

## MLS Area: Rowayton



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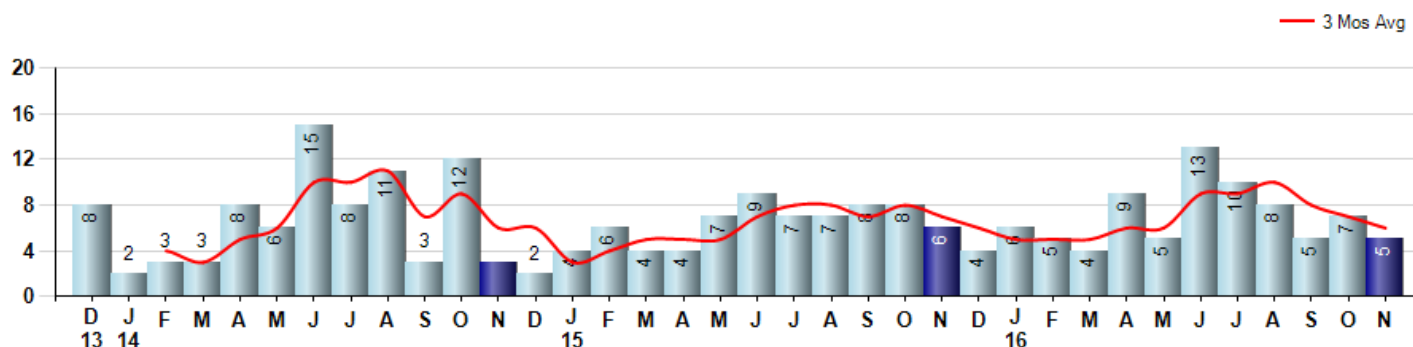
Price Range: \$0 to \$999,999,000 | Properties: Single Family Home

Market Profile & Trends Overview	Month	Trending Versus*:				Trending Versus*:		
		LM	L3M	PYM	LY	YTD	PriorYTD	PriorYear
Median List Price of all Current Listings	\$1,399,000	0%		23%				
Average List Price of all Current Listings	\$1,815,604	1%		14%				
November Median Sales Price	\$1,125,000	-6%	13%	-7%	-4%	\$1,210,000	2%	3%
November Average Sales Price	\$978,000	-25%	-15%	-27%	-23%	\$1,346,964	6%	6%
Total Properties Currently for Sale (Inventory)	49	-27%		-36%				
November Number of Properties Sold	5	-29%		-17%			10%	
November Average Days on Market (Solds)	249	95%	33%	-2%	35%	181	-4%	-2%
Asking Price per Square Foot (based on New Listings)	\$564	8%	-20%	28%	11%	\$568	10%	11%
November Sold Price per Square Foot	\$335	-35%	-19%	-39%	-31%	\$477	-3%	-1%
November Month's Supply of Inventory	9.8	2%	-16%	-24%	-26%	12.3	-6%	-7%
November Sale Price vs List Price Ratio	93.5%	-2.1%	-1%	-2%	-1.3%	95.5%	0.8%	0.9%

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

### Property Sales

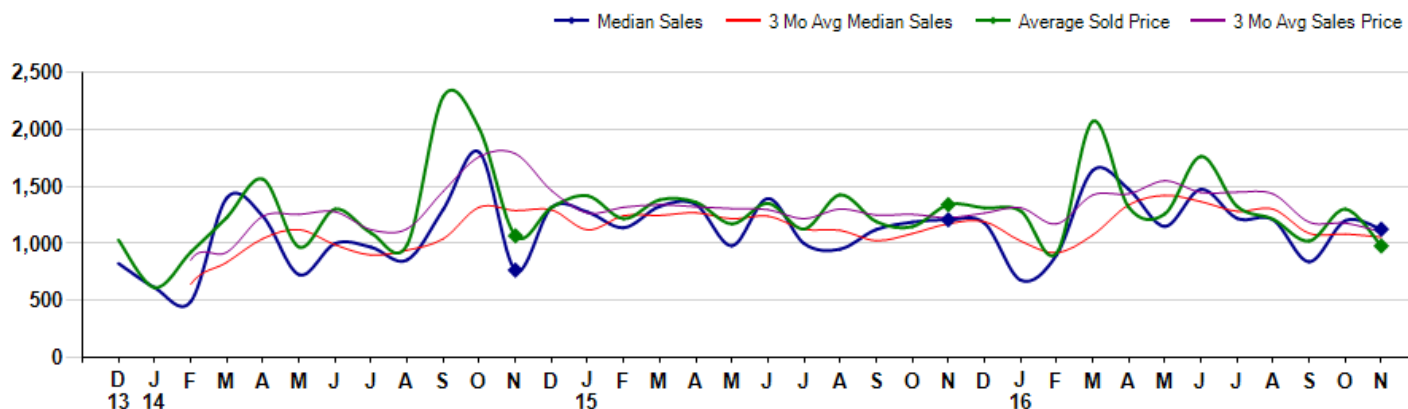
November Property sales were 5, down -16.7% from 6 in November of 2015 and -28.6% lower than the 7 sales last month. November 2016 sales were at a mid level compared to November of 2015 and 2014. November YTD sales of 77 are running 10.0% ahead of last year's year-to-date sales of 70.



### Prices

The Median Sales Price in November was \$1,125,000, down -6.8% from \$1,207,500 in November of 2015 and down -6.3% from \$1,200,000 last month. The Average Sales Price in November was \$978,000, down -27.1% from \$1,340,667 in November of 2015 and down -24.8% from \$1,301,000 last month. November 2016 ASP was at the lowest level compared to November of 2015 and 2014.

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



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Based on information from Greater Fairfield County CMLS, Inc. for the period 12/1/2013 through 11/30/2016. Due to MLS reporting methods and allowable reporting policy, this data is only informational and may not be completely accurate. Therefore, Coldwell Banker Residential Brokerage does not guarantee the data accuracy. Data maintained by the MLS's may not reflect all real estate activity in the market.



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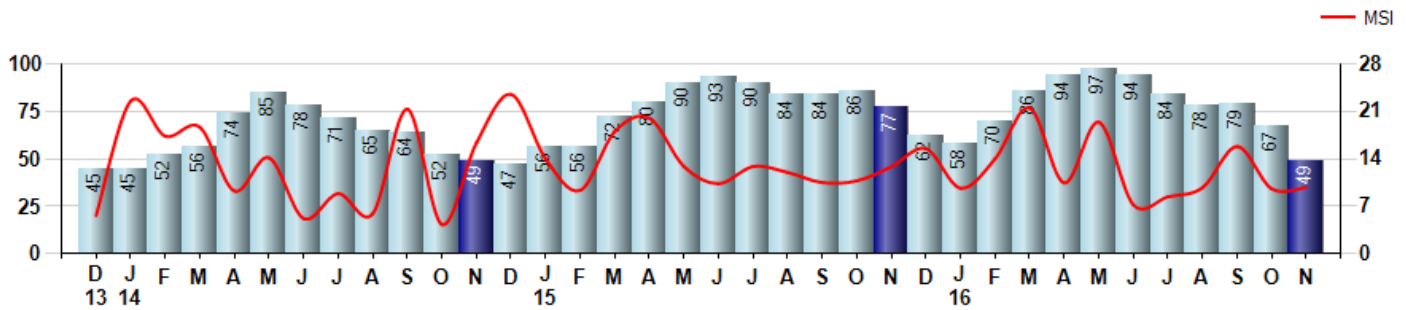
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### Inventory & MSI

The Total Inventory of Properties available for sale as of November was 49, down -26.9% from 67 last month and down -36.4% from 77 in November of last year. November 2016 Inventory was at the lowest level compared to November of 2015 and 2014.

A comparatively lower MSI is more beneficial for sellers while a higher MSI is better for buyers. The November 2016 MSI of 9.8 months was at its lowest level compared with November of 2015 and 2014.

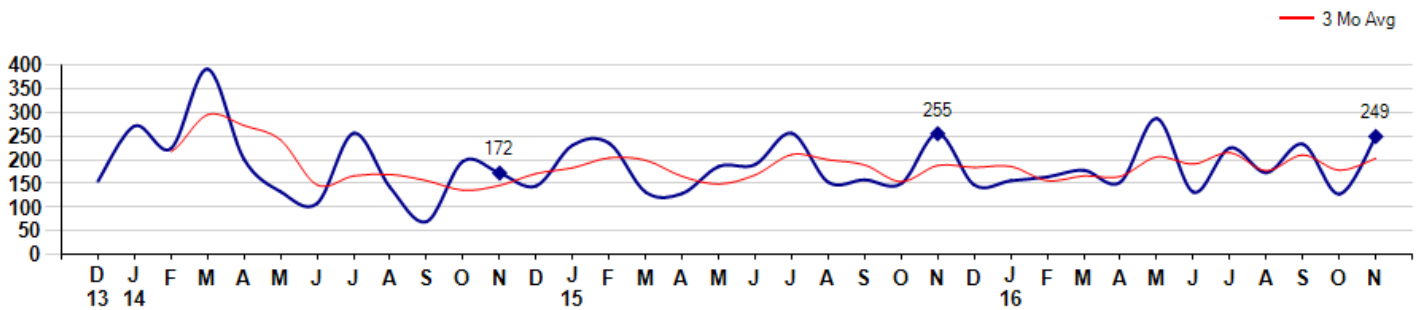
MSI is the # of months needed to sell all of the Inventory at the monthly Sales Pace



### 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 November was 249, up 94.5% from 128 days last month and down -2.4% from 255 days in November of last year. The November 2016 DOM was at a mid range compared with November of 2015 and 2014.

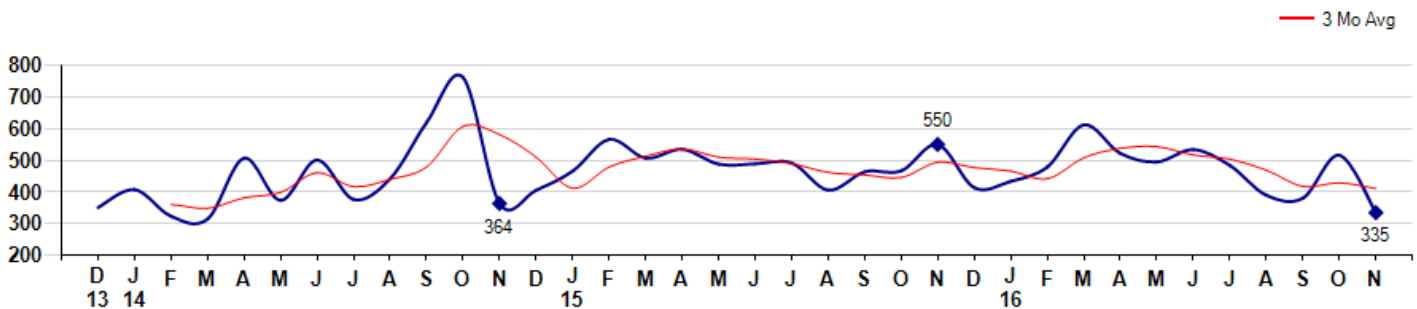
Average Days on Market(Listing to Contract) for properties sold during the month



### 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 November 2016 Selling Price per Square Foot of \$335 was down -35.1% from \$516 last month and down -39.1% from \$550 in November of last year.

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



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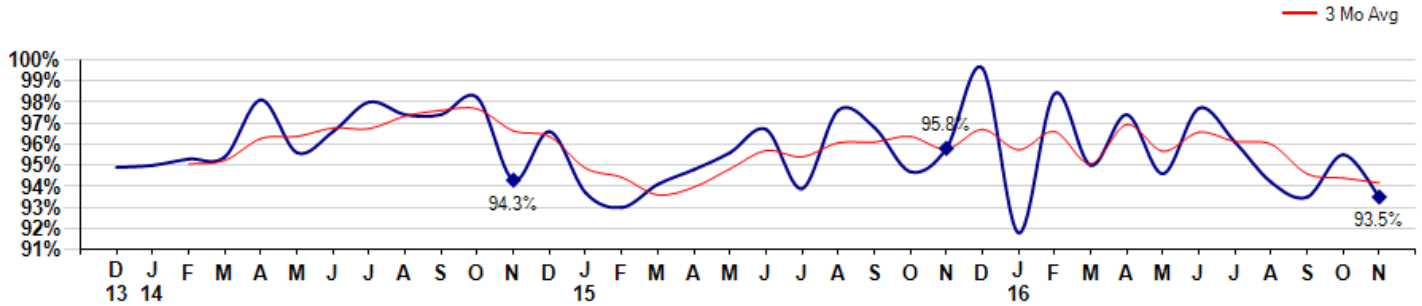


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### Selling Price vs Listing Price

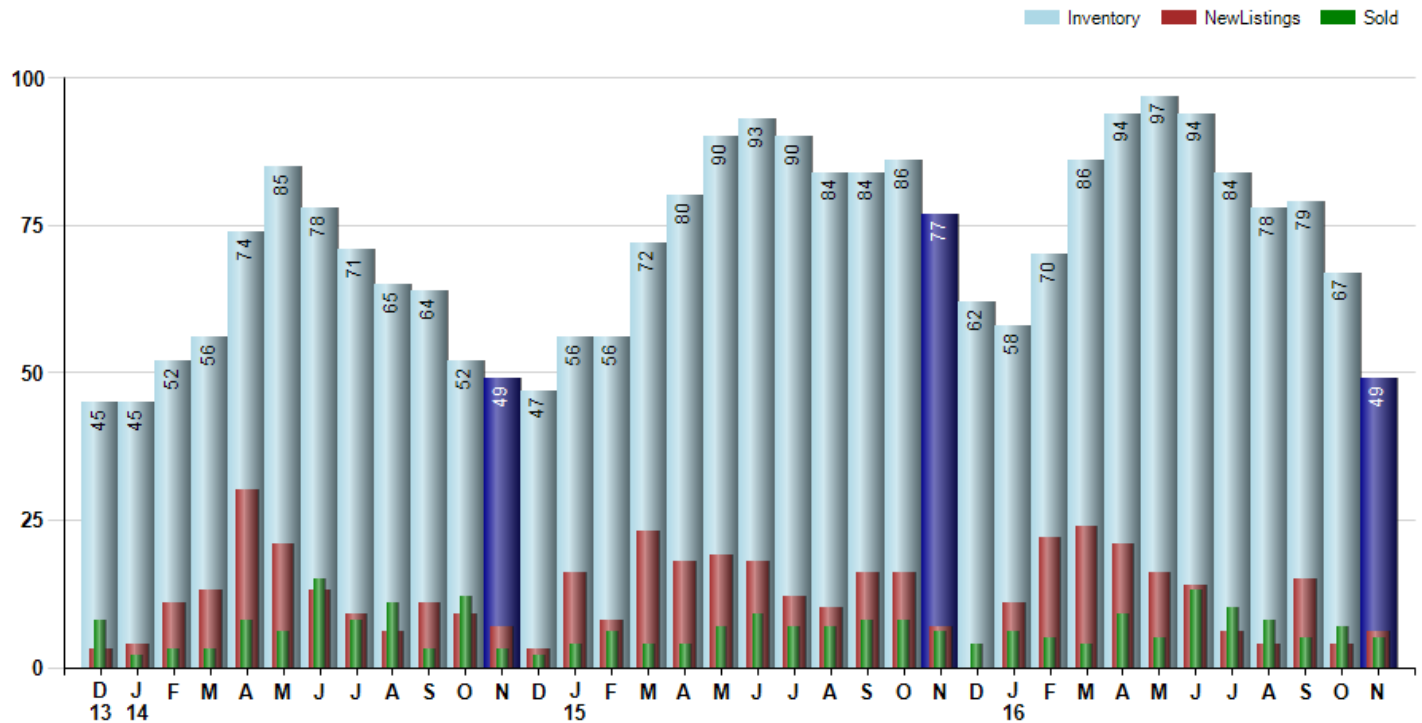
The Selling Price vs Listing Price reveals the average amount that Sellers are agreeing to come down from their list price. The lower the ratio is below 100% the more of a Buyer's market exists, a ratio at or above 100% indicates more of a Seller's market. The November 2016 Selling Price vs List Price of 93.5% was down from 95.5% last month and down from 95.8% in November 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 November 2016 was 6, up 50.0% from 4 last month and down -14.3% from 7 in November of last year.



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