



New Canaan, Connecticut
March 2011

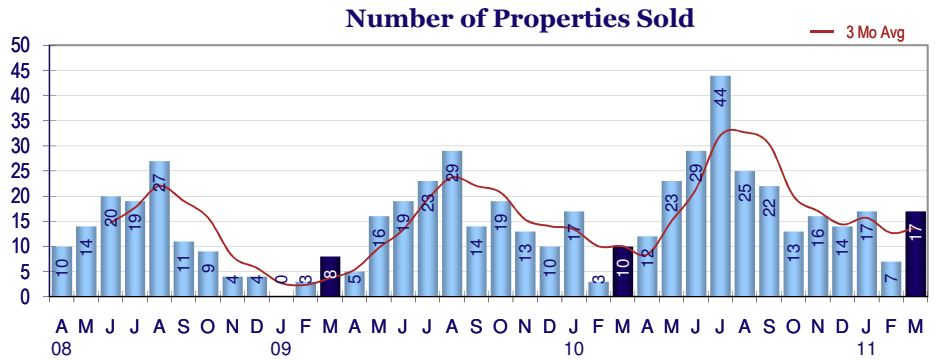
Market Profile & Trends Overview

	Month	Trending versus*:				YTD	Trending versus*:	
		LM	L3M	PYM	LY		Prior YTD	Prior Year
Median List Price of all Current Listings	\$1,610,000	-5%		7%				
Average List Price of all Current Listings	\$2,261,065	-3%		3%				
March Median Sales Price	\$1,300,000	12%	0%	-9%	-3%	\$1,300,000	11%	-3%
March Average Sales Price	\$1,879,647	21%	17%	12%	22%	\$1,723,778	19%	12%
Total Properties Currently for Sale (Inventory)	276	11%		-14%				
March Number of Properties Sold	17	143%		70%		41	37%	
March Average Days on Market (Solds)	226	1%	20%	60%	41%	201	12%	26%
Asking Price per Square Foot (based on New Listings)	\$456	-4%	-5%	-3%	-2%	\$473	2%	2%
March Sold Price per Square Foot	\$429	4%	9%	-6%	8%	\$406	2%	2%
March Month's Supply of Inventory	16.2	-54%	-26%	-50%	-35%	22.0	-55%	-11%
March Sale Price vs List Price Ratio	90.3%	-3.0%	-9%	-3.9%	-3.4%	90.7%	-2.6%	-3.0%

* 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)

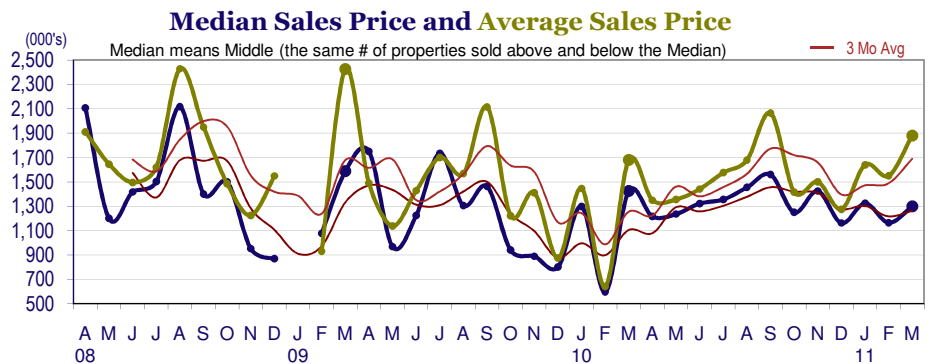
Property Sales

March Property sales were 17, up 70.0% from 10 in March of 2010 and 142.9% higher than the 7 sales last month. March 2011 sales were at their highest level compared to March of 2010 and 2009. March YTD sales of 41 are running 36.7% ahead of last year's year-to-date sales of 30.



Prices

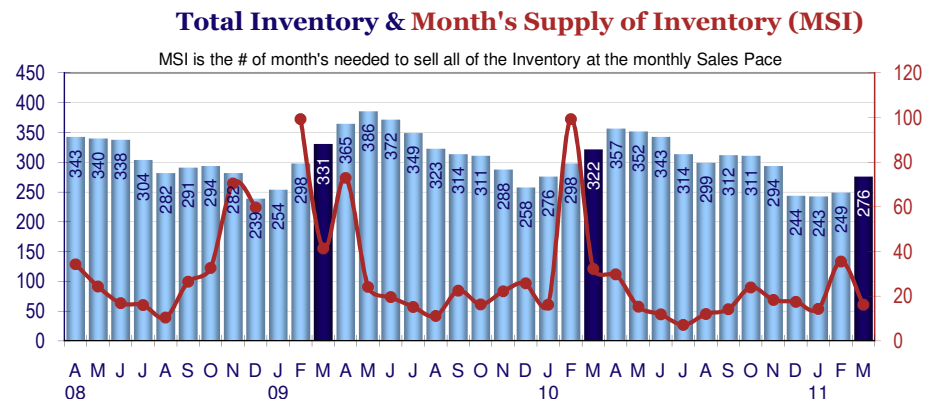
The Median Sales Price in March was \$1,300,000, down 8.8% from \$1,425,000 in March of 2010 and up 11.6% from \$1,165,000 last month. The Average Sales Price in March was \$1,879,647, up 11.9% from \$1,679,350 in March of 2010 and up 21.3% from \$1,549,714 last month. March 2011 ASP was at a mid range compared to March of 2010 and 2009.



Inventory & MSI

The Total Inventory of Properties available for sale as of March was 276, up 10.8% from 249 last month and down 14.3% from 322 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 16.2 months was at its lowest level compared with March of 2010 and 2009.





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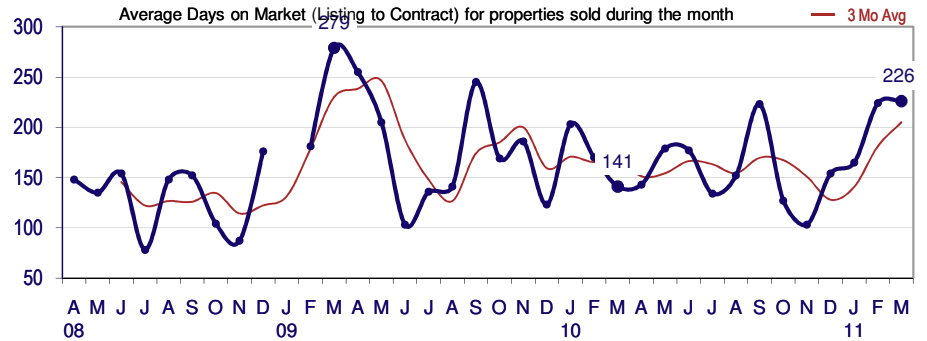
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Market Time

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 226, up 0.9% from 224 days last month and up 60.3% from 141 days in March of last year. The March 2011 DOM was at a mid level compared with March of 2010 and 2009.

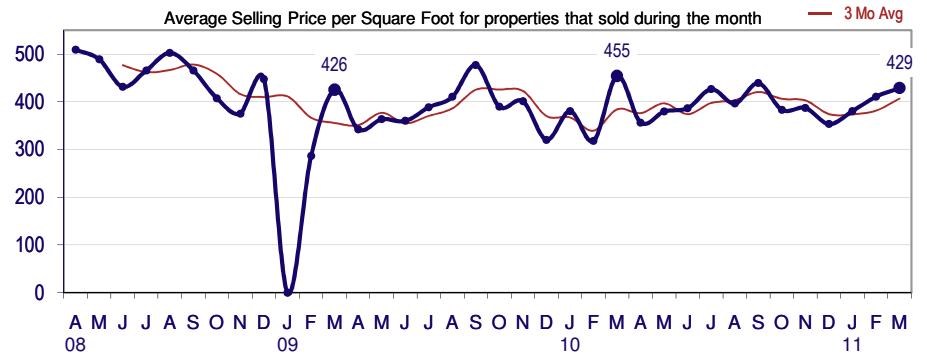
Days On Market for Sold Properties



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 March 2011 Selling Price per Square Foot of \$429 was up 4.4% from \$411 last month and down 5.6% from 455 in March of last year.

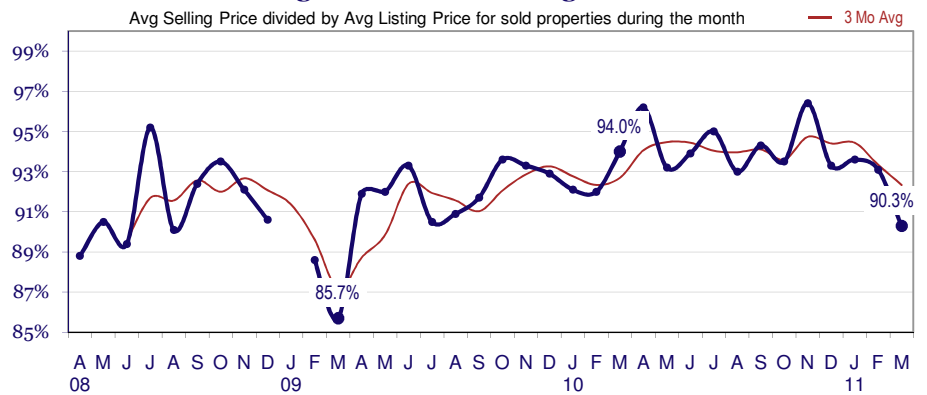
Selling Price per Square Foot



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 March 2011 Selling Price vs Original List Price of 90.3% was down from 93.1% last month and down from 94.0% in March of last year.

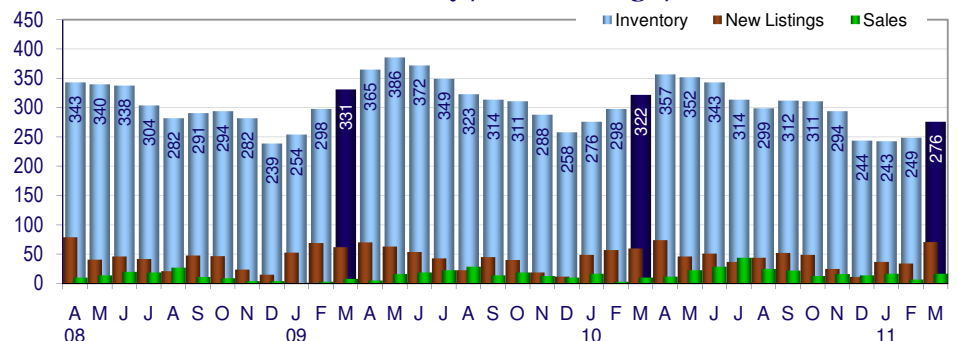
Selling Price versus Listing Price Ratio



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 March 2011 was 71, up 108.8% from 34 last month and up 18.3% from 60 in March of last year.

Inventory / New Listings / Sales





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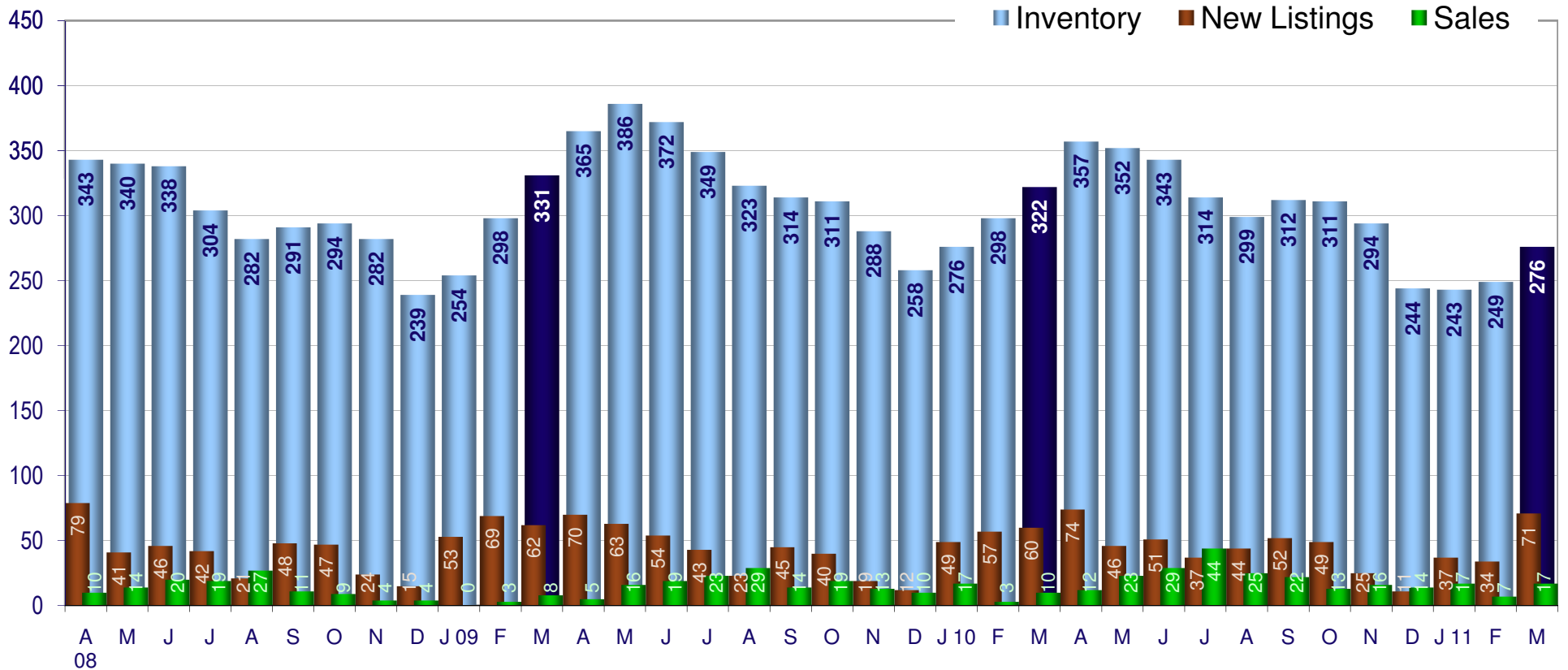
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