



**JUDYMICHAELIS**  
Personal attention. Proven results.

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Westport, Connecticut  
November 2010

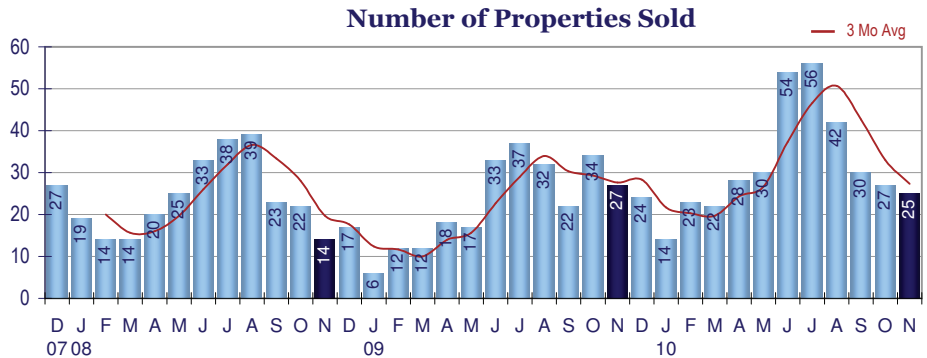
**Market Profile & Trends Overview**

	Month	Trending versus*:				YTD	Trending versus*:	
		LM	L3M	PYM	LY		Prior YTD	Prior Year
Median List Price of all Current Listings	\$1,397,000	-7%		-4%				
Average List Price of all Current Listings	\$1,909,297	-2%		-9%				
November Median Sales Price	\$826,500	-30%	-25%	-10%	-22%	\$1,000,000	-5%	-5%
November Average Sales Price	\$1,194,915	-44%	-19%	-6%	-13%	\$1,365,435	-0%	-1%
Total Properties Currently for Sale (Inventory)	337	-12%		1%				
November Number of Properties Sold	25	-7%		-7%		351	40%	
November Average Days on Market (Solds)	115	-8%	7%	-32%	-12%	105	-19%	-20%
Asking Price per Square Foot (based on New Listings)	\$415	-14%	-12%	-5%	-7%	\$450	-0%	0%
November Sold Price per Square Foot	\$360	-33%	-11%	7%	-4%	\$393	6%	5%
November Month's Supply of Inventory	13.5	-5%	-2%	9%	-39%	13.9	-39%	-37%
November Sale Price vs List Price Ratio	93.4%	-5%	1.0%	.3%	1.8%	93.3%	1.4%	1.6%

\* 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 25, down 7.4% from 27 in November of 2009 and 7.4% lower than the 27 sales last month. November 2010 sales were at a mid level compared to November of 2009 and 2008. November YTD sales of 351 are running 40.4% ahead of last year's year-to-date sales of 250.



**Prices**

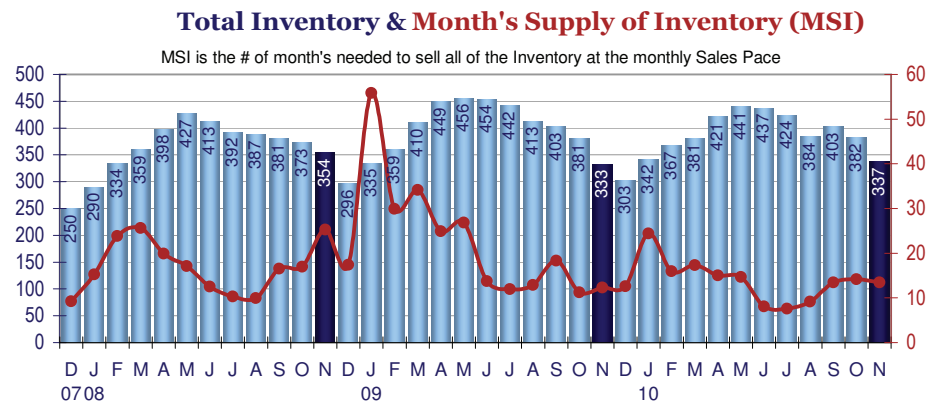
The Median Sales Price in November was \$826,500, down 10.2% from \$920,000 in November of 2009 and down 29.7% from \$1,175,000 last month. The Average Sales Price in November was \$1,194,915, down 5.8% from \$1,269,145 in November of 2009 and down 44.1% from \$2,137,073 last month. November 2010 ASP was at the lowest level compared to November of 2009 and 2008.



**Inventory & MSI**

The Total Inventory of Properties available for sale as of November was 337, down 11.8% from 382 last month and up 1.2% from 333 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 13.5 months was at a mid level compared with November of 2009 and 2008.





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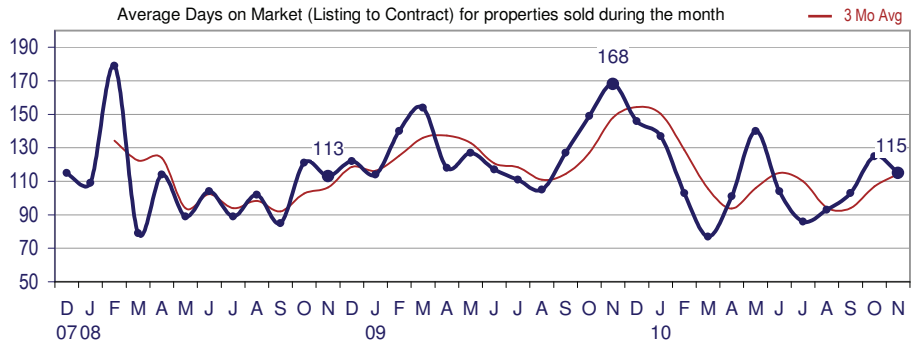
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### Market Time

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 115, down 8.0% from 125 days last month and down 31.5% from 168 days in November of last year. The November 2010 DOM was at a mid level compared with November of 2009 and 2008.

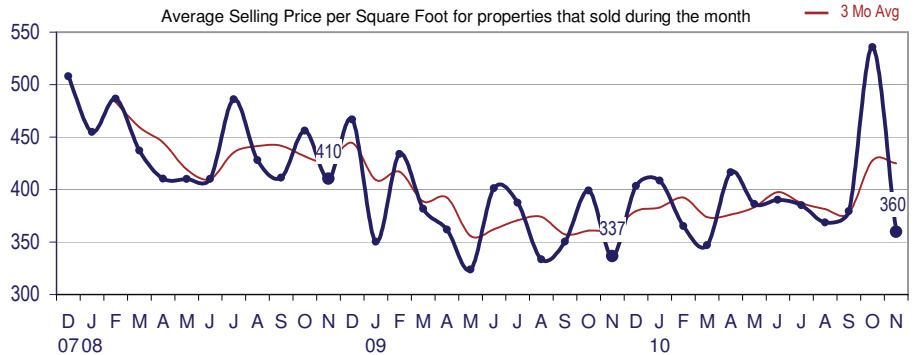
### Days On Market for Sold Properties



### 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 \$360 was down 32.8% from \$536 last month and up 6.9% from 337 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 93.4% was down from 93.9% last month and up from 93.1% in November of last year.

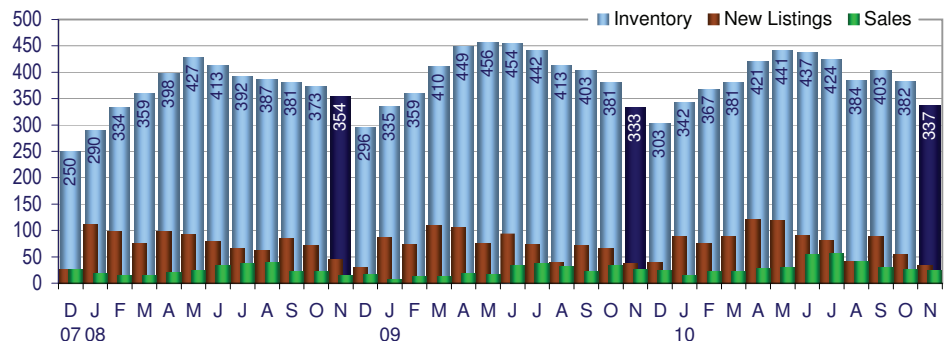
### Selling Price versus Listing Price Ratio



### 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 34, down 37.0% from 54 last month and down 10.5% from 38 in November of last year.

### Inventory / New Listings / Sales





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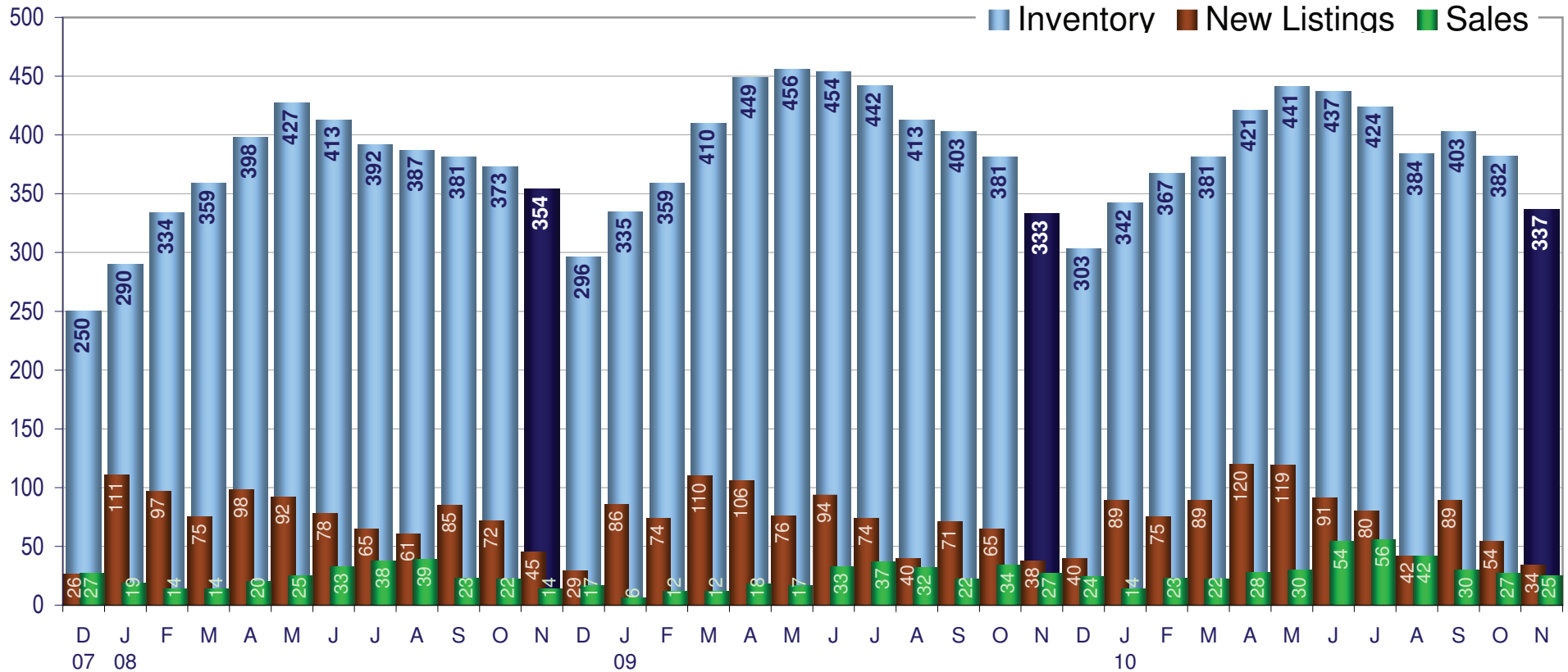
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