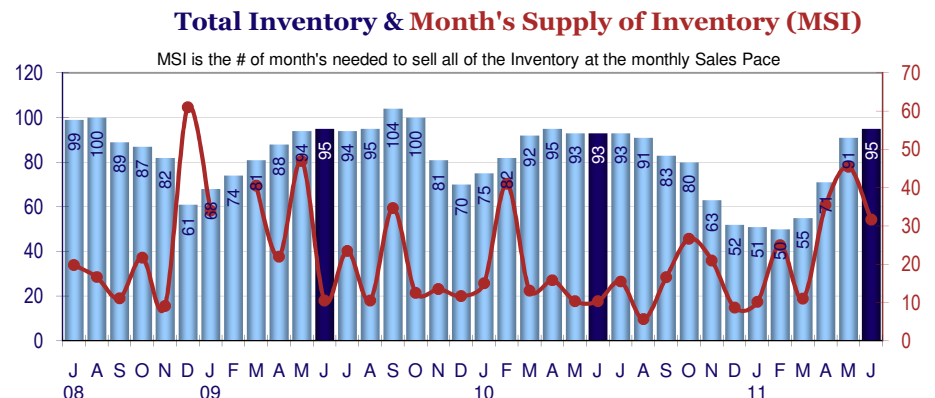
The Median Sales Price in June was \$585,000, down 23.3% from \$762,500 in June of 2010 and down 28.2% from \$815,000 last month. The Average Sales Price in June was \$670,000, down 24.3% from \$885,044 in June of 2010 and down 17.8% from \$815,000 last month. June 2011 ASP was at a mid range compared to June of 2010 and 2009.

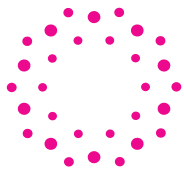


**Inventory & MSI**

The Total Inventory of Properties available for sale as of June was 95, up 4.4% from 91 last month and up 2.2% from 93 in June of last year. June 2011 Inventory was at its highest level compared with June of 2010 and 2009.

A comparatively lower MSI is more beneficial for sellers while a higher MSI is better for buyers. The June 2011 MSI of 31.7 months was at its highest level compared with June of 2010 and 2009.





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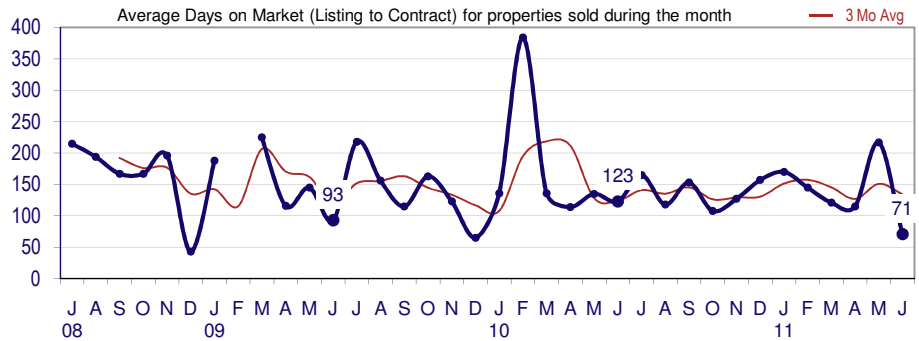
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**Market Time**

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 June was 71, down 67.3% from 217 days last month and down 42.3% from 123 days in June of last year. The June 2011 DOM was at its lowest level compared with June of 2010 and 2009.

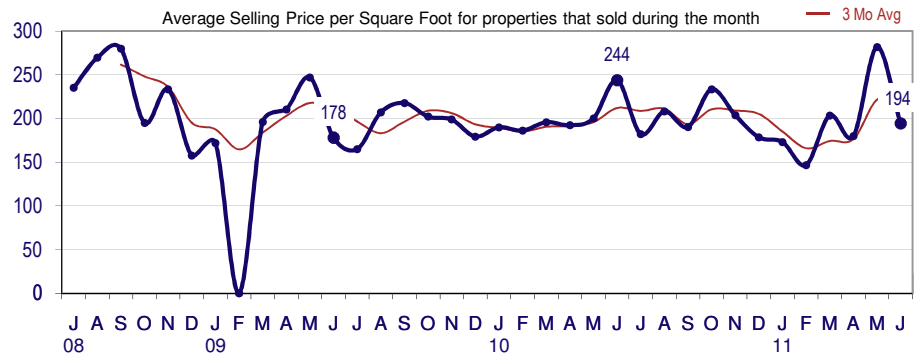
**Days On Market for Sold Properties**



**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 June 2011 Selling Price per Square Foot of \$194 was down 31.0% from \$281 last month and down 20.3% from 244 in June of last year.

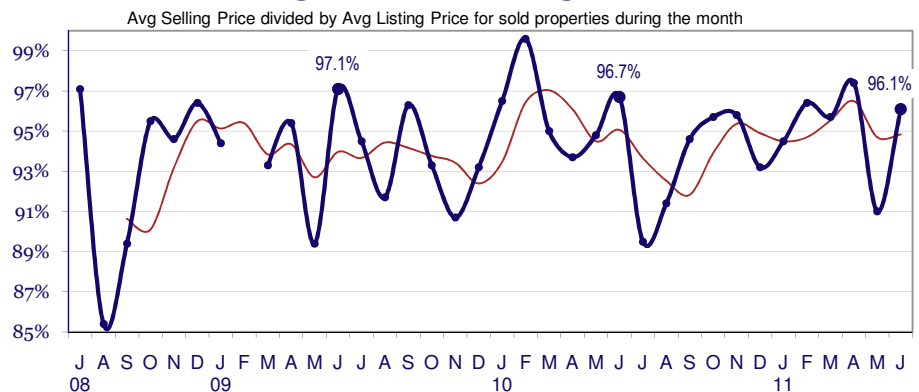
**Selling Price per Square Foot**



**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 June 2011 Selling Price vs Original List Price of 96.1% was up from 91.0% last month and down from 96.7% in June 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 June 2011 was 14, down 53.3% from 30 last month and down 17.6% from 17 in June of last year.

**Inventory / New Listings / Sales**

