



JUDYMICHAELIS
Personal attention. Proven results.

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Norwalk, Connecticut
October 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	\$399,000	-0%		-1%				
Average List Price of all Current Listings	\$643,599	-0%		-4%				
October Median Sales Price	\$377,500	-10%	-6%	-1%	1%	\$390,000	3%	4%
October Average Sales Price	\$590,375	12%	11%	25%	31%	\$497,546	10%	10%
Total Properties Currently for Sale (Inventory)	741	-5%		-1%				
October Number of Properties Sold	46	-8%		-46%		601	12%	
October Average Days on Market (Solds)	130	16%	9%	27%	26%	111	6%	8%
Asking Price per Square Foot (based on New Listings)	\$283	-8%	-1%	-8%	-5%	\$292	-4%	-2%
October Sold Price per Square Foot	\$232	-12%	-7%	-10%	-12%	\$256	-3%	-3%
October Month's Supply of Inventory	16.1	4%	11%	83%	21%	13.7	-2%	2%
October Sale Price vs List Price Ratio	94.5%	-3%	-0%	-7%	1.3%	94.2%	1.3%	1.1%

* 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

October Property sales were 46, down 45.9% from 85 in October of 2009 and 8.0% lower than the 50 sales last month. October 2010 sales were at their lowest level compared to October of 2009 and 2008. October YTD sales of 601 are running 11.5% ahead of last year's year-to-date sales of 539.



Prices

The Median Sales Price in October was \$377,500, down 0.7% from \$380,000 in October of 2009 and down 10.0% from \$419,500 last month. The Average Sales Price in October was \$590,375, up 24.6% from \$473,796 in October of 2009 and up 12.3% from \$525,888 last month. October 2010 ASP was at the highest level compared to October of 2009 and 2008.



Inventory & MSI

The Total Inventory of Properties available for sale as of October was 741, down 4.5% from 776 last month and down 1.1% from 749 in October of last year. October 2010 Inventory was at a mid level compared with October of 2009 and 2008.

A comparatively lower MSI is more beneficial for sellers while a higher MSI is better for buyers. The October 2010 MSI of 16.1 months was at its highest level compared with October of 2009 and 2008.





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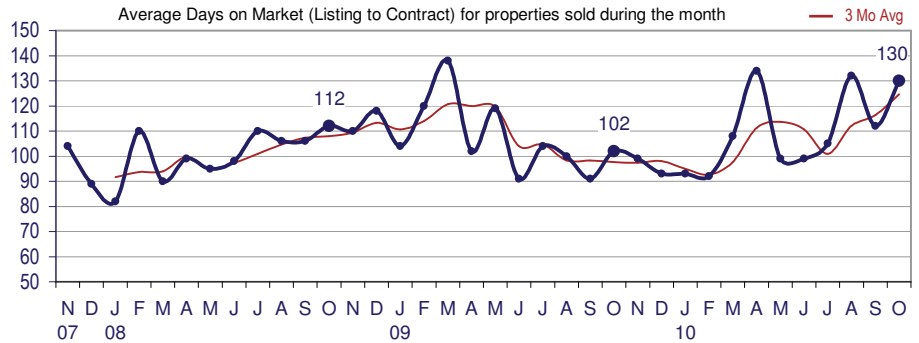
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Market Time

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 October was 130, up 16.1% from 112 days last month and up 27.5% from 102 days in October of last year. The October 2010 DOM was at a mid level compared with October of 2009 and 2008.

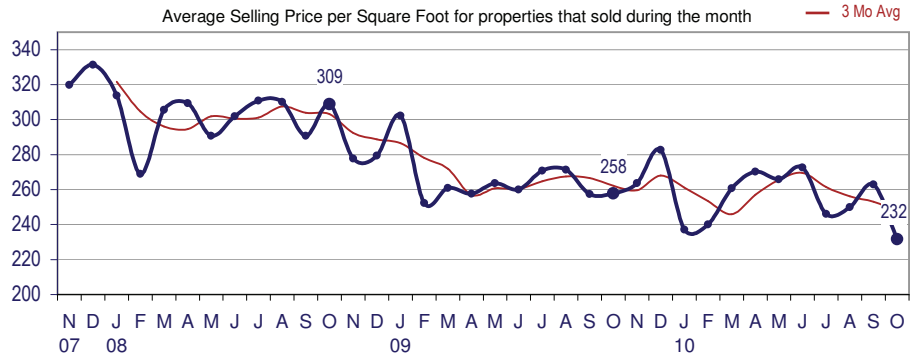
Days On Market for Sold Properties



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 October 2010 Selling Price per Square Foot of \$232 was down 11.9% from \$263 last month and down 10.2% from 258 in October of last year.

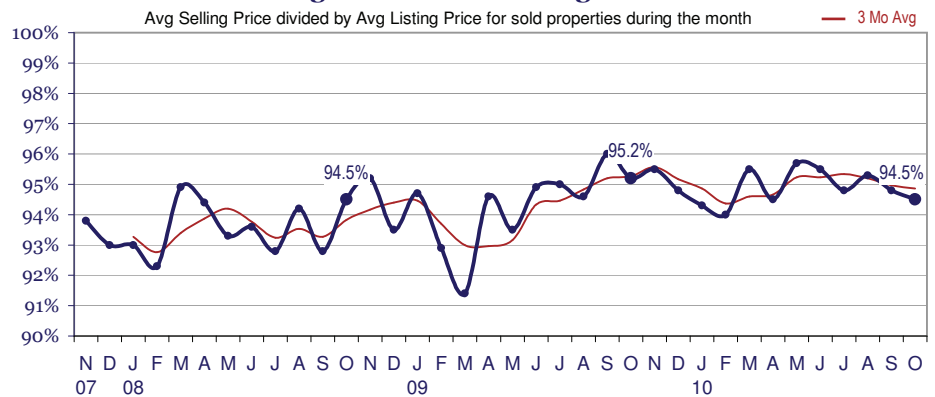
Selling Price per Square Foot



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 October 2010 Selling Price vs Original List Price of 94.5% was down from 94.8% last month and down from 95.2% in October of last year.

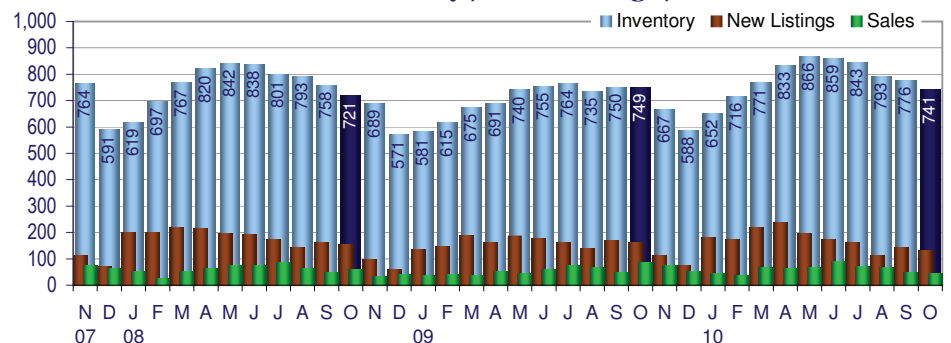
Selling Price versus Listing Price Ratio



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 October 2010 was 132, down 9.0% from 145 last month and down 19.5% from 164 in October of last year.

Inventory / New Listings / Sales





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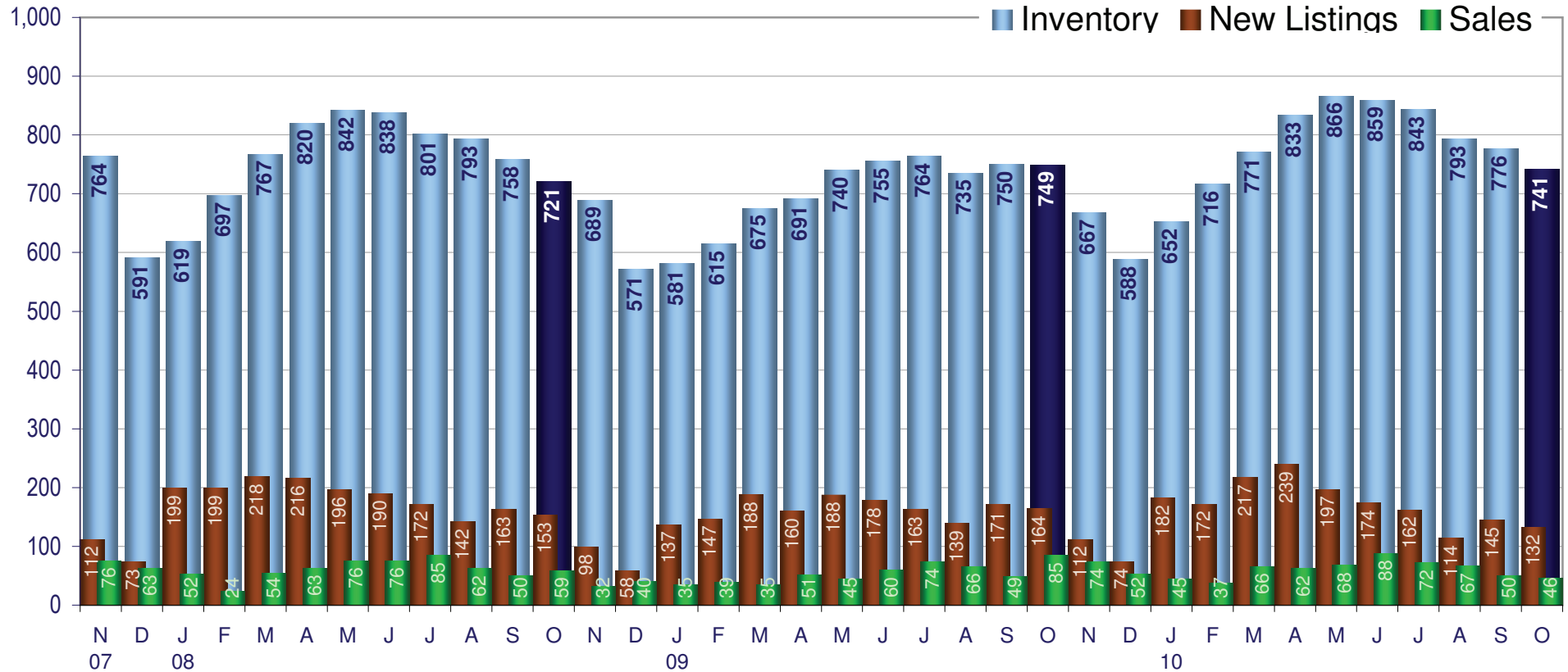
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