

## MLS Area: Southport



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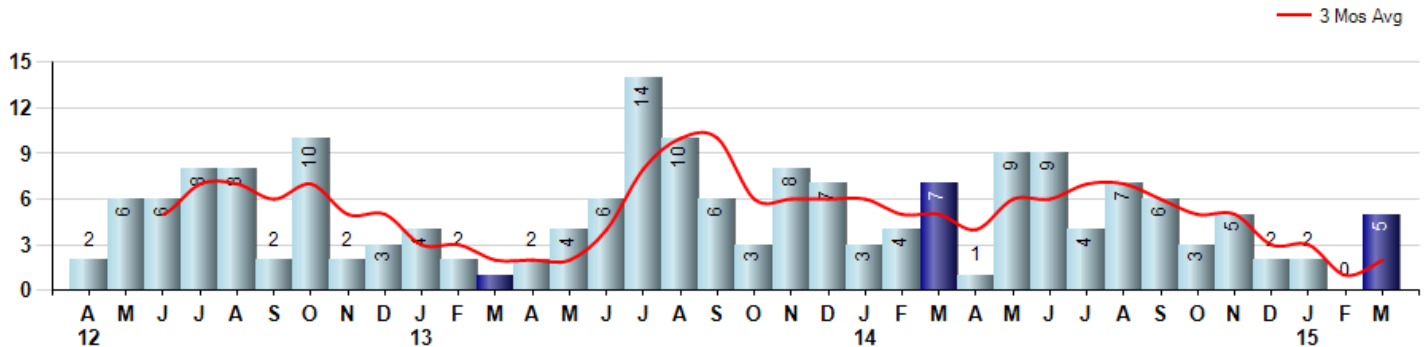
Price Range: \$0 to \$999,999,000 | Properties: Single Family Home

Market Profile & Trends Overview	Trending Versus*:					Trending Versus*:		
	Month	LM	L3M	PYM	LY	YTD	PriorYTD	PriorYear
Median List Price of all Current Listings	\$1,299,000	-8%		30%				
Average List Price of all Current Listings	\$1,982,621	-5%		37%				
March Median Sales Price	\$2,045,000	0%	155%	193%	160%	\$1,031,250	38%	31%
March Average Sales Price	\$1,765,450	0%	38%	-11%	67%	\$1,424,464	-6%	35%
Total Properties Currently for Sale (Inventory)	56	4%		-5%				
March Number of Properties Sold	5	0%		-29%			-50%	
March Average Days on Market (Solds)	272	0%	23%	69%	100%	256	70%	88%
Asking Price per Square Foot (based on New Listings)	\$420	-28%	-13%	17%	10%	\$488	30%	27%
March Sold Price per Square Foot	\$374	0%	9%	-17%	7%	\$359	-13%	3%
March Month's Supply of Inventory	11.2	0%	4%	33%	-35%	10.7	-16%	-38%
March Sale Price vs List Price Ratio	98.8%	1%	5%	4.1%	97.9%	4.2%	3.2%	

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

### Property Sales

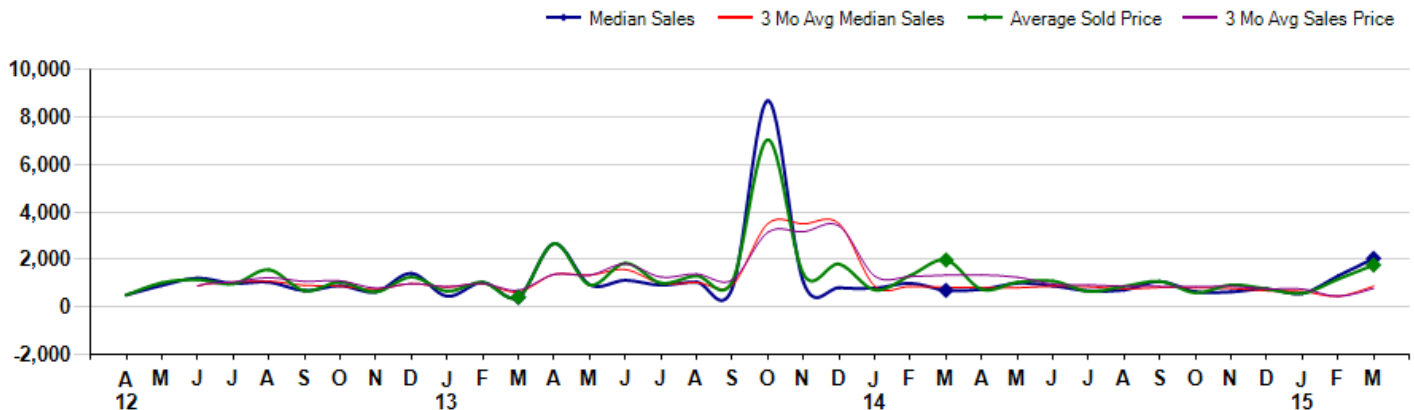
March Property sales were 5, down -28.6% from 7 in March of 2014 and equal to 0.0% 0 sales last month. March 2015 sales were at a mid level compared to March of 2014 and 2013. March YTD sales of 7 are running -50.0% behind last year's year-to-date sales of 14.



### Prices

The Median Sales Price in March was \$2,045,000, up 193.0% from \$698,000 in March of 2014 and equal to \$0 last month. The Average Sales Price in March was \$1,765,450, down -10.6% from \$1,974,000 in March of 2014 and equal to \$0 last month. March 2015 ASP was at a mid range compared to March of 2014 and 2013.

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



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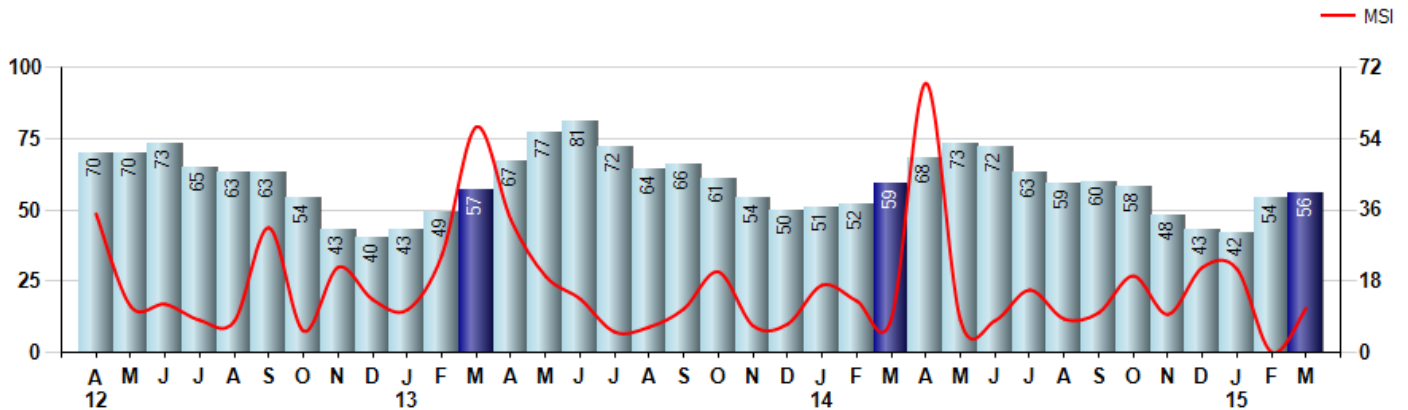
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### Inventory & MSI

The Total Inventory of Properties available for sale as of March was 56, up 3.7% from 54 last month and down -5.1% from 59 in March of last year. March 2015 Inventory was at the lowest level compared to March of 2014 and 2013.

A comparatively lower MSI is more beneficial for sellers while a higher MSI is better for buyers. The March 2015 MSI of 11.2 months was at a mid range compared with March of 2014 and 2013.

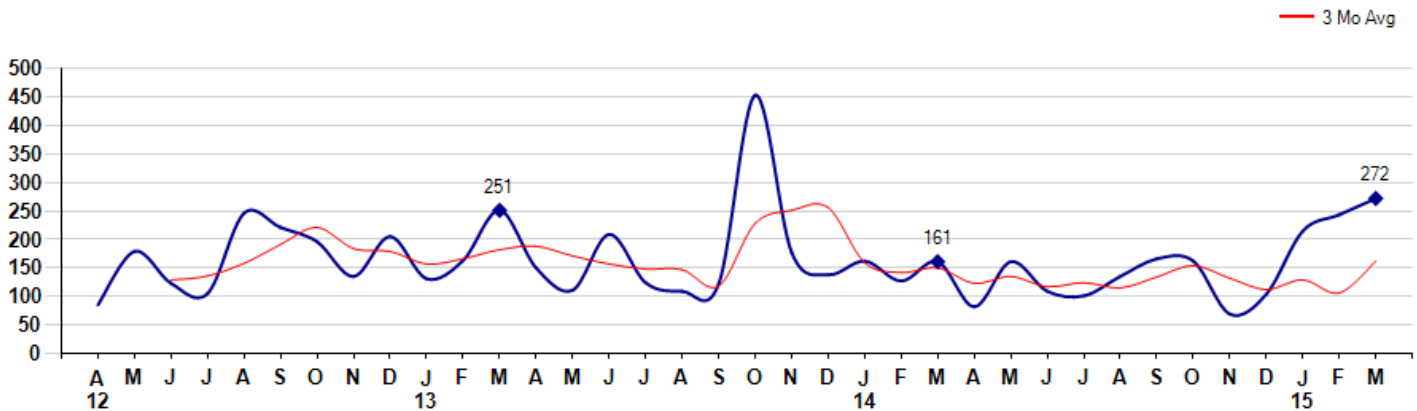
MSI is the # of months needed to sell all of the Inventory at the monthly Sales Pace



### 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 272, equal to 0 days last month and up 68.9% from 161 days in March of last year. The March 2015 DOM was at its highest level compared with March of 2014 and 2013.

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



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Based on information from Greater Fairfield County CMLS, Inc. for the period 4/1/2012 through 3/31/2015. 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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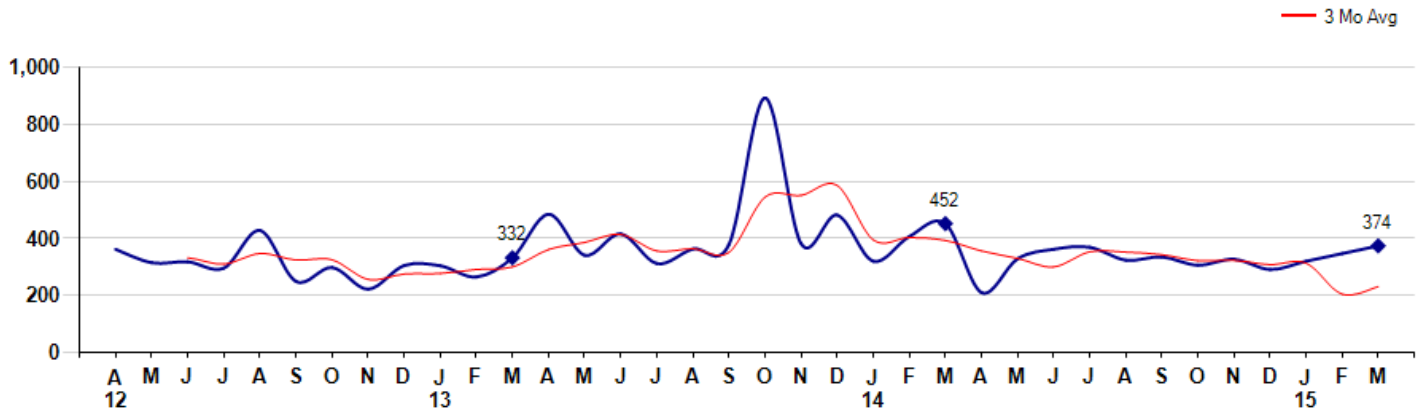


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### Selling Price per Square Foot

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 2015 Selling Price per Square Foot of \$374 was equal to \$0 last month and down -17.3% from \$452 in March of last year.

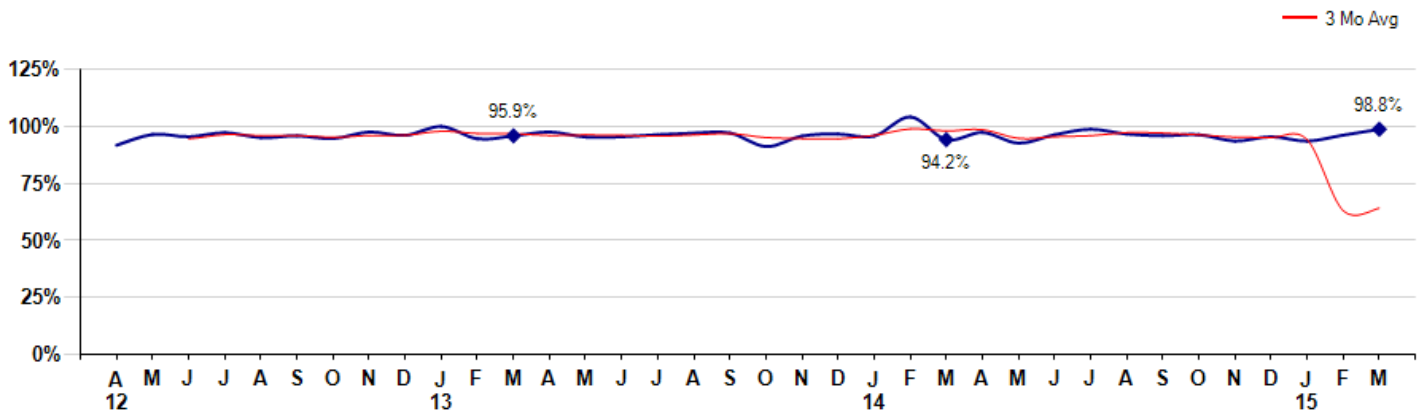
Average Selling Price per Square Foot for properties that sold during the month



### 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 2015 Selling Price vs List Price of 98.8% was equal to 0.0% last month and up from 94.2% in March of last year.

Avg Selling Price divided by Avg Listing Price for sold properties during the month



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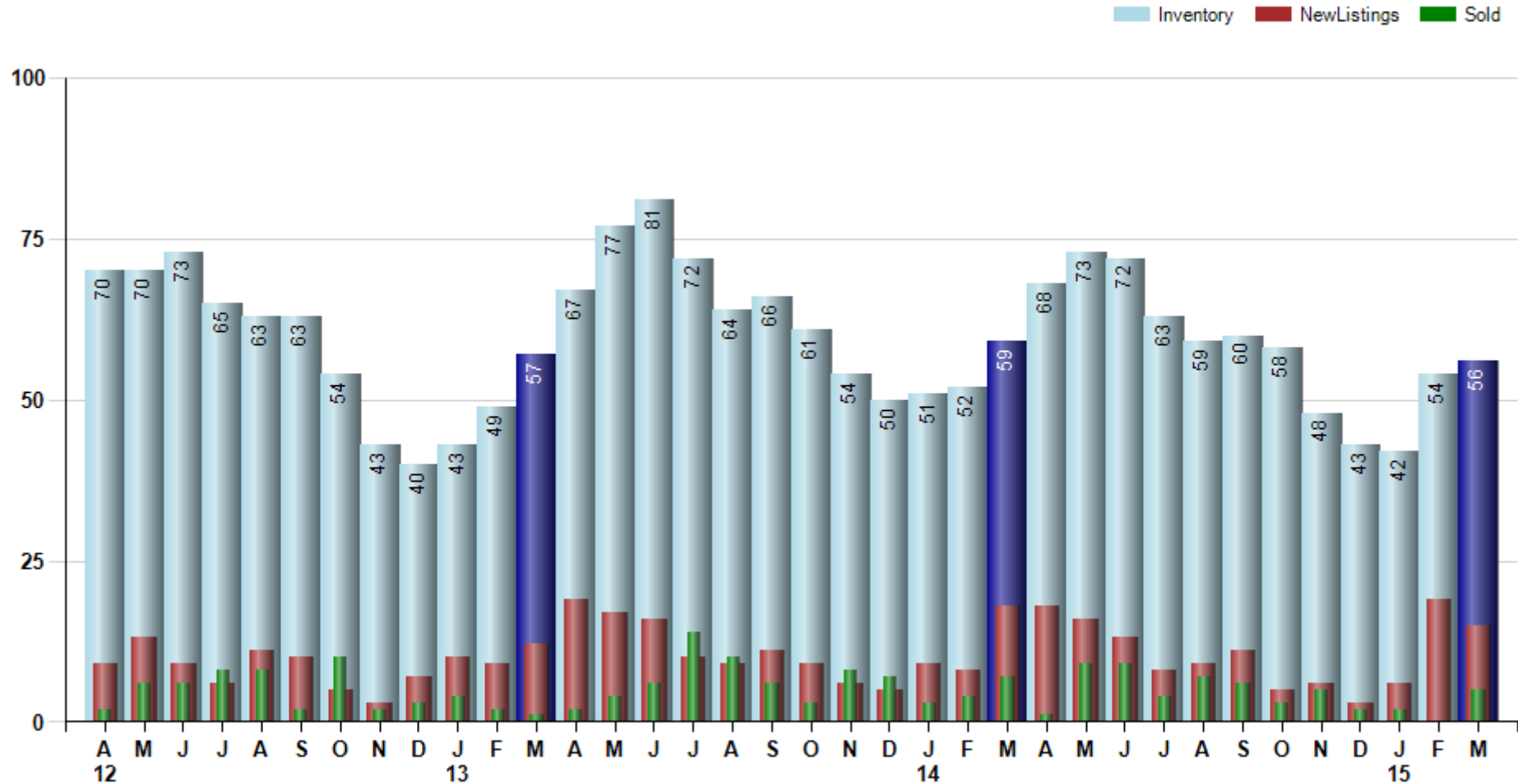
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### Inventory / New Listings / Sales

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 2015 was 15, down -21.1% from 19 last month and down -16.7% from 18 in March of last year.



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