



JUDYMICHAELIS
Personal attention. Proven results.

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Easton, Connecticut
March 2011

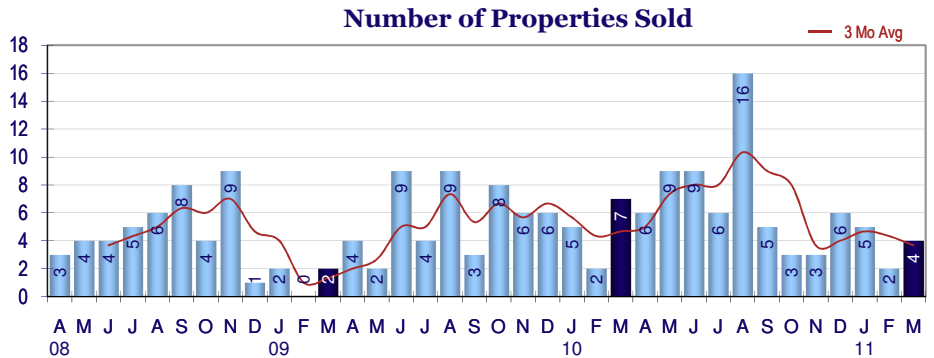
Market Profile & Trends Overview

	Month	Trending versus*:				YTD	Trending versus*:	
		LM	L3M	PYM	LY		Prior YTD	Prior Year
Median List Price of all Current Listings	\$799,900	-5%		3%				
Average List Price of all Current Listings	\$925,994	-3%		2%				
March Median Sales Price	\$751,813	-8%	13%	25%	25%	\$678,625	10%	13%
March Average Sales Price	\$813,406	-1%	26%	32%	27%	\$706,161	5%	11%
Total Properties Currently for Sale (Inventory)	55	10%		-40%				
March Number of Properties Sold	4	100%		-43%		11	-21%	
March Average Days on Market (Solds)	125	-14%	-18%	-8%	-11%	149	-13%	6%
Asking Price per Square Foot (based on New Listings)	\$223	-3%	-3%	-2%	-4%	\$227	1%	-3%
March Sold Price per Square Foot	\$206	40%	14%	5%	2%	\$180	-6%	-10%
March Month's Supply of Inventory	13.8	-45%	-15%	5%	-17%	16.3	-29%	-2%
March Sale Price vs List Price Ratio	95.9%	-5%	1.0%	.9%	1.6%	95.4%	-8%	1.0%

* 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)

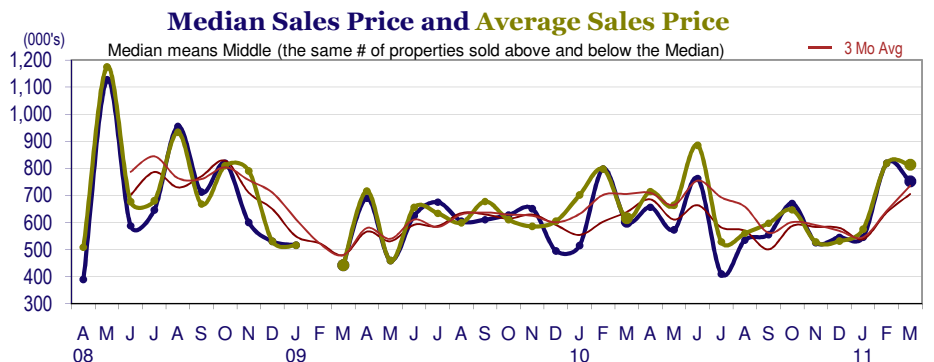
Property Sales

March Property sales were 4, down 42.9% from 7 in March of 2010 and 100.0% higher than the 2 sales last month. March 2011 sales were at a mid level compared to March of 2010 and 2009. March YTD sales of 11 are running 21.4% behind last year's year-to-date sales of 14.



Prices

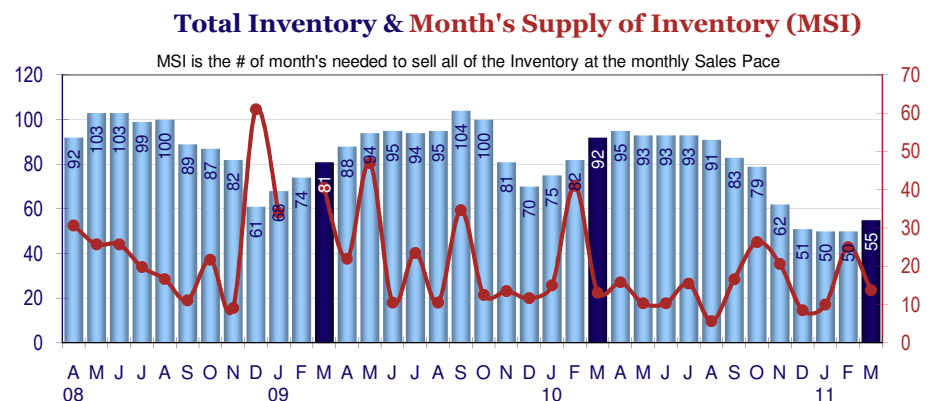
The Median Sales Price in March was \$751,813, up 24.7% from \$603,000 in March of 2010 and down 8.1% from \$818,325 last month. The Average Sales Price in March was \$813,406, up 32.1% from \$615,714 in March of 2010 and down 0.6% from \$818,325 last month. March 2011 ASP was at the highest level compared to March of 2010 and 2009.

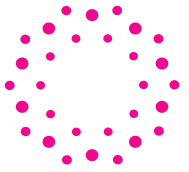


Inventory & MSI

The Total Inventory of Properties available for sale as of March was 55, up 10.0% from 50 last month and down 40.2% from 92 in March of last year. March 2011 Inventory was at its lowest level compared with March of 2010 and 2009.

A comparatively lower MSI is more beneficial for sellers while a higher MSI is better for buyers. The March 2011 MSI of 13.8 months was at a mid level compared with March of 2010 and 2009.





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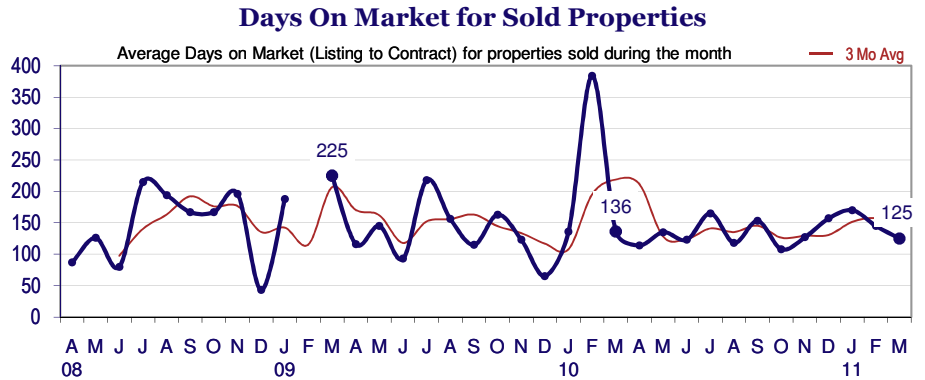
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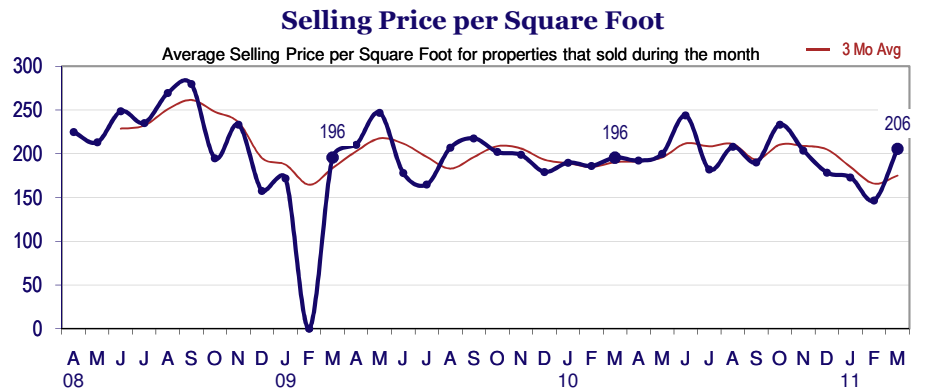
Market Time

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 March was 125, down 13.8% from 145 days last month and down 8.1% from 136 days in March of last year. The March 2011 DOM was at its lowest level compared with March of 2010 and 2009.



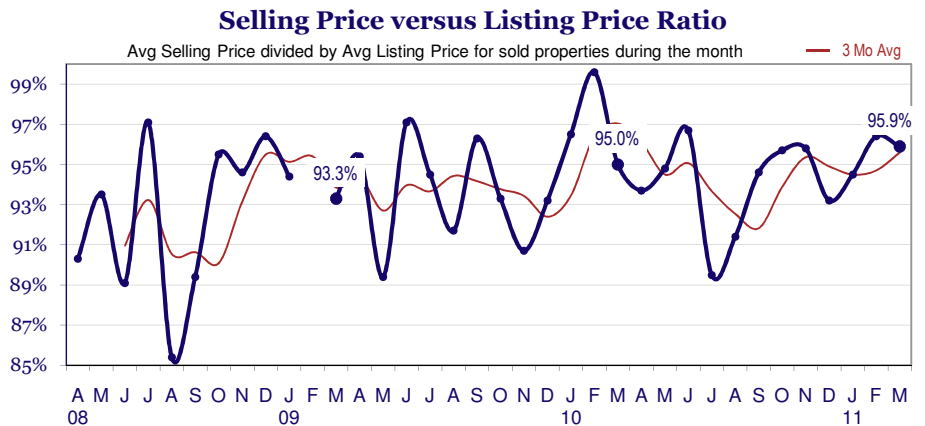
Selling Price per Square Foot

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 March 2011 Selling Price per Square Foot of \$206 was up 40.2% from \$147 last month and up 5.2% from 196 in March of last year.



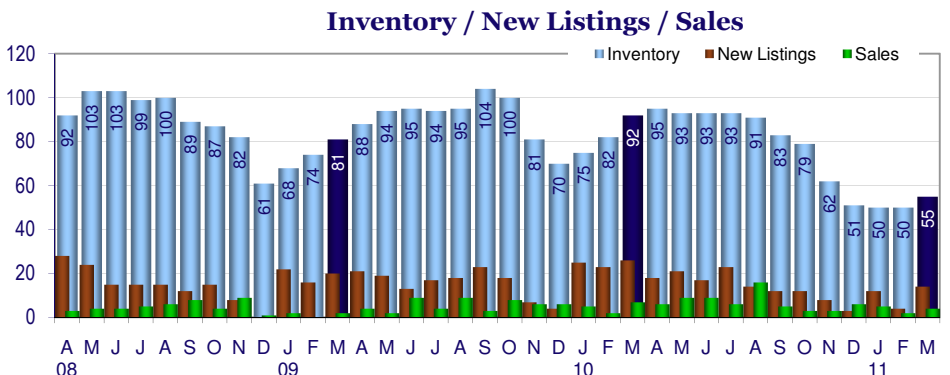
Selling Price vs Original Listing Price

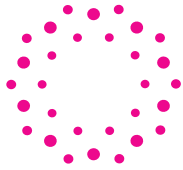
The Selling Price vs Original Listing Price reveals the average amount that Sellers are agreeing to come down from their original list price. The lower the ratio is below 100% the more of a Buyer's market exists, a ratio at or above 100% indicates more of a Seller's market. The March 2011 Selling Price vs Original List Price of 95.9% was down from 96.4% last month and up from 95.0% in March of last year.



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 March 2011 was 14, up 250.0% from 4 last month and down 46.2% from 26 in March of last year.





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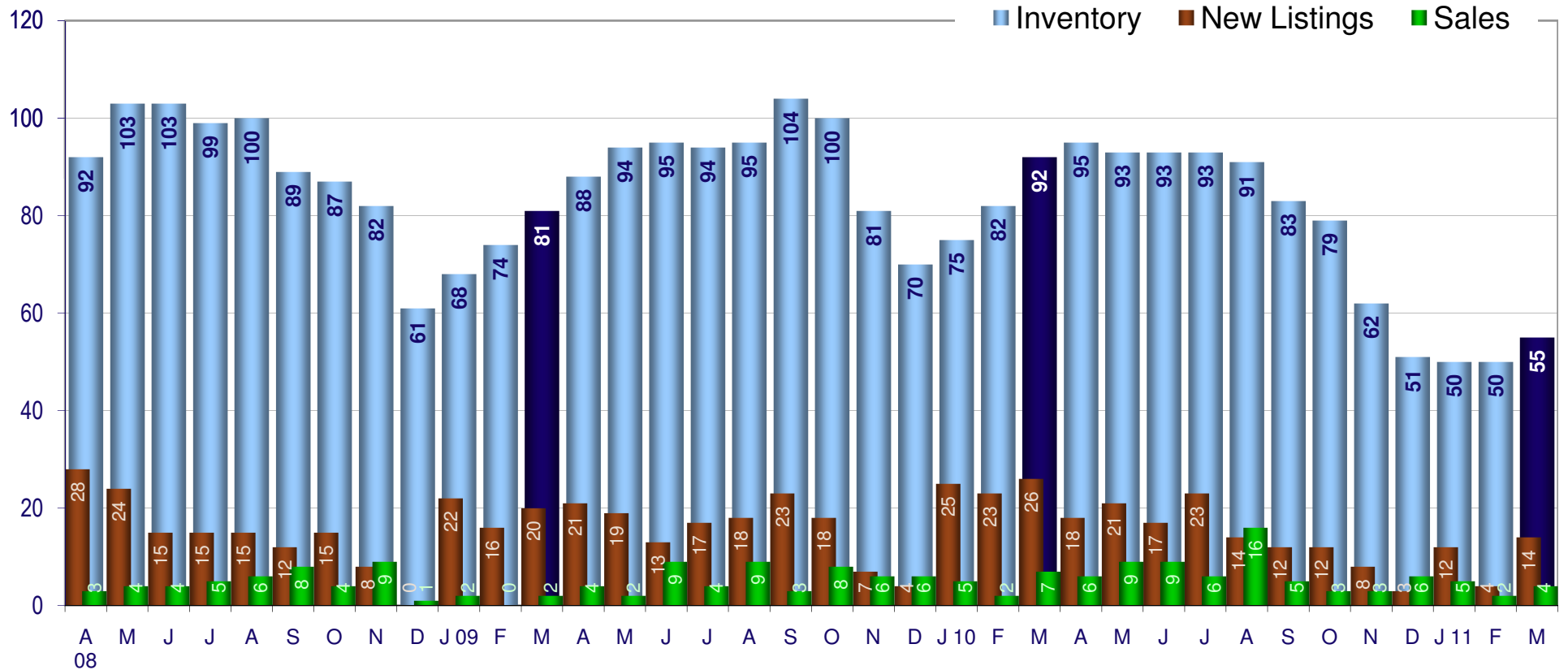
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