

**JUDYMICHAELIS**  
Personal attention. Proven results.

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Fairfield, Connecticut  
June 2011

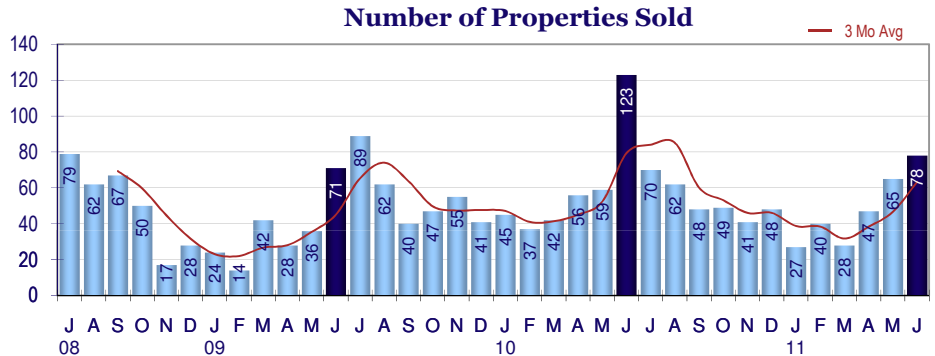
**Market Profile & Trends Overview**

	Month	Trending versus*:				YTD	Trending versus*:	
		LM	L3M	PYM	LY		Prior YTD	Prior Year
Median List Price of all Current Listings	\$629,000	4%		5%				
Average List Price of all Current Listings	\$1,082,426	11%		14%				
June Median Sales Price	\$579,500	9%	5%	10%	13%	\$535,000	4%	4%
June Average Sales Price	\$659,278	3%	-0%	-9%	0%	\$669,702	2%	2%
Total Properties Currently for Sale (Inventory)	625	1%		-6%				
June Number of Properties Sold	78	20%		-37%		285	-21%	
June Average Days on Market (Solds)	98	-20%	-18%	-1%	-2%	121	19%	21%
Asking Price per Square Foot (based on New Listings)	\$375	15%	15%	14%	16%	\$332	2%	3%
June Sold Price per Square Foot	\$316	7%	7%	3%	7%	\$293	0%	-1%
June Month's Supply of Inventory	8.0	-16%	-19%	48%	-30%	12.7	7%	10%
June Sale Price vs List Price Ratio	95.2%	-7%	.3%	-4%	1.3%	94.9%	.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)

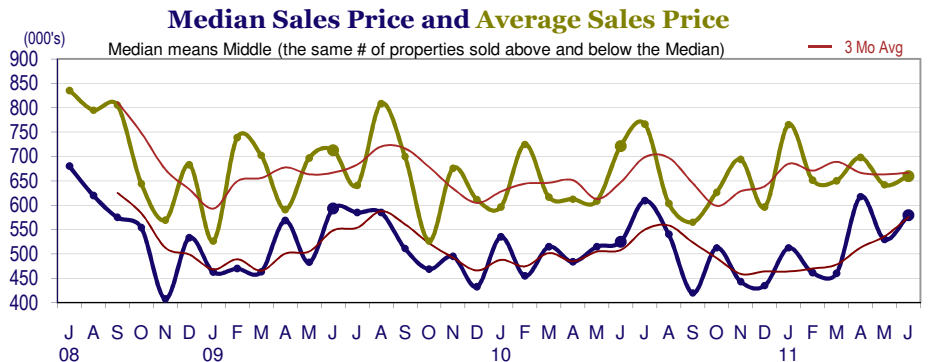
**Property Sales**

June Property sales were 78, down 36.6% from 123 in June of 2010 and 20.0% higher than the 65 sales last month. June 2011 sales were at a mid level compared to June of 2010 and 2009. June YTD sales of 285 are running 21.3% behind last year's year-to-date sales of 362.



**Prices**

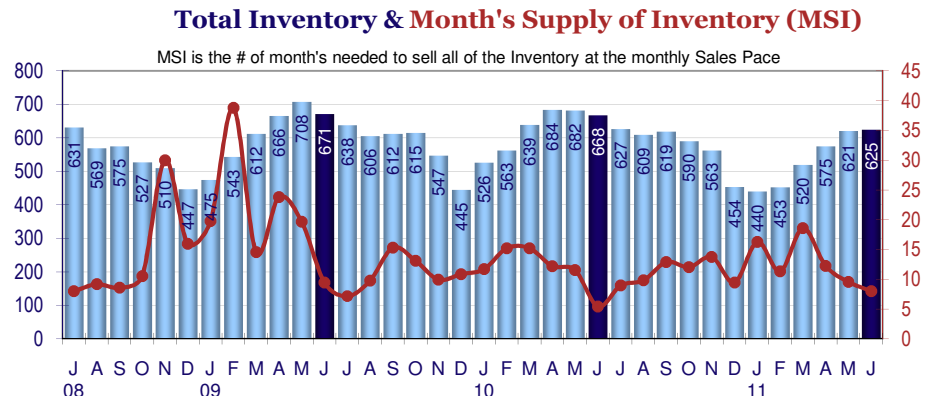
The Median Sales Price in June was \$579,500, up 10.4% from \$525,000 in June of 2010 and up 9.3% from \$530,000 last month. The Average Sales Price in June was \$659,278, down 8.6% from \$721,534 in June of 2010 and up 2.7% from \$641,865 last month. June 2011 ASP was at the lowest level compared to June of 2010 and 2009.

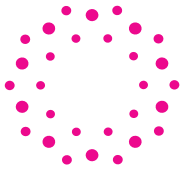


**Inventory & MSI**

The Total Inventory of Properties available for sale as of June was 625, up 0.6% from 621 last month and down 6.4% from 668 in June of last year. June 2011 Inventory was at its lowest 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 8.0 months was at a mid level compared with June of 2010 and 2009.





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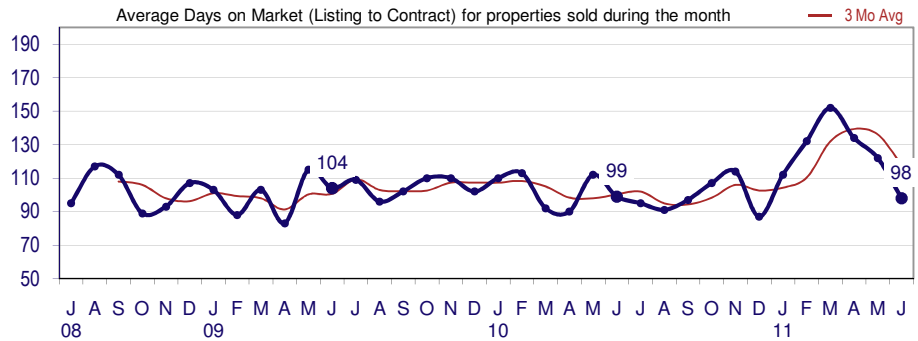
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### Market Time

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 98, down 19.7% from 122 days last month and down 1.0% from 99 days in June of last year. The June 2011 DOM was at its lowest level compared with June of 2010 and 2009.

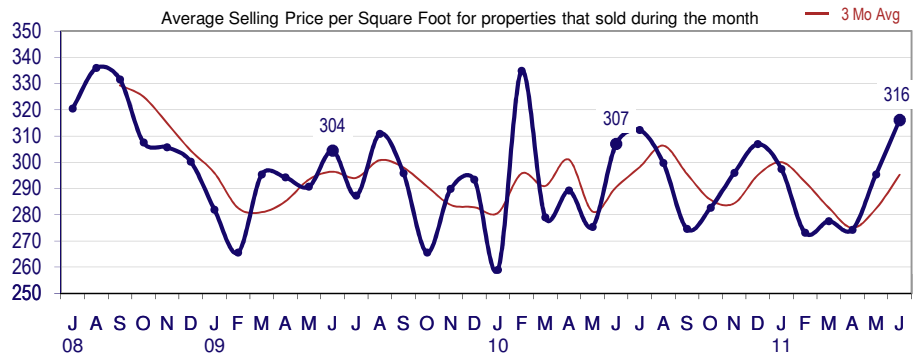
### Days On Market for Sold Properties



### 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 \$316 was up 7.0% from \$295 last month and up 3.0% from 307 in June of last year.

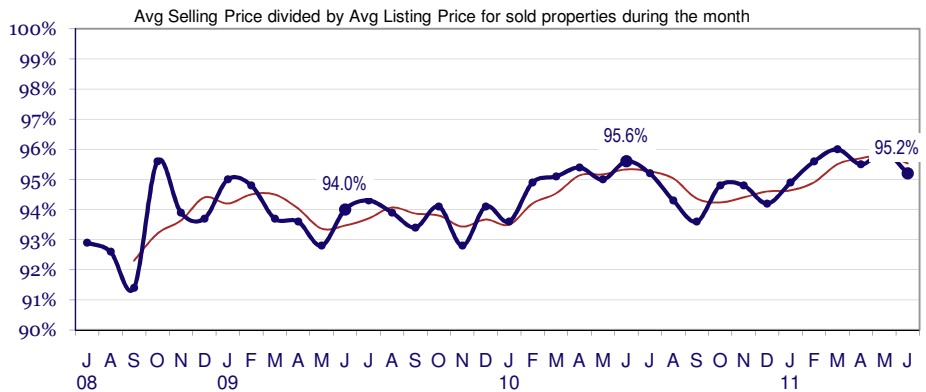
### Selling Price per Square Foot



### 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 95.2% was down from 95.9% last month and down from 95.6% 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 149, down 18.1% from 182 last month and up 2.1% from 146 in June of last year.

### Inventory / New Listings / Sales

