

MLS Area: Southport



Joni Usdan
Residential Real Estate Specialist
203-216-7654
www.jonihomes.com
joni@jonihomes.com



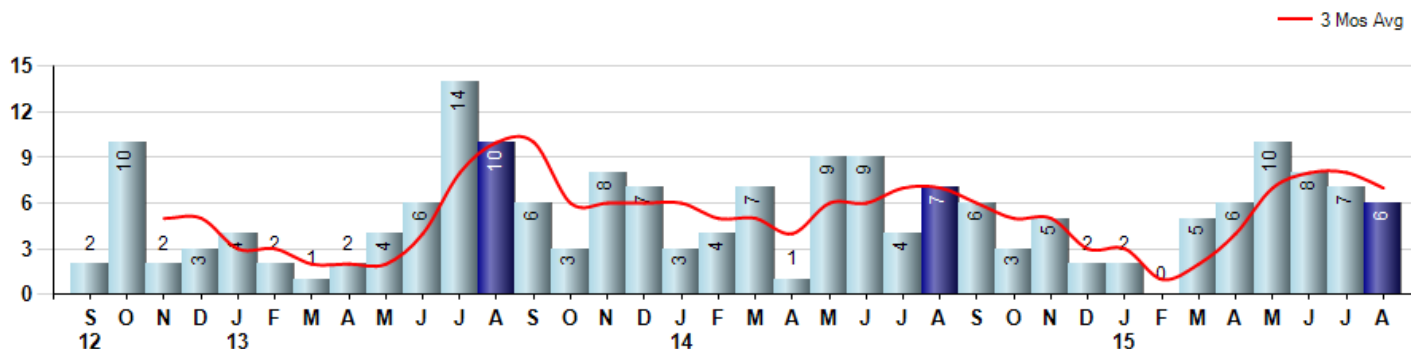
Price Range: \$0 to \$999,999,000 | Properties: Single Family Home

Market Profile & Trends Overview	Month	Trending Versus*:				Trending Versus*:		
		LM	L3M	PYM	LY	YTD	PriorYTD	PriorYear
Median List Price of all Current Listings	\$1,225,000	0%		17%				
Average List Price of all Current Listings	\$1,735,728	-5%		26%				
August Median Sales Price	\$596,250	-44%	-27%	-16%	-24%	\$822,500	4%	4%
August Average Sales Price	\$676,083	-42%	-27%	-22%	-36%	\$1,023,273	-10%	-3%
Total Properties Currently for Sale (Inventory)	70	-10%		19%				
August Number of Properties Sold	6	-14%		-14%			0%	
August Average Days on Market (Solds)	70	-74%	-49%	-48%	-49%	160	18%	18%
Asking Price per Square Foot (based on New Listings)	\$387	-7%	-5%	23%	1%	\$424	14%	10%
August Sold Price per Square Foot	\$355	13%	0%	10%	1%	\$355	-2%	1%
August Month's Supply of Inventory	11.7	5%	6%	38%	-33%	10.8	-41%	-38%
August Sale Price vs List Price Ratio	96.9%	1.1%	1%	0%	2.1%	96.0%	1.2%	1.1%

* LM=Last Month / L3M=Last 3 Months / PYM=Same Month Prior Year / LY=Last Year / YTD = Year-to-date

Property Sales

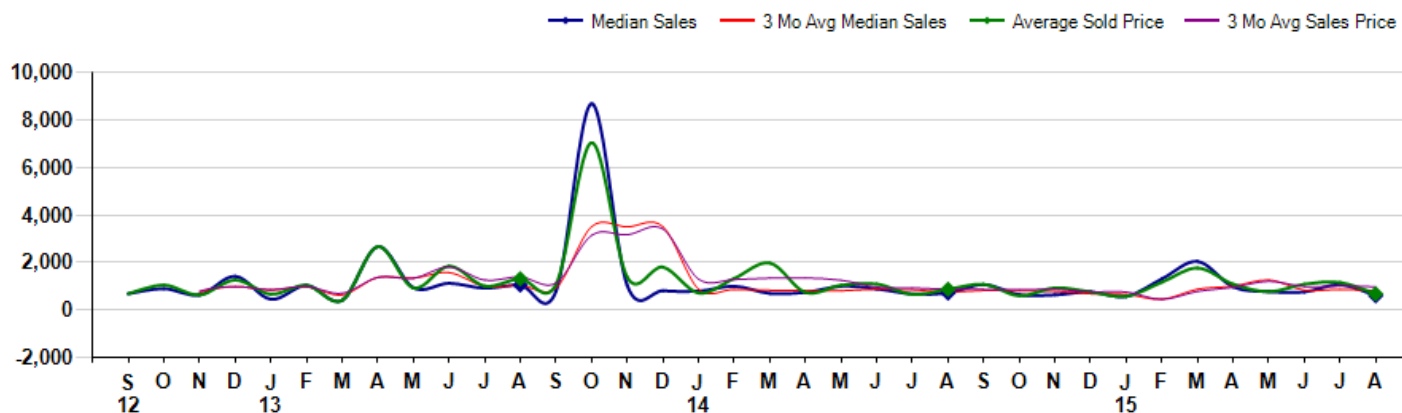
August Property sales were 6, down -14.3% from 7 in August of 2014 and -14.3% lower than the 7 sales last month. August 2015 sales were at their lowest level compared to August of 2014 and 2013. August YTD sales of 44 are running equal to last year's year-to-date sales of 44.



Prices

The Median Sales Price in August was \$596,250, down -16.0% from \$710,000 in August of 2014 and down -44.0% from \$1,065,000 last month. The Average Sales Price in August was \$676,083, down -22.2% from \$868,943 in August of 2014 and down -41.6% from \$1,156,786 last month. August 2015 ASP was at the lowest level compared to August of 2014 and 2013.

Median means Middle (the same # of properties sold above and below Median) (000's)



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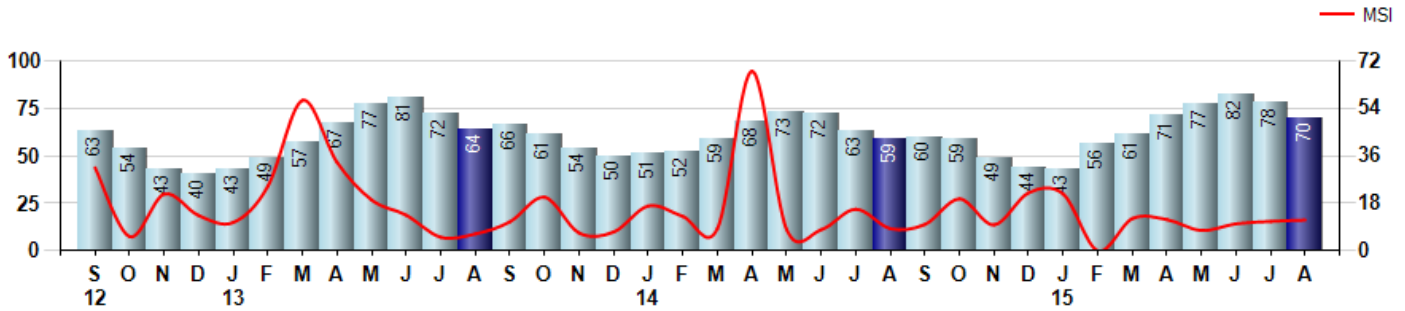
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Inventory & MSI

The Total Inventory of Properties available for sale as of August was 70, down -10.3% from 78 last month and up 18.6% from 59 in August of last year. August 2015 Inventory was at highest level compared to August of 2014 and 2013.

A comparatively lower MSI is more beneficial for sellers while a higher MSI is better for buyers. The August 2015 MSI of 11.7 months was at its highest level compared with August of 2014 and 2013.

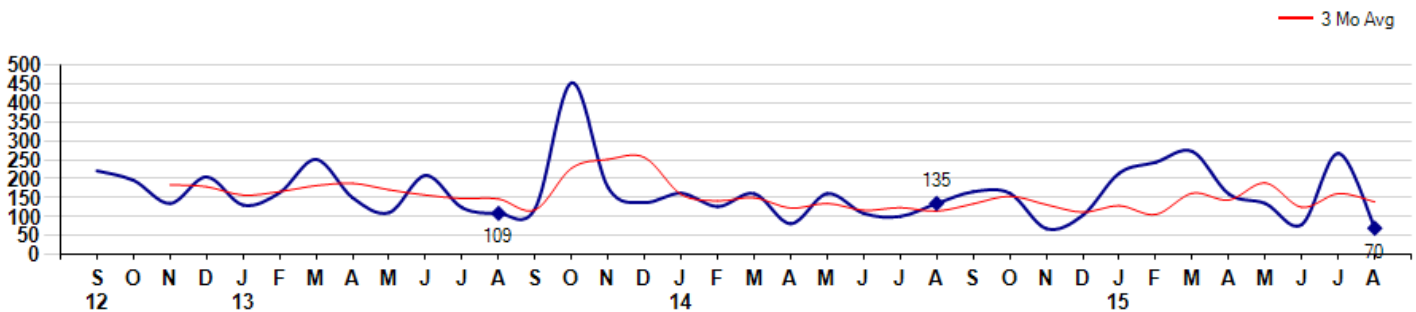
MSI is the # of months needed to sell all of the Inventory at the monthly Sales Pace



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 August was 70, down -73.8% from 267 days last month and down -48.1% from 135 days in August of last year. The August 2015 DOM was at its lowest level compared with August of 2014 and 2013.

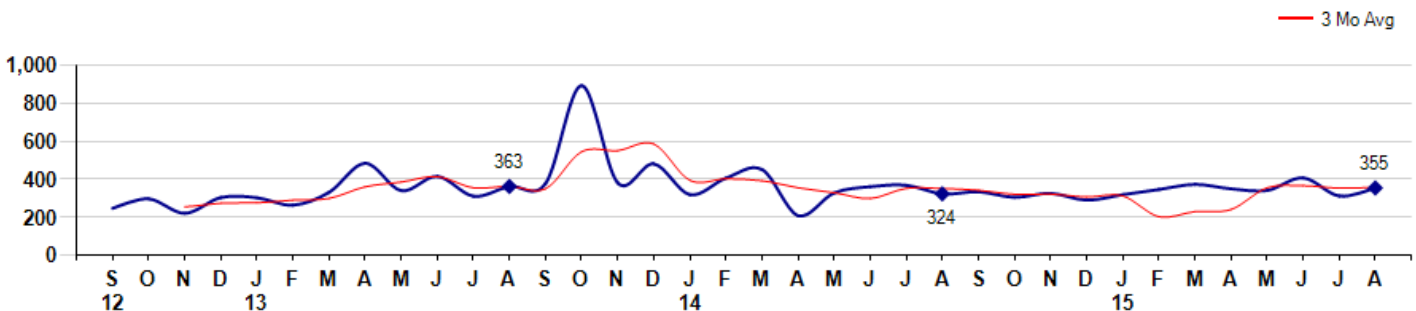
Average Days on Market(Listing to Contract) for properties sold during the month



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 August 2015 Selling Price per Square Foot of \$355 was up 13.4% from \$313 last month and up 9.6% from \$324 in August of last year.

Average Selling Price per Square Foot for properties that sold during the month



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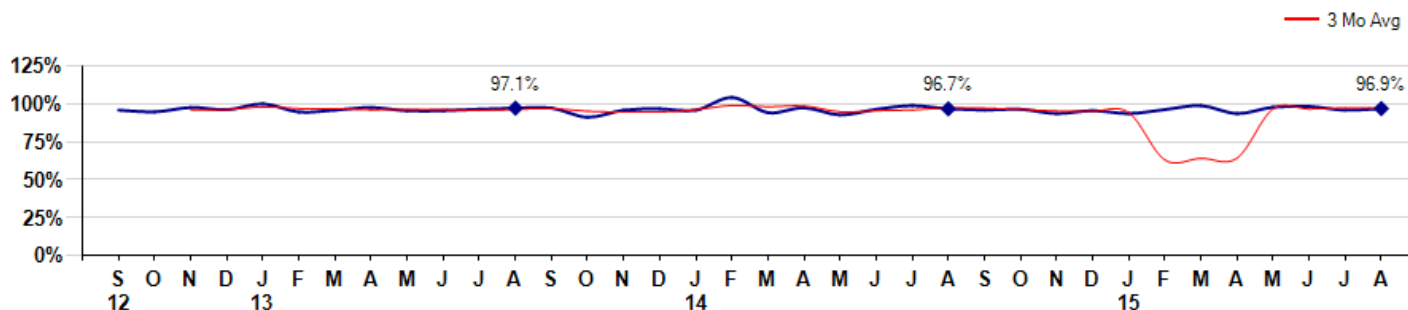


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Selling Price vs Listing Price

The Selling Price vs Listing Price reveals the average amount that Sellers are agreeing to come down from their 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 August 2015 Selling Price vs List Price of 96.9% was up from 95.8% last month and up from 96.7% in August of last year.

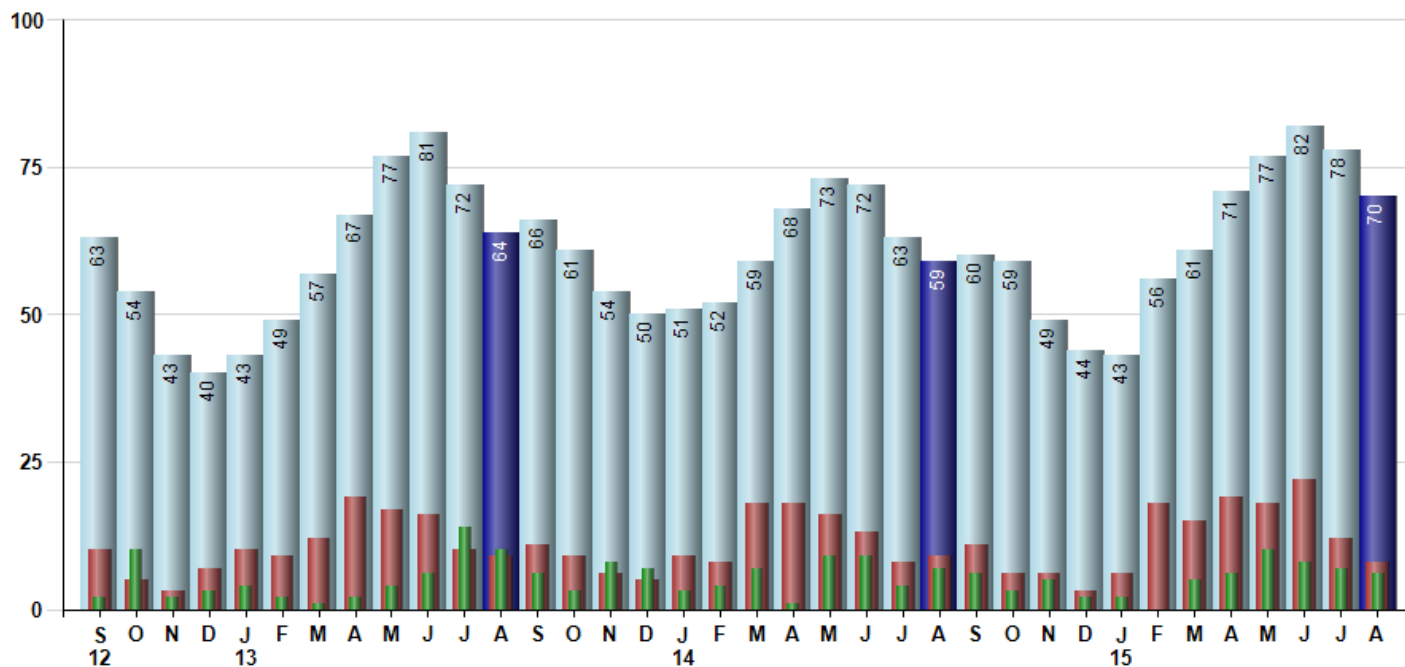
Avg Selling Price divided by Avg Listing Price for sold properties during the month



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 August 2015 was 8, down -33.3% from 12 last month and down -11.1% from 9 in August of last year.

Inventory (light blue), New Listings (red), Sold (green)



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