

JUDYMICHAELIS
Personal attention. Proven results.

COLDWELL BANKER
Residential Brokerage
472 Riverside Avenue
Westport, CT 06880

judym@optonline.net
www.judymichaelis.com
203.247.5000

Weston, Connecticut
June 2011

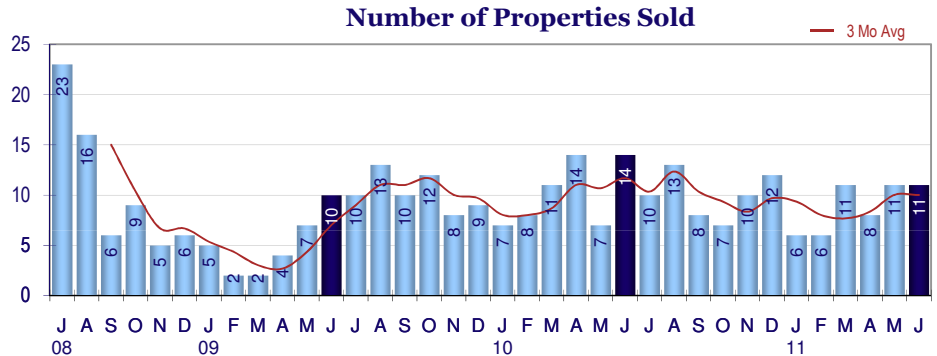
Market Profile & Trends Overview

	Month	Trending versus*:				YTD	Trending versus*:	
		LM	L3M	PYM	LY		Prior YTD	Prior Year
Median List Price of all Current Listings	\$1,067,000	-3%		17%				
Average List Price of all Current Listings	\$1,339,411	-2%		6%				
June Median Sales Price	\$637,500	-15%	-6%	-27%	-23%	\$747,000	-10%	-10%
June Average Sales Price	\$781,350	-6%	-3%	-15%	-17%	\$835,110	0%	-11%
Total Properties Currently for Sale (Inventory)	170	-1%		8%				
June Number of Properties Sold	11	0%		-21%		53	-13%	
June Average Days on Market (Solds)	64	-42%	-38%	-36%	-48%	118	-7%	-5%
Asking Price per Square Foot (based on New Listings)	\$275	-9%	-11%	-2%	-5%	\$301	3%	4%
June Sold Price per Square Foot	\$260	-4%	1%	-1%	2%	\$261	6%	3%
June Month's Supply of Inventory	15.5	-1%	-10%	38%	3%	16.7	9%	11%
June Sale Price vs List Price Ratio	94.2%	2.7%	2.9%	-2.8%	1.7%	91.5%	-1.4%	-1.3%

* 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)

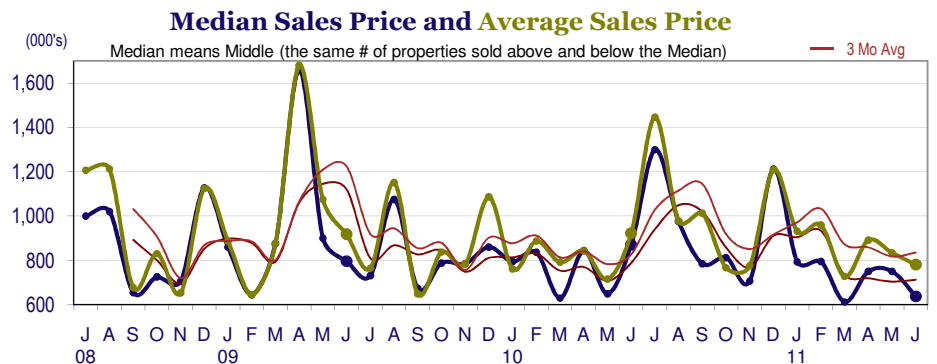
Property Sales

June Property Sales were 11, down 21.4% from 14 in June of 2010 and the same as the 11 sales last month. June 2011 sales were at a mid level compared to June of 2010 and 2009. June YTD sales of 53 are running 13.1% behind last year's year-to-date sales of 61.



Prices

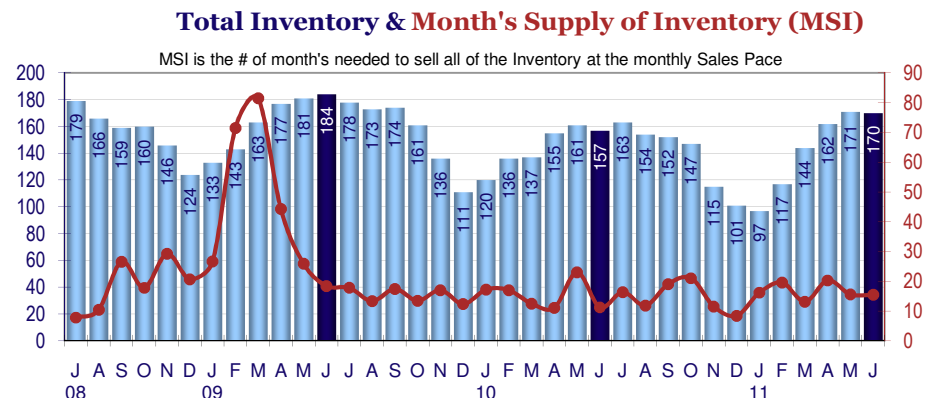
The Median Sales Price in June was \$637,500, down 26.8% from \$871,250 in June of 2010 and down 15.0% from \$750,000 last month. The Average Sales Price in June was \$781,350, down 15.4% from \$923,064 in June of 2010 and down 6.4% from \$834,409 last month. June 2011 ASP was at the lowest level compared to June of 2010 and 2009.

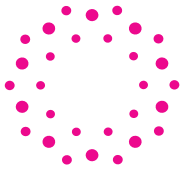


Inventory & MSI

The Total Inventory of Properties available for sale as of June was 170, down 0.6% from 171 last month and up 8.3% from 157 in June of last year. June 2011 Inventory was at a mid 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 15.5 months was at a mid level compared with June of 2010 and 2009.





JUDYMICHAELIS
Personal attention. Proven results.

COLDWELL BANKER
Residential Brokerage
472 Riverside Avenue
Westport, CT 06880

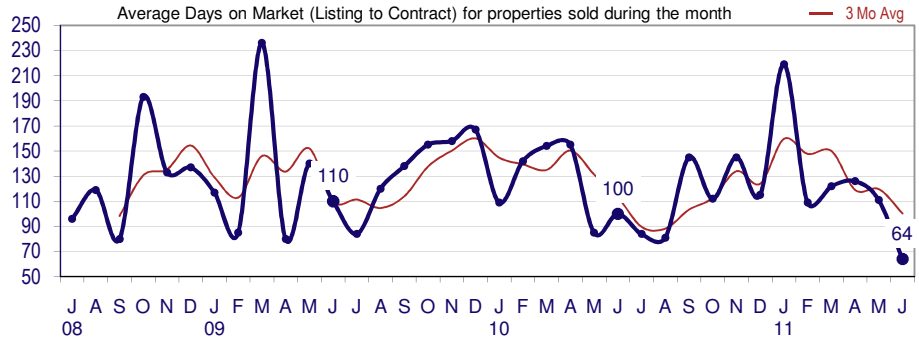
judym@optonline.net
www.judymichaelis.com
203.247.5000

Weston, Connecticut
June 2011

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 64, down 42.3% from 111 days last month and down 36.0% from 100 days in June of last year. The June 2011 DOM was at its lowest level compared with June of 2010 and 2009.

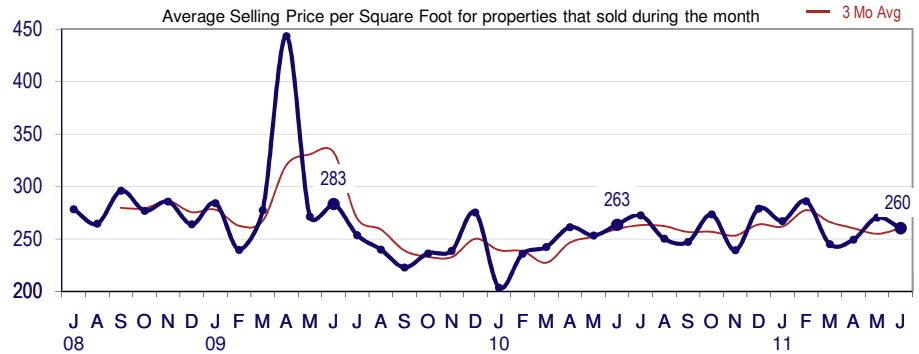
Days On Market for Sold Properties



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 \$260 was down 3.7% from \$270 last month and down 1.2% from 263 in June of last year.

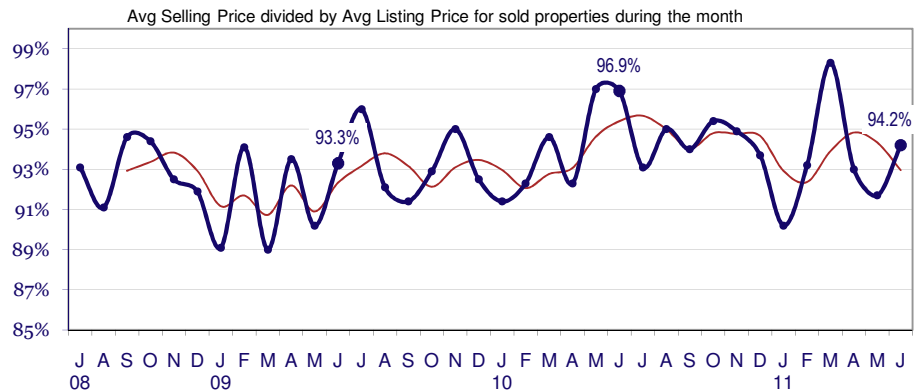
Selling Price per Square Foot



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 94.2% was up from 91.7% last month and down from 96.9% 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 25, down 28.6% from 35 last month and up 4.2% from 24 in June of last year.

Inventory / New Listings / Sales

