



JUDYMICHAELIS
Personal attention. Proven results.

COLDWELL BANKER
Residential Brokerage
472 Riverside Avenue
Westport, CT 06880

judym@optonline.net
www.judymichaelis.com
203.247.5000

Redding, Connecticut
October 2010

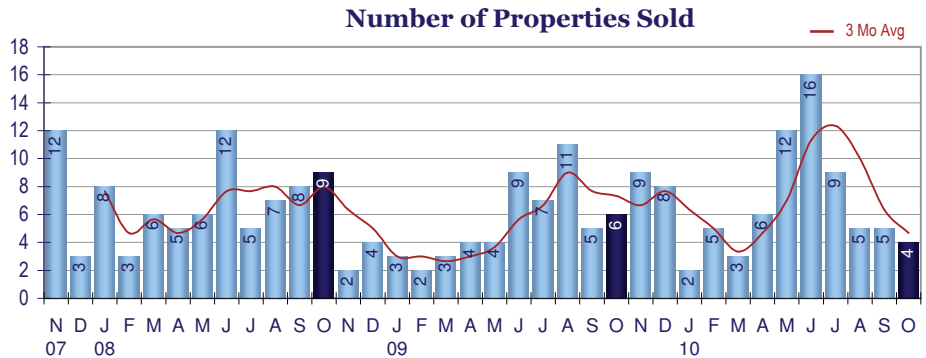
Market Profile & Trends Overview

	Month	Trending versus*:				YTD	Trending versus*:	
		LM	L3M	PYM	LY		Prior YTD	Prior Year
Median List Price of all Current Listings	\$692,450	1%		-9%				
Average List Price of all Current Listings	\$951,769	6%		-12%				
October Median Sales Price	\$775,000	45%	15%	59%	38%	\$640,000	20%	14%
October Average Sales Price	\$989,975	69%	28%	84%	48%	\$727,143	15%	9%
Total Properties Currently for Sale (Inventory)	128	-1%		12%				
October Number of Properties Sold	4	-20%		-33%		67	24%	
October Average Days on Market (Solds)	98	-10%	-8%	-30%	-29%	123	-18%	-12%
Asking Price per Square Foot (based on New Listings)	\$291	9%	10%	-1%	3%	\$263	-5%	-7%
October Sold Price per Square Foot	\$271	13%	14%	45%	28%	\$226	9%	7%
October Month's Supply of Inventory	32.0	24%	16%	68%	29%	24.7	-10%	-0%
October Sale Price vs List Price Ratio	93.1%	-5.0%	-2.7%	-5.3%	-8%	94.3%	.5%	.5%

* 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 4, down 33.3% from 6 in October of 2009 and 20.0% lower than the 5 sales last month. October 2010 sales were at their lowest level compared to October of 2009 and 2008. October YTD sales of 67 are running 24.1% ahead of last year's year-to-date sales of 54.



Prices

The Median Sales Price in October was \$775,000, up 58.6% from \$488,512 in October of 2009 and up 44.9% from \$535,000 last month. The Average Sales Price in October was \$989,975, up 83.5% from \$539,421 in October of 2009 and up 69.1% from \$585,300 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 128, down 0.8% from 129 last month and up 12.3% from 114 in October of last year. October 2010 Inventory was at its highest 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 32.0 months was at its highest level compared with October of 2009 and 2008.





JUDYMICHAELIS
 Personal attention. Proven results.

COLDWELL BANKER
 Residential Brokerage
 472 Riverside Avenue
 Westport, CT 06880

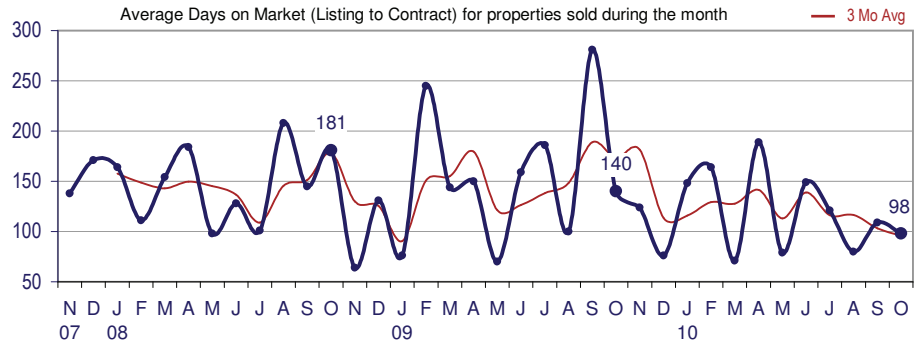
judym@optonline.net
 www.judymichaelis.com
 203.247.5000

Redding, Connecticut
 October 2010

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 98, down 10.1% from 109 days last month and down 30.0% from 140 days in October of last year. The October 2010 DOM was at its lowest level compared with October of 2009 and 2008.

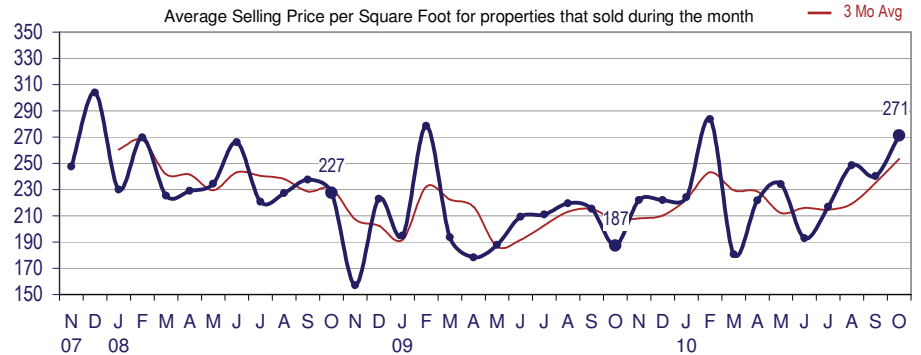
Days On Market for Sold Properties



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 \$271 was up 12.8% from \$240 last month and up 44.7% from 187 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 93.1% was down from 98.0% last month and down from 98.3% in October of last year.

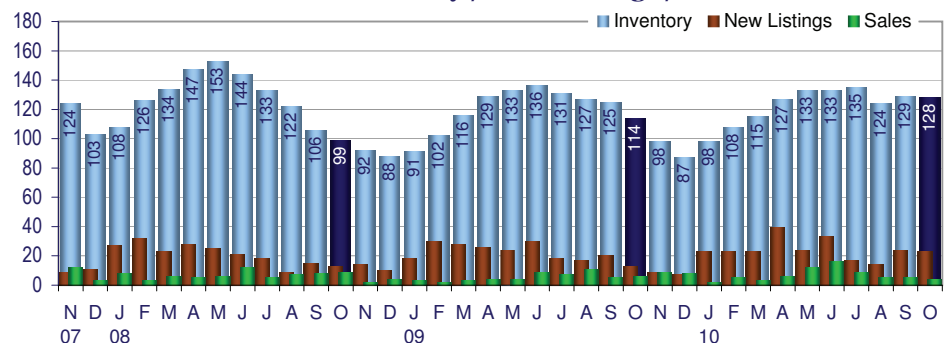
Selling Price versus Listing Price Ratio



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 23, down 4.2% from 24 last month and up 76.9% from 13 in October of last year.

Inventory / New Listings / Sales





JUDY MICHAELIS
 Personal attention. Proven results.

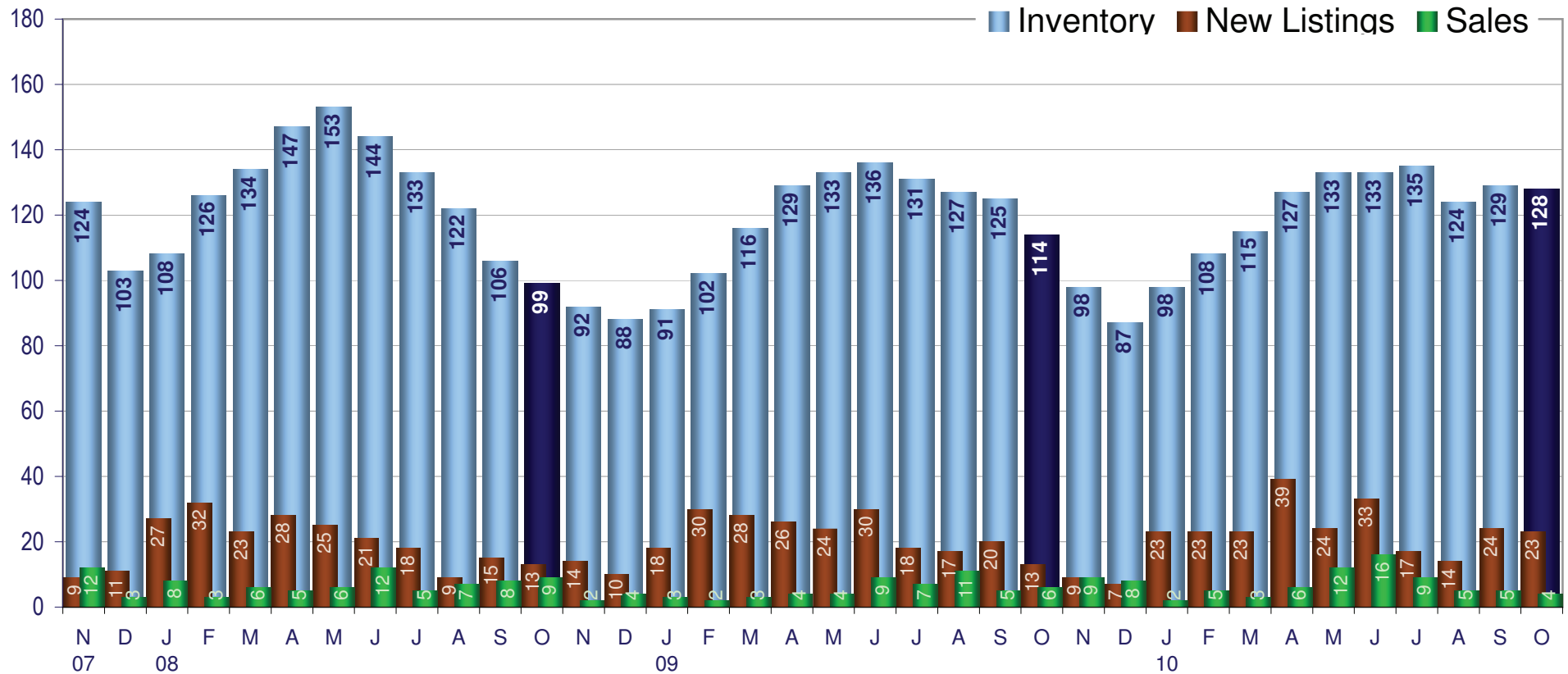
COLDWELL BANKER
 Residential Brokerage
 472 Riverside Avenue
 Westport, CT 06880

judym@optonline.net
 www.judymichaelis.com
 203.247.5000

Redding, Connecticut
 October 2010

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 23, down 4.2% from 24 last month and up 76.9% from 13 in October of last year.



Copyright © Coldwell Banker Residential Brokerage | Price Range: All | Property Types: Single Family - Condo - TwnHm

Data is provided courtesy of Consolidated MLS and may not reflect all relevant real estate activity. Coldwell Banker Residential Brokerage does not warrant or guarantee the accuracy of this information. It is the responsibility of any buyer or seller to verify any and all information relevant to such consumer's real estate transaction.