

## MLS Area: Rowayton



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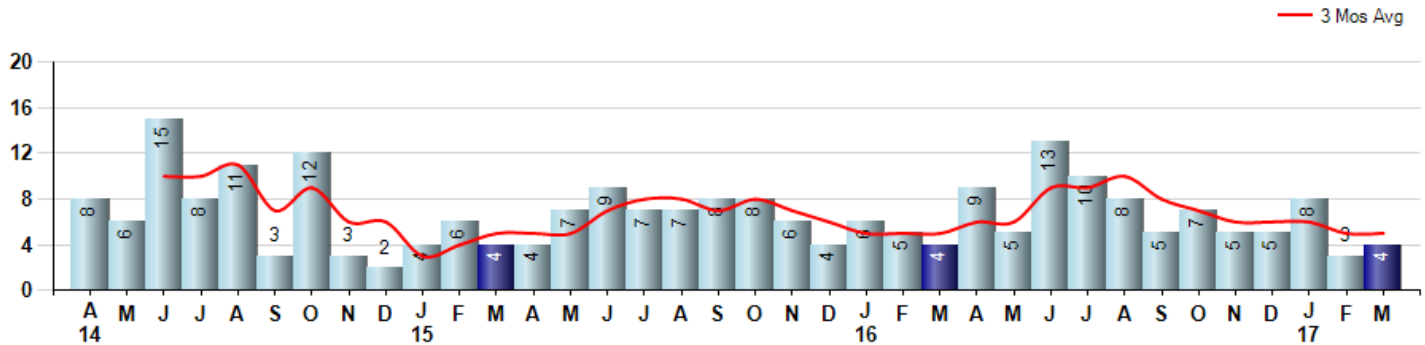
Price Range: 0 to 999999999 | Properties: Single Family Home

Market Profile & Trends Overview	Month	Trending Versus*:				Trending Versus*:		
		LM	L3M	PYM	LY	YTD	PriorYTD	PriorYear
Median List Price of all Current Listings	\$1,585,000	-3%		7%				
Average List Price of all Current Listings	\$1,855,319	-2%		10%				
March Median Sales Price	\$977,500	-42%	-5%	-40%	-17%	\$915,000	2%	-22%
March Average Sales Price	\$1,030,000	-41%	-10%	-50%	-21%	\$1,134,267	-17%	-13%
Total Properties Currently for Sale (Inventory)	54	13%		-37%				
March Number of Properties Sold	4	33%		0%			0%	
March Average Days on Market (Solds)	369	84%	78%	107%	107%	216	32%	21%
Asking Price per Square Foot (based on New Listings)	\$513	13%	2%	-11%	-7%	\$511	0%	-7%
March Sold Price per Square Foot	\$382	-41%	-27%	-38%	-21%	\$444	-11%	-9%
March Month's Supply of Inventory	13.5	-16%	16%	-37%	9%	11.6	-23%	-6%
March Sale Price vs List Price Ratio	72.9%	-23.4%	-17%	-20%	-20.4%	87.6%	-4.6%	-4.4%

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

### Property Sales

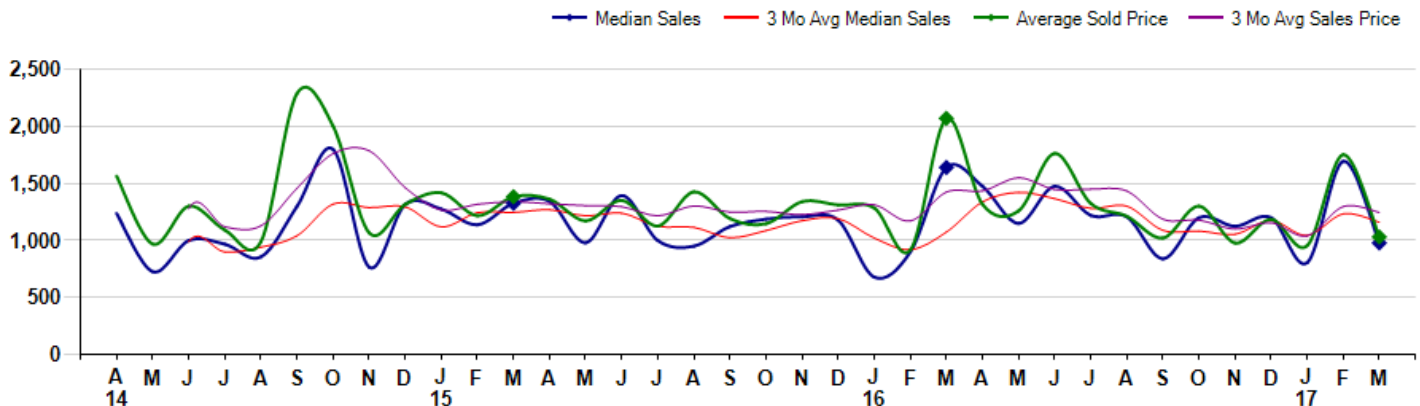
March Property sales were 4, equal to 4 in March of 2016 and 33.3% higher than the 3 sales last month. March 2017 sales were at their lowest level compared to March of 2016 and 2015. March YTD sales of 15 are running equal to last year's year-to-date sales of 15.



### Prices

The Median Sales Price in March was \$977,500, down -40.4% from \$1,640,000 in March of 2016 and down -42.3% from \$1,695,000 last month. The Average Sales Price in March was \$1,030,000, down -50.3% from \$2,071,250 in March of 2016 and down -41.2% from \$1,753,000 last month. March 2017 ASP was at the lowest level compared to March of 2016 and 2015.

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



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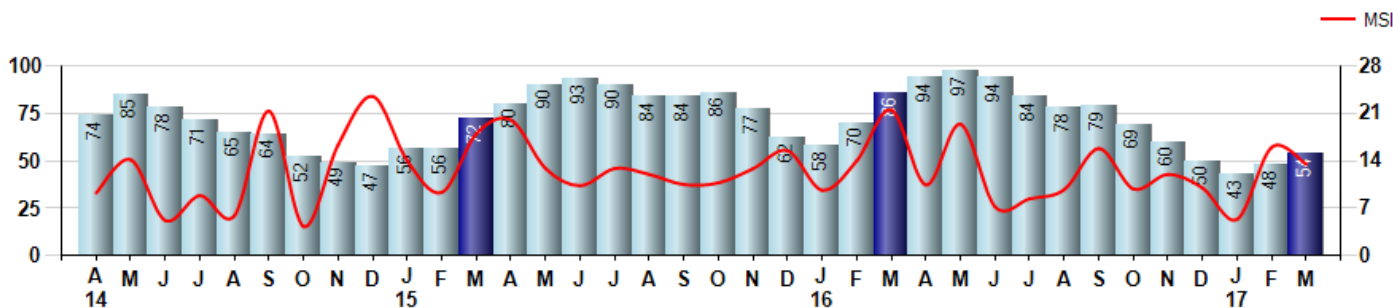
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### Inventory & MSI

The Total Inventory of Properties available for sale as of March was 54, up 12.5% from 48 last month and down -37.2% from 86 in March of last year. March 2017 Inventory was at the lowest level compared to March of 2016 and 2015.

A comparatively lower MSI is more beneficial for sellers while a higher MSI is better for buyers. The March 2017 MSI of 13.5 months was at its lowest level compared with March of 2016 and 2015.

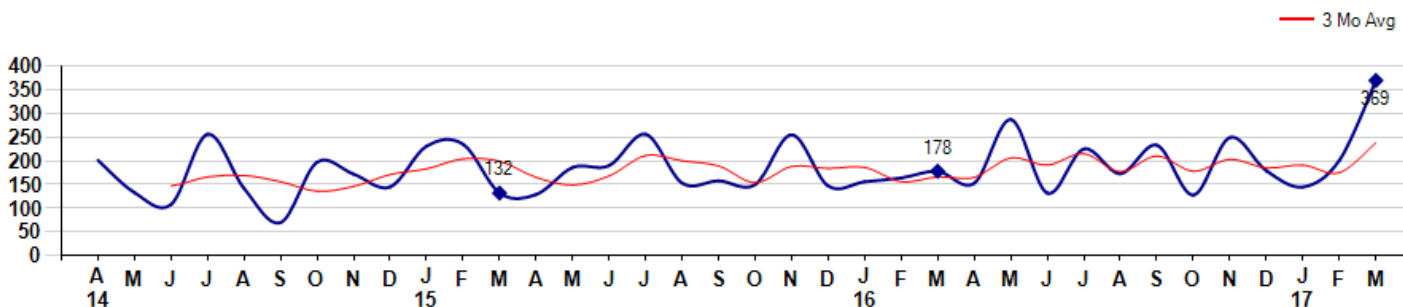
MSI is the # of months needed to sell all of the Inventory at the monthly Sales Pace



### 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 369, up 83.6% from 201 days last month and up 107.3% from 178 days in March of last year. The March 2017 DOM was at its highest level compared with March of 2016 and 2015.

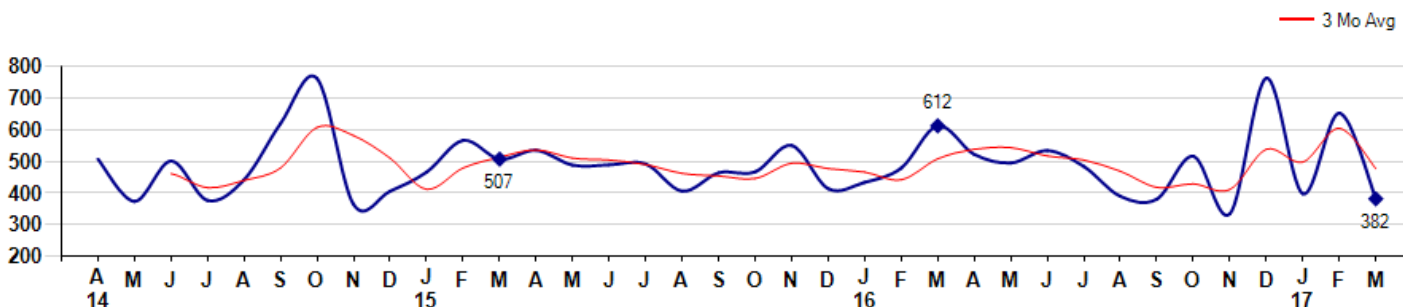
Average Days on Market(Listing to Contract) for properties sold during the month



### 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 2017 Selling Price per Square Foot of \$382 was down -41.4% from \$652 last month and down -37.6% from \$612 in March of last year.

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



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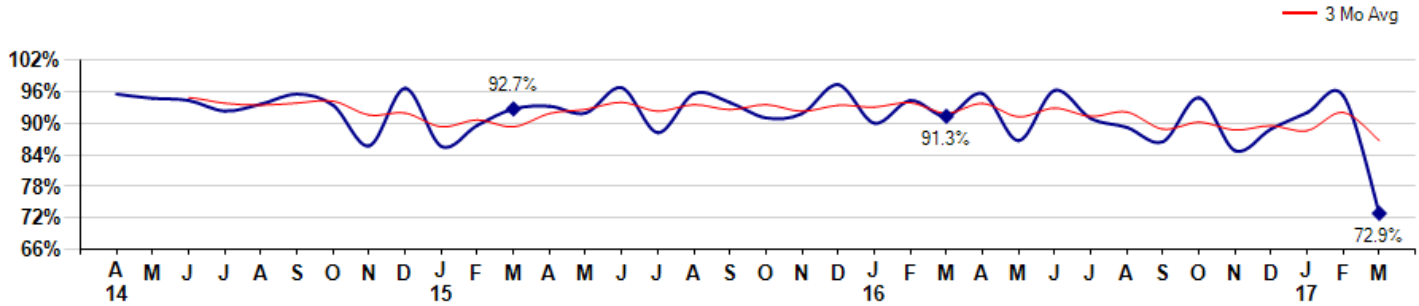


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### Selling Price vs Listing Price

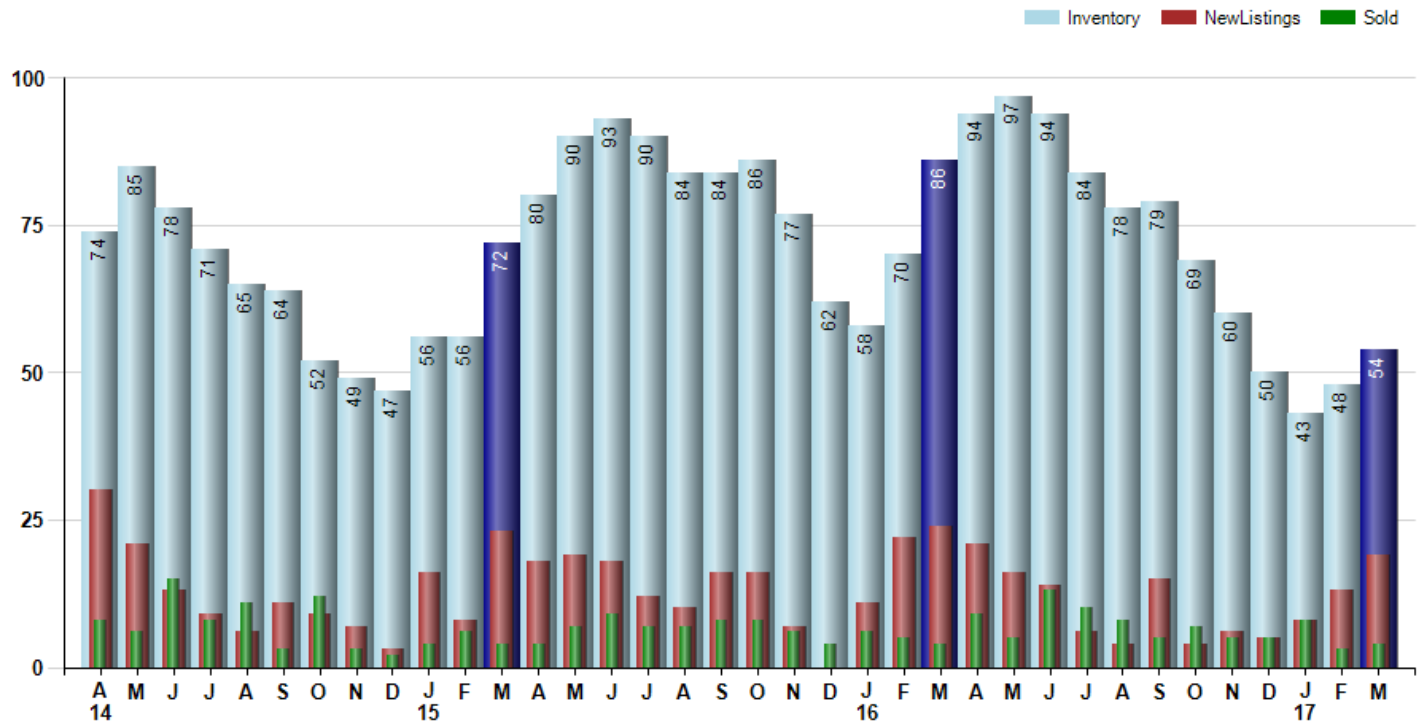
The Selling Price vs Listing Price reveals the average amount that Sellers are agreeing to come down from their list price. The lower the ratio is below 100% the more of a Buyer's market exists, a ratio at or above 100% indicates more of a Seller's market. The March 2017 Selling Price vs List Price of 72.9% was down from 95.2% last month and down from 91.3% 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 2017 was 19, up 46.2% from 13 last month and down -20.8% from 24 in March of last year.



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