



JUDYMICHAELIS
Personal attention. Proven results.

COLDWELL BANKER
Residential Brokerage
472 Riverside Avenue
Westport, CT 06880

judym@optonline.net
www.judymichaelis.com
203.247.5000

**Westport, Connecticut
September 2010**

Market Profile & Trends Overview

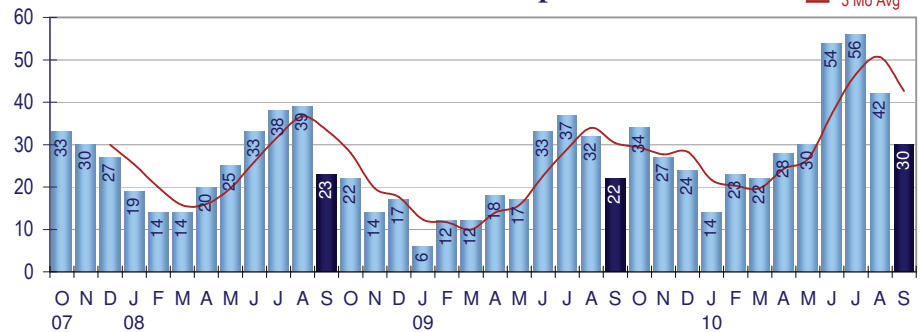
	Month	Trending versus*:				YTD	Trending versus*:	
		LM	L3M	PYM	LY		Prior YTD	Prior Year
Median List Price of all Current Listings	\$1,499,000	-0%		7%				
Average List Price of all Current Listings	\$1,905,426	-9%		-5%				
September Median Sales Price	\$1,187,500	8%	3%	35%	13%	\$1,012,500	-4%	
September Average Sales Price	\$1,425,680	13%	6%	24%	4%	\$1,310,013	-1%	
Total Properties Currently for Sale (Inventory)	403	5%		0%				
September Number of Properties Sold	30	-29%		36%		299	58%	
September Average Days on Market (Solds)	103	11%	7%	-19%	-21%	102	-15%	
Asking Price per Square Foot (based on New Listings)	\$480	-4%	8%	10%	7%	\$453	-1%	
September Sold Price per Square Foot	\$379	3%	-1%	8%	1%	\$383	4%	
September Month's Supply of Inventory	13.4	47%	34%	-27%	-39%	14.0	-45%	
September Sale Price vs List Price Ratio	94.7%	-1%	.1%	.5%	3.2%	94.0%	2.0%	

* 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

September Property sales were 30, up 36.4% from 22 in September of 2009 and 28.6% lower than the 42 sales last month. September 2010 sales were at their highest level compared to September of 2009 and 2008. September YTD sales of 299 are running 58.2% ahead of last year's year-to-date sales of 189.

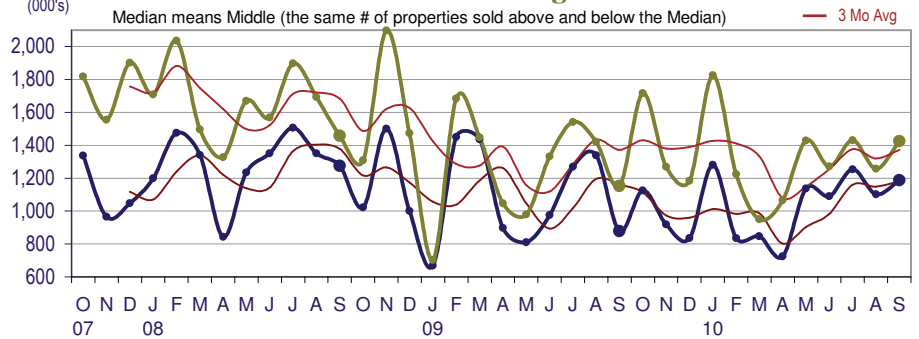
Number of Properties Sold



Prices

The Median Sales Price in September was \$1,187,500, up 35.3% from \$877,750 in September of 2009 and up 7.9% from \$1,101,000 last month. The Average Sales Price in September was \$1,425,680, up 23.7% from \$1,152,609 in September of 2009 and up 13.3% from \$1,257,950 last month. September 2010 ASP was at a mid range compared to September of 2009 and 2008.

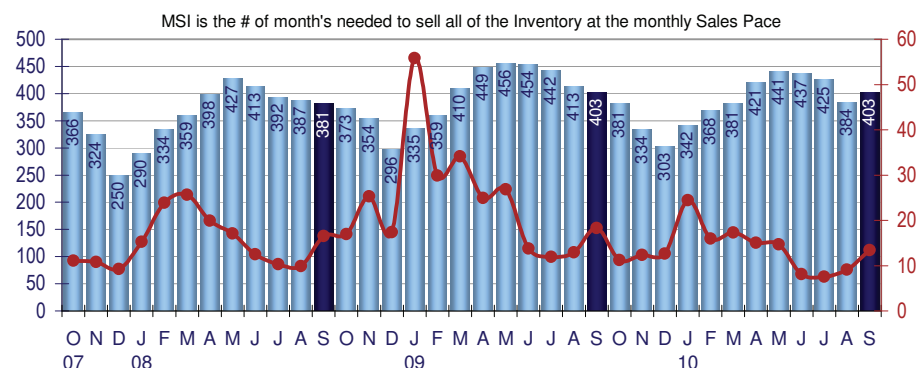
Median Sales Price and Average Sales Price



Inventory & MSI

The Total Inventory of Properties available for sale as of September was 403, up 4.9% from 384 last month and equal to 403 in September of last year. September 2010 Inventory was at its highest level compared with September of 2009 and 2008.

Total Inventory & Month's Supply of Inventory (MSI)



A comparatively lower MSI is more beneficial for sellers while a higher MSI is better for buyers. The September 2010 MSI of 13.4 months was at its lowest level compared with September of 2009 and 2008.



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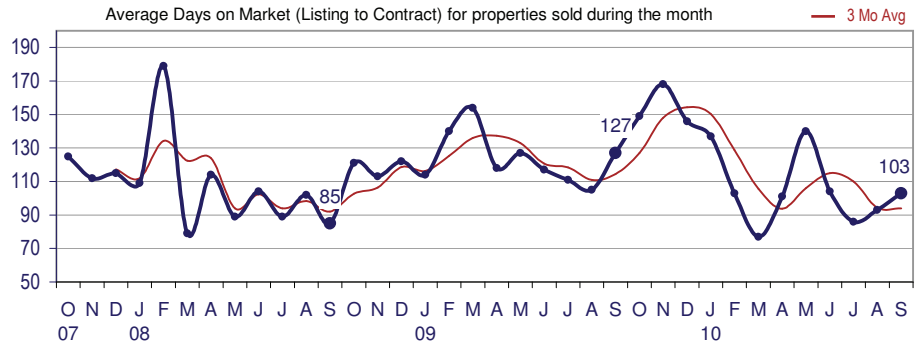
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Market Time

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 September was 103, up 10.8% from 93 days last month and down 18.9% from 127 days in September of last year. The September 2010 DOM was at a mid level compared with September of 2009 and 2008.

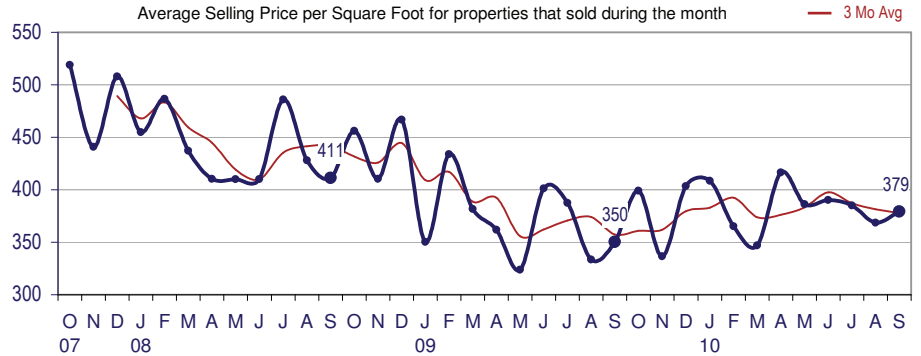
Days On Market for Sold Properties



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 September 2010 Selling Price per Square Foot of \$379 was up 2.9% from \$369 last month and up 8.2% from 350 in September 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 September 2010 Selling Price vs Original List Price of 94.7% was down from 94.8% last month and up from 94.2% in September of last year.

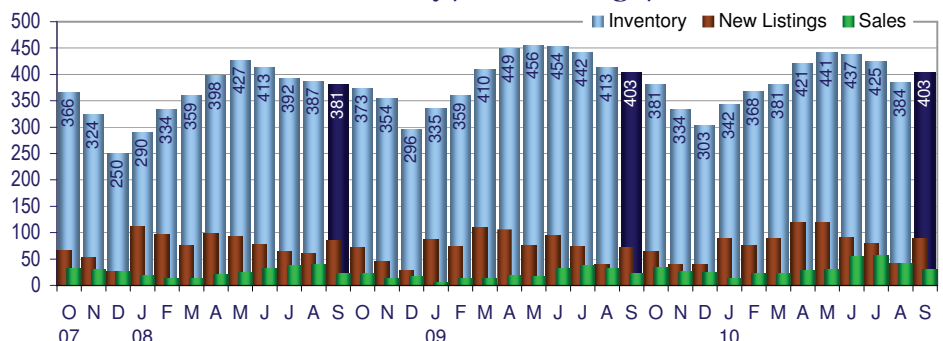
Selling Price versus Listing Price Ratio

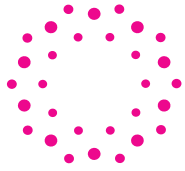


Inventory / New Listings / Sales

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 September 2010 was 89, up 111.9% from 42 last month and up 25.4% from 71 in September of last year.

Inventory / New Listings / Sales





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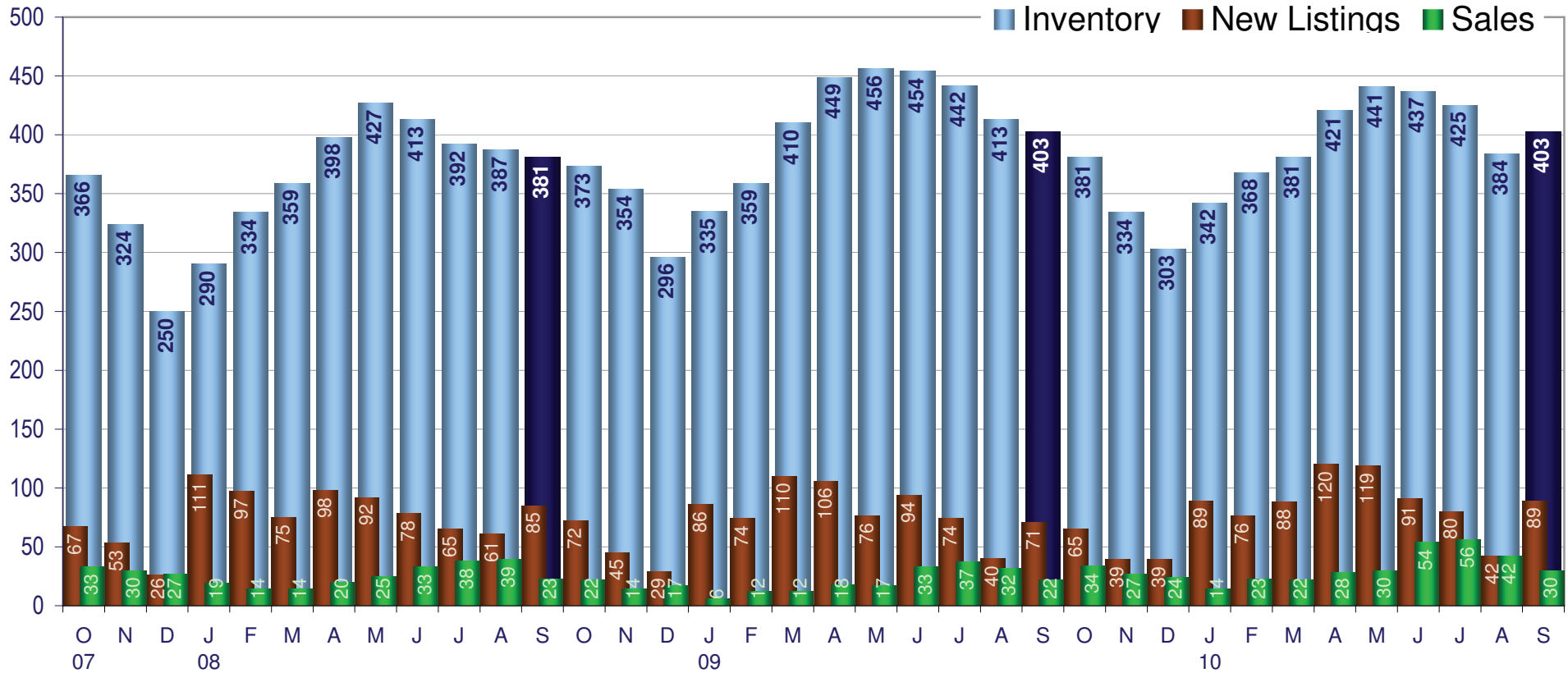
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