

## MLS Area: Rowayton



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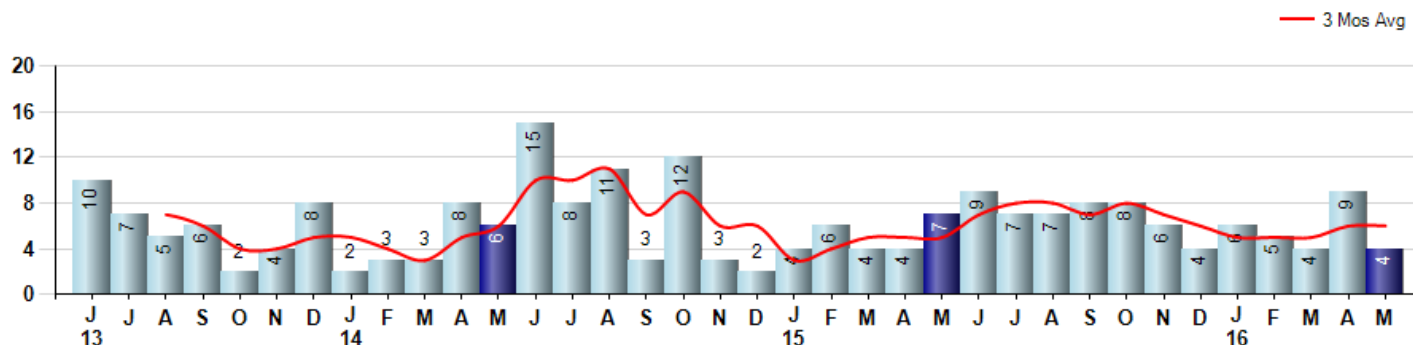
Price Range: \$0 to \$999,999,000 | Properties: Single Family Home

| Market Profile & Trends Overview                     | Month       | Trending Versus*: |      |      |       | YTD         | Trending Versus*: |           |
|--|-------------|-------------------|------|------|-------|-------------|-------------------|-----------|
|  |             | LM                | L3M  | PYM  | LY    |             | PriorYTD          | PriorYear |
| Median List Price of all Current Listings            | \$1,475,000 | 0%                |      | 9%   |       |             |                   |           |
| Average List Price of all Current Listings           | \$1,754,274 | 3%                |      | 9%   |       |             |                   |           |
| May Median Sales Price                               | \$1,325,000 | -10%              | 8%   | 35%  | 13%   | \$1,180,000 | -2%               | 1%        |
| May Average Sales Price                              | \$1,350,000 | 3%                | -1%  | 15%  | 6%    | \$1,351,114 | 5%                | 6%        |
| Total Properties Currently for Sale (Inventory)      | 87          | 0%                |      | -3%  |       |             |                   |           |
| May Number of Properties Sold                        | 4           | -56%              |      | -43% |       |             | 12%               |           |
| May Average Days on Market (Solds)                   | 85          | -44%              | -43% | -54% | -54%  | 149         | -20%              | -20%      |
| Asking Price per Square Foot (based on New Listings) | \$655       | 25%               | 17%  | 32%  | 28%   | \$543       | 5%                | 6%        |
| May Sold Price per Square Foot                       | \$506       | -3%               | -4%  | 4%   | 5%    | \$506       | -2%               | 5%        |
| May Month's Supply of Inventory                      | 21.8        | 125%              | 26%  | 69%  | 65%   | 15.0        | 1%                | 14%       |
| May Sale Price vs List Price Ratio                   | 94.3%       | -3.2%             | -2%  | -1%  | -0.4% | 95.2%       | 1.5%              | 0.5%      |

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

### Property Sales

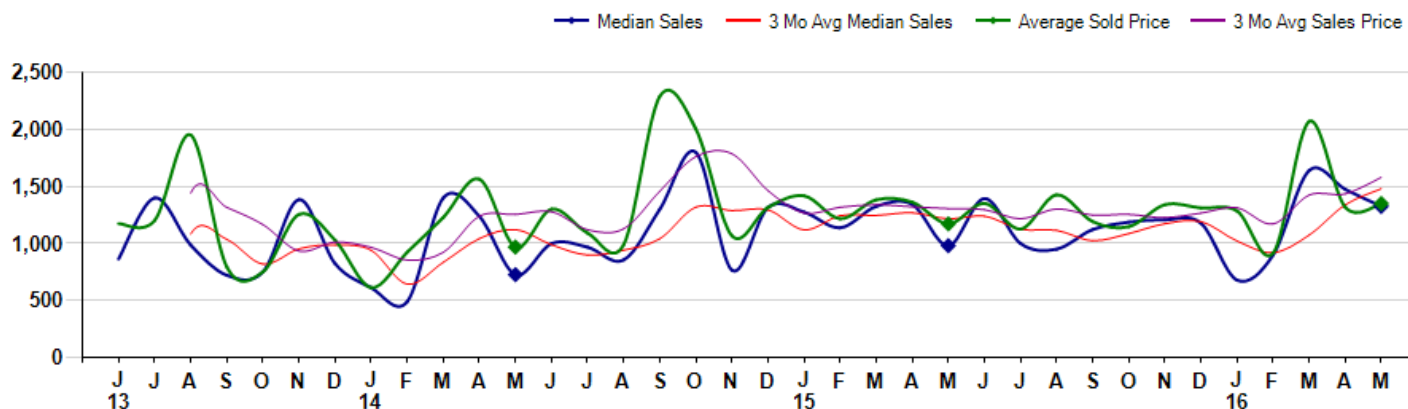
May Property sales were 4, down -42.9% from 7 in May of 2015 and -55.6% lower than the 9 sales last month. May 2016 sales were at their lowest level compared to May of 2015 and 2014. May YTD sales of 28 are running 12.0% ahead of last year's year-to-date sales of 25.



### Prices

The Median Sales Price in May was \$1,325,000, up 35.2% from \$980,000 in May of 2015 and down -10.2% from \$1,475,000 last month. The Average Sales Price in May was \$1,350,000, up 15.2% from \$1,171,714 in May of 2015 and up 2.5% from \$1,317,556 last month. May 2016 ASP was at highest level compared to May of 2015 and 2014.

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



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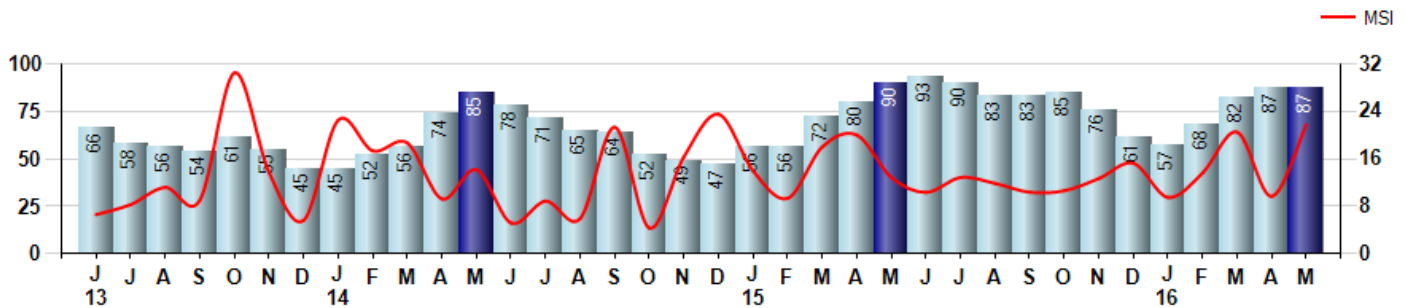


### Inventory & MSI

The Total Inventory of Properties available for sale as of May was 87, equal to 87 last month and down -3.3% from 90 in May of last year. May 2016 Inventory was at a mid range compared to May of 2015 and 2014.

A comparatively lower MSI is more beneficial for sellers while a higher MSI is better for buyers. The May 2016 MSI of 21.8 months was at its highest level compared with May of 2015 and 2014.

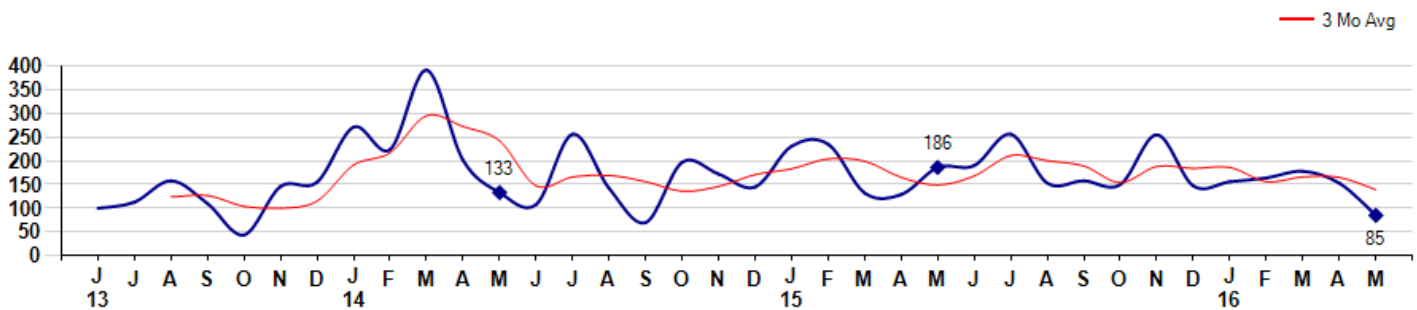
MSI is the # of months needed to sell all of the Inventory at the monthly Sales Pace



### 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 May was 85, down -44.4% from 153 days last month and down -54.3% from 186 days in May of last year. The May 2016 DOM was at its lowest level compared with May of 2015 and 2014.

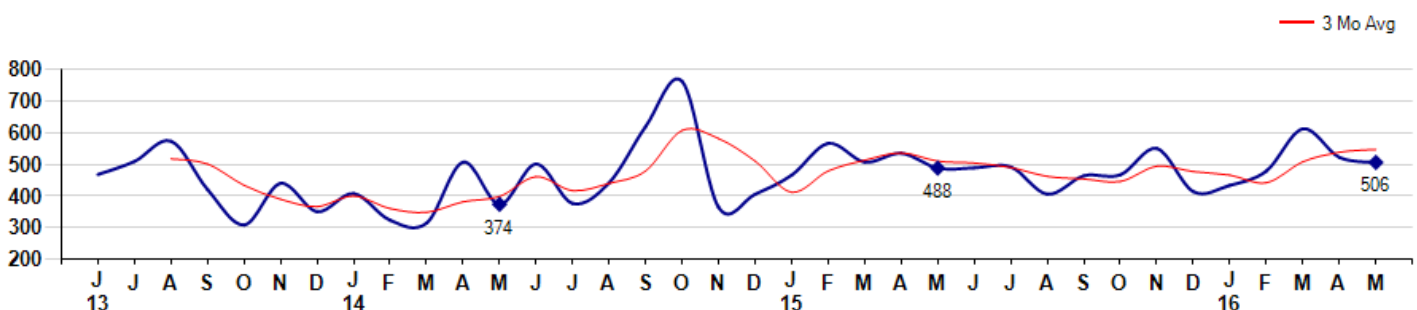
Average Days on Market(Listing to Contract) for properties sold during the month



### 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 May 2016 Selling Price per Square Foot of \$506 was down -3.1% from \$522 last month and up 3.7% from \$488 in May of last year.

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



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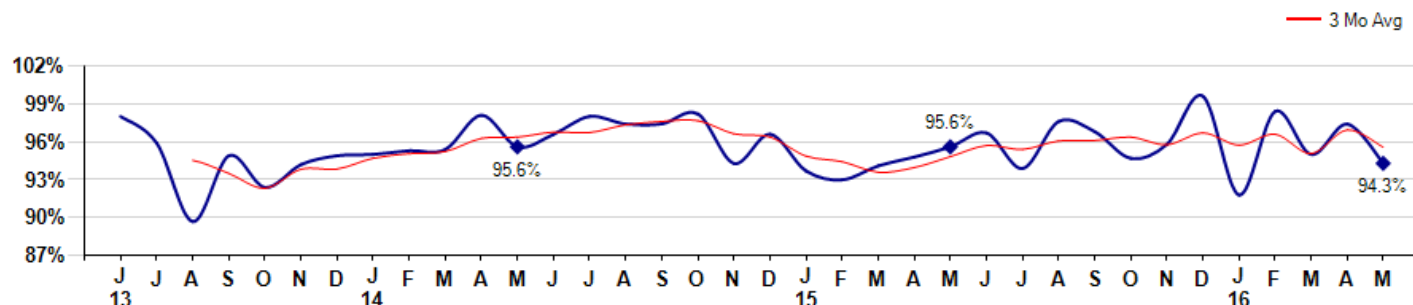
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## Selling Price vs Listing Price

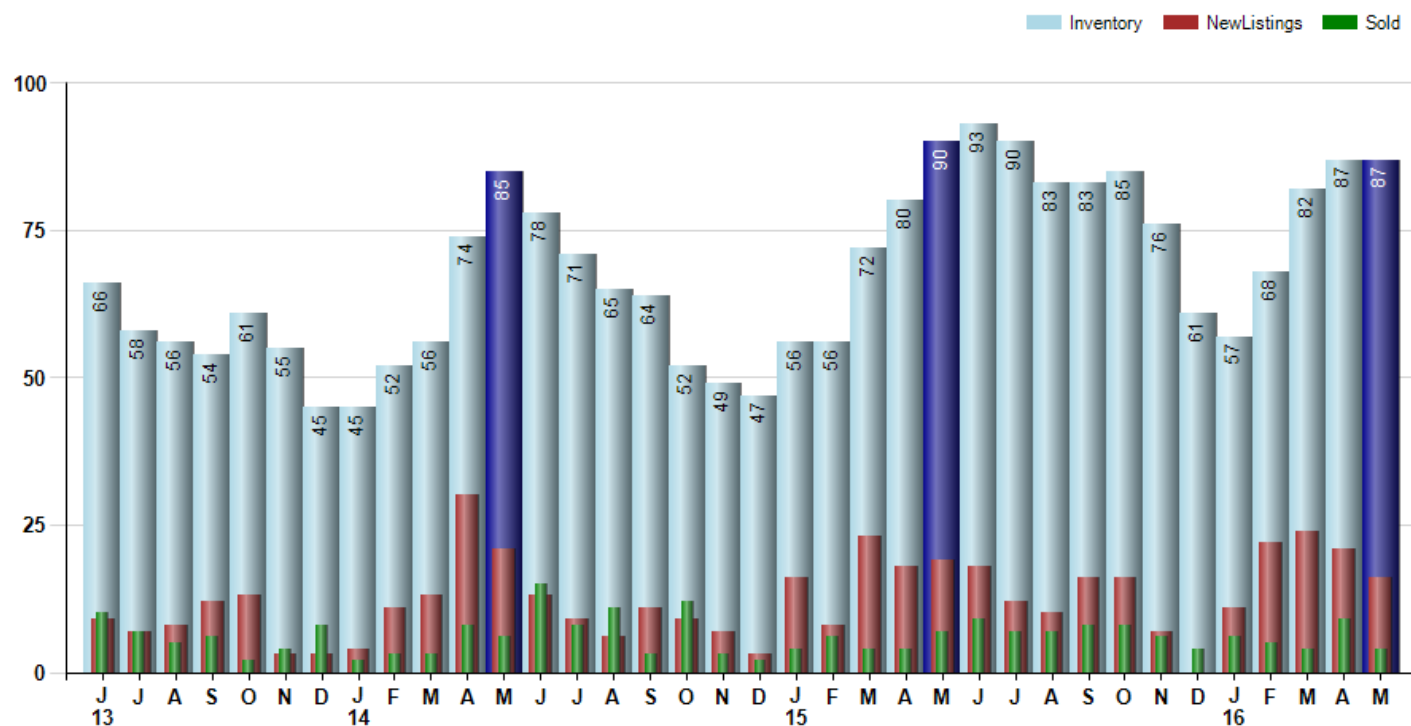
The Selling Price vs Listing Price reveals the average amount that Sellers are agreeing to come down from their list price. The lower the ratio is below 100% the more of a Buyer's market exists, a ratio at or above 100% indicates more of a Seller's market. The May 2016 Selling Price vs List Price of 94.3% was down from 97.4% last month and down from 95.6% in May 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 May 2016 was 16, down -23.8% from 21 last month and down -15.8% from 19 in May of last year.



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