

MLS Area: Rowayton



Joni Usdan
Residential Real Estate Specialist
2032167654
www.jonihomes.com
joni@jonihomes.com



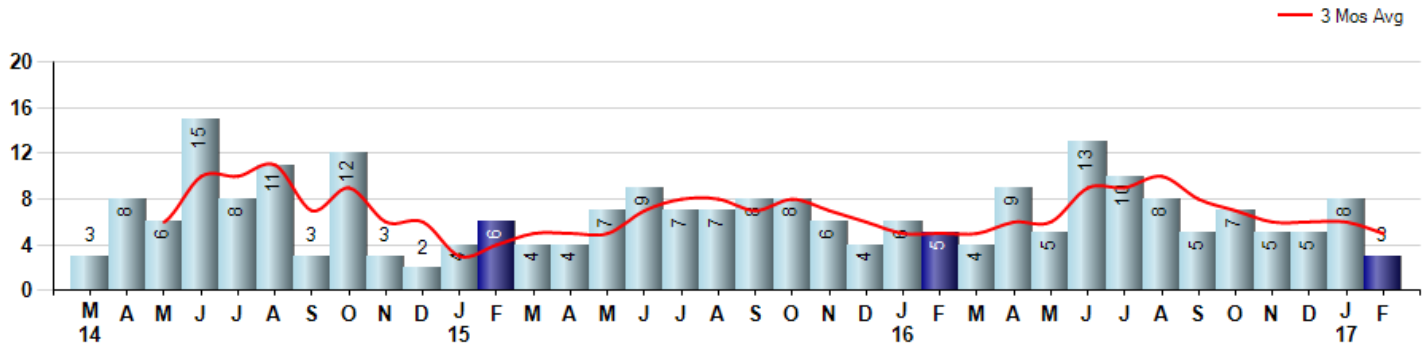
Price Range: 0 to 999999999 | Properties: Single Family Home

Market Profile & Trends Overview	Month	Trending Versus*:				Trending Versus*:		
		LM	L3M	PYM	LY	YTD	PriorYTD	PriorYear
Median List Price of all Current Listings	\$1,695,000	0%		16%				
Average List Price of all Current Listings	\$1,934,173	-4%		12%				
February Median Sales Price	\$1,695,000	111%	51%	88%	44%	\$915,000	18%	-22%
February Average Sales Price	\$1,753,000	84%	55%	92%	35%	\$1,172,182	5%	-10%
Total Properties Currently for Sale (Inventory)	42	8%		-40%				
February Number of Properties Sold	3	-63%		-40%			0%	
February Average Days on Market (Solds)	201	39%	8%	23%	13%	160	0%	-10%
Asking Price per Square Foot (based on New Listings)	\$429	-29%	-15%	-11%	-22%	\$497	7%	-10%
February Sold Price per Square Foot	\$652	64%	29%	36%	34%	\$467	3%	-4%
February Month's Supply of Inventory	14.0	187%	49%	0%	14%	9.4	-20%	-23%
February Sale Price vs List Price Ratio	95.2%	3.5%	6%	1%	3.9%	92.9%	1.1%	1.4%

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

Property Sales

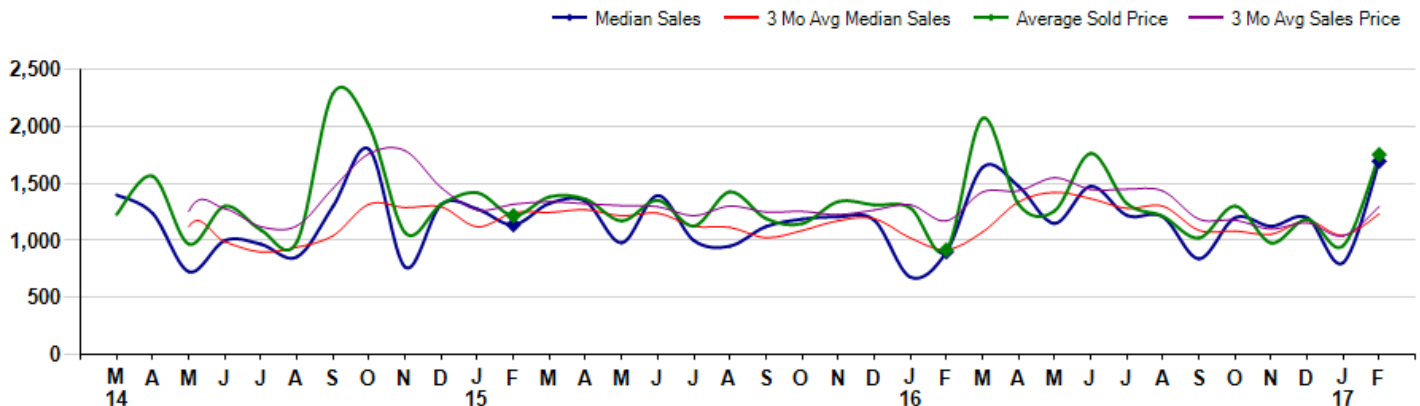
February Property sales were 3, down -40.0% from 5 in February of 2016 and -62.5% lower than the 8 sales last month. February 2017 sales were at their lowest level compared to February of 2016 and 2015. February YTD sales of 11 are running equal to last year's year-to-date sales of 11.



Prices

The Median Sales Price in February was \$1,695,000, up 88.3% from \$900,000 in February of 2016 and up 110.6% from \$805,000 last month. The Average Sales Price in February was \$1,753,000, up 91.5% from \$915,340 in February of 2016 and up 83.7% from \$954,375 last month. February 2017 ASP was at highest level compared to February of 2016 and 2015.

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



MLS Area: Rowayton



Joni Usdan
Residential Real Estate Specialist
2032167654
www.jonihomes.com
joni@jonihomes.com



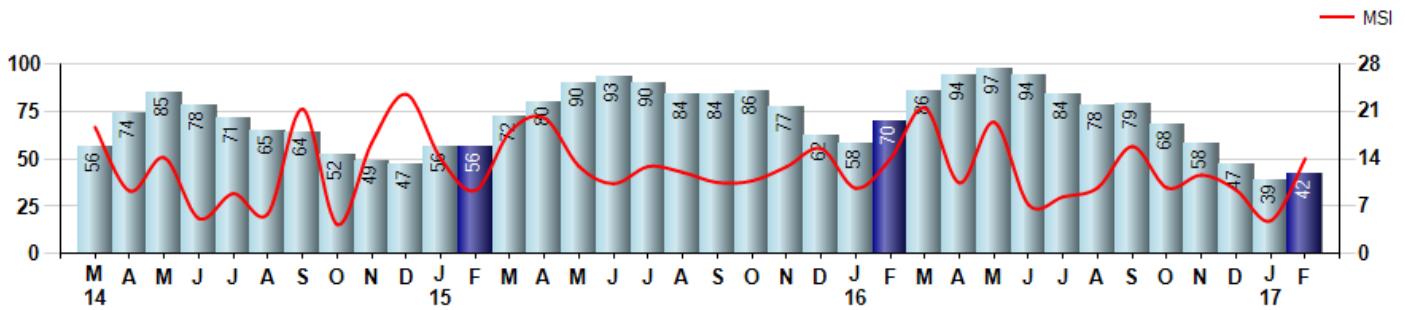
Price Range: 0 to 999999999 | Properties: Single Family Home

Inventory & MSI

The Total Inventory of Properties available for sale as of February was 42, up 7.7% from 39 last month and down -40.0% from 70 in February of last year. February 2017 Inventory was at the lowest level compared to February of 2016 and 2015.

A comparatively lower MSI is more beneficial for sellers while a higher MSI is better for buyers. The February 2017 MSI of 14.0 months was at a mid range compared with February of 2016 and 2015.

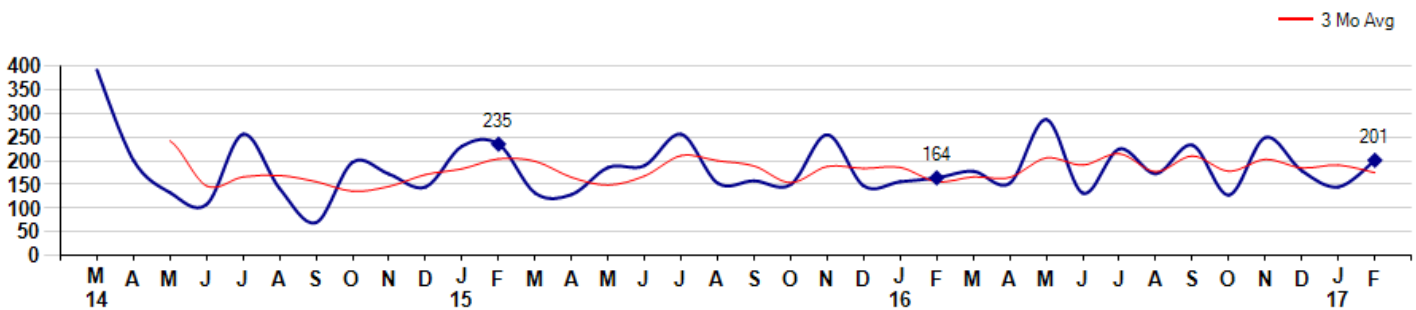
MSI is the # of months needed to sell all of the Inventory at the monthly Sales Pace



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 February was 201, up 38.6% from 145 days last month and up 22.6% from 164 days in February of last year. The February 2017 DOM was at a mid range compared with February of 2016 and 2015.

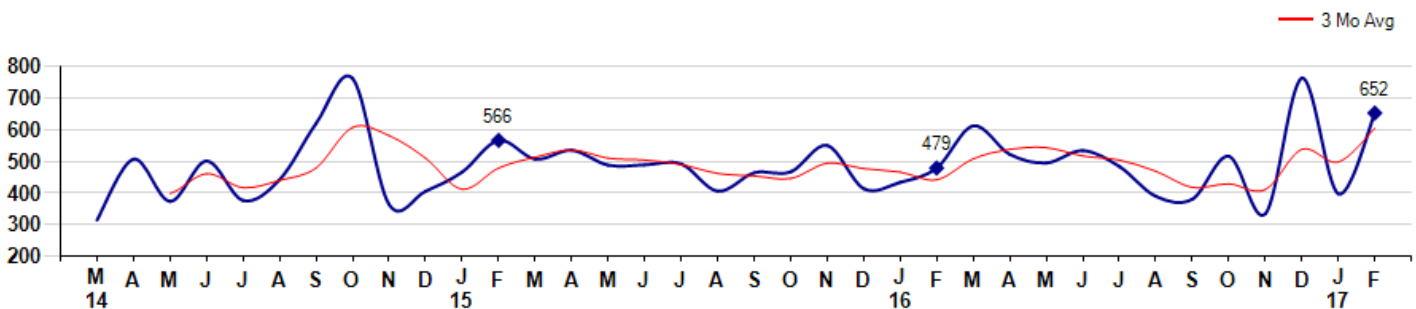
Average Days on Market(Listing to Contract) for properties sold during the month



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 February 2017 Selling Price per Square Foot of \$652 was up 63.8% from \$398 last month and up 36.1% from \$479 in February of last year.

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



MLS Area: Rowayton



Joni Usdan
Residential Real Estate Specialist
2032167654
www.jonihomes.com
joni@jonihomes.com

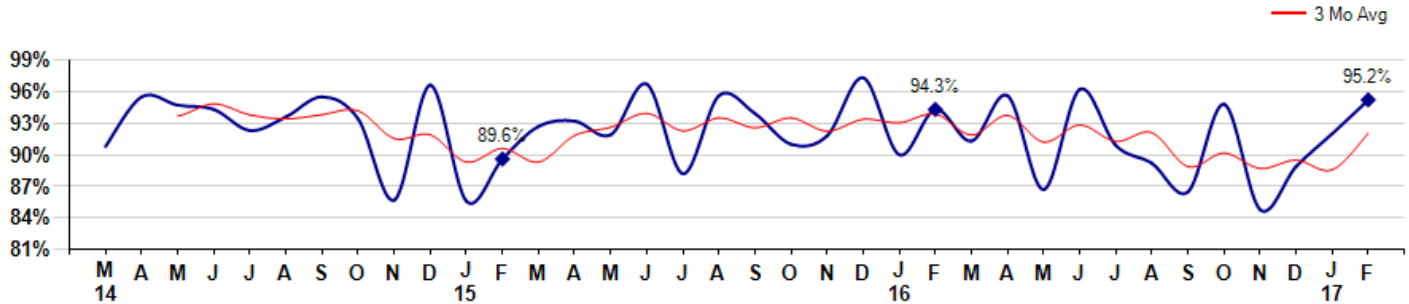


Price Range: 0 to 999999999 | Properties: Single Family Home

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 February 2017 Selling Price vs List Price of 95.2% was up from 92.0% last month and up from 94.3% in February 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 February 2017 was 12, up 50.0% from 8 last month and down -45.5% from 22 in February of last year.

