

## MLS Area: Rowayton



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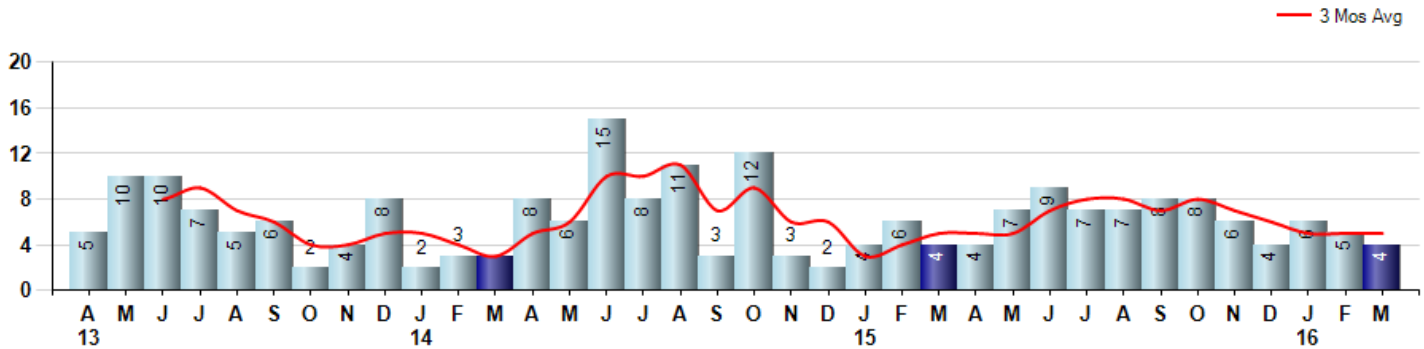
Price Range: \$0 to \$999,999,000 | Properties: Single Family Home

Market Profile & Trends Overview	Month	Trending Versus*:				Trending Versus*:		
		LM	L3M	PYM	LY	YTD	PriorYTD	PriorYear
Median List Price of all Current Listings	\$1,547,000	1%		15%				
Average List Price of all Current Listings	\$1,758,916	-1%		8%				
March Median Sales Price	\$1,640,000	82%	82%	24%	40%	\$900,000	-21%	-23%
March Average Sales Price	\$2,071,250	126%	52%	50%	63%	\$1,371,547	4%	8%
Total Properties Currently for Sale (Inventory)	74	14%		3%				
March Number of Properties Sold	4	-20%		0%			7%	
March Average Days on Market (Solds)	178	9%	11%	35%	-4%	164	-20%	-11%
Asking Price per Square Foot (based on New Listings)	\$593	18%	13%	18%	16%	\$527	3%	3%
March Sold Price per Square Foot	\$612	28%	28%	21%	27%	\$497	-5%	3%
March Month's Supply of Inventory	18.5	42%	35%	3%	40%	13.7	-1%	4%
March Sale Price vs List Price Ratio	95.0%	-3.5%	0%	1%	0.3%	94.5%	1.8%	-0.2%

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

### Property Sales

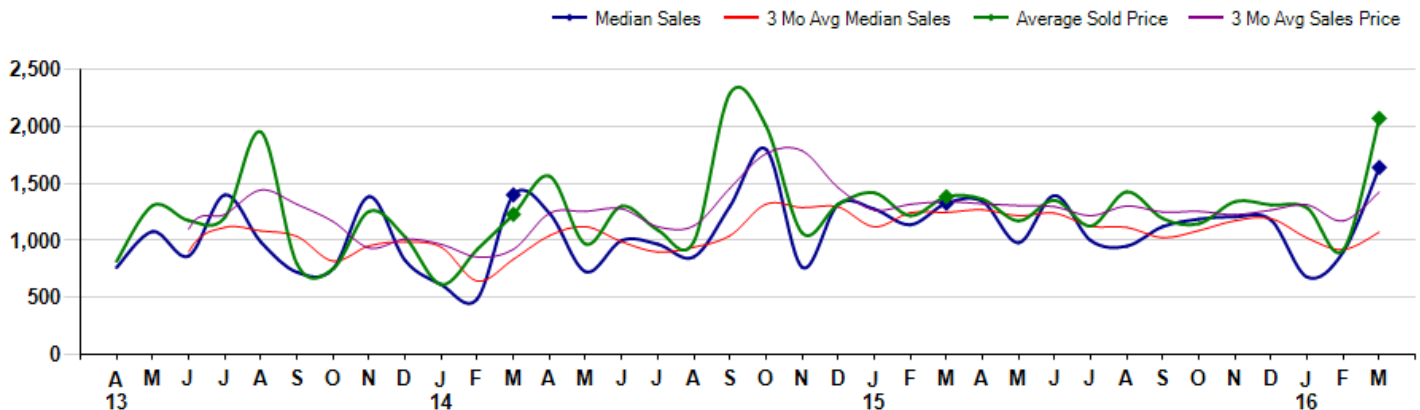
March Property sales were 4, equal to 4 in March of 2015 and -20.0% lower than the 5 sales last month. March 2016 sales were at a mid level compared to March of 2015 and 2014. March YTD sales of 15 are running 7.1% ahead of last year's year-to-date sales of 14.



### Prices

The Median Sales Price in March was \$1,640,000, up 23.7% from \$1,325,565 in March of 2015 and up 82.2% from \$900,000 last month. The Average Sales Price in March was \$2,071,250, up 49.7% from \$1,383,408 in March of 2015 and up 126.3% from \$915,340 last month. March 2016 ASP was at highest level compared to March of 2015 and 2014.

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



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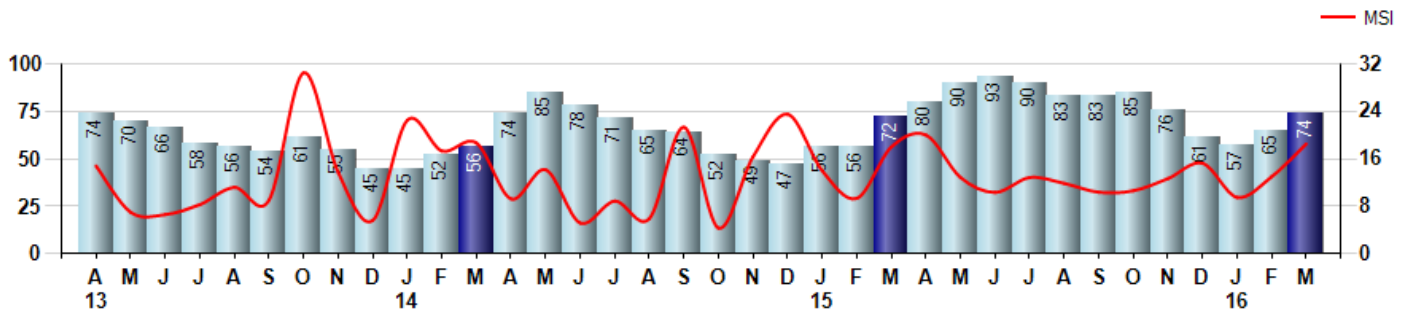
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### Inventory & MSI

The Total Inventory of Properties available for sale as of March was 74, up 13.8% from 65 last month and up 2.8% from 72 in March of last year. March 2016 Inventory was at highest level compared to March of 2015 and 2014.

A comparatively lower MSI is more beneficial for sellers while a higher MSI is better for buyers. The March 2016 MSI of 18.5 months was at a mid range compared with March of 2015 and 2014.

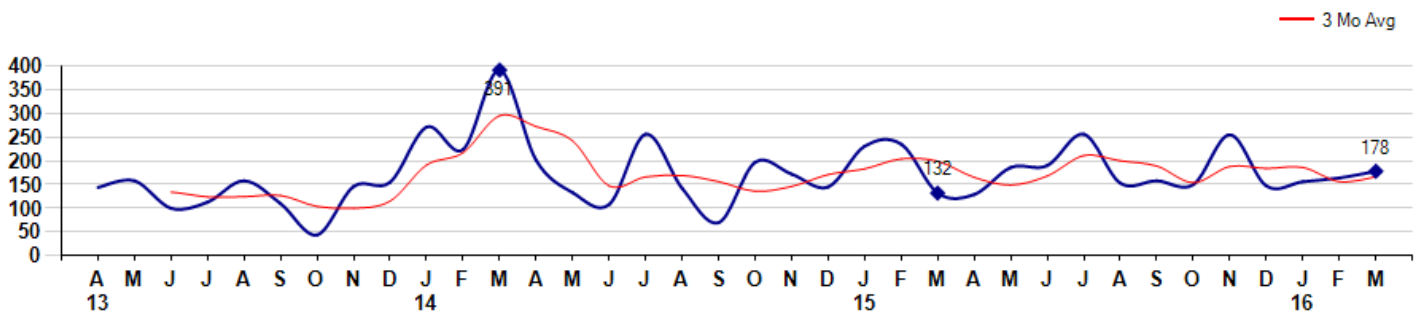
MSI is the # of months needed to sell all of the Inventory at the monthly Sales Pace



### 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 March was 178, up 8.5% from 164 days last month and up 34.8% from 132 days in March of last year. The March 2016 DOM was at a mid range compared with March of 2015 and 2014.

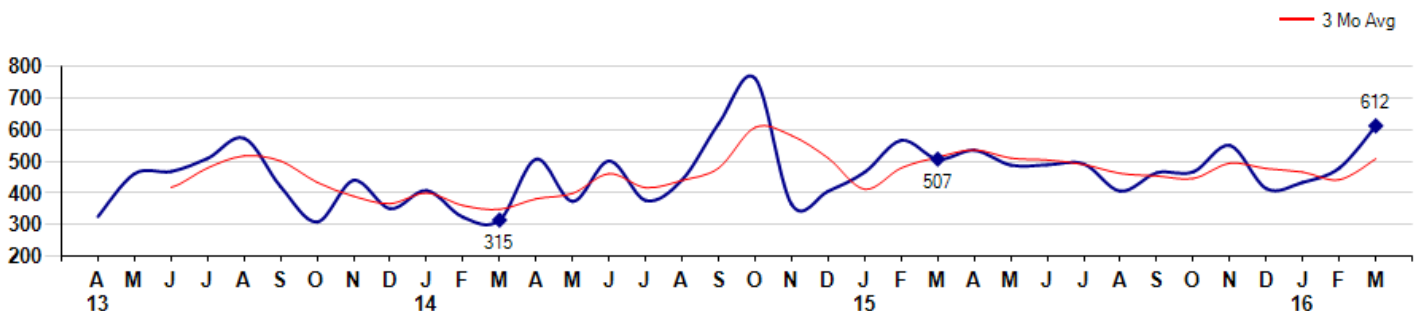
Average Days on Market(Listing to Contract) for properties sold during the month



### 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 March 2016 Selling Price per Square Foot of \$612 was up 27.8% from \$479 last month and up 20.7% from \$507 in March of last year.

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



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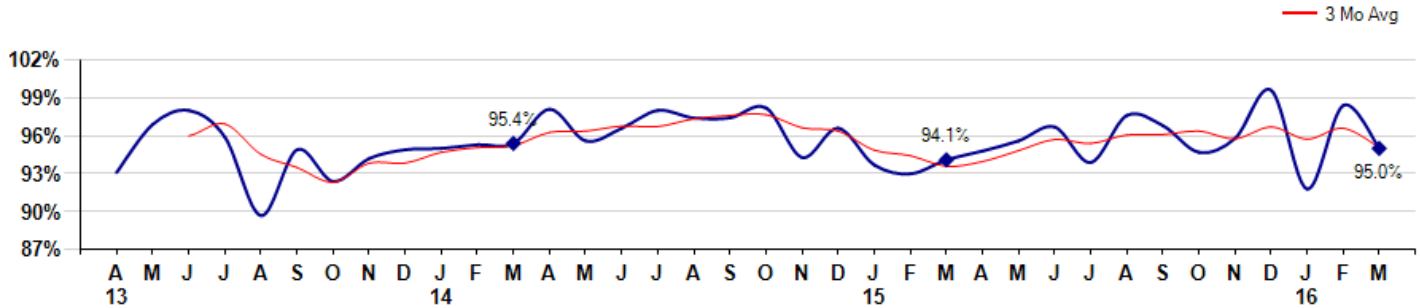


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### Selling Price vs Listing Price

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 March 2016 Selling Price vs List Price of 95.0% was down from 98.4% last month and up from 94.1% in March of last year.

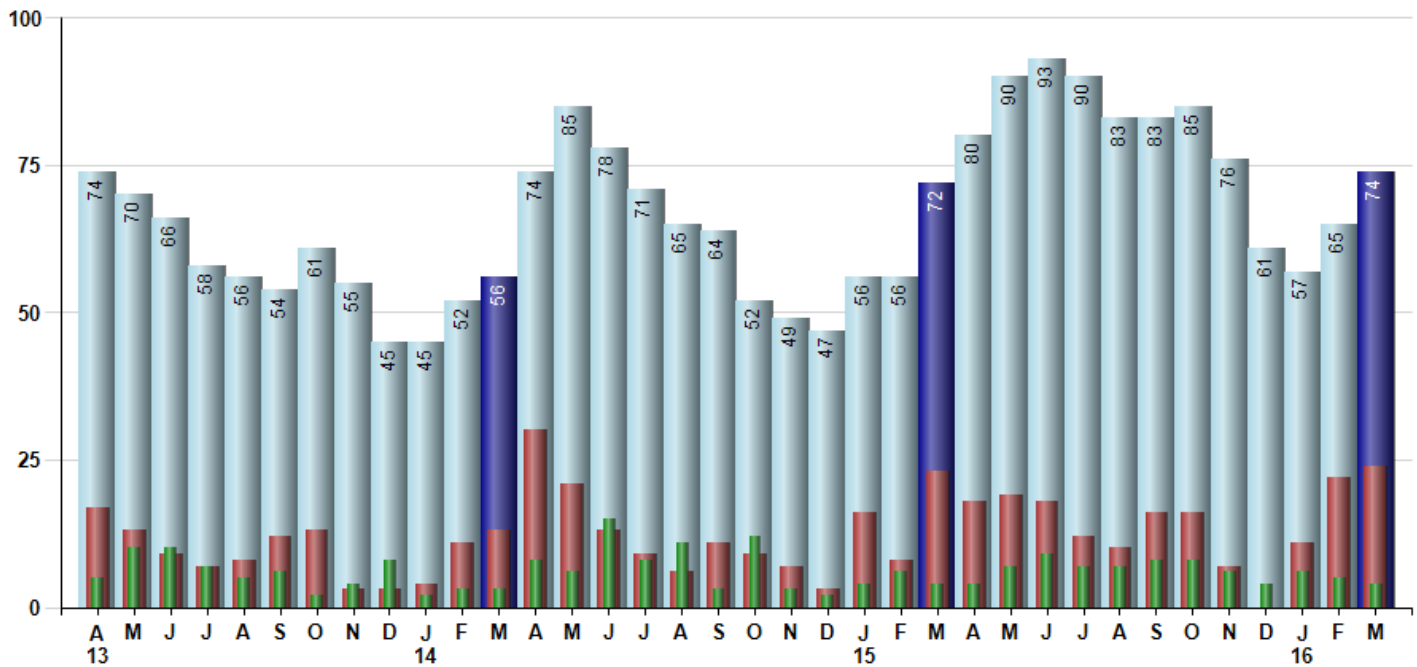
Avg Selling Price divided by Avg Listing Price for sold properties during the month



### 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 March 2016 was 24, up 9.1% from 22 last month and up 4.3% from 23 in March of last year.

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



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