



JUDYMICHAELIS
Personal attention. Proven results.

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Wilton, 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	\$810,000	-5%		-2%				
Average List Price of all Current Listings	\$1,086,775	-0%		-1%				
September Median Sales Price	\$621,000	-24%	-16%	-25%	-11%	\$740,000	6%	6%
September Average Sales Price	\$758,367	-20%	-11%	-32%	-11%	\$814,716	-5%	-5%
Total Properties Currently for Sale (Inventory)	213	3%		8%				
September Number of Properties Sold	15	-21%		7%		149	27%	
September Average Days on Market (Solds)	127	2%	22%	30%	3%	112	-3%	-9%
Asking Price per Square Foot (based on New Listings)	\$290	5%	-1%	-4%	-8%	\$304	-3%	-3%
September Sold Price per Square Foot	\$278	-4%	-2%	5%	3%	\$275	-0%	2%
September Month's Supply of Inventory	14.2	31%	5%	1%	-35%	14.8	-41%	-32%
September Sale Price vs List Price Ratio	94.8%	1.3%	.0%	1.9%	1.2%	94.4%	.3%	.7%

* 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 15, up 7.1% from 14 in September of 2009 and 21.1% lower than the 19 sales last month. September 2010 sales were at their highest level compared to September of 2009 and 2008. September YTD sales of 149 are running 27.4% ahead of last year's year-to-date sales of 117.



Prices

The Median Sales Price in September was \$621,000, down 24.9% from \$827,100 in September of 2009 and down 23.8% from \$815,000 last month. The Average Sales Price in September was \$758,367, down 32.4% from \$1,122,336 in September of 2009 and down 19.6% from \$943,061 last month. September 2010 ASP was at the lowest level compared to September of 2009 and 2008.



Inventory & MSI

The Total Inventory of Properties available for sale as of September was 213, up 3.4% from 206 last month and up 8.1% from 197 in September of last year. September 2010 Inventory was at its highest level compared with September of 2009 and 2008.

A comparatively lower MSI is more beneficial for sellers while a higher MSI is better for buyers. The September 2010 MSI of 14.2 months was at a mid level compared with September of 2009 and 2008.





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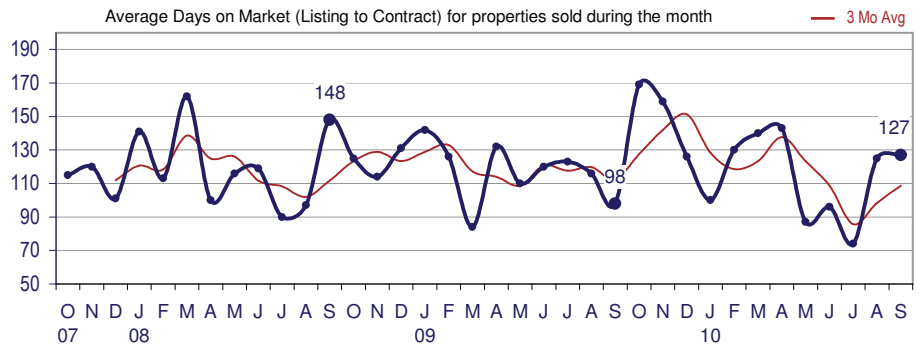
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Market Time

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 127, up 1.6% from 125 days last month and up 29.6% from 98 days in September of last year. The September 2010 DOM was at a mid level compared with September of 2009 and 2008.

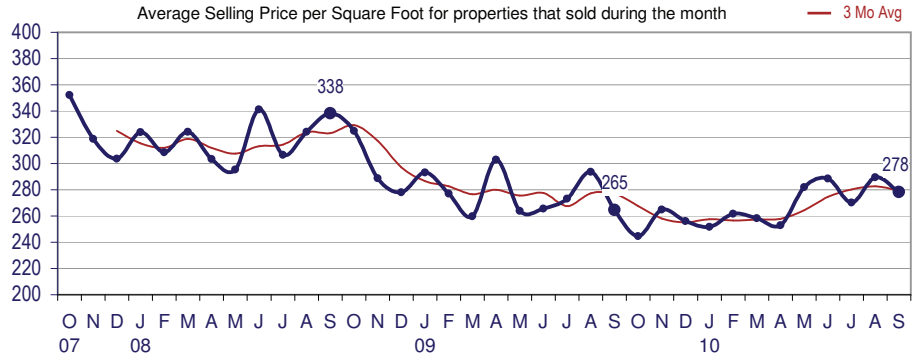
Days On Market for Sold Properties



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 \$278 was down 3.9% from \$290 last month and up 5.1% from 265 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 94.8% was up from 93.6% last month and up from 93.0% in September of last year.

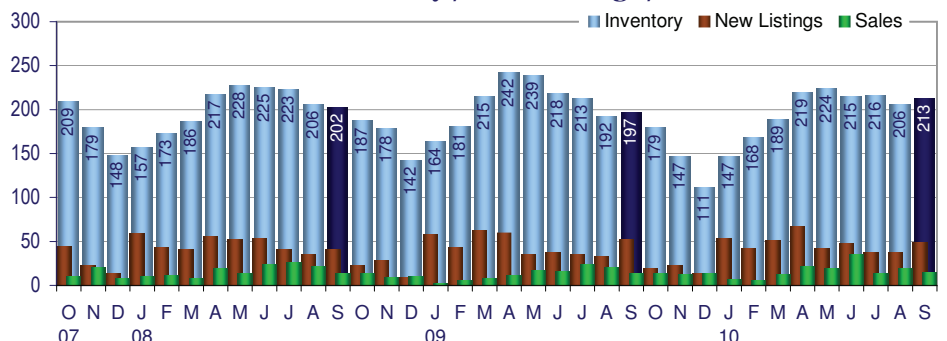
Selling Price versus Listing Price Ratio

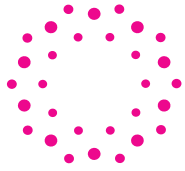


Inventory / New Listings / Sales

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 49, up 32.4% from 37 last month and down 5.8% from 52 in September of last year.

Inventory / New Listings / Sales





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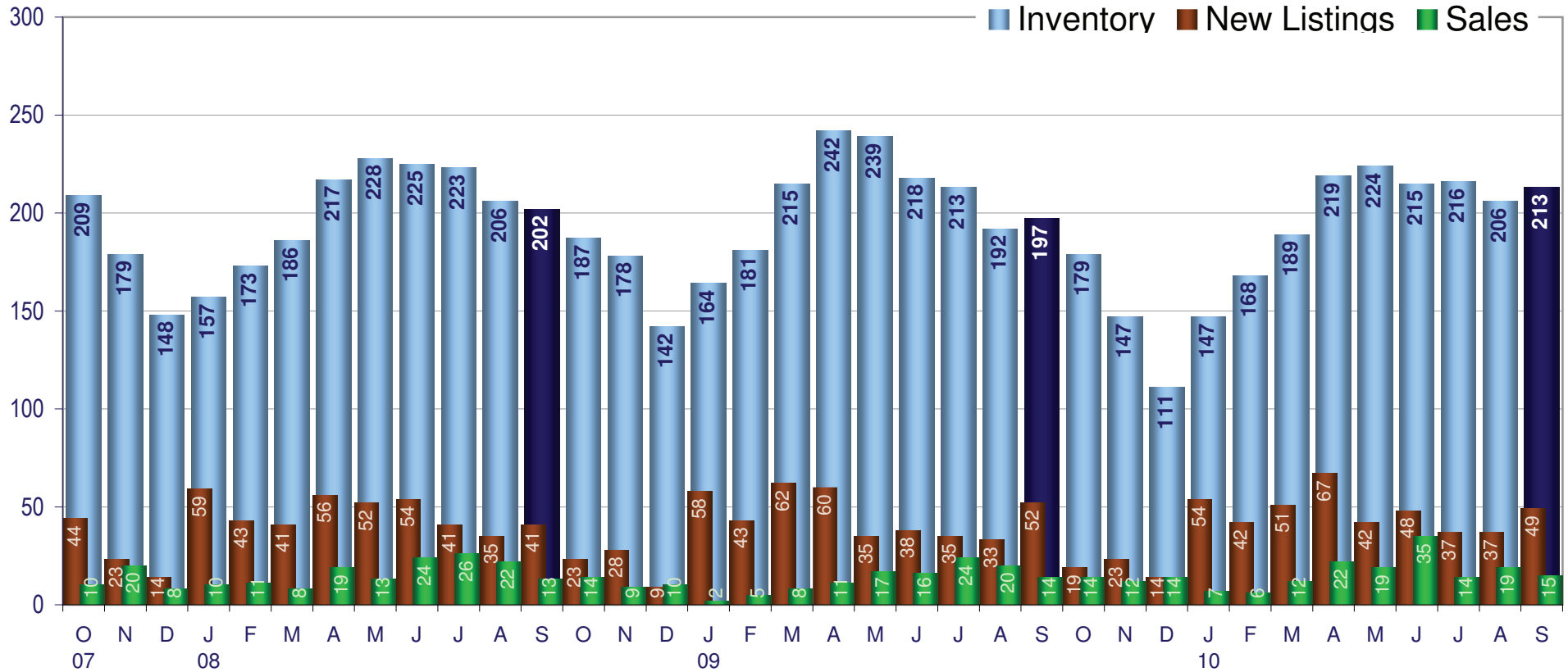
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