

Market Watch

SECOND QUARTER 2014



William Pitt
Julia B Fee

Sotheby's
INTERNATIONAL REALTY

Second Quarter In Review



For the past two years, the majority of our regional markets have experienced a significant improvement in housing sales. In many instances we have enjoyed both closed unit and dollar sales that increased by double digits quarter-to-quarter with volume now approaching pre-recession levels. Recognizing that double digit sales increases are not sustainable over the long-term, at the end of 2013 we projected a more moderated housing market for 2014. While quarterly closed sales gains did continue at a brisk pace during the first quarter of 2014, this was largely reflective of sales booked but not closed in the late autumn. In the second quarter market activity leveled, and in fact a number of our markets reported a modest decline in closed sales in comparison to the second quarter of 2013. For the first six months of 2014, both unit and dollar sales are generally at parity with last year.

Since closed sales are typically the result of market activity during the prior quarter, a significant portion of the second quarter sales decline can be attributed to the severe winter/early spring weather, which delayed the traditional selling season. As evidence, in June we saw a meaningful uptick in pending sales, signifying buyers are actively in the market. To date in 2014, the middle market is driving sales activity. Upper-end properties are also experiencing meaningful sales gains this year. While we are clearly selling more luxury homes than we did in 2013, demand is still not at a point where it has equalized with supply.

In response to the market strength of the past two years, there was a natural inclination on the part of sellers to respond with higher asking prices. Buyers appear to have pushed back on this and are still operating with a value perspective. Any increases in average and median prices that we see are typically related to a higher percentage of expensive homes being sold.

Condominiums and cooperatives have recovered nicely and remain a popular and active market segment. Coming off multi-year lows, Fairfield County condominium sales are notably outperforming the rest of the region this year.

As we move into the second half of the year we anticipate the positive macro-economic factors will continue to support sales in all price categories. Consumer confidence is at its highest since 2007, hiring is improving, prices are stable and interest rates remain historically low.

I hope you find our Second Quarter 2014 Market Watch helpful as you evaluate your own personal real estate holdings and plans for the coming year. At William Pitt and Julia B. Fee Sotheby's International Realty, we are committed to providing the highest level of service and expertise to buyers and sellers alike in all price categories. If we can be of service, please don't hesitate to call.

With best regards,

A handwritten signature in black ink that reads "Paul E. Breunich". The signature is written in a cursive, flowing style.

Paul E. Breunich
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ON THE COVER

Totally Renovated Waterfront

Madison, CT • Web ID: M9142165

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Key Observations



CONSUMER
CONFIDENCE



INVENTORY
LEVELS



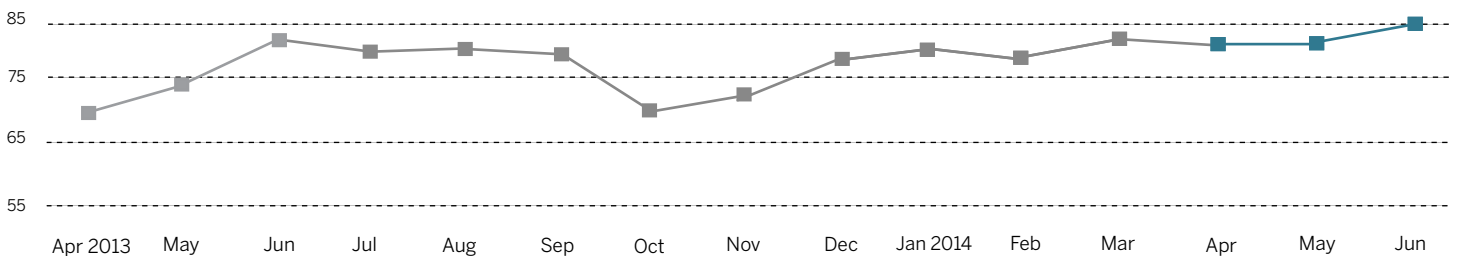
DAYS ON
MARKET



MEDIAN SELLING
PRICES

After experiencing significant improvement for the past two years, the housing market has at last leveled off with unit and dollar sales year to date on track with the same period last year in most markets. We believe that the current period of more moderated yet sustainable growth is a healthy one, and we are optimistic that our housing markets will remain vibrant throughout the rest of the year. Please read the Second Quarter 2014 Market Watch for our full report.

Consumer Confidence





Katharine Hepburn's Former Estate

Market At A Glance

Our local real estate markets continued to post solid transaction figures through June 2014 despite a leveling in demand during the second quarter. As of June 30th, both unit and dollar volume are now trending at equal to slightly lower levels than this same time in 2013. In analyzing the slower pace of sales this quarter compared to last year, it is important to recognize that all second quarter 2014 comparisons are being made to an exceptionally robust sales period as well as the fact that we experienced above-market percentage gains for the past two years as we emerged from the recession. We are now at a point where total unit sales volume for the vast majority of towns is at or near pre-recession levels, and the overall pace of gains is expected to diminish as we move into a normalized market.

Consumer confidence is the key underpinning of our housing market. Confidence has risen rapidly these past six months and the Index now stands at 85 (1985=100), the highest level since January 2008 (87.3). Says Lynn Franco, Director of Economic Indicators at The Conference Board: "Consumer confidence continues to advance. June's increase was driven primarily by improving current conditions, particularly consumers' assessment of business conditions. Expectations regarding the short-term outlook for the economy and jobs were moderately more favorable, while income expectations were a bit more mixed. Still, the momentum going forward remains quite positive." The general sense of well-being that many consumers feel is reflective of many factors including an improving labor market, relatively stable prices and the low cost of borrowing.

This quarter we can make several overarching observations on Westchester County as well as all of our New England markets including Fairfield County, the Connecticut Shoreline, Litchfield County and the Berkshires.

- First, the harsh winter this year delayed the start of the selling season until late April/early May. At that point we experienced an influx of new listings, pending and closed sales. Despite the significant pick-up in market activity, it was a challenge to make up the lost ground.



Old Saybrook, CT • Web ID: M9147884

- Second, although closed sales declined this quarter compared to the second quarter of 2013, our markets are the strongest they have been since 2007. The exception to this is the luxury segment, which has grown nicely this year but still not achieved normative sales levels.
- Third, closed dollar volume is running 5-10% above closed units sales, which is reflective of multiple bids in the mid-level range.
- Fourth, median selling prices are stable and remain in value territory, providing impetus for buyers to step forward in meaningful numbers.
- Fifth, inventory levels, which had been running 10-12% below average levels for the past two quarters, have rebounded and in some markets have exceeded traditional levels, creating a more competitive selling environment and keeping a lid on upward price migration.
- Finally, days on market are declining. The shorter selling figures reflect a faster moving, healthier market.

Luxury properties inherently move on a somewhat different trajectory than the market as a whole. We have enjoyed meaningful sales gains these past two quarters for high-end properties, but supply does continue to outpace demand.

Condominium and co-op sales continue to gain strength and posted notable sales gains in most market areas. After lagging behind the single-family home market recovery for more than a year, this sector has now come into its own and is regaining lost ground.

Westchester County



Historic Manor Jewel

Larchmont, NY • Web ID: 4410244

Westchester County

After an exceptionally vibrant first quarter of 2014 where Westchester County closed units were 20% higher than a year ago, the market leveled off in the second quarter so that both Southern and Northern Westchester County are tracking at parity with the same period last year. Similar to Fairfield County, as well as many parts of the country where markets have experienced double-digit sales improvements over the past two years, we are now advancing into a more normalized market where we would expect and hope to have consistent and modulated growth.

In Southern Westchester County quarterly sales declined versus a year ago by 13%. However, for the year to date, Southern Westchester County closed units are flat, and dollar volume has increased by 5% due to a changing mix of properties. The only market segment to experience break-out performance in the second quarter of this year was the \$1,000,000 - \$1,600,000 price tier, where there was a 9% increase in sold units and an 8% increase in pending sales.

SINGLE FAMILY HOME UNDER CONTRACT AND CLOSED SALES

SOUTHERN WESTCHESTER COUNTY

	CLOSED SALES									CLOSED DOLLAR VOLUME		DOM*
	2Q14	2Q13	2Q12	2Q11	2Q10	2Q14 VS 2Q13	2014	2013	2014 VS 2013	2Q14 VS 2Q13	2014 VS 2013	2Q14
SO. WESTCHESTER	883	1,019	800	697	855	-13%	1,536	1,544	0%	-14%	5%	78
Ardasley	27	21	21	20	19	29%	45	36	25%	48%	61%	91
Blind Brook	19	32	16	7	21	-41%	32	40	-20%	-30%	-10%	63
Briarcliff Manor	14	21	10	7	10	-33%	17	33	-49%	-24%	-38%	69
Bronxville	24	31	30	15	22	-23%	36	44	-18%	-23%	-12%	63
Dobbs Ferry	13	15	16	6	17	-13%	26	27	-4%	-5%	0%	86
Eastchester	28	25	26	21	27	12%	50	38	32%	41%	62%	55
Edgemont	20	25	31	12	19	-20%	36	39	-8%	6%	13%	60
Elmsford	18	8	6	5	16	125%	29	20	45%	61%	17%	146
Greenburgh	34	27	23	19	31	26%	60	44	36%	37%	61%	82
Harrison	42	47	31	35	42	-11%	67	67	0%	-13%	1%	82
Hartsdale (P.O.)	29	16	23	14	18	81%	46	33	39%	108%	66%	59
Hastings	18	24	19	16	16	-25%	31	39	-21%	-22%	-21%	52
Irvington	14	25	14	8	18	-44%	30	34	-12%	-29%	-11%	107
Mamaroneck**	68	77	58	60	79	-12%	114	104	10%	-12%	16%	46
Mount Pleasant	31	24	22	20	15	29%	39	32	22%	26%	21%	94
Mount Vernon	33	24	26	24	30	38%	54	45	20%	68%	39%	105
New Rochelle	73	89	63	72	70	-18%	125	142	-12%	-10%	2%	97
Ossining	34	41	28	28	44	-17%	62	62	0%	-14%	3%	75
Pelham	34	51	35	30	22	-33%	54	66	-18%	-30%	-7%	70
Pleasantville	20	21	17	12	13	-5%	32	26	23%	14%	48%	104
Pocantico Hills	1	0	1	4	3	NO SALES	4	1	300%	NO SALES	108%	80
Port Chester	23	24	23	14	23	-4%	41	39	5%	3%	62%	71
Purchase (P.O.)	11	9	5	12	8	22%	23	14	64%	53%	62%	84
Rye City	29	55	50	38	54	-47%	59	73	-19%	-54%	-21%	59
Rye Neck	10	17	14	17	7	-41%	17	23	-26%	-49%	-28%	63
Scarsdale	68	76	67	62	48	-11%	111	101	10%	-9%	16%	57
Tarrytown	25	15	14	8	16	67%	44	24	83%	63%	74%	89
Tuckahoe	16	17	14	9	12	-6%	26	23	13%	5%	15%	104
Valhalla	10	20	10	9	16	-50%	18	41	-56%	-51%	-61%	92
White Plains	45	58	30	40	54	-22%	90	93	-3%	-7%	10%	71
Yonkers	92	109	85	79	91	-16%	188	190	-1%	-13%	3%	96

*DOM: Twelve-Month Median Days on Market **Mamaroneck School District includes Larchmont P.O.

This segment began gaining strength towards the latter part of the first quarter, when multiple bids were common for pristine properties. For the market as a whole, days on market declined by 50% to 78 days, the lowest level in over two years, as buyers continued to snap up the most desirable properties soon after they came on the market.

In Northern Westchester County, year-to-date closed units are level with 2013 despite a 6% decline in the most recent quarter, and closed dollar volume is a full 11% higher through June 30th. Concurrent with Southern Westchester, days on market are at a two-year low of 93 days versus 167 a year ago. The market drivers this quarter were properties valued over \$1,000,000. Sales growth was highest in the \$2,000,000 - \$4,000,000 range, where 21 properties changed hands versus 15 in the second quarter of 2013. The Bedford School District was particularly strong as buyers of both primary and second homes gravitated to the exceptional selection available this year.

There were two important ultra-luxury sales during the second quarter; both were listings of Julia B. Fee Sotheby's International Realty. The highest sale of the quarter at \$8,475,000 was a neoclassical estate in prestigious Conyers Farm, which was sited on more than 12 acres and boasted 400 feet of water frontage, a trellised pool house and tiered gardens. The second highest sale of the quarter at \$6,450,000 was an impressive 1938 stone mansion and contained the historical Odell's Tavern cottage on the premises.

In response to the robust first quarter as well as widespread publicity about lack of inventory, a rush of new homes entered the marketplace in May and June. This influx at times made it feel like we had an over-supply of inventory, but in fact levels are relatively in line with last year. We currently have a six-month supply of inventory, which is generally considered equilibrium.

Buyers continue to seek homes in new or like-new condition and are highly discriminating in their choices. Value pricing also remains at the top of the buyer "must-have" list.

Prices remain stable with any upward appreciation in median selling price a reflection of a changing mix of properties sold.

SINGLE FAMILY HOME UNDER CONTRACT AND CLOSED SALES

NORTHERN WESTCHESTER COUNTY

	CLOSED SALES						CLOSED DOLLAR VOLUME			DOM*		
	2Q14	2Q13	2Q12	2Q11	2Q10	2Q14 VS 2Q13	2014	2013	2014 VS 2013	2Q14 VS 2Q13	2014 VS 2013	2Q14
NO. WESTCHESTER	400	425	368	301	358	-6%	683	685	0%	4%	11%	93
Bedford	68	64	60	59	45	6%	115	87	32%	25%	47%	101
Byram Hills	36	32	39	23	29	13%	65	53	23%	51%	68%	77
Chappaqua	41	74	37	35	37	-45%	62	101	-39%	-42%	-37%	79
Croton-Harmon	19	19	16	15	17	0%	28	34	-18%	77%	32%	71
Hendrick Hudson	21	19	20	11	21	11%	45	38	18%	-9%	19%	66
Katonah-Lewis	53	54	47	40	37	-1%	92	82	12%	-5%	8%	115
Lakeland	62	48	54	36	62	29%	100	89	12%	37%	14%	100
North Salem	19	19	14	14	16	0%	31	31	0%	-12%	-30%	123
Peekskill	17	19	13	14	16	-11%	31	36	-14%	-10%	-5%	99
Somers	32	36	38	27	33	-11%	56	58	-3%	-4%	0%	107
Yorktown	32	43	30	27	45	-26%	58	78	-26%	-5%	-18%	91

*DOM: Twelve-Month Median Days on Market



Waterfront Gem

Larchmont, NY • Web ID: 4420769

SINGLE FAMILY HOME MEDIAN SALES PRICE

SOUTHERN WESTCHESTER COUNTY

	QUARTERLY MEDIAN SALES PRICE							
	2Q14	2Q13	2Q12	2Q11	2Q10	2Q14 VS 2Q13	2Q14 VS 2Q12	2Q14 VS 2Q11
Ardasley	\$608,000	\$610,000	\$528,000	\$519,000	\$600,000	0%	15%	17%
Blind Brook	1,050,000	845,000	659,000	795,000	727,000	24%	59%	32%
Briarcliff Manor	700,000	765,000	690,000	650,000	667,000	-9%	1%	8%
Bronxville	1,820,000	1,660,000	1,888,000	2,334,000	1,386,000	10%	-4%	-22%
Dobbs Ferry	630,000	600,000	719,000	433,000	630,000	5%	-12%	45%
Eastchester	701,000	620,000	586,000	560,000	590,000	13%	20%	25%
Edgemont	1,312,000	989,000	947,000	783,000	1,120,000	33%	39%	68%
Elmsford	327,000	414,000	433,000	450,000	445,000	-21%	-24%	-27%
Greenburgh	504,000	455,000	442,000	470,000	443,000	11%	14%	7%
Harrison	1,300,000	1,500,000	925,000	1,450,000	995,000	-13%	41%	-10%
Hartsdale (P.O.)	540,000	464,000	490,000	521,000	448,000	16%	10%	4%
Hastings	678,000	606,000	702,000	760,000	730,000	12%	-3%	-11%
Irvington	1,248,000	1,225,000	797,000	838,000	685,000	2%	57%	49%
Mamaroneck*	1,012,000	993,000	975,000	933,000	880,000	2%	4%	9%
Mount Pleasant	483,000	495,000	522,000	485,000	547,000	-2%	-8%	0%
Mount Vernon	367,000	333,000	280,000	285,000	408,000	10%	31%	29%
New Rochelle	625,000	583,000	570,000	593,000	668,000	7%	10%	6%
Ossining	385,000	364,000	314,000	374,000	433,000	6%	23%	3%
Pelham	863,000	791,000	840,000	831,000	721,000	9%	3%	4%
Pleasantville	763,000	540,000	574,000	445,000	535,000	41%	33%	72%
Pocantico Hills	450,000	NO SALES	932,000	618,000	450,000	NO SALES	-52%	-27%
Port Chester	433,000	455,000	415,000	439,000	485,000	-5%	4%	-1%
Purchase (P.O.)	1,365,000	1,500,000	1,575,000	1,750,000	2,048,000	-9%	-13%	-22%
Rye City	1,600,000	1,425,000	1,663,000	1,485,000	1,423,000	12%	-4%	8%
Rye Neck	953,000	1,289,000	815,000	677,000	1,145,000	-26%	17%	41%
Scarsdale	1,450,000	1,300,000	1,288,000	1,415,000	1,264,000	12%	13%	3%
Tarrytown	615,000	661,000	510,000	594,000	593,000	-7%	21%	4%
Tuckahoe	707,000	680,000	670,000	610,000	600,000	4%	6%	16%
Valhalla	519,000	496,000	445,000	455,000	623,000	5%	17%	14%
White Plains	625,000	528,000	581,000	575,000	559,000	19%	8%	9%
Yonkers	437,000	446,000	414,000	429,000	430,000	-2%	6%	2%

*Mamaroneck School District includes Larchmont P.O.



Country Estate

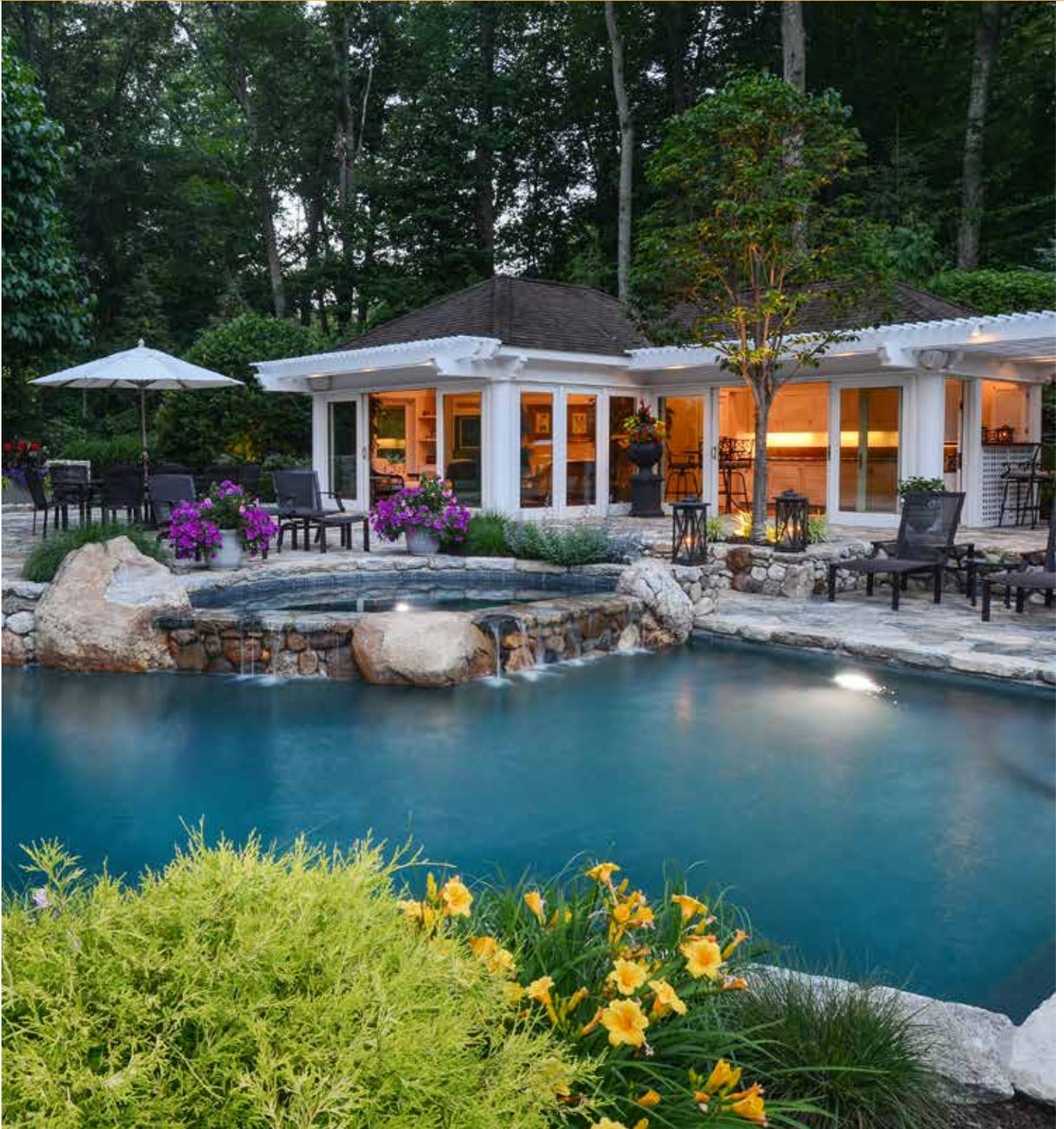
Purchase, NY • Web ID: 4415068

SINGLE FAMILY HOME MEDIAN SALES PRICE

NORTHERN WESTCHESTER COUNTY

	QUARTERLY MEDIAN SALES PRICE							
	2Q14	2Q13	2Q12	2Q11	2Q10	2Q14 VS 2Q13	2Q14 VS 2Q12	2Q14 VS 2Q11
Bedford	\$975,000	\$763,000	\$673,000	\$775,000	\$750,000	28%	45%	26%
Byram Hills	1,045,000	968,000	990,000	970,000	940,000	8%	6%	8%
Chappaqua	995,000	888,000	900,000	745,000	773,000	12%	11%	34%
Croton-Harmon	570,000	455,000	435,000	615,000	487,000	25%	31%	-7%
Hendrick Hudson	353,000	450,000	314,000	495,000	369,000	-22%	12%	-29%
Katonah-Lewis	630,000	641,000	653,000	580,000	650,000	-2%	-4%	9%
Lakeland	338,000	322,000	300,000	335,000	335,000	5%	13%	1%
North Salem	520,000	520,000	421,000	508,000	491,000	0%	24%	2%
Peekskill	236,000	220,000	250,000	240,000	268,000	7%	-6%	-2%
Somers	553,000	426,000	526,000	535,000	585,000	30%	5%	3%
Yorktown	475,000	400,000	396,000	380,000	465,000	19%	20%	25%

Fairfield County



Spectacular Poolhouse enhances Traditional Estate

New Canaan, CT • Web ID: 99062311

Fairfield County

After a strong start to the year, Fairfield County residential real estate sales tempered somewhat in the second quarter of 2014 as the harsh winter conditions finally caught up with us. With second quarter closed sales typically reflecting first quarter market activity, Fairfield County experienced an 8% decline in closed unit sales and a 6% decline in closed dollar volume compared to the second quarter of 2013. Yet it should be noted that 2013's second quarter was the strongest quarter in many years. Year to date, units are 6% below 2013 levels, and dollar volume is 2% lower.

While on an overall basis Fairfield County housing activity has leveled off this quarter, luxury sales have experienced an uptick in activity. In fact, sales of homes priced in the \$3,000,000 - \$4,995,000 range as well as homes valued \$5,000,000 and higher have risen by 25% and 33% respectively versus the second quarter of 2013. Year-to-date there have been 54 sales of homes valued between \$3,000,000 and \$4,999,999, which represents a 42% increase. In addition there have been 33 sales over \$5,000,000 in 2014, which is a 27% improvement over a year ago. While supply clearly continues to outstrip demand, luxury sales are at their highest level post-recession. In the ultra-luxury segment, many of the sales are in the \$6,500,000 - \$9,000,000 range and are spread across multiple towns. Greenwich continues to dominate the upper end market with 15 sales this quarter and 25 for the year to date. New Canaan, Darien and Westport represented the vast majority of other towns with a meaningful number of high-end sales during 2014.

Closed days on market have dipped to their lowest level in three years at 95 days. Properties that are priced aggressively and beautifully presented are those that are typically finding their buyers in this timeframe.

SINGLE FAMILY HOME UNDER CONTRACT AND CLOSED SALES

FAIRFIELD COUNTY

	CLOSED SALES							CLOSED DOLLAR VOLUME				DOM*
	2Q14	2Q13	2Q12	2Q11	2Q10	2Q14 VS 2Q13	2014	2013	2014 VS 2013	2Q14 VS 2Q13	2014 VS 2013	2Q14
FAIRFIELD COUNTY	2,002	2,182	1,711	1,633	1,770	-8%	3141	3,346	-6%	-6%	-2%	94
Bethel	37	45	28	22	36	-18%	65	66	4%	-19%	-2%	98
Brookfield	64	55	42	35	48	16%	82	78	5%	23%	9%	90
Danbury	103	113	83	78	90	-9%	166	180	-8%	-15%	-9%	92
Darien	79	93	102	89	85	-15%	117	123	-5%	-20%	-6%	102
Easton	41	32	27	9	24	28%	53	43	23%	19%	18%	105
Fairfield	218	206	195	188	205	6%	319	295	8%	5%	13%	94
Greenwich	178	209	160	205	145	-15%	277	301	-8%	40%	35%	163
Monroe	49	62	45	38	44	-21%	76	101	-25%	-19%	-22%	80
New Canaan	72	96	67	74	61	-25%	108	125	-17%	-6%	8%	163
New Fairfield	43	42	39	31	41	2%	69	66	5%	-15%	0%	97
Newtown	87	83	81	79	73	5%	163	128	27%	-2%	20%	135
Norwalk	172	196	157	142	155	-12%	274	308	-11%	-8%	-9%	88
Oxford**	19	32	27	20	21	-41%	46	47	-2%	-35%	-4%	77
Redding	32	36	26	23	34	-11%	45	53	-15%	-7%	-8%	118
Ridgefield	105	116	84	84	84	-10%	178	150	-16%	-10%	-2%	86
Rowayton	26	26	22	23	19	0%	38	35	-8%	9%	7%	95
Shelton	85	73	77	59	84	16%	120	132	-9%	18%	-10%	80
Sherman	15	21	13	7	11	-29%	25	29	-14%	-27%	12%	131
Southbury**	31	33	28	38	57	-6%	51	55	-7%	-9%	-8%	81
Stamford	169	207	179	159	185	-18%	262	320	-18%	-12%	-12%	90
Stratford	122	136	104	123	123	-10%	212	222	-5%	1%	0%	89
Trumbull	106	103	92	85	99	3%	160	165	-3%	7%	4%	63
Weston	46	60	31	34	35	-23%	63	77	-18%	-25%	-14%	108
Westport	107	132	107	129	99	-19%	170	211	-19%	-29%	-24%	96
Wilton	74	86	69	53	65	-14%	109	125	-13%	-7%	-7%	93

*DOM: Twelve-Month Median Days on Market **New Haven County

Contrary to earlier this year, inventory levels have now risen above the past two-year average as sellers respond to the improving market conditions. The end of the long winter coupled with the positive market news during the first quarter encouraged an influx of new properties in the April/May timeframe. While inventory levels have risen this quarter, they are still only 8% higher than the peak of the second quarter of 2013, and it is expected that the vast majority of this housing stock will be assimilated during the remainder of the year.

Prices have remained steady this quarter and are actually at parity with second quarter prices for the past three years. The stabilized prices represent a critical underpinning to market confidence and growth.

According to William Larkin, manager of William Pitt Sotheby's International Realty's New Canaan brokerage, "There has been a steady sales picture these past few months that has been obscured by the rapid rise in inventory during April and May. Buyers have been actively in the market, but the competition to sell a property is stiffer right now than it has been in recent memory. With proper positioning and marketing these homes will all successfully find their buyers."

SINGLE FAMILY HOME MEDIAN SALES PRICE

FAIRFIELD COUNTY

	QUARTERLY MEDIAN SALES PRICE							
	2Q14	2Q13	2Q12	2Q11	2Q10	2Q14 VS 2Q13	2Q14 VS 2Q12	2Q14 VS 2Q11
FAIRFIELD COUNTY	\$490,000	\$487,500	\$480,000	\$500,000	\$464,000	0%	2%	-2%
Bethel	325,000	320,000	375,000	279,000	283,000	2%	-13%	17%
Brookfield	403,000	346,000	321,000	375,000	410,000	16%	25%	7%
Danbury	260,000	257,000	265,000	273,000	286,000	1%	-2%	-5%
Darien	1,300,000	1,478,000	1,179,000	1,450,000	1,395,000	-12%	10%	-10%
Easton	615,000	633,000	625,000	599,000	673,000	-3%	-2%	3%
Fairfield	597,000	530,000	554,000	601,000	520,000	13%	8%	-1%
Greenwich	1,700,000	1,560,000	1,600,000	1,700,000	1,800,000	9%	6%	0%
Monroe	383,000	351,000	399,000	338,000	360,000	9%	-4%	13%
New Canaan	1,725,000	1,525,000	1,300,000	1,484,000	1,405,000	13%	33%	16%
New Fairfield	300,000	341,000	360,000	375,000	380,000	-12%	-17%	-20%
Newtown	354,000	375,000	395,000	398,000	420,000	-6%	-10%	-11%
Norwalk	423,000	444,000	415,000	440,000	455,000	-5%	2%	-4%
Oxford*	410,000	344,000	335,000	393,000	374,000	19%	22%	5%
Redding	588,000	492,000	511,000	625,000	638,000	19%	15%	-6%
Ridgefield	695,000	618,000	655,000	710,000	675,000	13%	6%	-2%
Rowayton	1,000,000	875,000	1,009,000	1,325,000	1,275,000	14%	-1%	-25%
Shelton	328,000	300,000	280,000	320,000	320,000	9%	17%	3%
Sherman	420,000	425,000	445,000	435,000	420,000	-1%	-6%	-3%
Southbury*	360,000	337,000	326,000	370,000	405,000	7%	11%	-3%
Stamford	625,000	560,000	538,000	535,000	618,000	12%	16%	17%
Stratford	240,000	223,000	219,000	218,000	250,000	8%	10%	10%
Trumbull	370,000	365,000	373,000	360,000	390,000	1%	-1%	3%
Weston	832,000	807,000	725,000	750,000	835,000	3%	15%	11%
Westport	1,400,000	1,269,000	1,315,000	1,175,000	1,100,000	10%	7%	19%
Wilton	840,000	795,000	786,000	845,000	756,000	6%	7%	-1%

*New Haven County

The Shoreline



Waterfront Estate

Stonington, CT • Web ID: M9148605

The Shoreline

“Steady as she goes” truly defines the Shoreline marketplace. Unlike so many of its sister regions, our mid-state waterfront region has simply not experienced the same highs and lows as other metro New York areas these past five years. During the second quarter of 2014 we saw both unit and dollar sales results that closely mirrored the sales pace in the second quarter of 2013. Year-to-date sales are holding steady as well, with unit sales increasing by 1% and associated dollar volume by 2%. The median selling price for the quarter declined by 2% to \$315,000.

While the market continues to be dominated by the entry to mid-range properties, it is the luxury segment that has demonstrated year-over-year growth this second quarter. Similar to the rest of metro New York, upper end properties, in the case of the Shoreline defined as homes valued at \$1,000,000+, have started to experience a modest increase in demand. With a 50% sales improvement in this price segment in the second quarter of 2014, the year is tracking 22% ahead of the same period in 2013. The two highest sales of the quarter were waterfront properties. The highest value sale was a \$2,875,000 direct Long Island Sound home in Branford with its own 400 square-foot beach house. The second highest sale was in neighboring Madison at \$2,850,000, and included beautiful water views and deeded beach access.

Notably, single-family home inventory levels overall are running 16% higher than the three-year average. The increased competitive profile for on-market properties requires that they be “best in class” to successfully find a buyer. The heightened competitive profile has put the onus on sellers to present well both in terms of price and condition. The breakout markets in 2014 are Essex, Groton and Old Lyme – each posting double-digit unit as well as dollar gains during the first half of 2014.

As Kathy Mitchell, manager of William Pitt Sotheby’s International Realty’s Madison and Guilford brokerages, so aptly puts it, “The Shoreline area is steady, benefitting from ever-stronger fundamentals such as an improving employment picture and rising consumer confidence. The consistent, solid demand in the Shoreline area has given buyers and sellers alike the confidence to step forward and take advantage of the optimal market conditions.”

SINGLE FAMILY HOME UNDER CONTRACT AND CLOSED SALES

THE SHORELINE

	CLOSED SALES									CLOSED DOLLAR VOLUME		DOM*
	2Q14	2Q13	2Q12	2Q11	2Q10	2Q14 VS 2Q13	2014	2013	2014 VS 2013	2Q14 VS 2Q13	2014 VS 2013	2Q14
THE SHORELINE	645	651	611	523	666	-1%	1,008	1,003	1%	-1%	2%	92
Branford	50	57	48	40	43	-12%	75	83	-13%	-7%	-8%	120
Chester	15	12	12	6	12	25%	27	16	69%	34%	60%	129
Clinton	45	45	28	23	34	0%	58	58	0%	-20%	-15%	89
Deep River	13	7	11	10	10	86%	19	14	36%	38%	12%	203
East Lyme	24	27	18	17	18	-11%	36	42	-14%	-33%	-29%	64
Essex**	22	18	27	27	20	22%	44	31	42%	54%	76%	111
Groton	35	28	24	29	31	25%	56	45	24%	38%	32%	94
Guilford	77	77	78	48	80	0%	106	112	-5%	11%	-9%	76
Killingworth	19	19	15	18	15	0%	35	30	17%	-6%	16%	71
Lyme	8	10	7	7	8	-20%	11	17	-35%	-23%	-34%	184
Madison	72	66	67	69	70	9%	107	108	-1%	-4%	-3%	83
New London	33	38	30	28	52	-13%	52	57	-9%	2%	3%	106
Old Lyme	31	29	31	25	22	7%	54	45	20%	37%	28%	117
Old Saybrook	34	40	54	45	40	-15%	59	59	0%	-36%	-19%	72
Stonington	27	21	25	15	22	29%	34	38	-11%	34%	8%	122
Waterford	48	40	47	30	48	20%	80	67	19%	58%	40%	75
Westbrook	14	26	23	19	22	-46%	27	34	-21%	-48%	-7%	63

*DOM: Twelve-Month Median Days on Market **Includes Essex, Ivoryton and Centerbrook



Set on 6+ Waterfront Acres

Deep River, CT • Web ID: M9146825

SINGLE FAMILY HOME MEDIAN SALES PRICE

THE SHORELINE

	QUARTERLY MEDIAN SALES PRICE							
	2Q14	2Q13	2Q12	2Q11	2Q10	2Q14 VS 2Q13	2Q14 VS 2Q12	2Q14 VS 2Q11
THE SHORELINE	\$310,000	\$315,000	\$315,000	\$329,000	\$326,000	-2%	-2%	-6%
Branford	297,000	280,000	293,000	297,000	283,000	6%	1%	0%
Chester	287,000	289,000	305,000	304,000	403,000	-1%	-6%	-6%
Clinton	218,000	294,000	291,000	263,000	272,000	-26%	-25%	-17%
Deep River	250,000	340,000	320,000	325,000	305,000	-27%	-22%	-23%
East Lyme	301,000	400,000	360,000	350,000	358,000	-25%	-16%	-14%
Essex*	396,000	322,000	385,000	400,000	349,000	23%	3%	-1%
Groton	141,000	129,000	178,000	125,000	141,000	9%	-21%	12%
Guilford	385,000	380,000	405,000	409,000	439,000	1%	-5%	-6%
Killingworth	335,000	322,000	380,000	369,000	525,000	4%	-12%	-9%
Lyme	616,000	538,000	313,000	369,000	380,000	15%	97%	-14%
Madison	466,000	555,000	407,000	447,000	405,000	-16%	15%	4%
New London	139,000	119,000	137,000	143,000	173,000	19%	2%	-3%
Old Lyme	360,000	330,000	325,000	330,000	367,000	9%	11%	9%
Old Saybrook	320,000	366,000	354,000	395,000	308,000	-12%	-10%	-19%
Stonington	300,000	340,000	375,000	255,000	272,000	-12%	-20%	18%
Waterford	250,000	231,000	208,000	226,000	254,000	8%	20%	11%
Westbrook	317,000	278,000	335,000	280,000	313,000	14%	-5%	13%

*Includes Essex, Ivoryton and Centerbrook

Litchfield County



Stone and Shingle Waterfront

Washington, CT • Web ID: L149031

Litchfield County

As the severe winter weather put a damper on local sales and market activity, Litchfield County experienced slower than normal sales during the second quarter of 2014. While closed unit sales were flat during the first quarter of 2014, they declined by 11% in the second quarter. The slower than projected sales spanned all price categories as buyers simply did not venture out with the extended cold and snow. Year-to-date closed unit sales are a modest 7% lower than the same period of 2013, while dollar volume is down by 3%. With the extensive new inventory currently on the market, agents are now reporting a strong pick-up in showing activity in all price ranges. With a beautiful summer having now arrived, we anticipate this activity to ultimately translate to stronger sales in the back half of the year and annualized unit sales at parity with 2013, with dollar sales slightly exceeding 2013 levels. The strongest market for both the quarter and year has been Sharon, Connecticut. With a 38% increase in closed units for the quarter and 58% for the year, coupled with a doubling of dollar volume, it has been an exciting year locally as this town returns to more normalized market conditions.

The relative strength of the upper end continues to support and bring confidence to the other price points in Litchfield County. For 2014, 16 homes have sold valued at \$1,000,000 or higher versus ten properties at the same time a year ago. This represents a 60% unit improvement versus 2013. Since many second home buyers are from Manhattan and seek a property they can use year-round, Litchfield County is benefitting as it is perceived as a relatively good value versus alternatives such as the Hamptons, while still offering beautiful countryside, charming villages, a rich cultural

SINGLE FAMILY HOME UNDER CONTRACT AND CLOSED SALES

LITCHFIELD COUNTY

	CLOSED SALES						CLOSED DOLLAR VOLUME			DOM*	
	2Q14	2Q13	2Q12	2Q11	2Q14 VS 2Q13	2014	2013	2014 VS 2013	2Q14 VS 2Q13	2014 VS 2013	2Q14
LITCHFIELD COUNTY	354	399	337	339	-11%	623	671	-7%	-14%	0%	121
Barkhamsted	10	4	6	6	150%	14	10	40%	181%	33%	75
Bethlehem	5	9	8	4	-45%	13	10	30%	-34%	61%	67
Bridgewater	4	2	6	4	100%	8	2	300%	145%	596%	78
Canaan	14	9	11	9	56%	18	19	-5%	12%	-30%	191
Colebrook	3	5	4	44	-40%	4	7	-43%	-24%	-40%	52
Cornwall**	6	7	5	4	-14%	10	8	16%	-27%	4%	146
Goshen	10	11	5	15	-9%	18	22	-18%	10%	20%	118
Harwinton	15	15	13	14	0%	29	28	4%	4%	11%	117
Kent, South Kent	4	6	6	5	-33%	11	10	10%	14%	95%	194
Litchfield, Milton	20	22	10	19	-9%	35	35	0%	-27%	16%	172
Morris	7	3	3	3	133%	10	7	43%	184%	51%	67
New Hartford	18	24	18	13	-25%	27	31	-13%	-42%	-29%	55
New Milford	60	76	61	58	-21%	102	121	-16%	-15%	-14%	114
Norfolk	3	6	6	5	-50%	6	6	0%	-55%	6%	144
Plymouth	28	22	24	23	27%	57	46	24%	16%	22%	131
Roxbury	8	11	6	6	-27%	16	12	33%	26%	110%	189
Salisbury	12	21	11	12	-43%	22	28	-22%	-52%	-30%	198
Sharon	11	8	9	7	38%	19	12	58%	192%	107%	206
Thomaston	8	23	11	15	-65%	23	39	-41%	-7%	-38%	112
Torrington	72	82	72	64	-12%	120	134	-11%	-5%	-10%	116
Warren	4	3	5	5	33%	5	6	-17%	211%	65%	262
Washington***	8	13	8	9	-39%	14	19	-26%	-71%	-54%	127
Watertown	40	44	41	48	-9%	72	80	-10%	-91%	-9%	79
Winchester	19	22	18	18	-14%	32	40	-20%	-42%	-34%	115
Woodbury	22	20	23	14	10%	32	39	-18%	22%	-4%	171

*DOM: Twelve-Month Median Days on Market **Includes Cornwall, West Cornwall and Cornwall Bridge ***Includes Washington, Washington Depot and New Preston

life and of course lovely homes. The highest sale of the quarter and the year was a large property in Roxbury, offered at \$3,575,000 and closed at \$2,800,000 in April 2014. This 2011 home with many green features is sited on some of the most magnificent land in Roxbury and overlooks acres upon acres of flat pastureland and a pond.

Days on market are averaging 120 for sold properties, a marketing period consistent with the performance of the past two years. For our higher end properties days on market can easily exceed three times this number due to the smaller buyer pool. The months' supply of inventory, which is an excellent measure of market health, currently stands at 12.7 months, three months lower than the past two-year average and five months lower than the high point of this same period.

Median selling prices remain stable as the market has normalized. The median selling price for Litchfield County overall has hovered around \$210,000.

All metrics point to a stronger, more normalized market--one that we think will continue through the remainder of the year due to the gradually improving economy and confidence in housing.

SINGLE FAMILY HOME MEDIAN SALES PRICE

LITCHFIELD COUNTY

	QUARTERLY MEDIAN SALES PRICE						
	2Q14	2Q13	2Q12	2Q11	2Q14 VS 2Q13	2Q14 VS 2Q12	2Q14 VS 2Q11
LITCHFIELD COUNTY	\$210,000	\$220,000	\$210,000	\$220,000	-4%	0%	-4%
Barkhamsted	277,000	209,500	263,500	242,500	33%	5%	14%
Bethlehem	290,000	226,000	315,000	265,000	28%	-8%	10%
Bridgewater	276,250	327,500	582,500	935,000	-16%	-54%	-71%
Canaan	166,250	165,000	169,000	176,590	0%	-2%	-6%
Colebrook	249,000	250,000	247,500	158,250	0%	0%	57%
Cornwall*	354,750	350,000	345,000	332,500	1%	3%	7%
Goshen	300,000	320,000	442,500	407,000	-6%	-32%	-26%
Harwinton	220,000	220,000	268,000	204,750	0%	-18%	-8%
Kent, South Kent	391,000	402,500	482,000	396,000	-3%	-19%	-1%
Litchfield, Milton	302,000	265,000	255,350	212,000	14%	18%	43%
Morris	186,000	175,000	313,000	265,000	6%	-41%	-30%
New Hartford	322,500	297,450	255,500	294,000	9%	26%	10%
New Milford	274,950	273,750	259,000	268,750	0%	6%	2%
Norfolk	420,000	345,000	161,000	254,000	22%	161%	65%
Plymouth	144,550	153,700	177,450	170,000	-1%	-19%	-15%
Roxbury	729,500	400,000	1,095,625	721,200	82%	-34%	1%
Salisbury	445,050	462,500	358,000	687,500	4%	24%	-35%
Sharon	525,000	247,450	430,000	347,500	112%	22%	51%
Thomaston	179,950	169,000	224,900	165,000	7%	-20%	9%
Torrington	149,450	141,138	154,500	146,250	6%	-3%	2%
Warren	447,500	307,000	225,000	575,000	46%	99%	-22%
Washington**	440,000	1,150,000	747,500	698,000	-62%	-41%	-37%
Watertown	206,750	197,500	165,000	223,950	5%	25%	-8%
Winchester	125,000	168,575	120,000	123,500	-26%	4%	1%
Woodbury	340,313	315,000	383,250	485,000	8%	-11%	-30%

*Includes Cornwall, West Cornwall and Cornwall Bridge **Includes Washington, Washington Depot and New Preston

Berkshire County



Spectacular Turn-of-the-Century Berkshire Estate

Tyringham, MA • Web ID: 206204

Berkshire County

After a vibrant first quarter where closed sales increased by 19%, due primarily to fourth quarter 2013 sales activity, Berkshire County like Litchfield County experienced a small decline in second quarter 2014 sales. As the severe winter kept buyers and sellers alike indoors, closed units were off by 6%, which equates to a net 17-unit change. As the quarter ended commensurate with the good weather arriving, pending sales increased by 4% and inventory levels were flat. Median selling prices were stable at \$173,000. With these dynamics in place the region is poised for a strong summer/fall selling season. Good inventory levels, attractive pricing and a stable market all will help propel this region's housing forward. Year-to-date unit volume is down by 1% versus 2013, while dollar volume has increased by 15%.

Continuing first quarter sales trends, the mid and upper price tiers are driving the improving sales levels. Closed unit sales for homes valued between \$500,000 and \$750,000 rose by 29% in the second quarter of 2014, and for the year there are 47% more sales in this price sector than this time last year. For the Berkshires' most expensive properties, valued at \$750,000 and higher, second quarter 2014 sales declined by 25% compared to the same period a year ago. In units, 9 homes were sold in the second quarter of 2014 versus 12 units in the second quarter of 2013. However for the year, unit sales for this sector are a commanding 42% higher than the same period in 2013. Dollar volume for the year is also higher for the segment by 71%.

One of the highest sales of the quarter was an exceptional 1940's stone and clapboard Dutch Revival home with a pool, tennis court and barn, situated on 37 acres in the Green River Valley. This handsome country estate traded at \$1,005,000. With magnificent properties like this available for sale, rising consumer confidence as well as robust home showings and regional vacation activity, we expect this market to end the year ahead of 2013 levels on both a unit and dollar basis.

SINGLE FAMILY HOME UNDER CONTRACT AND CLOSED SALES

SOUTHERN BERKSHIRE COUNTY

	CLOSED SALES								CLOSED DOLLAR VOLUME		DOM*
	2Q14	2Q13	2Q12	2Q11	2Q14 VS 2Q13	2014	2013	2014 VS 2013	2Q14 VS 2Q13	2014 VS 2013	2Q14
BERKSHIRE COUNTY	265	282	240	205	-6%	459	464	-1%	-2%	15%	115
SO. BERKSHIRES	91	96	86	69	-5%	173	165	5%	9%	31%	140
Alford	2	2	1	0	0%	5	5	0%	399%	47%	176
Becket	12	12	9	8	0%	17	16	6%	78%	75%	104
Egremont	4	7	5	3	-43%	13	9	44%	-23%	154%	26
Great Barrington	15	17	14	17	-12%	26	34	-24%	-20%	-30%	115
Lee	8	10	9	7	-20%	20	16	25%	-51%	8%	61
Lenox	7	8	10	10	-13%	17	12	42%	9%	147%	120
Monterey	3	0	1	2	NO SALES	8	7	14%	NO SALES	7%	196
Mount Washington	0	0	0	0	0%	0	0	0%	NO SALES	0%	NO SALES
New Marlborough	4	6	6	1	-33%	7	11	-36%	-66%	-50%	228
Otis	9	6	9	4	50%	14	7	100%	28%	88%	158
Richmond	2	5	1	2	-60%	7	8	-13%	-63%	15%	130
Sandisfield	1	4	4	1	-75%	5	5	0%	-63%	401%	158
Sheffield	13	7	4	7	86%	17	11	55%	87%	83%	205
Stockbridge	10	13	7	2	-23%	18	27	-33%	-40%	-12%	183
Tyringham	0	1	2	1	NO SALES	0	1	NO SALES	NO SALES	NO SALES	NO SALES
West Stockbridge	5	4	4	4	25%	6	7	-14%	216%	46%	294

*DOM: Twelve-Month Median Days on Market

SINGLE FAMILY HOME UNDER CONTRACT AND CLOSED SALES

NORTHERN BERKSHIRE COUNTY

	CLOSED SALES								CLOSED DOLLAR VOLUME		DOM*
	2Q14	2Q13	2Q12	2Q11	2Q14 VS 2Q13	2014	2013	2014 VS 2013	2Q14 VS 2Q13	2014 VS 2013	2Q14
NO. BERKSHIRES	169	181	164	137	-7%	278	289	-4%	-4%	3%	97
Adams	15	17	10	11	-12%	28	24	17%	2%	19%	106
Cheshire	3	7	3	3	-57%	6	10	-40%	-42%	-18%	174
Clarksburg	3	3	3	1	0%	5	4	25%	-7%	19%	174
Dalton	20	11	15	21	82%	29	21	38%	93%	57%	58
Florida	0	0	0	1	N/A	1	2	-50%	0%	-12%	N/A
Hancock	1	1	0	1	0%	2	1	100%	-62%	7%	331
Hinsdale	3	5	2	5	-40%	5	6	-17%	-44%	-15%	29
Lanesboro	9	6	7	7	50%	16	13	23%	110%	38%	133
New Ashford	NO SALES	NO SALES	NO SALES	NO SALES	NO SALES	NO SALES	NO SALES	NO SALES	NO SALES	NO SALES	NO SALES
North Adams	18	22	18	20	-18%	30	30	0%	-7%	6%	115
Peru	3	2	4	1	50%	3	3	0%	394%	63%	324
Pittsfield	84	93	74	56	-10%	135	150	-10%	-10%	-2%	73
Savoy	NO SALES	2	NO SALES	NO SALES	0%	0	2	NO SALES	0%	NO SALES	0
Williamstown	10	12	17	6	-17%	15	22	-32%	-35%	-29%	116
Windsor	0	0	1	4	0%	3	1	200%	0%	198%	0

*DOM: Twelve-Month Median Days on Market

SINGLE FAMILY HOME MEDIAN SALES PRICE

SOUTHERN BERKSHIRE COUNTY

	QUARTERLY MEDIAN SALES PRICE							
	2Q14	2Q13	2Q12	2Q11	2Q14 VS 2Q13	2Q14 VS 2Q12	2Q14 VS 2Q11	
BERKSHIRE COUNTY	\$173,000	\$175,000	\$180,000	\$190,000	-1%	-4%	-9%	
SO. BERKSHIRES	\$270,000	\$277,000	\$273,000	\$294,000	-3%	-1%	-8%	
Alford	2,651,000	531,000	350,000	NO SALES	399%	658%	NO SALES	
Becket	233,000	112,000	100,000	178,000	108%	133%	31%	
Egremont	463,000	293,000	278,000	475,000	58%	67%	-3%	
Great Barrington	235,000	307,000	340,000	320,000	-24%	-31%	-27%	
Lee	235,000	246,000	218,000	188,000	-5%	8%	25%	
Lenox	230,000	354,000	250,000	440,000	-35%	-8%	-48%	
Monterey	342,000	NO SALES	300,000	493,000	NO SALES	14%	-31%	
Mount Washington	NO SALES	NO SALES	NO SALES	NO SALES	NO SALES	NO SALES	NO SALES	
New Marlborough	318,000	738,000	291,000	217,000	-57%	9%	47%	
Otis	195,000	272,000	505,000	165,000	-28%	-61%	19%	
Richmond	389,000	480,000	100,000	278,000	-19%	289%	40%	
Sandisfield	290,000	211,000	161,000	237,000	37%	80%	23%	
Sheffield	275,000	310,000	239,000	240,000	-11%	15%	15%	
Stockbridge	292,000	300,000	230,000	473,000	-3%	27%	-38%	
Tyringham	NO SALES	425,000	300,000	1,150,000	NO SALES	NO SALES	NO SALES	
West Stockbridge	562,000	203,000	485,000	298,000	177%	16%	89%	



12-Acre Estate, Tudor Master, Golf Course Living

Pittsfield, MA • Web ID: 207492

SINGLE FAMILY HOME MEDIAN SALES PRICE

NORTHERN BERKSHIRE COUNTY

	QUARTERLY MEDIAN SALES PRICE						
	2Q14	2Q13	2Q12	2Q11	2Q14 VS 2Q13	2Q14 VS 2Q12	2Q14 VS 2Q11
NO. BERKSHIRES	\$154,000	\$146,000	\$150,000	\$160,000	5%	2%	-4%
Adams	144,000	130,000	120,000	131,000	11%	20%	10%
Cheshire	185,000	142,000	180,000	182,000	31%	3%	2%
Clarksburg	120,000	137,000	133,000	145,000	-13%	-10%	-11%
Dalton	174,000	200,000	203,000	172,000	-13%	-14%	1%
Florida	NO SALES	NO SALES	NO SALES	189,000	NO SALES	NO SALES	NO SALES
Hancock	290,000	765,000	NO SALES	285,000	-62%	NO SALES	2%
Hinsdale	120,000	215,000	211,000	305,000	-44%	-43%	-61%
Lanesboro	190,000	126,000	143,000	172,000	51%	33%	10%
New Ashford	NO SALES	NO SALES	NO SALES	NO SALES	NO SALES	NO SALES	NO SALES
North Adams	136,000	133,000	110,000	128,000	2%	24%	7%
Peru	181,000	59,000	112,000	142,000	207%	61%	27%
Pittsfield	151,000	153,000	151,000	155,000	-1%	0%	-2%
Savoy	NO SALES	166,000	NO SALES	NO SALES	NO SALES	NO SALES	NO SALES
Williamstown	163,000	315,000	289,000	74,000	-48%	-44%	-6%
Windsor	NO SALES	NO SALES	110,000	201,000	NO SALES	NO SALES	NO SALES

Condominiums and Cooperatives



Like A House...Without The Hassle

New Canaan, CT • Web ID: 99057745

Condominiums and Cooperatives

Consistent with second quarter market activity in the single-family home sector, both condominiums and cooperatives saw closed sales leveling off for this period. In Fairfield County after a 19% gain in first quarter closed sales, second quarter 2014 sales registered a slight 2% units gain with a 7% increase in closed dollars. Year-to-date condominium sales remain solidly ahead of 2013, with 6% more units sold and a strong 16% improvement in total dollar volume. The positive delta between closed units and closed dollars is reflective of more higher-end condominiums being sold in 2014 than last year. Like last quarter, condominium sales in Fairfield County are currently growing at a faster pace than the single-family home segment, making up for a delayed start in joining in the housing recovery. In Westchester County condominium sales declined by 8% for the quarter in comparison to last year, while cooperatives were essentially flat. The stronger co-op performance is the result of a very good second quarter in Northern Westchester, where co-op sales doubled. For the year co-ops are up by 145% in the northern part of the county. Year-to-date in Westchester County, overall unit co-op sales are 8% higher than the same period a year ago, while condominiums have slowed by 13%. Dollar volume is lagging behind unit sales for both condominiums and co-ops as the mix of properties sold is weighted on the lower end of the price spectrum. Both Litchfield County and the Berkshires experienced improving condominium sales, while along the Shoreline they were sluggish with an 8% decline in closed unit sales. Compared to single-family home sales performance, condominium sales were slow along the Shoreline this quarter with an 8% drop versus a year ago. However, for the year sales are at parity with 2013.

Inventory levels as well as days on market continued to decline compared to a year ago for the majority of the region as a result of a healthier, faster-moving market. Any changes in median selling prices generally reflected the changing mix of properties sold.

The performance of the condominium and co-op markets has improved substantially this past year, and is poised for further gains as buyers remain focused on this relatively affordable and low-maintenance housing option.

CONDOMINIUM AND COOPERATIVE CLOSED SALES AND MEDIAN SALES PRICE

	CLOSED SALES						TWELVE-MONTH MEDIAN SALES PRICE			INVENTORY	DOM*
	2Q14	2Q13	2Q14 VS 2Q13	2014	2013	2014 VS 2013	2Q14	2Q13	2Q14 VS 2Q13	2Q14 VS 2Q13	2Q14
So. Westchester Condos	182	197	-8%	289	339	-15%	\$397,000	\$375,000	6%	-7%	80
So. Westchester Coops	363	380	-5%	690	661	4%	155,000	162,000	-5%	-9%	126
No. Westchester Condos	92	102	-10%	162	176	-8%	328,000	313,000	5%	4%	93
No. Westchester Coops	30	15	100%	49	20	145%	86,000	87,000	-1%	9%	146
Fairfield County	684	670	2%	1170	1072	9%	250,000	250,000	0%	4%	94
The Shoreline	171	186	-8%	275	279	-1%	160,000	147,000	9%	-8%	95
Litchfield County	61	49	25%	66	63	6%	125,000	112,000	12%	17%	124
Berkshire County	17	15	13%	33	33	0%	190,000	235,000	-19%	-2%	160

*DOM: Twelve-Month Median Days on Market



Luxury Two Bedroom, Two Bath Beachfront Penthouse

Fairfield, CT • Web ID: 99057948



Julius Stone House

Danbury, CT • Web ID: 99070855

Where We Are Headed

With consumer confidence and hiring at recent highs, we expect our region's housing markets to continue to strengthen. Despite the leveling in unit sales activity this year compared to the heady growth of the prior two years, we are solidly in the range of pre-recession sales levels for most markets and expect to experience continued moderate market growth. The long and harsh winter clearly delayed the start of the traditional spring selling season. As a result we anticipate summer sales activity to reach slightly higher than normative levels as the markets play "catch up." For the year we project a modest unit sales increase but a larger dollar improvement as the sales of more expensive properties continue to gain traction.

We did learn in the first half of the year that buyers remain exceptionally value-conscious. With low inventory in the popular price categories, it is with rare exception that properties can be successfully sold at a premium. The fear of over-paying continues to loom large except for unique properties. As a result we anticipate flat selling prices for the remainder of this year.

The buyer's appetite for "like new" remains unsatisfied, and if there is one over-arching theme, it is that mint property condition is the one universal buyer "must have." This is evidenced in both resale properties as well as the growth in sales of new construction properties. Since the third quarter of 2013, when this segment began to reignite, we have experienced solid and at times above-market growth rates for new construction. What is different in 2014 versus ten years ago is that the new construction of today is sized more appropriately to meet buyer demand. Today's buyer is signaling that they will often select quality and amenities over size.

After the double digit sales increases of the past two years we have moved into a period of more moderated yet sustainable growth. We believe this is healthy for our markets and look forward to continuing to work with you to achieve your real estate goals.

Information Sources: Case-Schiller reports, Various MLS services, National Association of Realtors, Connecticut Economic Digest, local mortgage brokers, Realty Trac., HGMLS, CMLS, CT-MLS, NCMLS, DARMLS, Greenwich MLS, BCBOR. While information is believed true, no guarantee is made for accuracy.
