

JUDYMICHAELIS
Personal attention. Proven results.

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Wilton, Connecticut
March 2011

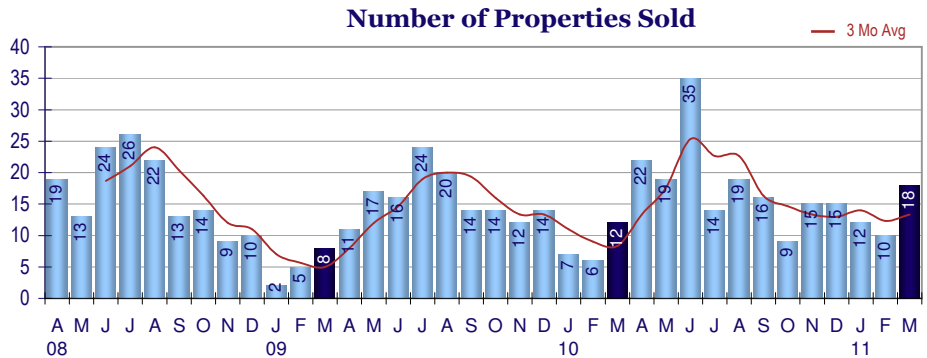
Market Profile & Trends Overview

	Month	Trending versus*:				YTD	Trending versus*:	
		LM	L3M	PYM	LY		Prior YTD	Prior Year
Median List Price of all Current Listings	\$858,500	1%		7%				
Average List Price of all Current Listings	\$1,056,910	-0%		1%				
March Median Sales Price	\$610,000	-12%	-11%	-15%	-18%	\$695,000	-7%	-6%
March Average Sales Price	\$713,706	-8%	-13%	1%	-14%	\$827,111	13%	0%
Total Properties Currently for Sale (Inventory)	188	30%		-1%				
March Number of Properties Sold	18	80%		50%		40	60%	
March Average Days on Market (Solds)	140	-8%	1%	0%	23%	134	6%	18%
Asking Price per Square Foot (based on New Listings)	\$294	1%	2%	-2%	-2%	\$290	-6%	-3%
March Sold Price per Square Foot	\$243	-10%	-7%	-6%	-11%	\$259	1%	-5%
March Month's Supply of Inventory	10.4	-28%	-16%	-34%	-29%	12.4	-42%	-16%
March Sale Price vs List Price Ratio	96.0%	1.8%	1.8%	1.9%	2.0%	95.1%	1.4%	1.1%

* 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 18, up 50.0% from 12 in March of 2010 and 80.0% higher than the 10 sales last month. March 2011 sales were at their highest level compared to March of 2010 and 2009. March YTD sales of 40 are running 60.0% ahead of last year's year-to-date sales of 25.



Prices

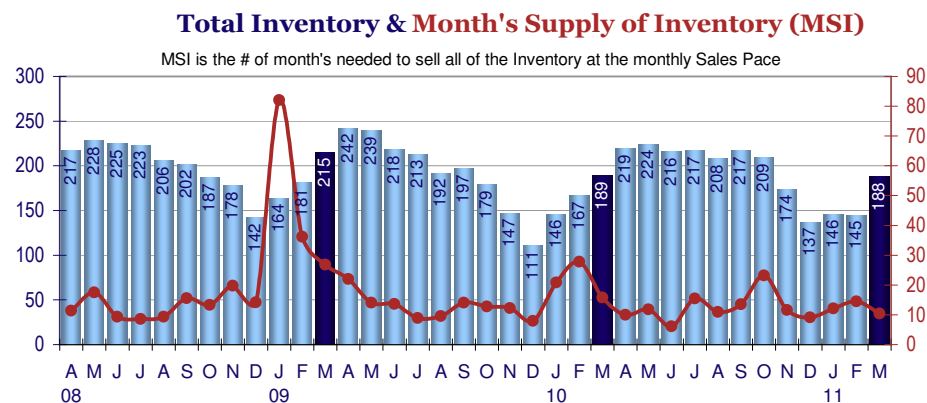
The Median Sales Price in March was \$610,000, down 15.3% from \$720,000 in March of 2010 and down 11.9% from \$692,500 last month. The Average Sales Price in March was \$713,706, up 0.6% from \$709,500 in March of 2010 and down 7.9% from \$774,950 last month. March 2011 ASP was at a mid range compared to March of 2010 and 2009.



Inventory & MSI

The Total Inventory of Properties available for sale as of March was 188, up 29.7% from 145 last month and down 0.5% from 189 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 10.4 months was at its lowest level compared with March of 2010 and 2009.





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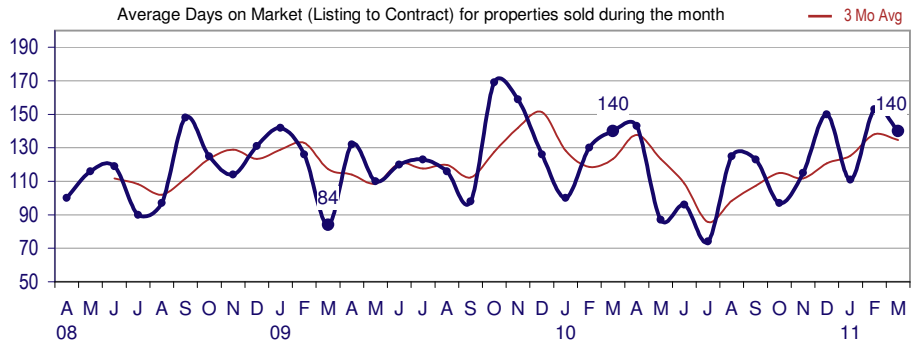
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Market Time

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 140, down 8.5% from 153 days last month and equal to 140 days in March of last year. The March 2011 DOM was at a mid level compared with March of 2010 and 2009.

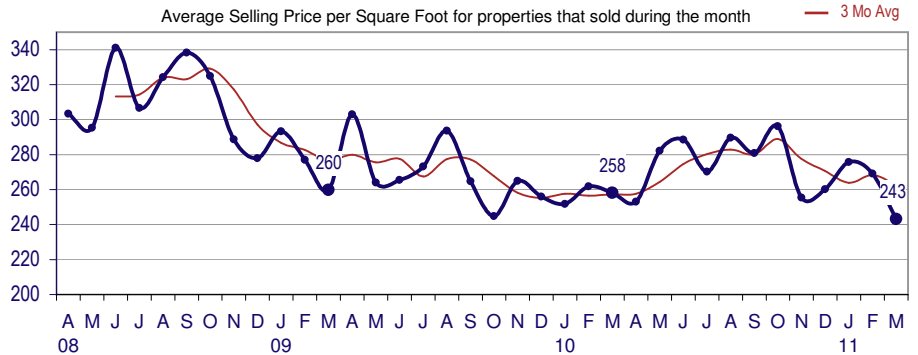
Days On Market for Sold Properties



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 \$243 was down 9.7% from \$269 last month and down 5.9% from 258 in March of last year.

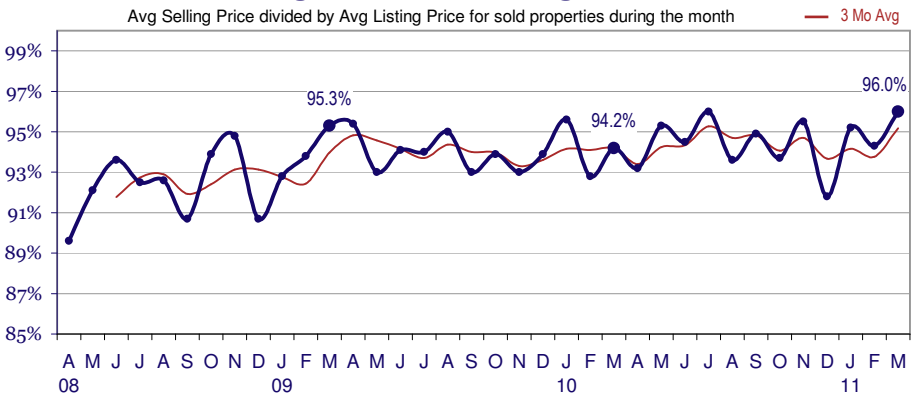
Selling Price per Square Foot



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 96.0% was up from 94.3% last month and up from 94.2% in March of last year.

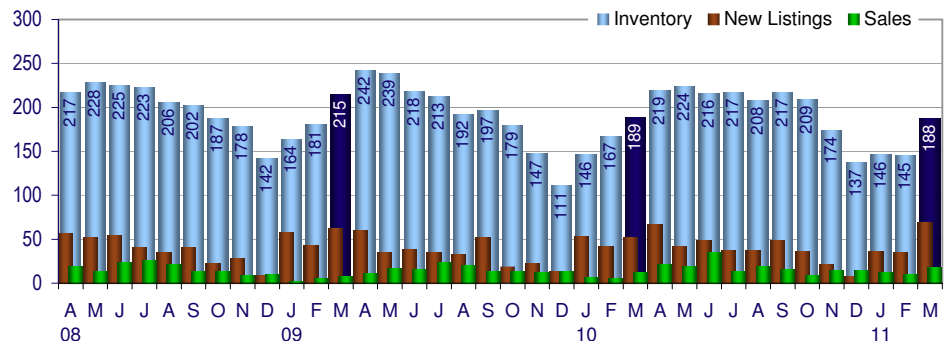
Selling Price versus Listing Price Ratio

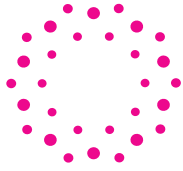


Inventory / New Listings / Sales

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 69, up 97.1% from 35 last month and up 32.7% from 52 in March of last year.

Inventory / New Listings / Sales





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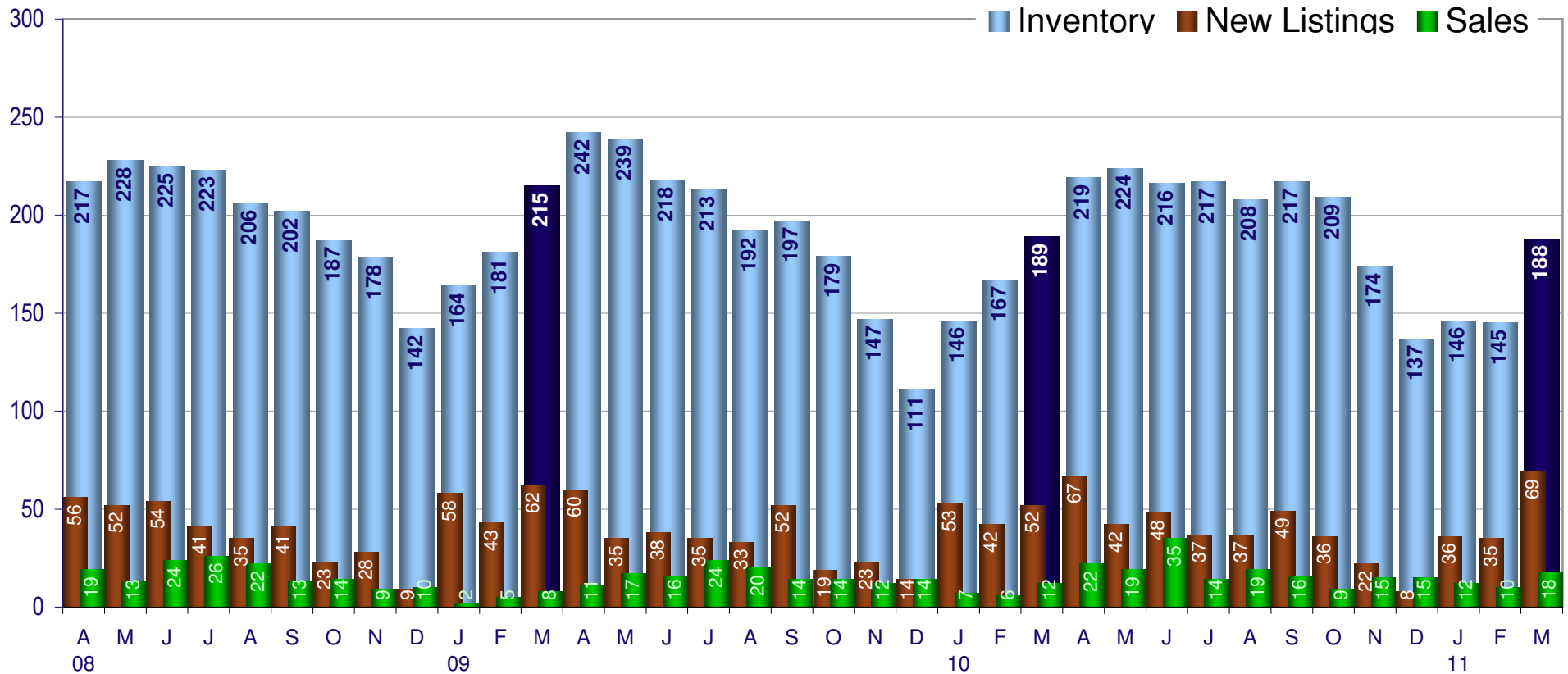
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