



JUDYMICHAELIS
Personal attention. Proven results.

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Weston, Connecticut
October 2010

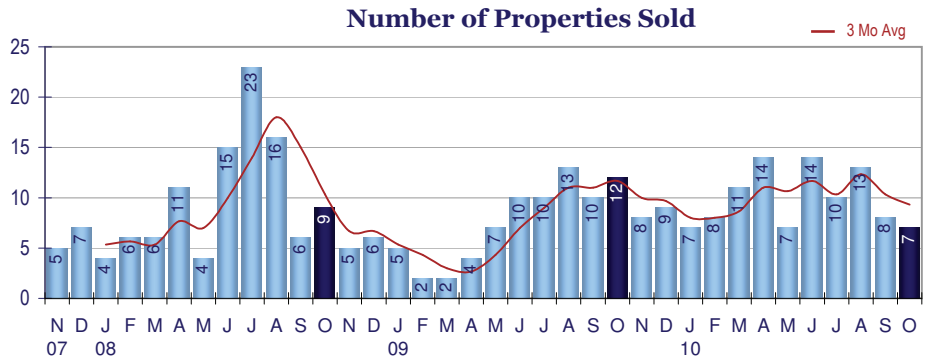
Market Profile & Trends Overview

	Month	Trending versus*:				YTD	Trending versus*:	
		LM	L3M	PYM	LY		Prior YTD	Prior Year
Median List Price of all Current Listings	\$969,500	4%		-16%				
Average List Price of all Current Listings	\$1,310,820	3%		-4%				
October Median Sales Price	\$812,500	4%	-14%	3%	0%	\$835,000	2%	3%
October Average Sales Price	\$766,786	-24%	-28%	-8%	-17%	\$924,540	-1%	0%
Total Properties Currently for Sale (Inventory)	150	-1%		-7%				
October Number of Properties Sold	7	-13%		-42%		99	32%	
October Average Days on Market (Solds)	112	-23%	11%	-28%	-13%	117	-6%	-9%
Asking Price per Square Foot (based on New Listings)	\$310	3%	2%	-5%	2%	\$295	-4%	-3%
October Sold Price per Square Foot	\$273	11%	5%	16%	6%	\$252	-4%	-2%
October Month's Supply of Inventory	21.4	13%	23%	60%	-28%	16.0	-51%	-46%
October Sale Price vs List Price Ratio	95.4%	1.5%	1.8%	2.7%	3.8%	93.2%	1.4%	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

October Property sales were 7, down 41.7% from 12 in October of 2009 and 12.5% lower than the 8 sales last month. October 2010 sales were at their lowest level compared to October of 2009 and 2008. October YTD sales of 99 are running 32.0% ahead of last year's year-to-date sales of 75.



Prices

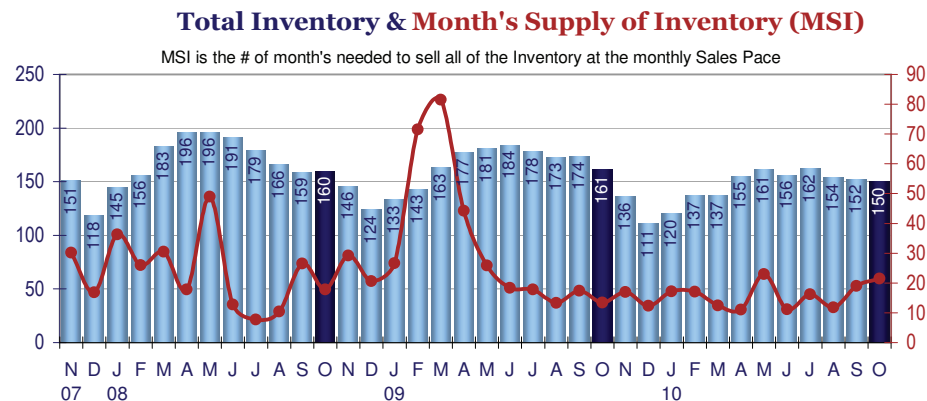
The Median Sales Price in October was \$812,500, up 3.2% from \$787,500 in October of 2009 and up 3.5% from \$784,950 last month. The Average Sales Price in October was \$766,786, down 8.5% from \$837,583 in October of 2009 and down 24.3% from \$1,012,587 last month. October 2010 ASP was at the lowest level compared to October of 2009 and 2008.

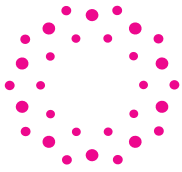


Inventory & MSI

The Total Inventory of Properties available for sale as of October was 150, down 1.3% from 152 last month and down 6.8% from 161 in October of last year. October 2010 Inventory was at its lowest 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 21.4 months was at its highest level compared with October of 2009 and 2008.





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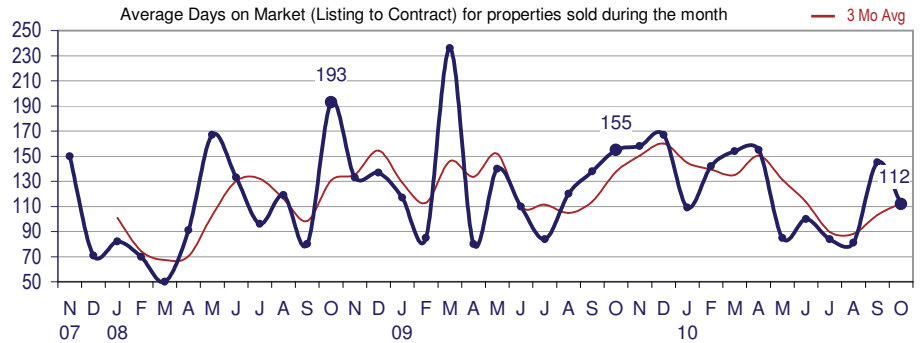
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Market Time

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 112, down 22.8% from 145 days last month and down 27.7% from 155 days in October of last year. The October 2010 DOM was at its lowest level compared with October of 2009 and 2008.

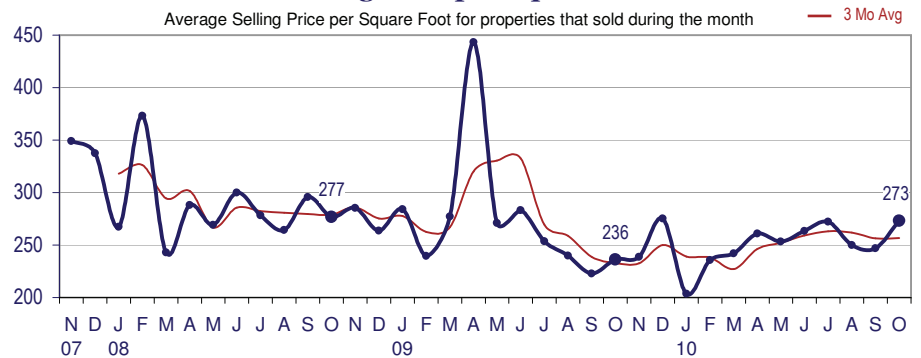
Days On Market for Sold Properties



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 \$273 was up 10.6% from \$247 last month and up 15.7% from 236 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 95.4% was up from 94.0% last month and up from 92.9% in October of last year.

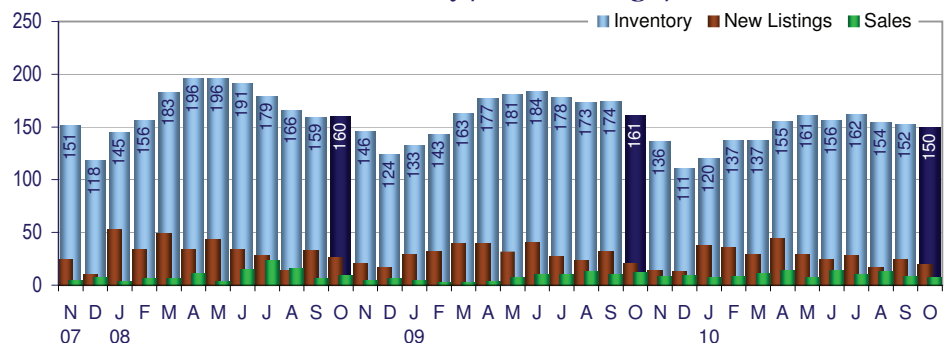
Selling Price versus Listing Price Ratio



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 20, down 16.7% from 24 last month and down 4.8% from 21 in October of last year.

Inventory / New Listings / Sales





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