



**JUDYMICHAELIS**  
Personal attention. Proven results.

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Weston, Connecticut  
November 2010

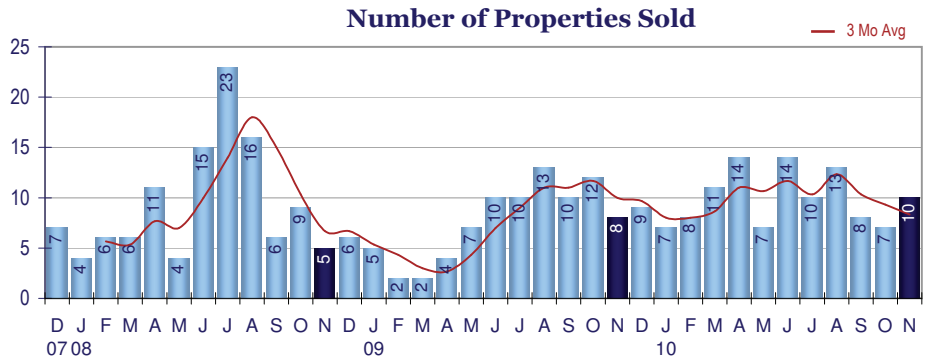
**Market Profile & Trends Overview**

	Month	Trending versus*:				YTD	Trending versus*:	
		LM	L3M	PYM	LY		Prior YTD	Prior Year
Median List Price of all Current Listings	\$1,054,500	7%		-6%				
Average List Price of all Current Listings	\$1,424,705	8%		3%				
November Median Sales Price	\$707,000	-13%	-12%	-10%	-13%	\$816,000	-0%	1%
November Average Sales Price	\$775,985	1%	-13%	-1%	-16%	\$910,911	-1%	-1%
Total Properties Currently for Sale (Inventory)	112	-23%		-18%				
November Number of Properties Sold	10	43%		25%		109	31%	
November Average Days on Market (Solds)	145	29%	24%	-8%	12%	120	-6%	-7%
Asking Price per Square Foot (based on New Listings)	\$301	-3%	-2%	7%	-1%	\$295	-4%	-3%
November Sold Price per Square Foot	\$239	-12%	-5%	0%	-7%	\$251	-3%	-2%
November Month's Supply of Inventory	11.2	-46%	-34%	-34%	-63%	15.5	-51%	-48%
November Sale Price vs List Price Ratio	94.9%	-5%	.5%	-1%	3.2%	93.3%	1.3%	1.4%

\* 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 10, up 25.0% from 8 in November of 2009 and 42.9% higher than the 7 sales last month. November 2010 sales were at their highest level compared to November of 2009 and 2008. November YTD sales of 109 are running 31.3% ahead of last year's year-to-date sales of 83.



**Prices**

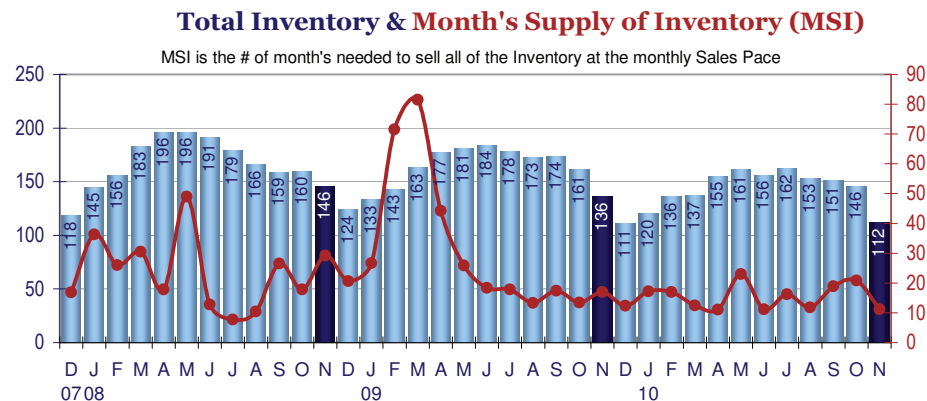
The Median Sales Price in November was \$707,000, down 9.9% from \$785,000 in November of 2009 and down 13.0% from \$812,500 last month. The Average Sales Price in November was \$775,985, down 1.1% from \$784,625 in November of 2009 and up 1.2% from \$766,786 last month. November 2010 ASP was at a mid range compared to November of 2009 and 2008.



**Inventory & MSI**

The Total Inventory of Properties available for sale as of November was 112, down 23.3% from 146 last month and down 17.6% from 136 in November of last year. November 2010 Inventory was at its lowest 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 11.2 months was at its lowest level compared with November of 2009 and 2008.





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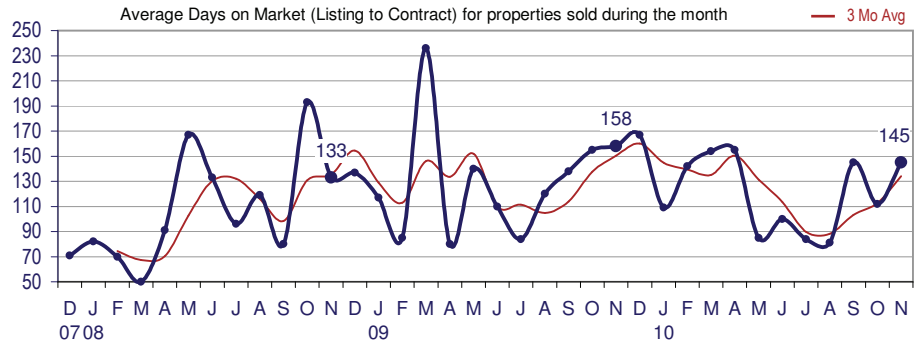
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### Market Time

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 145, up 29.5% from 112 days last month and down 8.2% from 158 days in November of last year. The November 2010 DOM was at a mid level compared with November of 2009 and 2008.

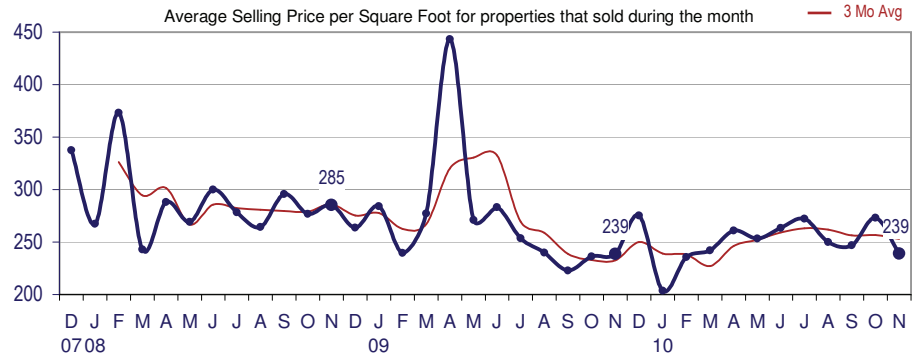
### Days On Market for Sold Properties



### 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 \$239 was down 12.5% from \$273 last month and up 0.2% from 239 in November of last year.

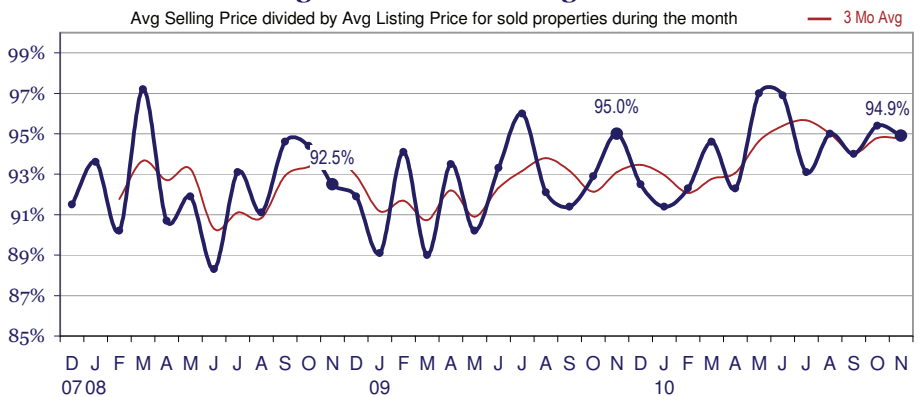
### Selling Price per Square Foot



### 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 94.9% was down from 95.4% last month and down from 95.0% in November of last year.

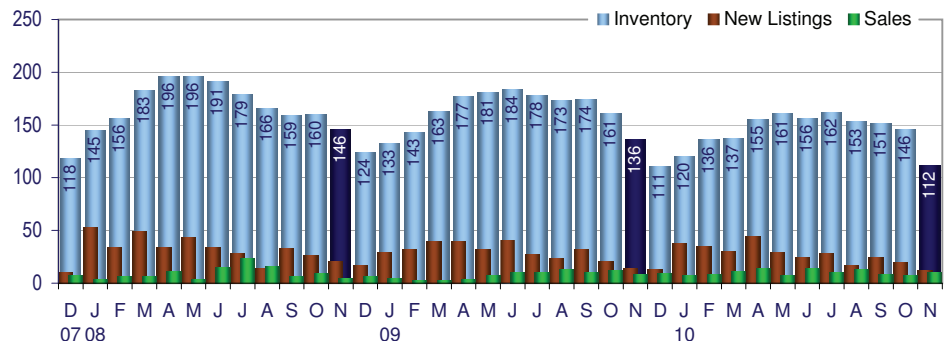
### Selling Price versus Listing Price Ratio



### 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 12, down 40.0% from 20 last month and down 14.3% from 14 in November of last year.

### Inventory / New Listings / Sales





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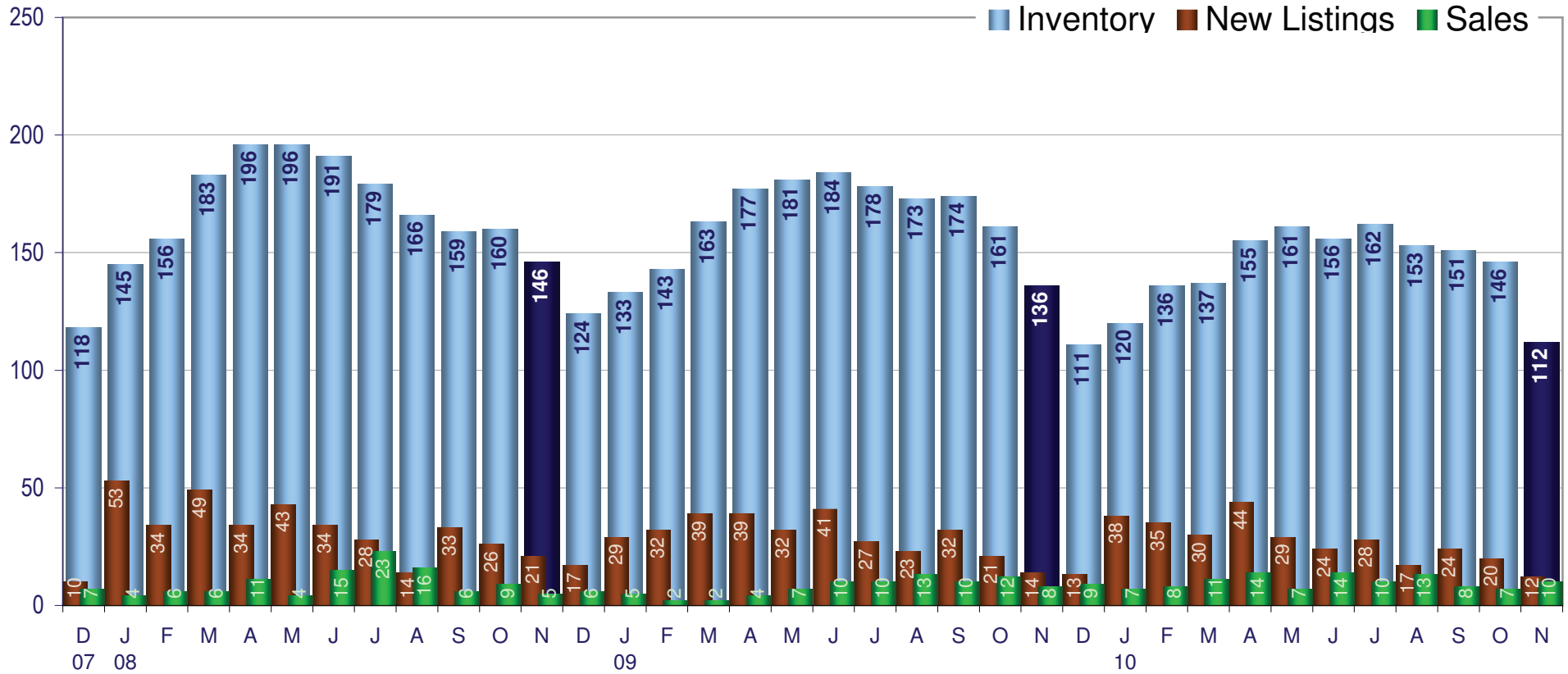
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