



JUDYMICHAELIS
Personal attention. Proven results.

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Wilton, 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	\$815,000	1%		-2%				
Average List Price of all Current Listings	\$1,109,589	2%		0%				
October Median Sales Price	\$900,000	52%	9%	27%	29%	\$740,000	6%	6%
October Average Sales Price	\$857,389	16%	-6%	-16%	0%	\$814,523	-7%	-5%
Total Properties Currently for Sale (Inventory)	205	-4%		15%				
October Number of Properties Sold	9	-44%		-36%		159	21%	
October Average Days on Market (Solds)	97	-21%	-10%	-43%	-21%	110	-9%	-11%
Asking Price per Square Foot (based on New Listings)	\$300	4%	4%	-2%	-5%	\$302	-4%	-4%
October Sold Price per Square Foot	\$296	5%	4%	21%	10%	\$276	1%	2%
October Month's Supply of Inventory	22.8	70%	45%	78%	5%	15.5	-35%	-28%
October Sale Price vs List Price Ratio	93.7%	-1.3%	-7%	-2%	.0%	94.2%	.4%	.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 9, down 35.7% from 14 in October of 2009 and 43.8% lower than the 16 sales last month. October 2010 sales were at their lowest level compared to October of 2009 and 2008. October YTD sales of 159 are running 21.4% ahead of last year's year-to-date sales of 131.



Prices

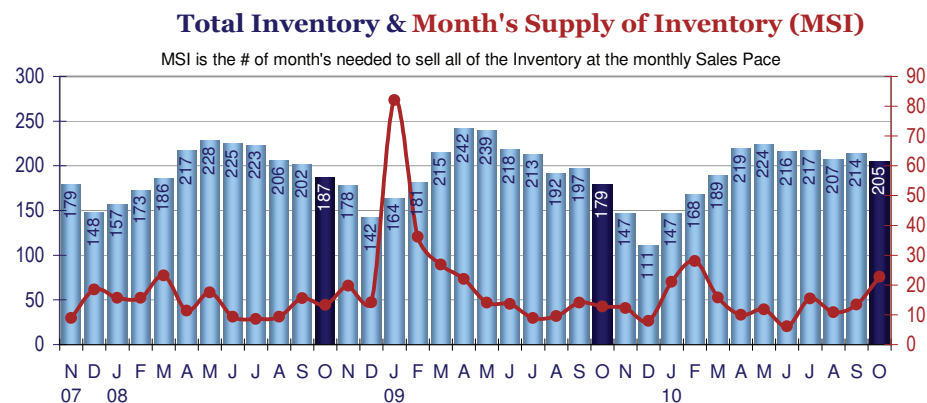
The Median Sales Price in October was \$900,000, up 26.7% from \$710,500 in October of 2009 and up 52.4% from \$590,500 last month. The Average Sales Price in October was \$857,389, down 15.7% from \$1,017,643 in October of 2009 and up 16.5% from \$735,969 last month. October 2010 ASP was at a mid range compared to October of 2009 and 2008.

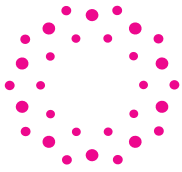


Inventory & MSI

The Total Inventory of Properties available for sale as of October was 205, down 4.2% from 214 last month and up 14.5% from 179 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 22.8 months was at its highest level compared with October of 2009 and 2008.





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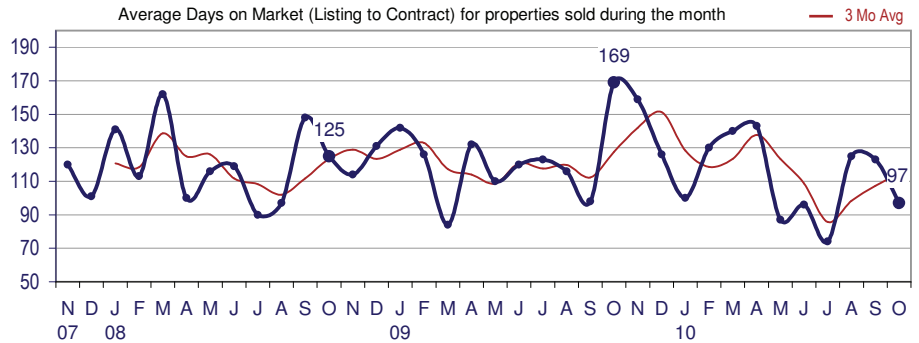
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Market Time

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 97, down 21.1% from 123 days last month and down 42.6% from 169 days in October of last year. The October 2010 DOM was at its lowest level compared with October of 2009 and 2008.

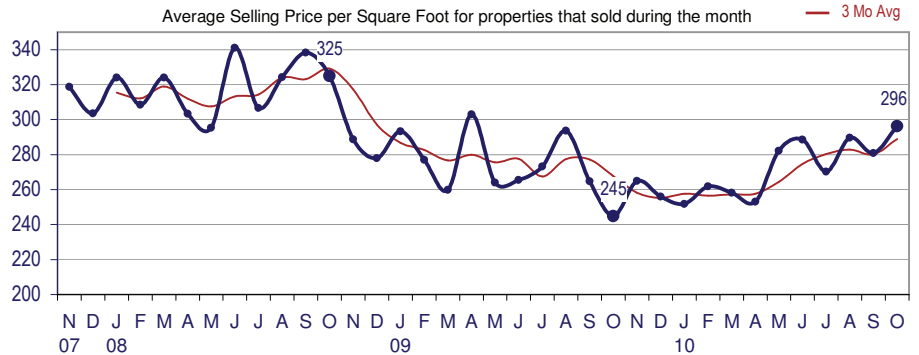
Days On Market for Sold Properties



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 \$296 was up 5.5% from \$281 last month and up 21.0% from 245 in October of last year.

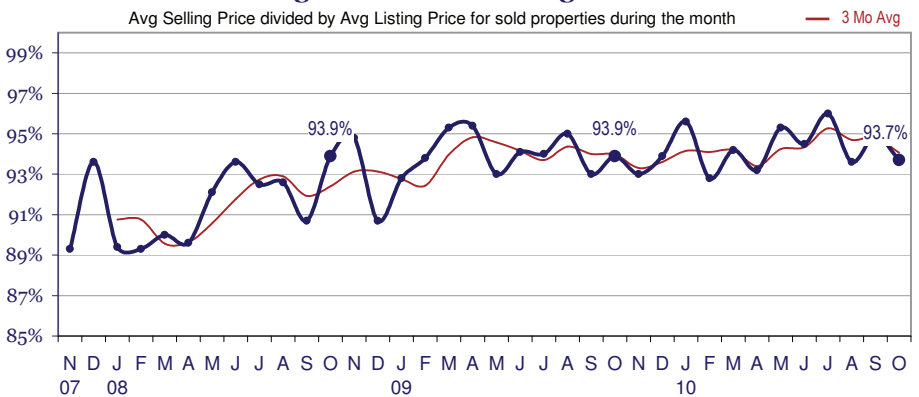
Selling Price per Square Foot



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 93.7% was down from 94.9% last month and down from 93.9% in October of last year.

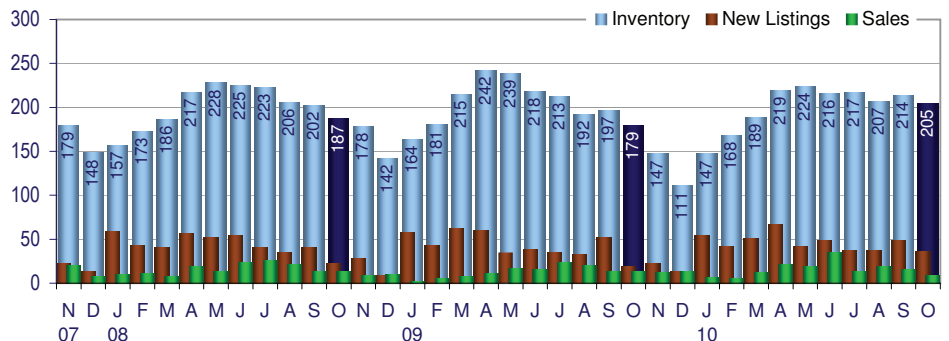
Selling Price versus Listing Price Ratio



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 36, down 26.5% from 49 last month and up 89.5% from 19 in October of last year.

Inventory / New Listings / Sales





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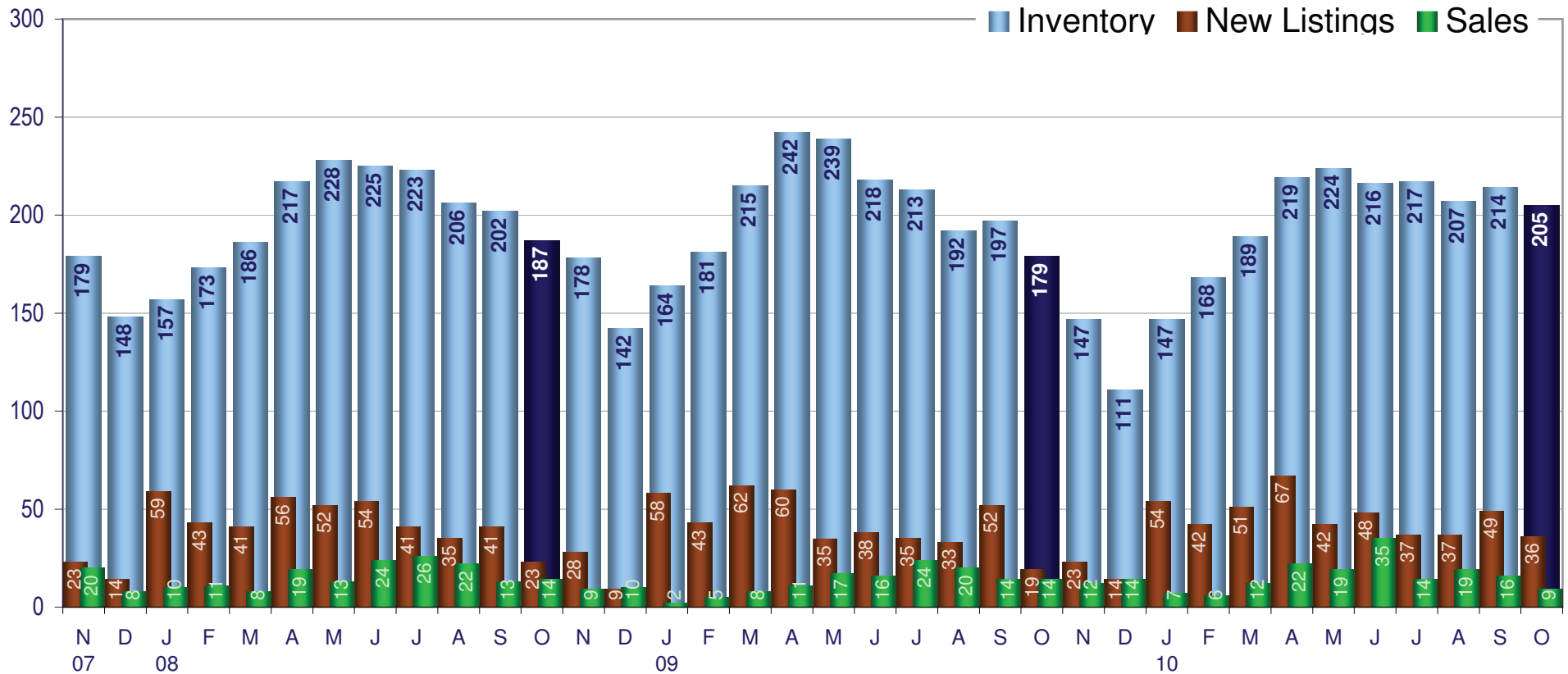
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