



JUDYMICHAELIS
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COLDWELL BANKER
Residential Brokerage
472 Riverside Avenue
Westport, CT 06880

judym@optonline.net
www.judymichaelis.com
203.247.5000

New Canaan, Connecticut
November 2010

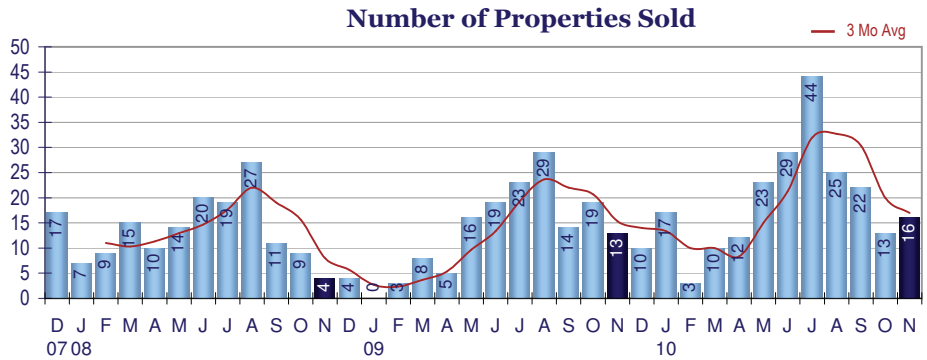
Market Profile & Trends Overview

	Month	Trending versus*:				YTD	Trending versus*:	
		LM	L3M	PYM	LY		Prior YTD	Prior Year
Median List Price of all Current Listings	\$1,625,000	1%		2%				
Average List Price of all Current Listings	\$2,398,311	0%		3%				
November Median Sales Price	\$1,425,000	14%	-1%	60%	16%	\$1,347,500	7%	10%
November Average Sales Price	\$1,500,188	6%	-12%	6%	-0%	\$1,549,458	0%	3%
Total Properties Currently for Sale (Inventory)	285	-7%		-1%				
November Number of Properties Sold	16	23%		23%		214	44%	
November Average Days on Market (Solds)	103	-19%	-35%	-45%	-40%	160	-6%	-7%
Asking Price per Square Foot (based on New Listings)	\$456	-3%	-0%	2%	-3%	\$463	-2%	-1%
November Sold Price per Square Foot	\$387	1%	-4%	-3%	-0%	\$401	2%	3%
November Month's Supply of Inventory	17.8	-24%	-3%	-19%	-47%	25.2	-27%	-25%
November Sale Price vs List Price Ratio	96.4%	3.1%	3.1%	3.3%	6.9%	93.5%	3.9%	3.7%

* LM=Last Month / L3M=Last 3 Months / PYM=Same Month Prior Year / LY=Last Year (2009) / YTD = Year-to-date | Arrows indicate if Month / YTD values are higher (up), lower (down) or unchanged (flat)

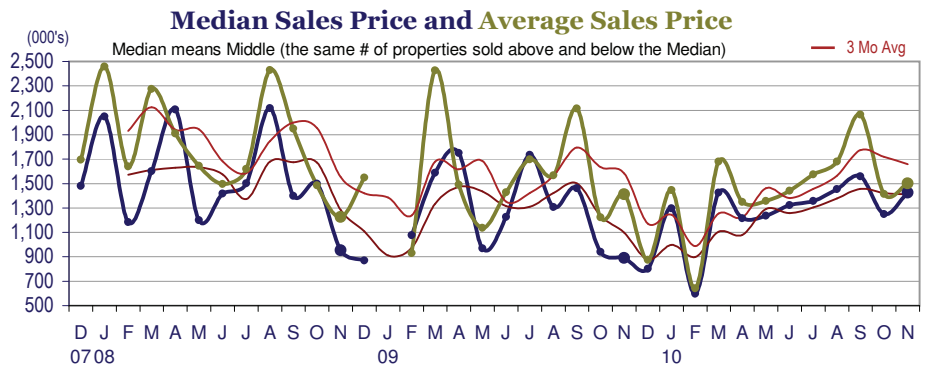
Property Sales

November Property sales were 16, up 23.1% from 13 in November of 2009 and 23.1% higher than the 13 sales last month. November 2010 sales were at their highest level compared to November of 2009 and 2008. November YTD sales of 214 are running 43.6% ahead of last year's year-to-date sales of 149.



Prices

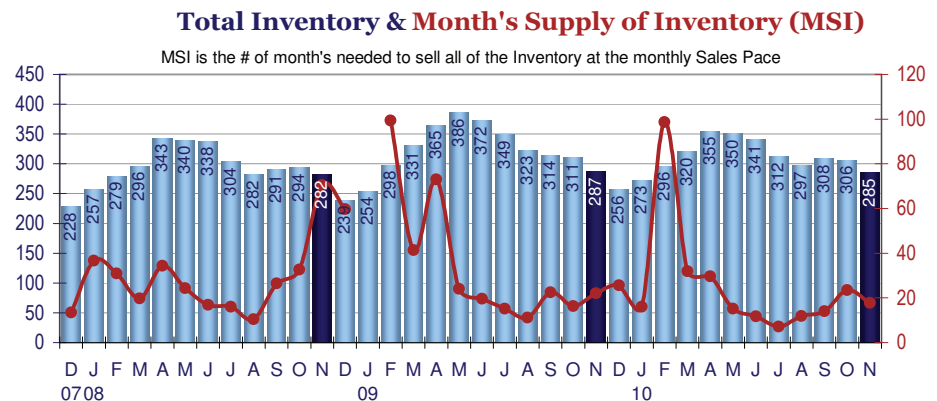
The Median Sales Price in November was \$1,425,000, up 60.1% from \$890,000 in November of 2009 and up 14.0% from \$1,250,000 last month. The Average Sales Price in November was \$1,500,188, up 6.3% from \$1,411,288 in November of 2009 and up 6.0% from \$1,415,769 last month. November 2010 ASP was at the highest level compared to November of 2009 and 2008.



Inventory & MSI

The Total Inventory of Properties available for sale as of November was 285, down 6.9% from 306 last month and down 0.7% from 287 in November of last year. November 2010 Inventory was at a mid level compared with November of 2009 and 2008.

A comparatively lower MSI is more beneficial for sellers while a higher MSI is better for buyers. The November 2010 MSI of 17.8 months was at its lowest level compared with November of 2009 and 2008.





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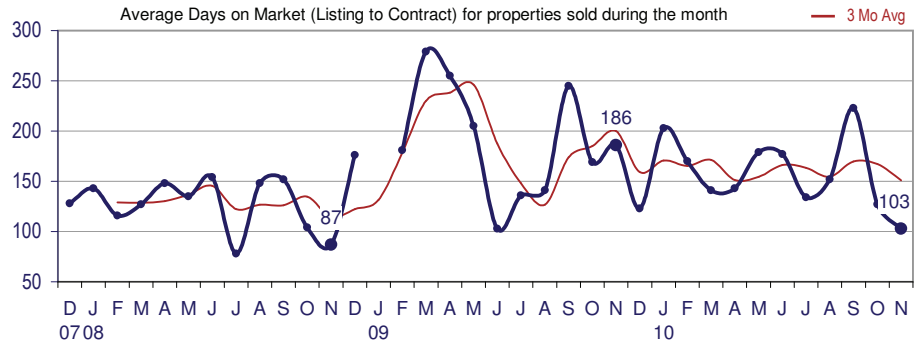
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Market Time

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 November was 103, down 18.9% from 127 days last month and down 44.6% from 186 days in November of last year. The November 2010 DOM was at a mid level compared with November of 2009 and 2008.

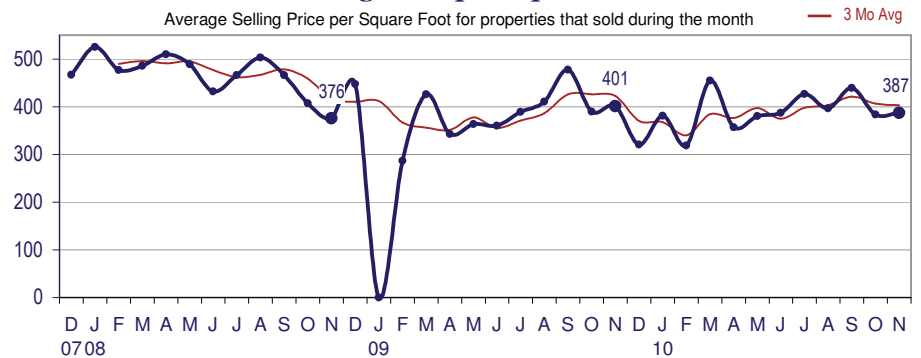
Days On Market for Sold Properties



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 November 2010 Selling Price per Square Foot of \$387 was up 1.0% from \$383 last month and down 3.5% from 401 in November 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 November 2010 Selling Price vs Original List Price of 96.4% was up from 93.5% last month and up from 93.3% in November of last year.

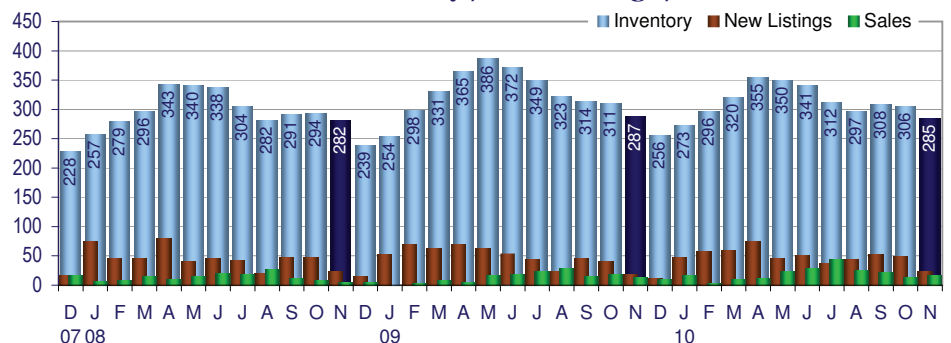
Selling Price versus Listing Price Ratio



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 November 2010 was 23, down 53.1% from 49 last month and up 21.1% from 19 in November of last year.

Inventory / New Listings / Sales





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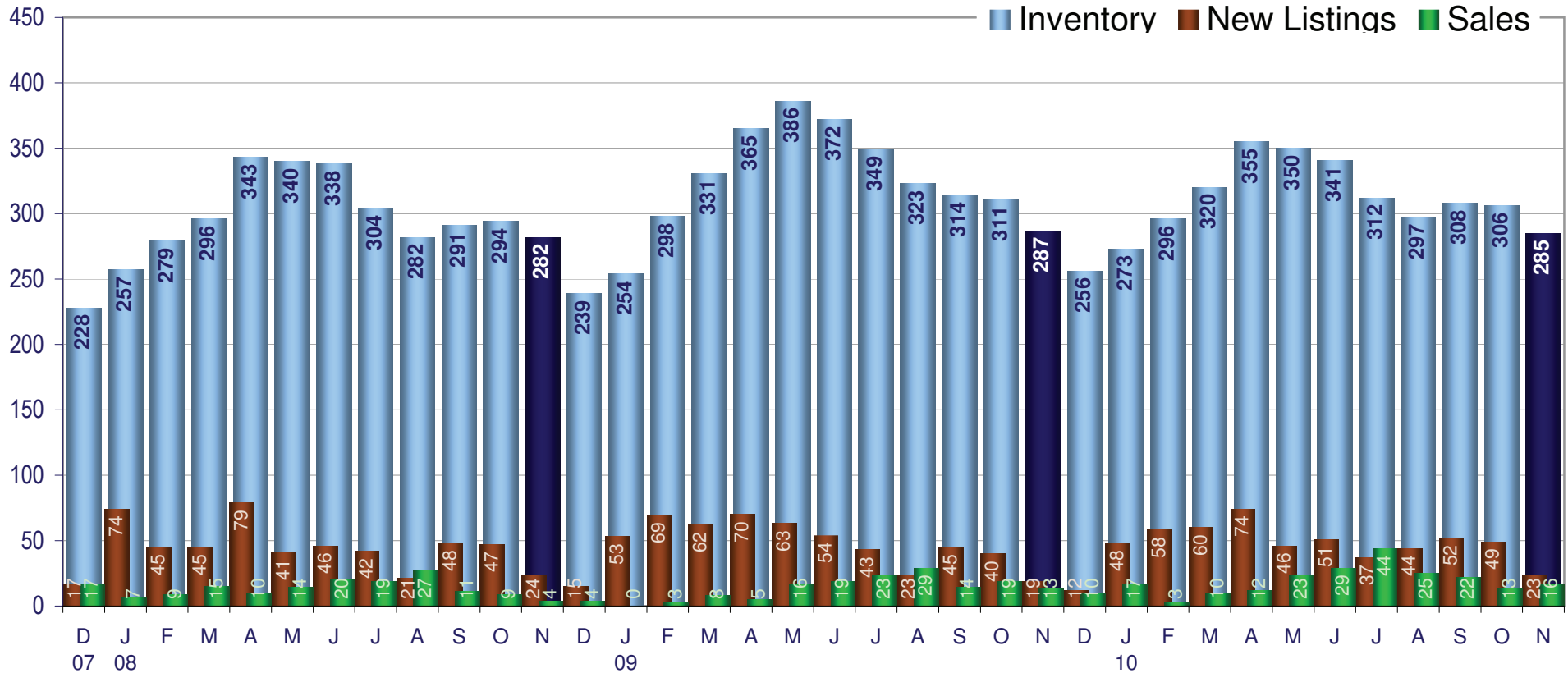
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