

MLS Area: Rowayton



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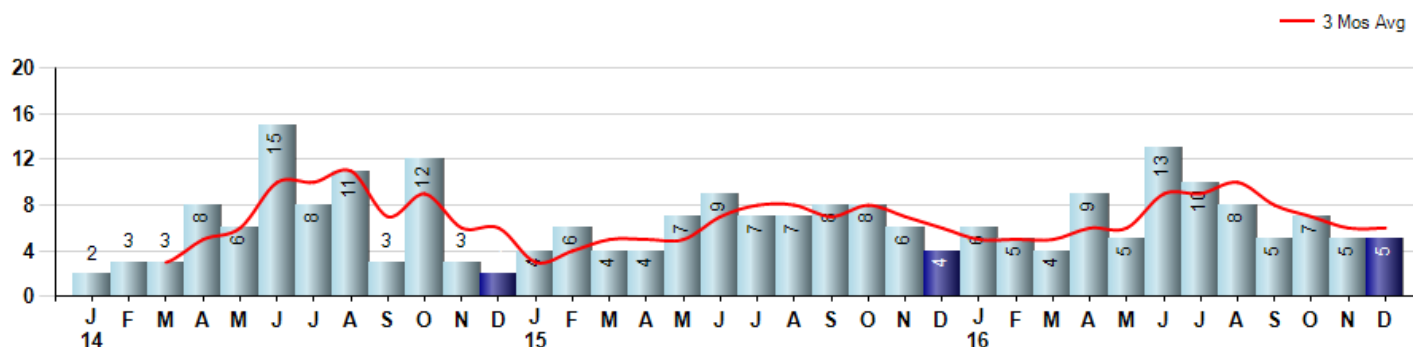
Price Range: \$0 to \$999,999,000 | Properties: Single Family Home

Market Profile & Trends Overview	Month	Trending Versus*:				YTD	Trending Versus*:	
		LM	L3M	PYM	LY		PriorYTD	PriorYear
Median List Price of all Current Listings	\$1,399,000	0%		30%				
Average List Price of all Current Listings	\$1,858,762	3%		15%				
December Median Sales Price	\$1,200,000	7%	14%	2%	3%	\$1,205,000	2%	3%
December Average Sales Price	\$1,186,000	21%	4%	-10%	-7%	\$1,337,149	5%	5%
Total Properties Currently for Sale (Inventory)	39	-28%		-37%				
December Number of Properties Sold	5	0%		25%			11%	
December Average Days on Market (Solds)	179	-28%	-6%	22%	-3%	181	-3%	-2%
Asking Price per Square Foot (based on New Listings)	\$462	-18%	-32%	0%	-9%	\$564	9%	11%
December Sold Price per Square Foot	\$762	128%	52%	84%	58%	\$494	2%	3%
December Month's Supply of Inventory	7.8	-28%	-17%	-50%	-41%	12.0	-9%	-9%
December Sale Price vs List Price Ratio	93.0%	-0.5%	-1%	-7%	-1.8%	95.3%	0.5%	0.6%

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

Property Sales

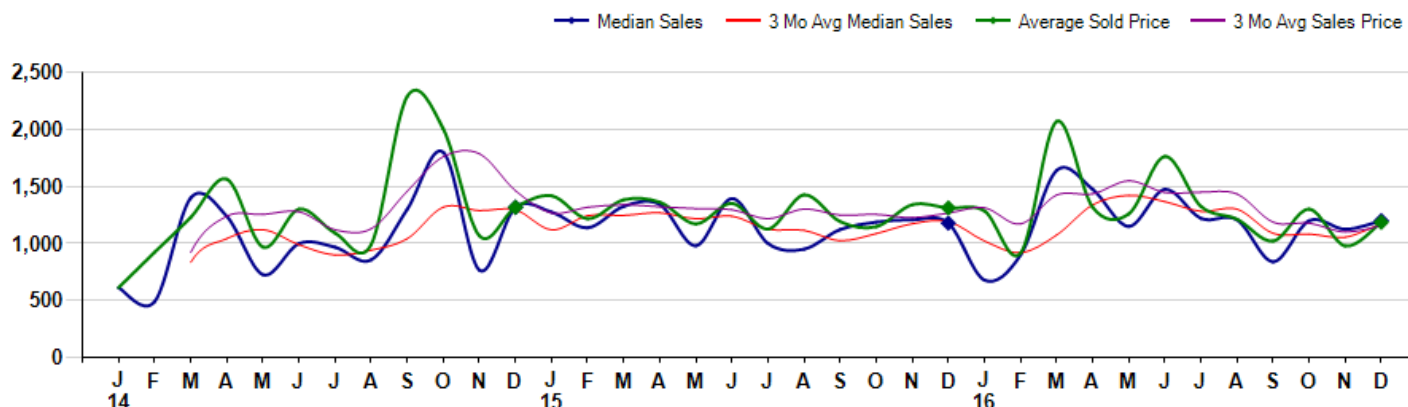
December Property sales were 5, up 25.0% from 4 in December of 2015 and equal to 0.0% 5 sales last month. December 2016 sales were at their highest level compared to December of 2015 and 2014. December YTD sales of 82 are running 10.8% ahead of last year's year-to-date sales of 74.



Prices

The Median Sales Price in December was \$1,200,000, up 1.9% from \$1,177,500 in December of 2015 and up 6.7% from \$1,125,000 last month. The Average Sales Price in December was \$1,186,000, down -9.6% from \$1,311,250 in December of 2015 and up 21.3% from \$978,000 last month. December 2016 ASP was at the lowest level compared to December of 2015 and 2014.

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



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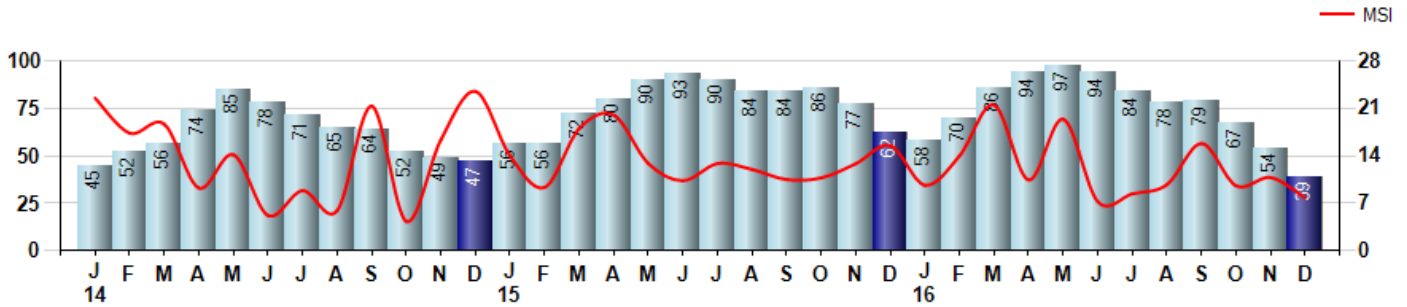
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Inventory & MSI

The Total Inventory of Properties available for sale as of December was 39, down -27.8% from 54 last month and down -37.1% from 62 in December of last year. December 2016 Inventory was at the lowest level compared to December of 2015 and 2014.

A comparatively lower MSI is more beneficial for sellers while a higher MSI is better for buyers. The December 2016 MSI of 7.8 months was at its lowest level compared with December of 2015 and 2014.

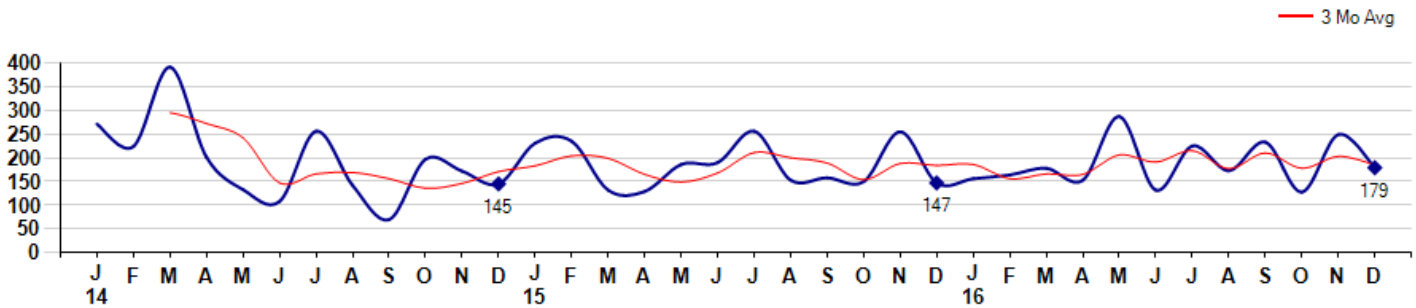
MSI is the # of months needed to sell all of the Inventory at the monthly Sales Pace



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 December was 179, down -28.1% from 249 days last month and up 21.8% from 147 days in December of last year. The December 2016 DOM was at its highest level compared with December of 2015 and 2014.

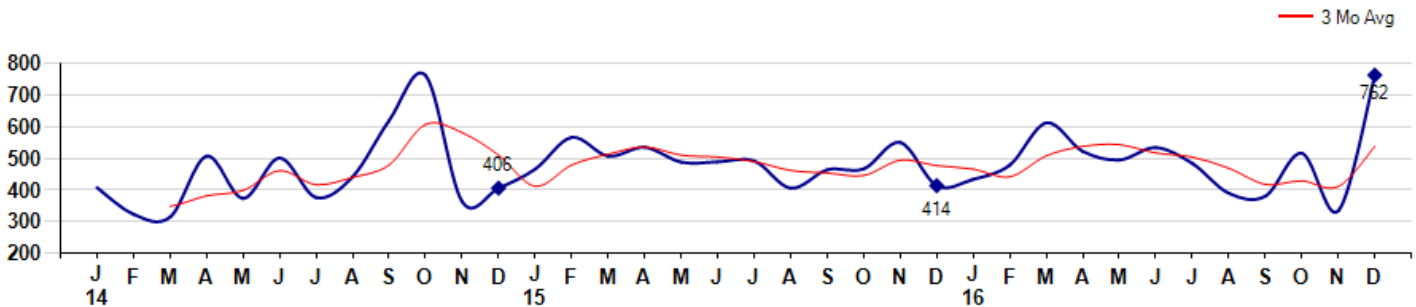
Average Days on Market(Listing to Contract) for properties sold during the month



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 December 2016 Selling Price per Square Foot of \$762 was up 127.5% from \$335 last month and up 84.1% from \$414 in December of last year.

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



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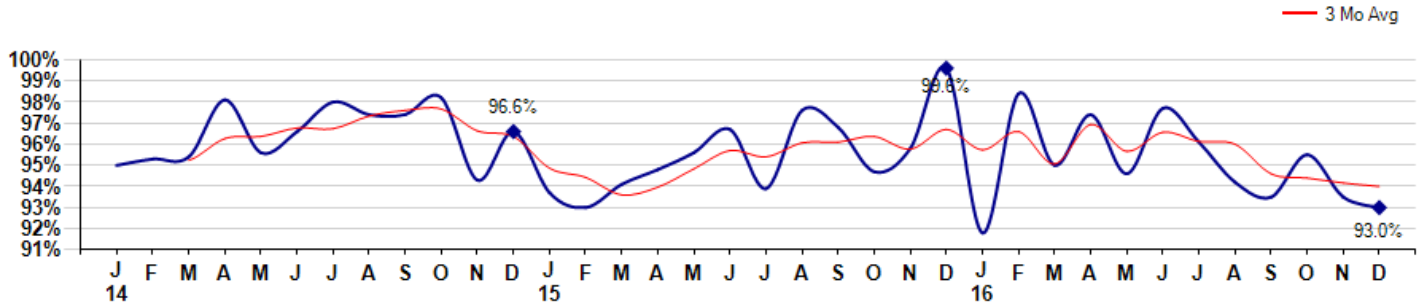


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Selling Price vs Listing Price

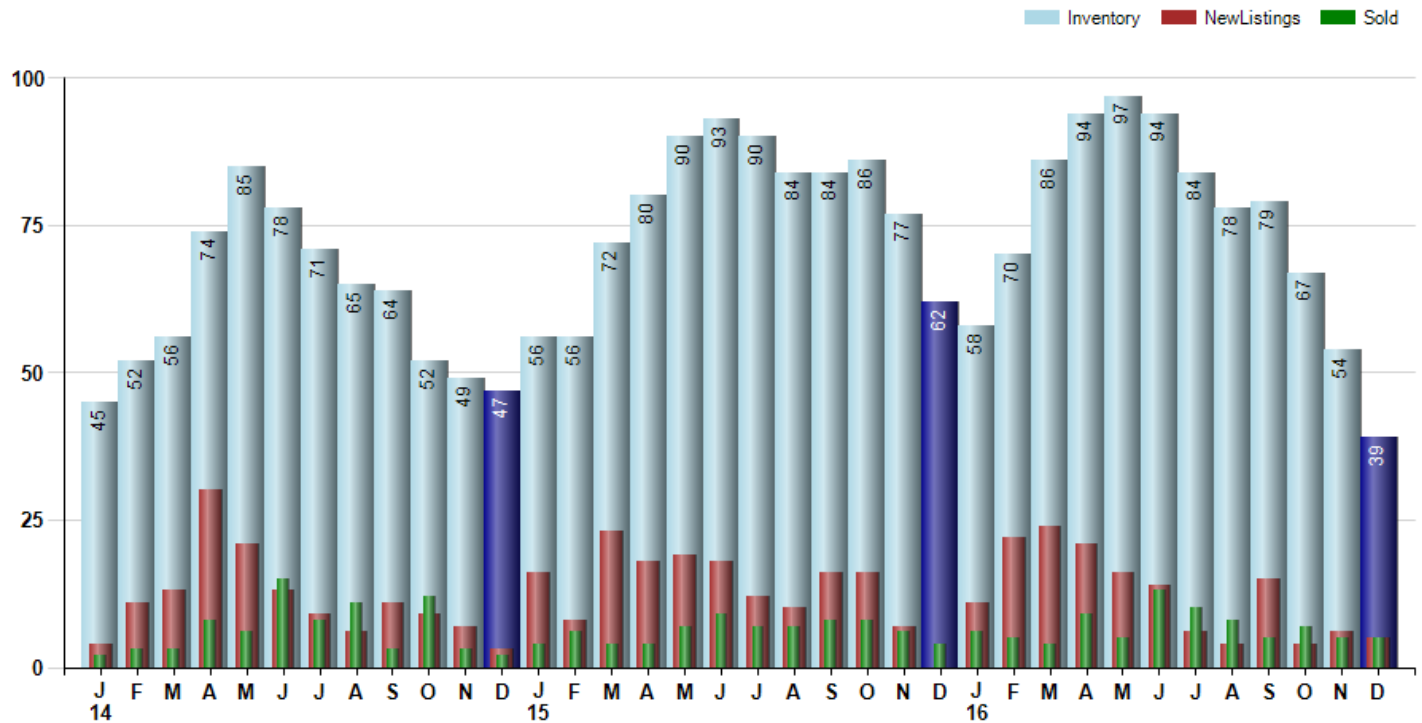
The Selling Price vs Listing Price reveals the average amount that Sellers are agreeing to come down from their list price. The lower the ratio is below 100% the more of a Buyer's market exists, a ratio at or above 100% indicates more of a Seller's market. The December 2016 Selling Price vs List Price of 93.0% was down from 93.5% last month and down from 99.6% in December 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 December 2016 was 5, down -16.7% from 6 last month and equal to 0 in December of last year.



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MARKET ACTION REPORT

December 2016

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	J 14	F	M	A	M	J	J	A	S	O	N	D	J 15	F	M	A	M	J	J	A	S	O	N	D	J 16	F	M	A	M	J	J	A	S	O	N	D
Homes Sold	2	3	3	8	6	15	8	11	3	12	3	2	4	6	4	4	7	9	7	7	8	8	6	4	6	5	4	9	5	13	10	8	5	7	5	5
3 Mo. Roll Avg			3	5	6	10	10	11	7	9	6	6	3	4	5	5	5	7	8	8	7	8	7	6	5	5	5	6	6	9	9	10	8	7	6	6

(000's)	J 14	F	M	A	M	J	J	A	S	O	N	D	J 15	F	M	A	M	J	J	A	S	O	N	D	J 16	F	M	A	M	J	J	A	S	O	N	D
Median Sale Price	612	490	1,400	1,238	726	1,000	968	855	1,300	1,800	765	1,317	1,275	1,138	1,326	1,343	980	1,395	1,000	950	1,122	1,188	1,208	1,178	678	900	1,640	1,475	1,150	1,475	1,220	1,208	840	1,200	1,125	1,200
3 Mo. Roll Avg			834	1,043	1,121	988	898	941	1,041	1,318	1,288	1,294	1,119	1,243	1,246	1,269	1,216	1,239	1,125	1,115	1,024	1,087	1,172	1,191	1,021	919	1,073	1,338	1,422	1,367	1,282	1,301	1,089	1,083	1,055	1,175

	J 14	F	M	A	M	J	J	A	S	O	N	D	J 15	F	M	A	M	J	J	A	S	O	N	D	J 16	F	M	A	M	J	J	A	S	O	N	D
Inventory	45	52	56	74	85	78	71	65	64	52	49	47	56	56	72	80	90	93	90	84	84	86	77	62	58	70	86	94	97	94	84	78	79	67	54	39
MSI	23	17	19	9	14	5	9	6	21	4	16	24	14	9	18	20	13	10	13	12	11	11	13	16	10	14	22	10	19	7	8	10	16	10	11	8

	J 14	F	M	A	M	J	J	A	S	O	N	D	J 15	F	M	A	M	J	J	A	S	O	N	D	J 16	F	M	A	M	J	J	A	S	O	N	D
Days On Market	271	224	391	201	133	108	256	142	70	197	172	145	231	235	132	129	186	190	256	153	158	150	255	147	156	164	178	153	287	132	225	173	233	128	249	179
3 Mo. Roll Avg			295	272	242	147	166	169	156	136	146	171	183	204	199	165	149	168	211	200	189	154	188	184	186	156	166	165	206	191	215	177	210	178	203	185

	J 14	F	M	A	M	J	J	A	S	O	N	D	J 15	F	M	A	M	J	J	A	S	O	N	D	J 16	F	M	A	M	J	J	A	S	O	N	D
Price per Sq Ft	408	324	315	507	374	501	377	442	619	761	364	406	466	566	507	535	488	489	492	406	464	467	550	414	434	479	612	522	495	534	484	390	381	516	335	762
3 Mo. Roll Avg			349	382	399	461	417	440	479	607	581	510	412	479	513	536	510	504	490	462	454	446	494	477	466	442	508	538	543	517	504	469	418	429	411	538

	J 14	F	M	A	M	J	J	A	S	O	N	D	J 15	F	M	A	M	J	J	A	S	O	N	D	J 16	F	M	A	M	J	J	A	S	O	N	D
Sale to List Price	0.950	0.953	0.954	0.981	0.956	0.966	0.980	0.974	0.974	0.982	0.943	0.966	0.937	0.930	0.941	0.948	0.956	0.967	0.939	0.976	0.968	0.947	0.958	0.996	0.918	0.984	0.950	0.974	0.946	0.977	0.961	0.942	0.935	0.955	0.935	0.930
3 Mo. Roll Avg			0.952	0.963	0.964	0.968	0.967	0.973	0.976	0.977	0.966	0.964	0.949	0.944	0.936	0.940	0.948	0.957	0.954	0.961	0.961	0.964	0.958	0.967	0.957	0.966	0.951	0.969	0.957	0.966	0.961	0.960	0.946	0.944	0.942	0.940

	J 14	F	M	A	M	J	J	A	S	O	N	D	J 15	F	M	A	M	J	J	A	S	O	N	D	J 16	F	M	A	M	J	J	A	S	O	N	D
New Listings	4	11	13	30	21	13	9	6	11	9	7	3	16	8	23	18	19	18	12	10	16	16	7	0	11	22	24	21	16	14	6	4	15	4	6	5
Inventory	45	52	56	74	85	78	71	65	64	52	49	47	56	56	72	80	90	93	90	84	84	86	77	62	58	70	86	94	97	94	84	78	79	67	54	39
Sales	2	3	3	8	6	15	8	11	3	12	3	2	4	6	4	4	7	9	7	7	8	8	6	4	6	5	4	9	5	13	10	8	5	7	5	5

(000's)	J 14	F	M	A	M	J	J	A	S	O	N	D	J 15	F	M	A	M	J	J	A	S	O	N	D	J 16	F	M	A	M	J	J	A	S	O	N	D
Avg Sale Price	612	923	1,229	1,565	968	1,301	1,092	990	2,290	2,004	1,067	1,317	1,418	1,218	1,383	1,362	1,172	1,352	1,126	1,427	1,192	1,147	1,341	1,311	1,285	915	2,071	1,318	1,260	1,764	1,325	1,213	1,021	1,301	978	1,186
3 Mo. Roll Avg			922	1,239	1,254	1,278	1,120	1,128	1,457	1,761	1,787	1,463	1,267	1,318	1,340	1,321	1,306	1,295	1,217	1,302	1,248	1,255	1,226	1,266	1,312	1,171	1,424	1,435	1,550	1,447	1,450	1,434	1,186	1,178	1,100	1,155

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