



Westport, Connecticut
March 2011

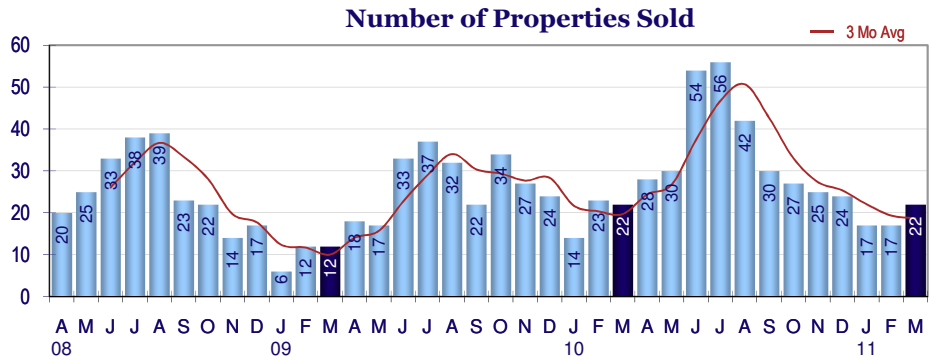
Market Profile & Trends Overview

	Month	Trending versus*:				YTD	Trending versus*:	
		LM	L3M	PYM	LY		Prior YTD	Prior Year
Median List Price of all Current Listings	\$1,400,000	4%		0%				
Average List Price of all Current Listings	\$1,991,663	2%		-1%				
March Median Sales Price	\$862,500	-44%	-20%	2%	-14%	\$1,018,000	9%	2%
March Average Sales Price	\$1,122,030	-41%	-20%	18%	-18%	\$1,390,351	10%	2%
Total Properties Currently for Sale (Inventory)	349	11%		-8%				
March Number of Properties Sold	22	29%		0%		56	-5%	
March Average Days on Market (Solds)	104	-15%	-12%	35%	-3%	120	18%	12%
Asking Price per Square Foot (based on New Listings)	\$467	5%	1%	10%	4%	\$461	7%	2%
March Sold Price per Square Foot	\$408	-3%	5%	18%	5%	\$405	10%	4%
March Month's Supply of Inventory	15.9	-14%	-7%	-8%	15%	17.0	-11%	24%
March Sale Price vs List Price Ratio	94.8%	2.0%	2.3%	-2.7%	1.6%	92.5%	-1.0%	-9%

* 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)

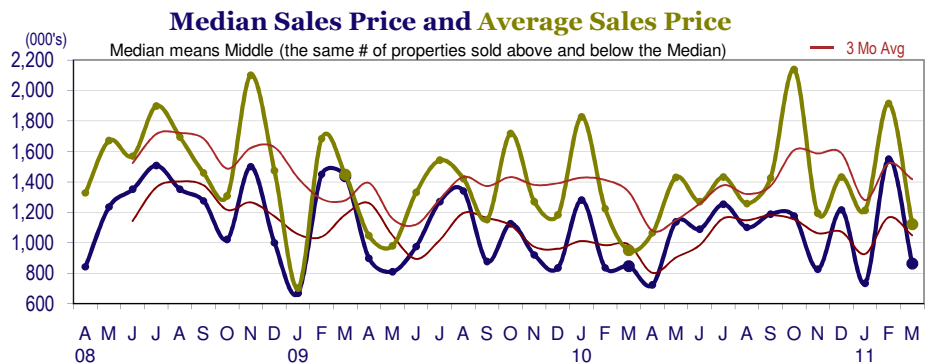
Property Sales

March Property sales were 22, equal to 22 in March of 2010 and 29.4% higher than the 17 sales last month. March 2011 sales were at their highest level compared to March of 2010 and 2009. March YTD sales of 56 are running 5.1% behind last year's year-to-date sales of 59.



Prices

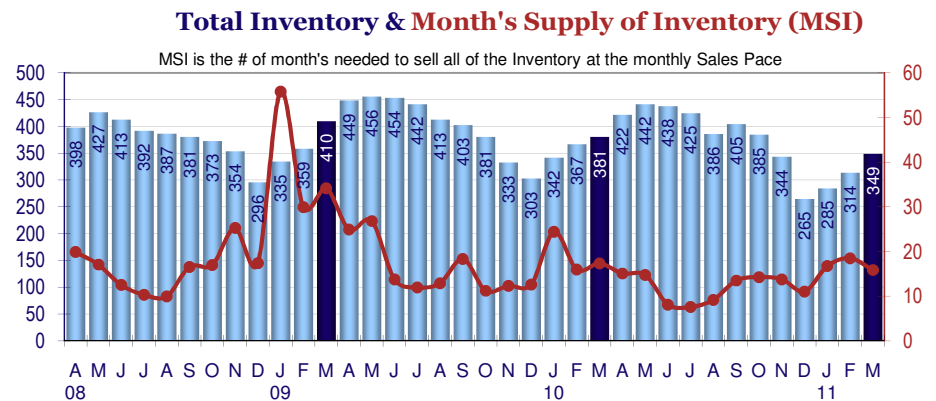
The Median Sales Price in March was \$862,500, up 1.8% from \$847,000 in March of 2010 and down 44.4% from \$1,550,000 last month. The Average Sales Price in March was \$1,122,030, up 18.0% from \$950,614 in March of 2010 and down 41.4% from \$1,914,324 last month. March 2011 ASP was at a mid range compared to March of 2010 and 2009.

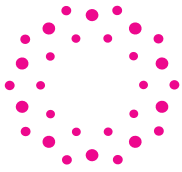


Inventory & MSI

The Total Inventory of Properties available for sale as of March was 349, up 11.1% from 314 last month and down 8.4% from 381 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 15.9 months was at its lowest level compared with March of 2010 and 2009.





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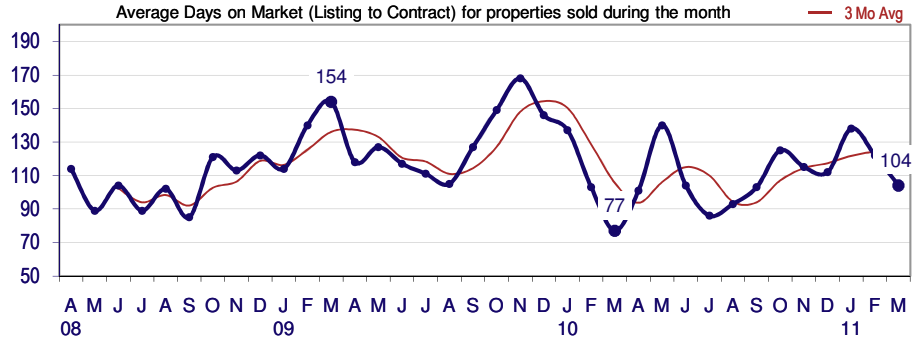
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Market Time

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 104, down 14.8% from 122 days last month and up 35.1% from 77 days in March of last year. The March 2011 DOM was at a mid level compared with March of 2010 and 2009.

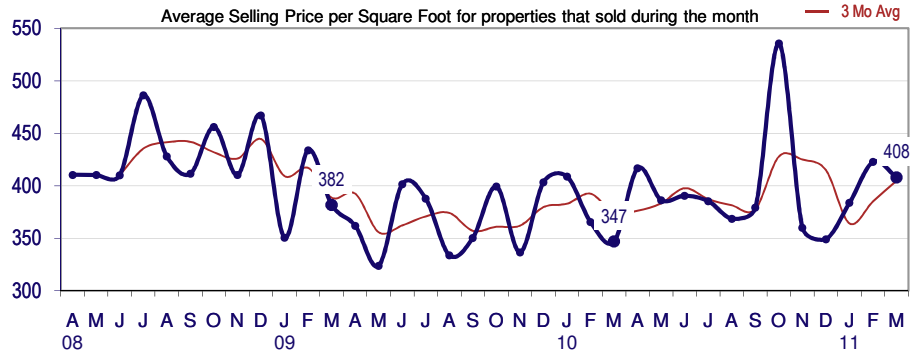
Days On Market for Sold Properties



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 \$408 was down 3.5% from \$423 last month and up 17.6% from 347 in March of last year.

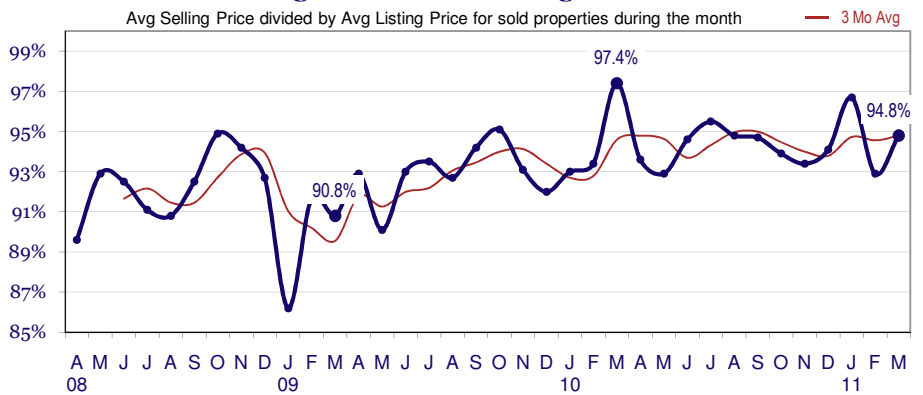
Selling Price per Square Foot



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 94.8% was up from 92.9% last month and down from 97.4% in March of last year.

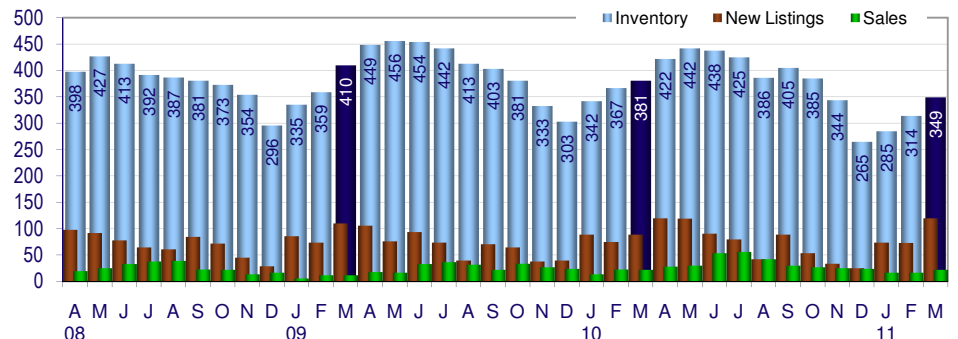
Selling Price versus Listing Price Ratio



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 120, up 64.4% from 73 last month and up 34.8% from 89 in March of last year.

Inventory / New Listings / Sales





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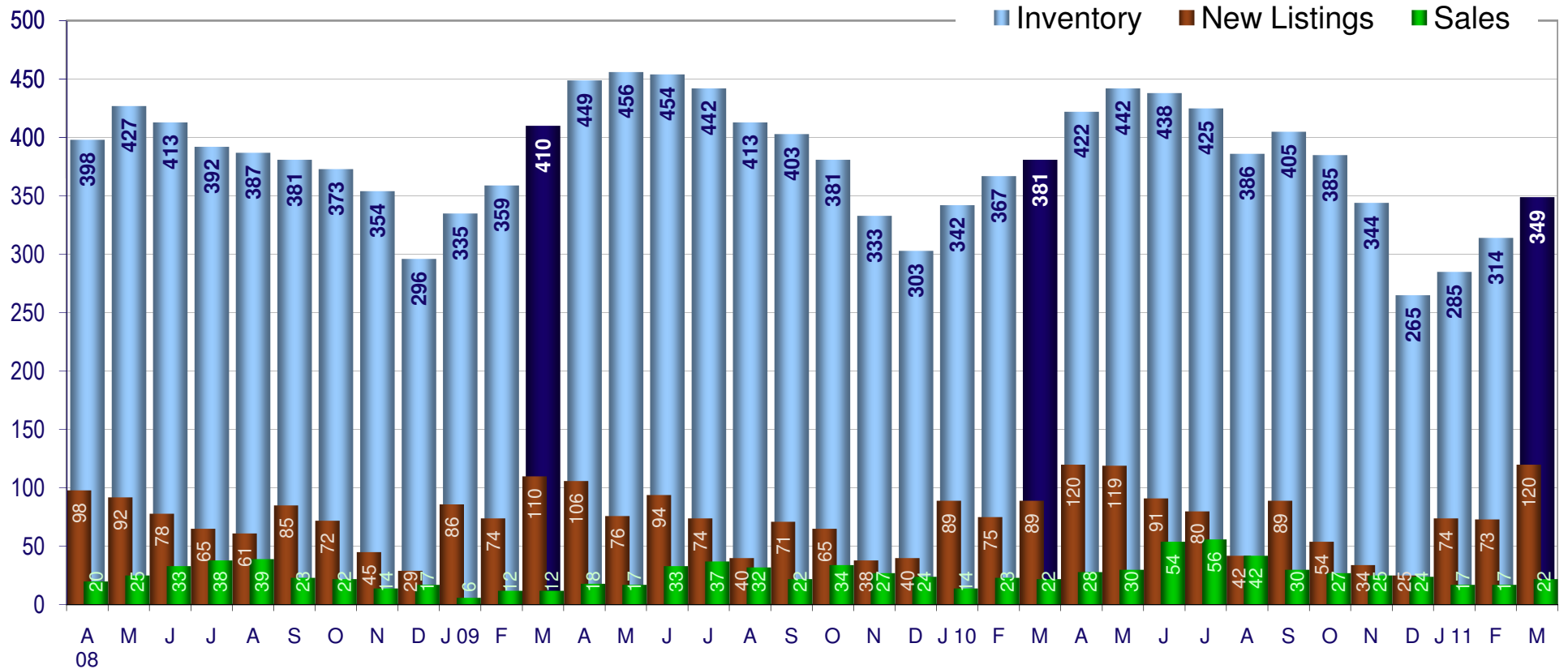
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