

City: Redding

Coldwell Banker Westport Riverside
472 Riverside Avenue
Westport, CT 06880
www.ColdwellBankerMoves.com
203-227-8424



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

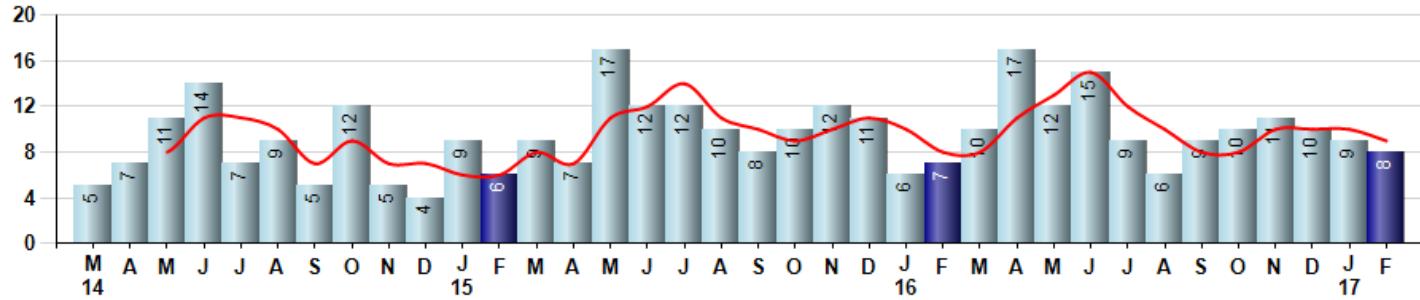
| Market Profile & Trends Overview | Month | Trending Versus*: | | | | | Trending Versus*: | |
|--|-----------|-------------------|-----|------|-------|-----------|-------------------|-----------|
| | | LM | L3M | PYM | LY | YTD | PriorYTD | PriorYear |
| Median List Price of all Current Listings | \$599,000 | 4% | | 1% | | | | |
| Average List Price of all Current Listings | \$908,181 | -1% | | 0% | | | | |
| February Median Sales Price | \$507,500 | 29% | 4% | -2% | -5% | \$465,000 | -10% | -13% |
| February Average Sales Price | \$500,625 | 13% | -6% | 4% | -23% | \$470,088 | -7% | -27% |
| Total Properties Currently for Sale (Inventory) | 93 | -3% | | -23% | | | | |
| February Number of Properties Sold | 8 | -11% | | 14% | | | | 31% |
| February Average Days on Market (Solds) | 207 | -21% | 11% | -31% | 18% | 236 | -2% | 35% |
| Asking Price per Square Foot (based on New Listings) | \$233 | 8% | 6% | 10% | 0% | \$222 | 2% | -4% |
| February Sold Price per Square Foot | \$189 | -11% | -4% | 6% | -9% | \$201 | 5% | -3% |
| February Month's Supply of Inventory | 11.6 | 9% | 10% | -33% | -20% | 11.1 | -37% | -23% |
| February Sale Price vs List Price Ratio | 92.2% | 3.9% | 2% | 4% | -0.1% | 90.3% | -1.1% | -2.2% |

* 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 8, up 14.3% from 7 in February of 2016 and -11.1% lower than the 9 sales last month. February 2017 sales were at their highest level compared to February of 2016 and 2015. February YTD sales of 17 are running 30.8% ahead of last year's year-to-date sales of 13.

— 3 Mos Avg

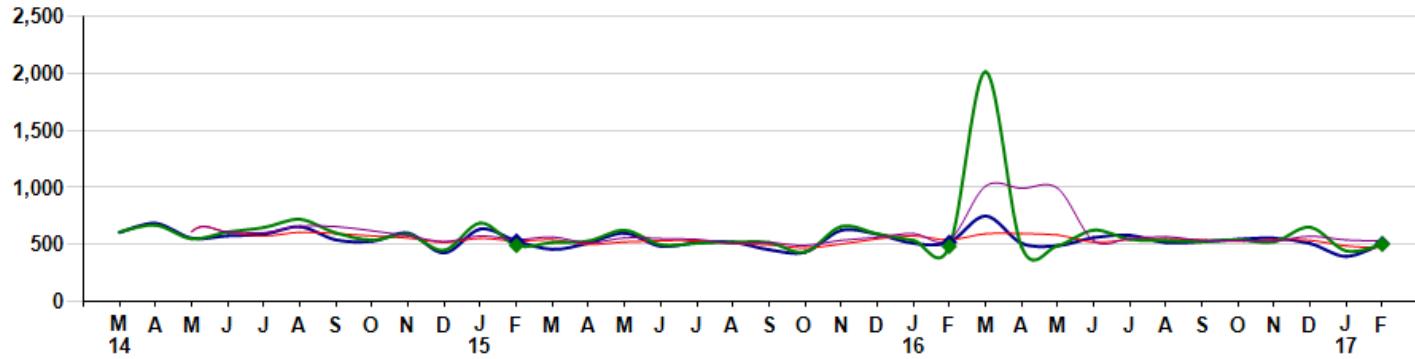


Prices

The Median Sales Price in February was \$507,500, down -2.4% from \$520,000 in February of 2016 and up 28.5% from \$395,000 last month. The Average Sales Price in February was \$500,625, up 3.8% from \$482,357 in February of 2016 and up 13.0% from \$442,944 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)

— Median Sales — 3 Mo Avg Median Sales — Average Sold Price — 3 Mo Avg Sales Price



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Based on information from Greater Fairfield County MLS, Inc. for the period 3/1/2014 through 2/28/2017. 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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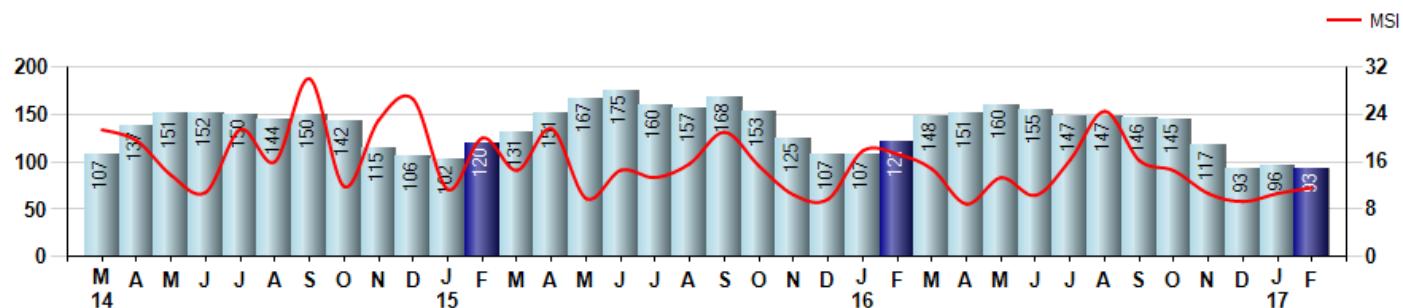
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Inventory & MSI

The Total Inventory of Properties available for sale as of February was 93, down -3.1% from 96 last month and down -23.1% from 121 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 11.6 months was at its lowest level compared with February of 2016 and 2015.

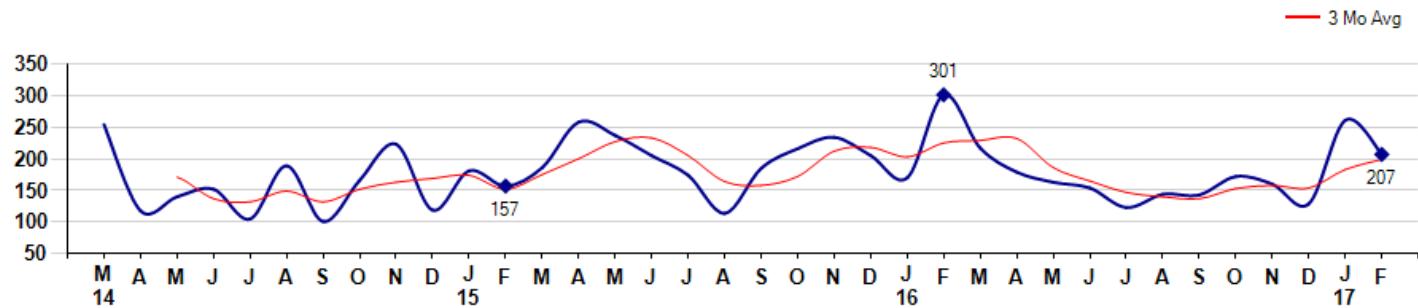
MSI is the # of months needed to sell all of the Inventory at the monthly Sales Pace



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 207, down -20.7% from 261 days last month and down -31.2% from 301 days in February of last year. The February 2017 DOM was at a mid range compared with February of 2016 and 2015.

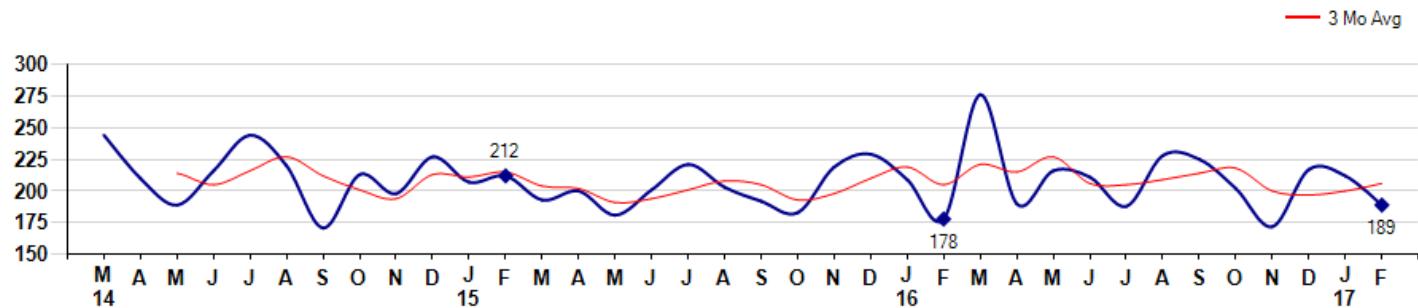
Average Days on Market(Listing to Contract) for properties sold during the month



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 \$189 was down -10.8% from \$212 last month and up 6.2% from \$178 in February of last year.

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



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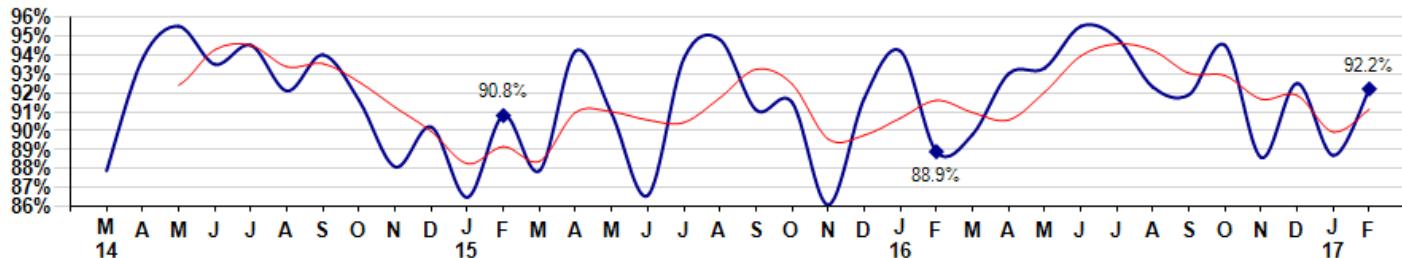
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Selling Price vs Listing Price

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 February 2017 Selling Price vs List Price of 92.2% was up from 88.7% last month and up from 88.9% in February of last year.

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

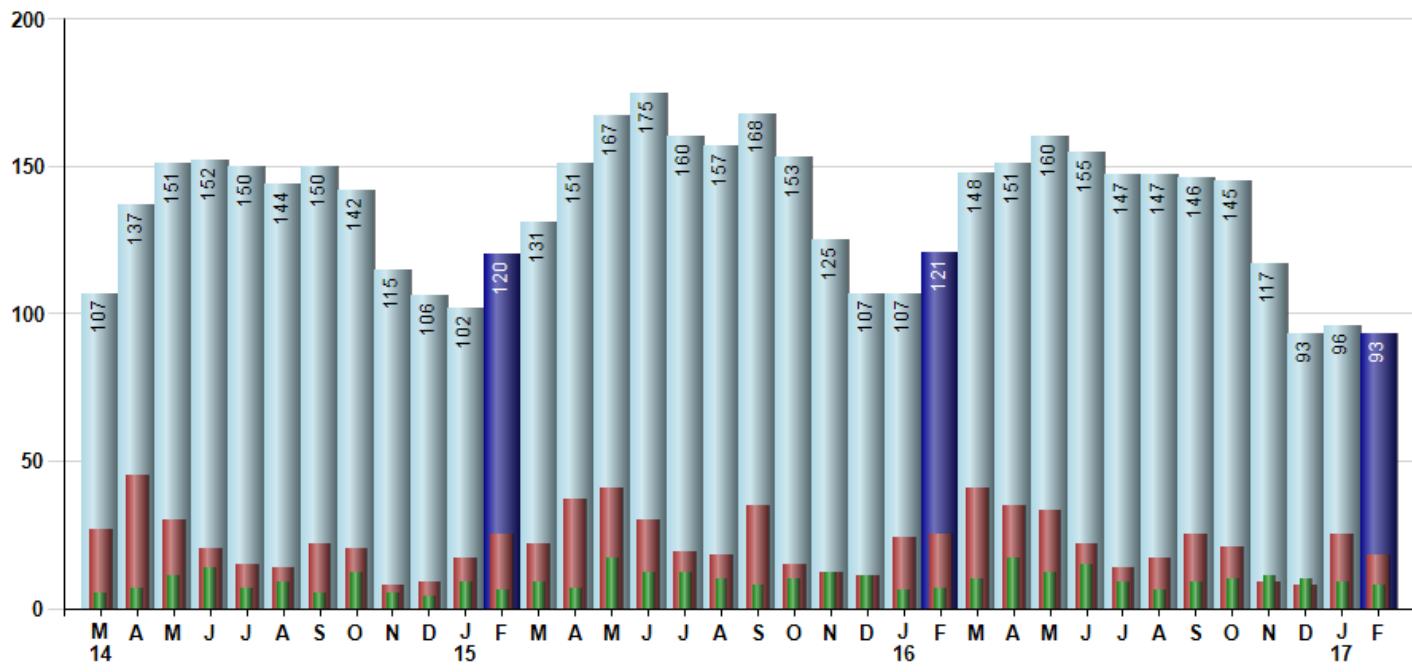
— 3 Mo Avg



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 18, down -28.0% from 25 last month and down -28.0% from 25 in February of last year.

— Inventory — New Listings — Sold



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