

**JUDYMICHAELIS**  
Personal attention. Proven results.

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Wilton, Connecticut  
August 2011

Market Profile & Trends Overview

	Month	Trending versus*:				Trending versus*:		
		LM	L3M	PYM	LY	YTD	Prior YTD	Prior Year
Median List Price of all Current Listings	\$819,000	-3%		-2%				
Average List Price of all Current Listings	\$1,008,809	-2%		-6%				
August Median Sales Price	\$895,000	1%	5%	10%	21%	\$800,000	7%	8%
August Average Sales Price	\$1,203,309	32%	24%	28%	46%	\$921,436	12%	12%
Total Properties Currently for Sale (Inventory)	209	-9%		0%				
August Number of Properties Sold	23	35%		21%		135	1%	
August Average Days on Market (Solds)	102	29%	2%	-18%	-11%	113	3%	-1%
Asking Price per Square Foot (based on New Listings)	\$296	-2%	0%	11%	-1%	\$290	-4%	-3%
August Sold Price per Square Foot	\$271	-4%	1%	-6%	-1%	\$264	-4%	-3%
August Month's Supply of Inventory	9.1	-33%	-12%	-17%	-38%	13.0	-13%	-12%
August Sale Price vs List Price Ratio	95.7%	.3%	.6%	2.2%	1.7%	94.9%	.7%	.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

August Property sales were 23, up 21.1% from 19 in August of 2010 and 35.3% higher than the 17 sales last month. August 2011 sales were at their highest level compared to August of 2010 and 2009. August YTD sales of 135 are running 0.7% ahead of last year's year-to-date sales of 134.



Prices

The Median Sales Price in August was \$895,000, up 9.8% from \$815,000 in August of 2010 and up 0.7% from \$889,000 last month. The Average Sales Price in August was \$1,203,309, up 27.6% from \$943,061 in August of 2010 and up 31.8% from \$913,282 last month. August 2011 ASP was at the highest level compared to August of 2010 and 2009.

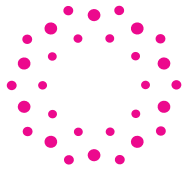


Inventory & MSI

The Total Inventory of Properties available for sale as of August was 209, down 9.1% from 230 last month and up 0.5% from 208 in August of last year. August 2011 Inventory was at its highest level compared with August of 2010 and 2009.

A comparatively lower MSI is more beneficial for sellers while a higher MSI is better for buyers. The August 2011 MSI of 9.1 months was at its lowest level compared with August of 2010 and 2009.





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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 August was 102, up 29.1% from 79 days last month and down 18.4% from 125 days in August of last year. The August 2011 DOM was at its lowest level compared with August of 2010 and 2009.

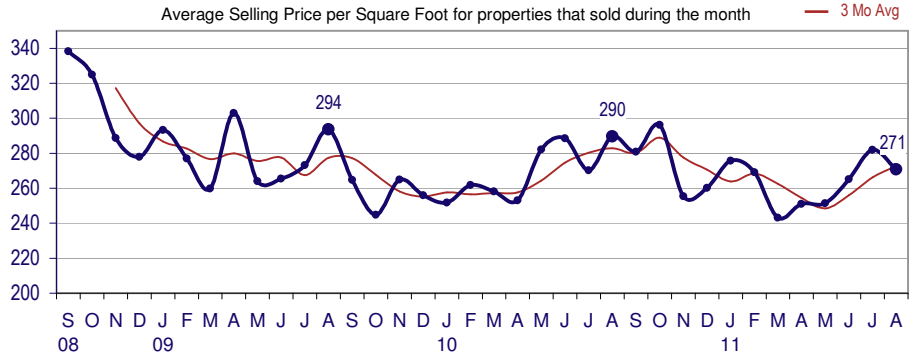
**Days On Market for Sold Properties**



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 August 2011 Selling Price per Square Foot of \$271 was down 3.9% from \$282 last month and down 6.4% from 290 in August of last year.

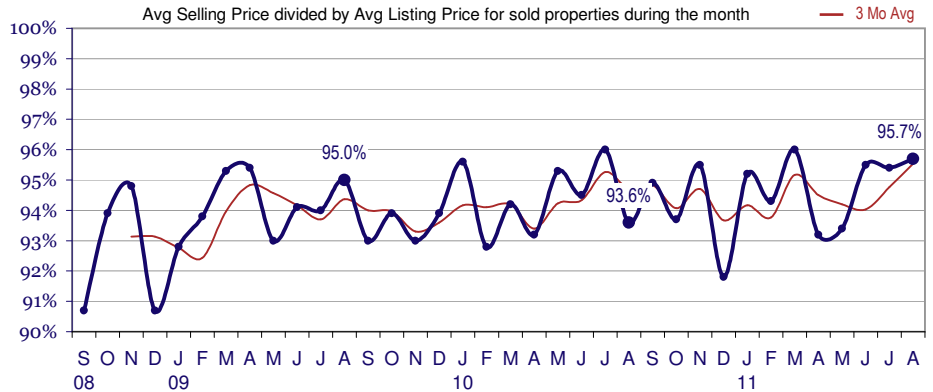
**Selling Price per Square Foot**



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 August 2011 Selling Price vs Original List Price of 95.7% was up from 95.4% last month and up from 93.6% in August of last year.

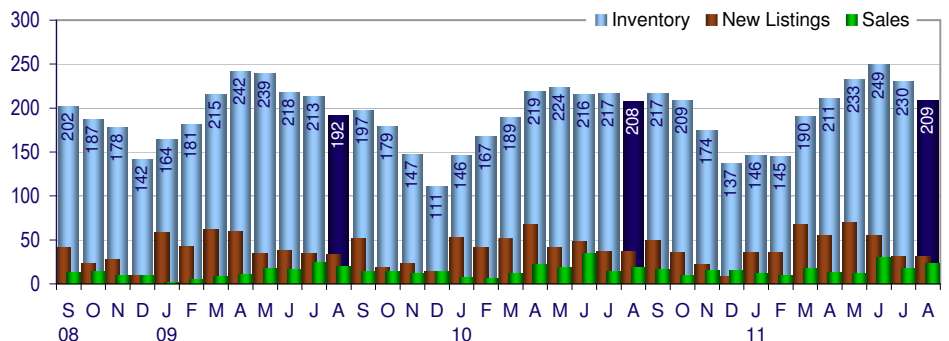
**Selling Price versus Listing Price Ratio**

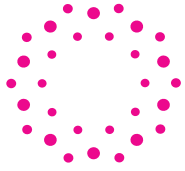


Inventory / New Listings / Sales

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 August 2011 was 31, equal to 31 last month and down 16.2% from 37 in August of last year.

**Inventory / New Listings / Sales**





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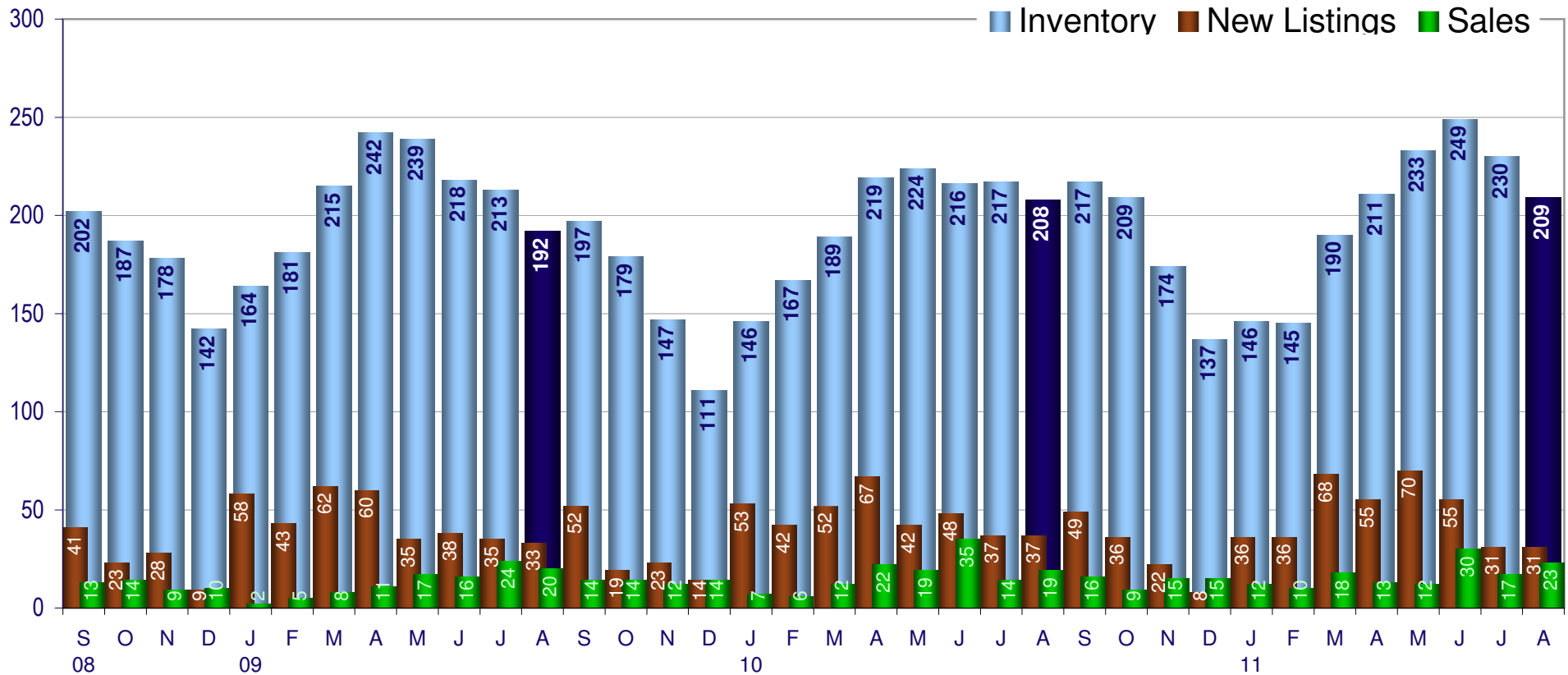
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