



**JUDYMICHAELIS**  
Personal attention. Proven results.

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Weston, Connecticut  
March 2011

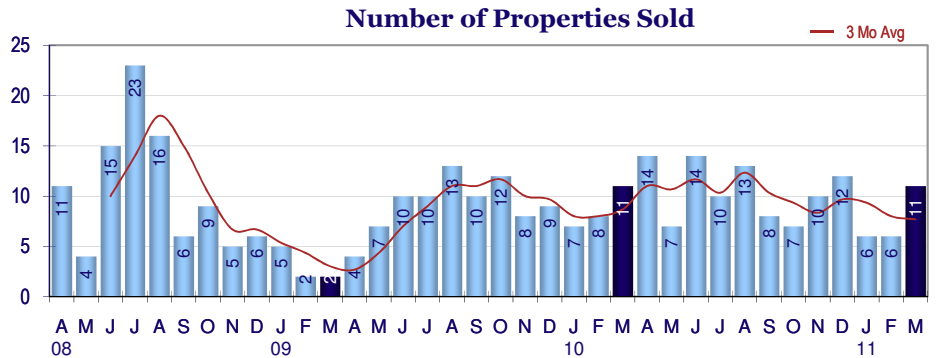
**Market Profile & Trends Overview**

	Month	Trending versus*:				YTD	Trending versus*:	
		LM	L3M	PYM	LY		Prior YTD	Prior Year
Median List Price of all Current Listings	\$1,179,000	-0%		-1%				
Average List Price of all Current Listings	\$1,369,547	-6%		-5%				
March Median Sales Price	\$612,000	-23%	-25%	-3%	-26%	\$747,000	-5%	-10%
March Average Sales Price	\$727,545	-24%	-25%	-8%	-23%	\$841,433	3%	-10%
Total Properties Currently for Sale (Inventory)	139	21%		1%				
March Number of Properties Sold	11	83%		0%		23	-12%	
March Average Days on Market (Solds)	122	12%	-9%	-21%	-2%	144	4%	16%
Asking Price per Square Foot (based on New Listings)	\$324	7%	7%	16%	11%	\$306	4%	5%
March Sold Price per Square Foot	\$245	-14%	-8%	1%	-4%	\$261	13%	3%
March Month's Supply of Inventory	12.6	-34%	-21%	1%	-16%	15.9	3%	6%
March Sale Price vs List Price Ratio	98.3%	5.5%	7.4%	3.9%	6.1%	92.9%	-2%	.2%

\* 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)

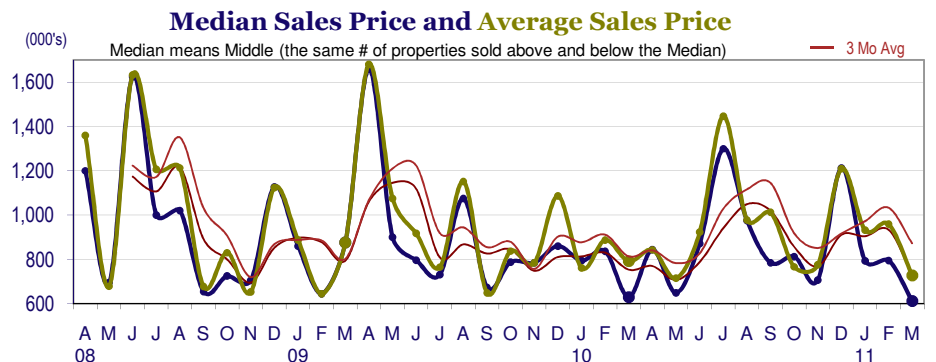
**Property Sales**

March Property sales were 11, equal to 11 in March of 2010 and 83.3% higher than the 6 sales last month. March 2011 sales were at their highest level compared to March of 2010 and 2009. March YTD sales of 23 are running 11.5% behind last year's year-to-date sales of 26.



**Prices**

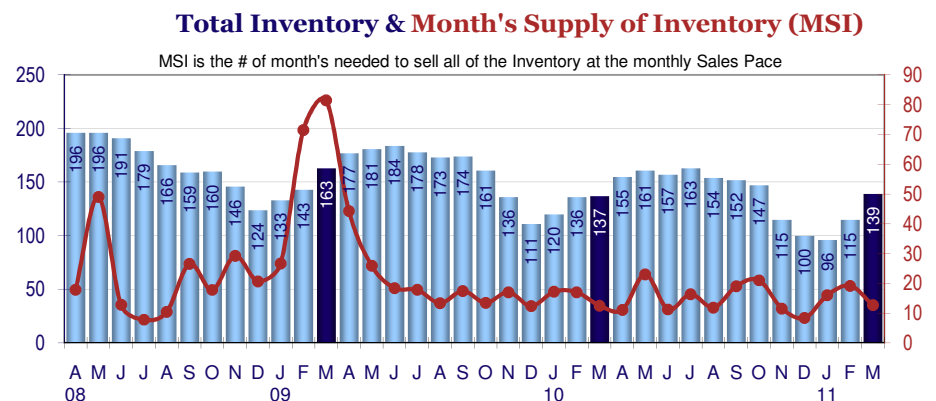
The Median Sales Price in March was \$612,000, down 2.8% from \$629,500 in March of 2010 and down 23.0% from \$795,000 last month. The Average Sales Price in March was \$727,545, down 8.1% from \$791,909 in March of 2010 and down 24.2% from \$959,299 last month. March 2011 ASP was at the lowest level compared to March of 2010 and 2009.

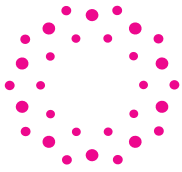


**Inventory & MSI**

The Total Inventory of Properties available for sale as of March was 139, up 20.9% from 115 last month and up 1.5% from 137 in March of last year. March 2011 Inventory was at a mid 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 12.6 months was at a mid level compared with March of 2010 and 2009.





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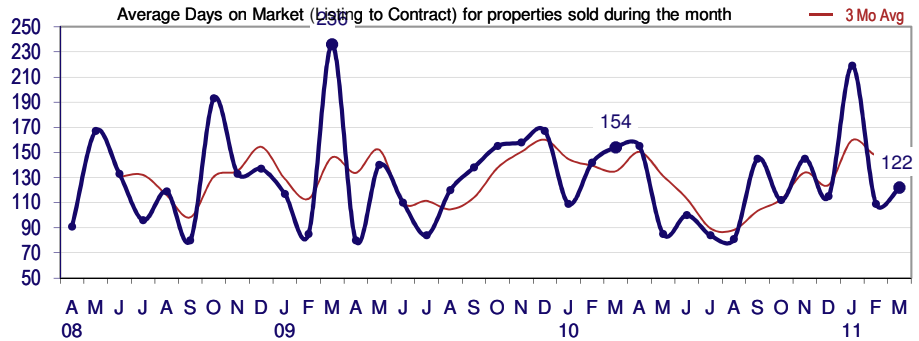
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### Market Time

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 122, up 11.9% from 109 days last month and down 20.8% from 154 days in March of last year. The March 2011 DOM was at its lowest level compared with March of 2010 and 2009.

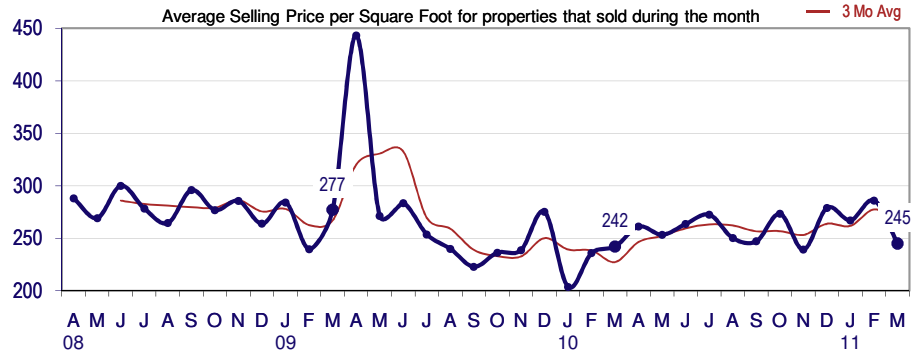
### Days On Market for Sold Properties



### 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 \$245 was down 14.3% from \$286 last month and up 1.2% from 242 in March of last year.

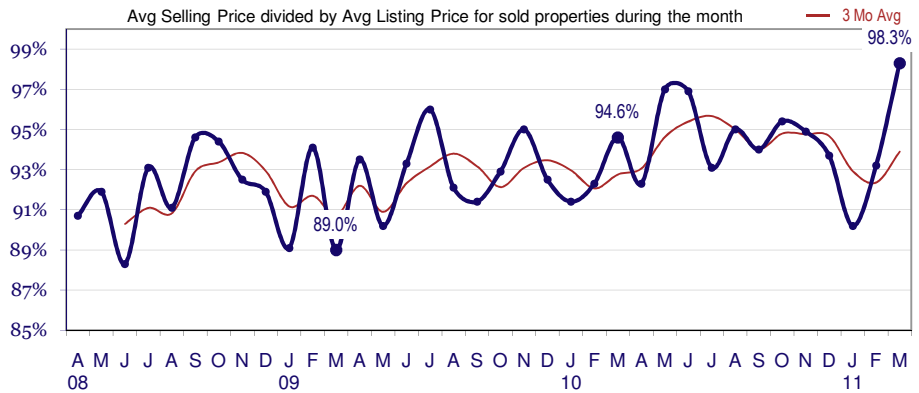
### Selling Price per Square Foot



### 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 98.3% was up from 93.2% last month and up from 94.6% in March of last year.

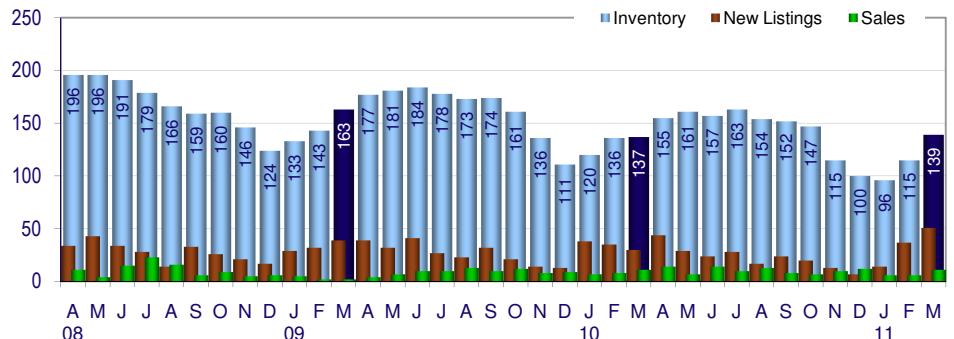
### Selling Price versus Listing Price Ratio

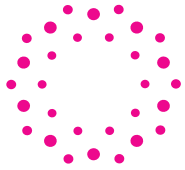


### Inventory / New Listings / Sales

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 51, up 37.8% from 37 last month and up 70.0% from 30 in March of last year.

### Inventory / New Listings / Sales





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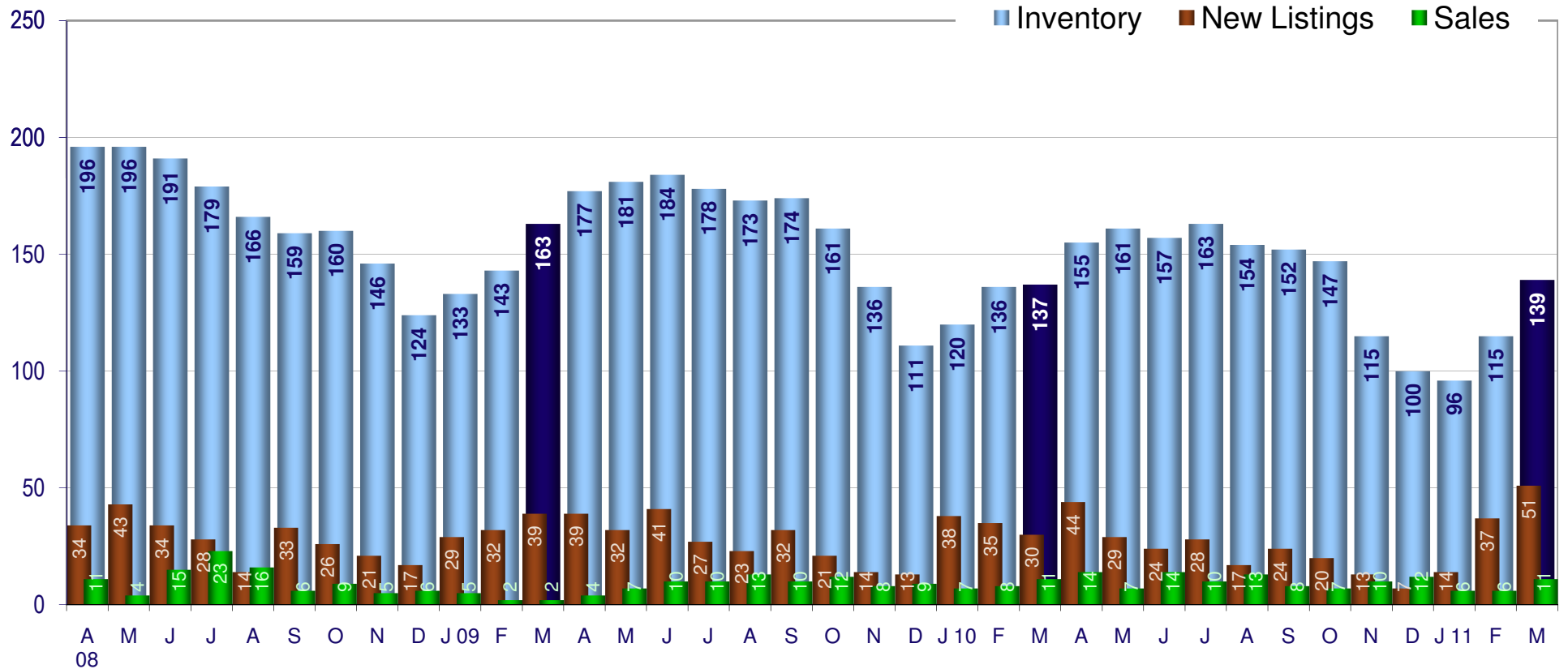
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