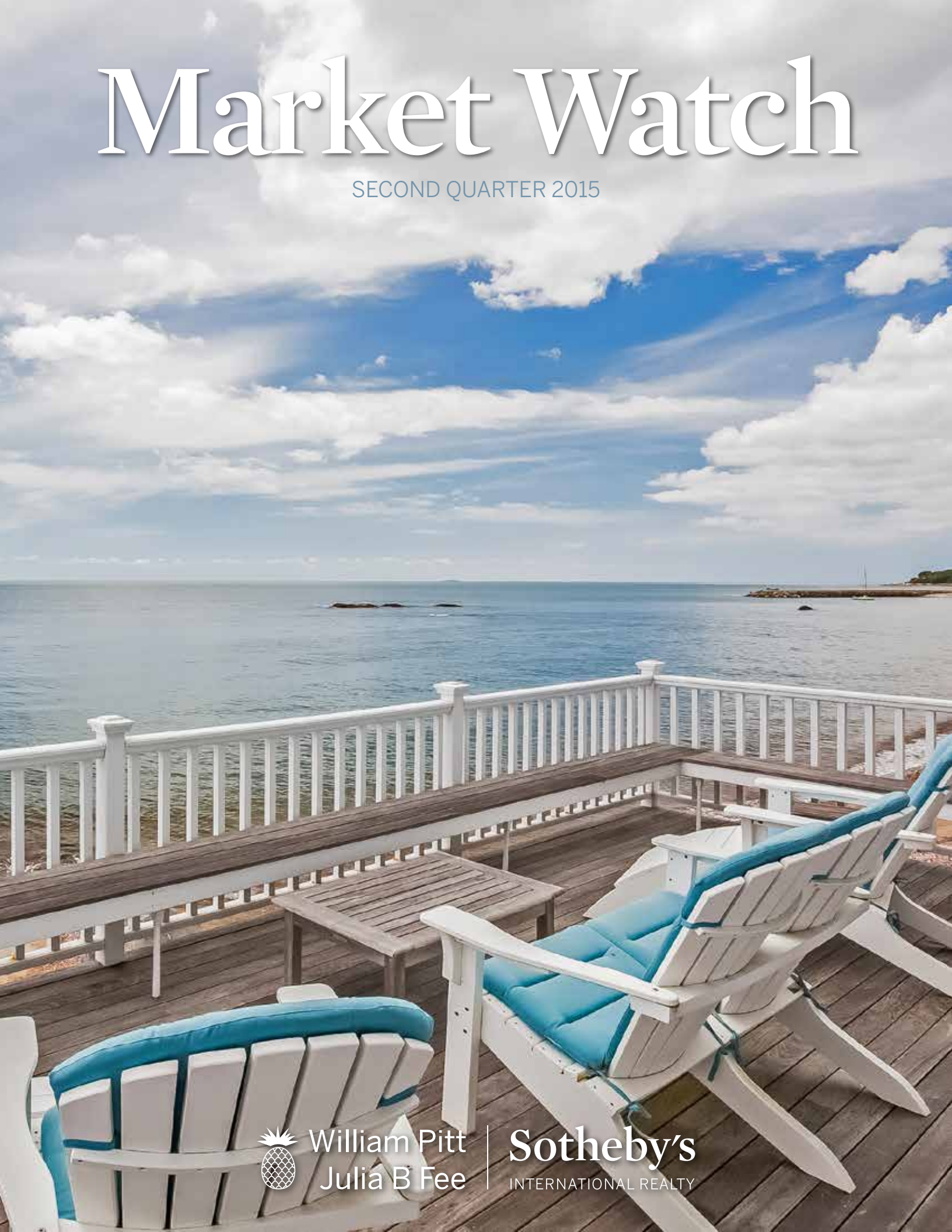


Market Watch

SECOND QUARTER 2015



William Pitt
Julia B Fee

Sotheby's
INTERNATIONAL REALTY

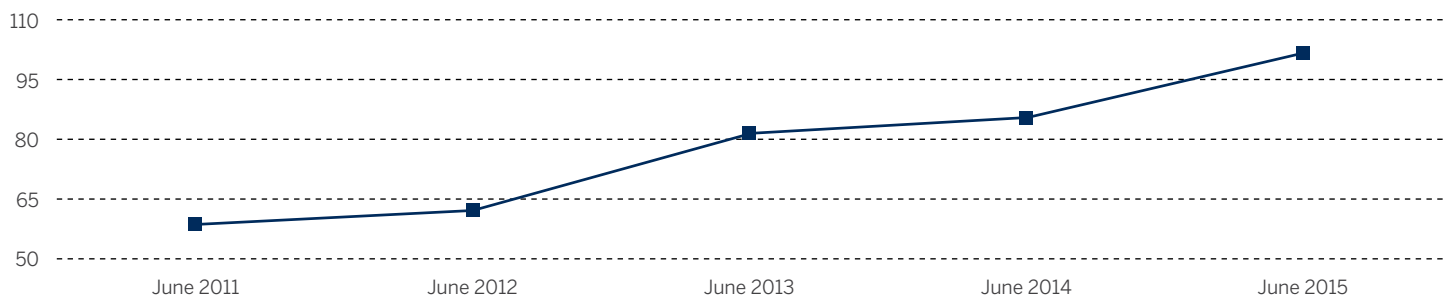
Second Quarter In Review



At the mid-point of 2015 our local real estate markets are performing well with strong, sustainable sales activity, good foot traffic and in most communities, transaction volume exceeding 2014 levels. Buyers remain actively engaged in all facets of the market. In addition, with the plethora of new listings this quarter our markets are growing relative to a year ago, and importantly, at a maintainable pace.

The critical underpinning to our local housing markets is the solid gain in consumer confidence. Following a modest increase in May, the June Consumer Confidence Index jumped to 101.4, matching the March level. After a soft start to the year confidence in the past quarter has boosted significantly, supported by both jobs as well as income growth, and now stands 19% higher than a year ago. Increasing consumer confidence has greatly improved foot traffic as buyers use broker open houses to actively explore the market. This optimism on the part of consumers should fuel continued housing growth throughout the remainder of 2015.

Consumer Confidence



In response to the growing optimism, new listing activity was the strongest in years, creating a highly competitive marketplace for sellers. With plentiful supply in most sectors, the value-driven buyer remained firmly in control of our market. These buyers are well qualified yet conservative in their approach to home buying while seeking to take



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advantage of the historically low interest rates before they start to creep up later this year. The value proposition of both pricing and condition appears to be far more important than location in today's environment, with the exception of in-town and waterfront opportunities, which continue to garner favor and premium pricing. Despite the continually improving market conditions, buyers remain exceptionally discriminating, in large part because they can afford to be. The emotional component—buyers feeling they have to have a certain house—has been replaced with a more pragmatic approach as they decide whether a house meets their needs at an equitable price. With less emphasis on emotion, buyers are not afraid to move on if they cannot reach an agreement with a seller.

To date, 2015 sales performance has largely been “a tale of two price categories” while at the same time illustrating a shifting buyer focus. In the first quarter of the year, the entry category experienced strong sales growth while the higher priced categories remained relatively soft. In the second quarter, entry price homes continued their strong sales pace but did decline year over year, while the mid and upper ranges improved relative to a year ago. Despite the measurable improvement in sales activity, overall it has not been enough to fully absorb the number of new listings, resulting in continued downward pricing pressure.

There is a persistent buyer preference for turnkey homes. This is not a new trend, but it is a call out to sellers to take the time to make their homes market ready. In particular buyers are having a very difficult time justifying spending their money on systems and roofs instead of just decorating and enjoying living in the home they have purchased.

Financing has definitely loosened, with lenders more actively seeking well-qualified applicants. The threat of higher interest rates is a positive stimulus to home buying, particularly in the popular price categories, which are highly sensitive to interest rate movement.

We remain satisfied that the moderate sales growth we have experienced year-to-date represents a sustainable sales trajectory, and that sales will continue to strengthen, building on the growing consumer optimism as we move forward through the remainder of 2015. Overall, our markets are in an excellent position, with sales results signaling a strong 2015.



Westchester County

1 Westchester County home sales continue to grow steadily.

Overall in Westchester County, second quarter 2015 sales ramped up nicely with a 6% increase in unit sales and a 4% dollar volume improvement versus the second quarter of 2014. Year-to-date sales are flat versus the same period of 2014, and without significant quarterly fluctuations, they are proving to be strong and healthy.

2 Southern Westchester, after a first quarter sales decline, rebounded in the second quarter of 2015.

Unit sales rose by 3% while dollar volume increased by 8% reflecting the growth in the upper end. Northern Westchester County, after a robust first quarter, continued to strengthen.

3 The under \$1,000,000 category is defying market trends and moving very quickly, constrained only by lack of quality inventory.

Inventory in this category is down by 3% while sales have risen by 5% versus a year ago, often resulting in bidding contests for prime properties. The median days on market is 69 days, making the selling pace the fastest in four years.

4 The luxury sector is selling better than it has recently, but cannot keep pace with the rise in inventory.

In Southern Westchester County there has been a 41% rise in year-over-year inventory, reaching 194 on-market properties in the \$3,000,000 to \$4,999,999 segment. While sales have risen 100% from 11 to 22 units, there is currently more inventory than the market can effectively absorb. For the \$5,000,000+ sector, sales have risen 500% from 1 home in the second quarter of 2014 to 6 homes in the second quarter of 2015. However, there are currently 96 homes on the market in this sector, representing a 35% increase over last year.

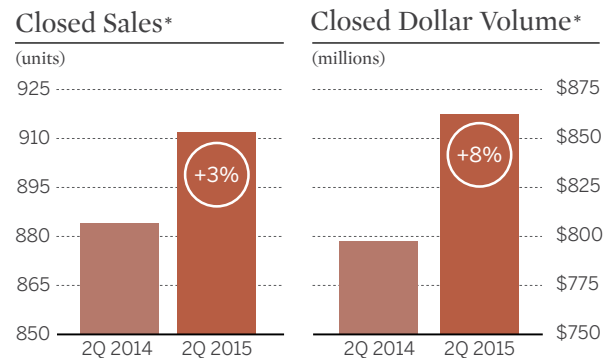
5 The condominium sector has outperformed single family homes, growing 25% year-to-date.

While the single family home market is growing slowly but steadily, the condominium market has taken off in 2015, offering consumers moderate price points and ease of living.

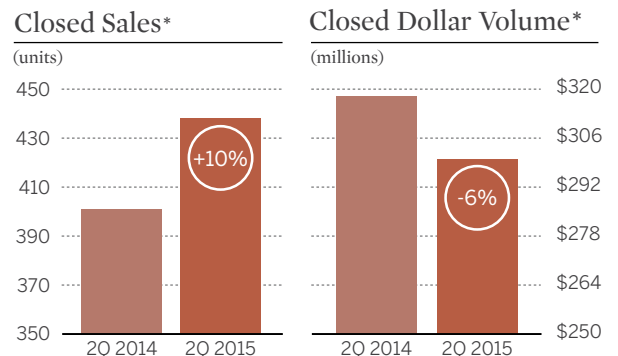
6 Buyers continue to prefer turnkey properties.

If a home is not updated or is overpriced, buyers will pass. On the other hand, if a house is properly presented and strategically priced, it will typically sell very quickly.

Southern Westchester



Northern Westchester



* Single Family Homes Only

| SCHOOL DISTRICTS | QUARTERLY UNIT SALES | | | YTD UNIT SALES | | | QUARTERLY DOLLAR VOLUME | YTD DOLLAR VOLUME | QUARTERLY MEDIAN SELLING PRICE | | | TWELVE MONTH MEDIAN SELLING PRICE | | |
|----------------------|----------------------|-------|--------------|----------------|----------|----------------------|-------------------------|----------------------|--------------------------------|-------------|--------------|-----------------------------------|-------------|--------------|
| | | | % CHANGE | | | % CHANGE | % CHANGE | % CHANGE | | | % CHANGE | | | % CHANGE |
| | 2Q14 | 2Q15 | 2Q14 VS 2Q15 | YTD 2014 | YTD 2015 | YTD 2014 VS YTD 2015 | 2Q14 VS 2Q15 | YTD 2014 VS YTD 2015 | 2Q14 | 2Q15 | 2Q14 VS 2Q15 | 2Q14 | 2Q15 | 2Q14 VS 2Q15 |
| WESTCHESTER COUNTY | 1,266 | 1,338 | 6% | 2,206 | 2,270 | 3% | 4% | 1% | \$655,000 | \$660,000 | 1% | \$639,000 | \$649,000 | 2% |
| Southern Westchester | 884 | 912 | 3% | 1,537 | 1,548 | 1% | 8% | 2% | \$685,000 | \$710,000 | 4% | \$685,000 | \$710,000 | 4% |
| Ardsley | 27 | 24 | -11% | 45 | 45 | 0% | -10% | -12% | \$608,000 | \$749,000 | 23% | \$633,000 | \$635,000 | 0% |
| Blind Brook | 19 | 19 | 0% | 32 | 36 | 13% | -28% | -4% | \$1,050,000 | \$700,000 | -33% | \$790,000 | \$795,000 | 1% |
| Briarcliff Manor | 14 | 13 | -7% | 17 | 24 | 41% | -6% | 31% | \$700,000 | \$821,000 | 17% | \$775,000 | \$803,000 | 4% |
| Bronxville | 24 | 22 | -8% | 36 | 32 | -11% | 20% | -1% | \$1,820,000 | \$2,166,000 | 19% | \$1,845,000 | \$1,715,000 | -7% |
| Dobbs Ferry | 13 | 27 | 108% | 26 | 43 | 65% | 158% | 92% | \$630,000 | \$740,000 | 18% | \$640,000 | \$755,000 | 18% |
| Eastchester | 28 | 28 | 0% | 50 | 43 | -14% | 4% | -8% | \$701,000 | \$728,000 | 4% | \$630,000 | \$720,000 | 14% |
| Edgemont | 20 | 25 | 25% | 36 | 48 | 33% | 5% | 26% | \$1,312,000 | \$1,050,000 | -20% | \$1,088,000 | \$1,150,000 | 6% |
| Elmsford | 18 | 9 | -50% | 29 | 19 | -35% | -30% | -11% | \$327,000 | \$460,000 | 41% | \$377,000 | \$425,000 | 13% |
| Greenburgh | 33 | 36 | 9% | 64 | 60 | -6% | 8% | 1% | \$504,000 | \$478,000 | -5% | \$480,000 | \$460,000 | -4% |
| Harrison | 42 | 37 | -12% | 67 | 69 | 3% | -15% | -2% | \$1,300,000 | \$969,000 | -26% | \$1,225,000 | \$1,208,000 | -1% |
| Hartsdale (P.O.) | 29 | 27 | -7% | 46 | 45 | -2% | -8% | -7% | \$540,000 | \$510,000 | -6% | \$543,000 | \$525,000 | -3% |
| Hastings | 18 | 16 | -11% | 31 | 24 | -23% | -5% | -10% | \$678,000 | \$718,000 | 6% | \$688,000 | \$750,000 | 9% |
| Irvington | 15 | 13 | -13% | 31 | 24 | -23% | -36% | -36% | \$1,300,000 | \$965,000 | -26% | \$883,000 | \$965,000 | 9% |
| Mamaroneck * | 68 | 68 | 0% | 114 | 114 | 0% | 12% | 7% | \$1,012,000 | \$1,243,000 | 23% | \$1,043,000 | \$1,088,000 | 4% |
| Mount Pleasant | 31 | 19 | -39% | 39 | 34 | -13% | -23% | 3% | \$483,000 | \$660,000 | 37% | \$512,000 | \$539,000 | 5% |
| Mount Vernon | 33 | 25 | -24% | 54 | 47 | -13% | -27% | -13% | \$367,000 | \$360,000 | -2% | \$375,000 | \$379,000 | 1% |
| New Rochelle | 73 | 70 | -4% | 125 | 128 | 2% | 9% | 3% | \$625,000 | \$720,000 | 15% | \$619,000 | \$641,000 | 4% |
| Ossining | 34 | 52 | 53% | 62 | 82 | 32% | 69% | 33% | \$385,000 | \$380,000 | -1% | \$376,000 | \$390,000 | 4% |
| Pelham | 34 | 50 | 47% | 54 | 63 | 17% | 62% | 19% | \$863,000 | \$887,000 | 3% | \$760,000 | \$788,000 | 4% |
| Pleasantville | 20 | 13 | -35% | 32 | 24 | -25% | -39% | -31% | \$763,000 | \$600,000 | -21% | \$603,000 | \$555,000 | -8% |
| Pocantico Hills | 1 | 1 | 0% | 4 | 3 | -25% | 52% | 7% | \$450,000 | \$686,000 | 52% | \$595,000 | \$668,000 | 12% |
| Port Chester | 23 | 25 | 9% | 41 | 44 | 7% | 25% | -16% | \$433,000 | \$520,000 | 20% | \$409,000 | \$435,000 | 6% |
| Purchase (P.O.) | 11 | 10 | -9% | 23 | 14 | -39% | 5% | -22% | \$1,365,000 | \$1,225,000 | -10% | \$1,209,000 | \$1,481,000 | 22% |
| Rye City | 29 | 41 | 41% | 59 | 65 | 10% | 69% | 27% | \$1,600,000 | \$1,625,000 | 2% | \$1,608,000 | \$1,793,000 | 12% |
| Rye Neck | 10 | 14 | 40% | 17 | 28 | 65% | 62% | 53% | \$953,000 | \$1,013,000 | 6% | \$810,000 | \$855,000 | 6% |
| Scarsdale | 68 | 66 | -3% | 111 | 96 | -14% | -3% | -9% | \$1,450,000 | \$1,343,000 | -7% | \$1,375,000 | \$1,460,000 | 6% |
| Tarrytown | 25 | 23 | -8% | 44 | 36 | -18% | -26% | -25% | \$615,000 | \$580,000 | -6% | \$575,000 | \$562,000 | -2% |
| Tuckahoe | 16 | 12 | -25% | 26 | 19 | -27% | -22% | -22% | \$707,000 | \$698,000 | -1% | \$698,000 | \$680,000 | -3% |
| Valhalla | 10 | 25 | 150% | 18 | 35 | 94% | 145% | 103% | \$519,000 | \$489,000 | -6% | \$499,000 | \$500,000 | 0% |
| White Plains | 45 | 52 | 16% | 90 | 91 | 1% | 9% | 9% | \$625,000 | \$614,000 | -2% | \$608,000 | \$639,000 | 5% |
| Yonkers | 92 | 87 | -5% | 188 | 170 | -10% | -14% | -17% | \$437,000 | \$410,000 | -6% | \$425,000 | \$426,000 | 0% |

*Mamaroneck School District includes Larchmont P.O.

| SCHOOL DISTRICTS | QUARTERLY UNIT SALES | | | YTD UNIT SALES | | | QUARTERLY DOLLAR VOLUME | YTD DOLLAR VOLUME | QUARTERLY MEDIAN SELLING PRICE | | | TWELVE MONTH MEDIAN SELLING PRICE | | |
|----------------------|----------------------|-------|--------------|----------------|----------|----------------------|-------------------------|----------------------|--------------------------------|-------------|--------------|-----------------------------------|-------------|--------------|
| | | | % CHANGE | | | % CHANGE | % CHANGE | % CHANGE | | | % CHANGE | | | % CHANGE |
| | 2Q14 | 2Q15 | 2Q14 VS 2Q15 | YTD 2014 | YTD 2015 | YTD 2014 VS YTD 2015 | 2Q14 VS 2Q15 | YTD 2014 VS YTD 2015 | 2Q14 | 2Q15 | 2Q14 VS 2Q15 | 2Q14 | 2Q15 | 2Q14 VS 2Q15 |
| WESTCHESTER COUNTY | 1,266 | 1,338 | 6% | 2,206 | 2,270 | 3% | 4% | 1% | \$655,000 | \$660,000 | 1% | \$639,000 | \$649,000 | 2% |
| Northern Westchester | 401 | 438 | 10% | 685 | 748 | 9% | -6% | -2% | \$580,000 | \$550,000 | -5% | \$536,000 | \$541,000 | 1% |
| Bedford | 68 | 68 | 0% | 116 | 91 | -22% | -12% | -22% | \$975,000 | \$880,000 | -10% | \$762,000 | \$842,000 | 10% |
| Byram Hills | 36 | 35 | -3% | 65 | 63 | -3% | -30% | -33% | \$1,045,000 | \$1,100,000 | 5% | \$1,040,000 | \$1,025,000 | -1% |
| Chappaqua | 41 | 63 | 54% | 62 | 104 | 68% | 42% | 61% | \$995,000 | \$885,000 | -11% | \$905,000 | \$887,000 | -2% |
| Croton-Harmon | 20 | 26 | 30% | 29 | 50 | 72% | 9% | 43% | \$560,000 | \$558,000 | 0% | \$519,000 | \$550,000 | 6% |
| Hendrick Hudson | 21 | 19 | -10% | 45 | 44 | -2% | 16% | 3% | \$353,000 | \$540,000 | 53% | \$392,000 | \$425,000 | 8% |
| Katonah-Lewisboro | 53 | 48 | -9% | 92 | 89 | -3% | -25% | -1% | \$630,000 | \$574,000 | -9% | \$630,000 | \$619,000 | -2% |
| Lakeland | 62 | 73 | 18% | 100 | 132 | 32% | 18% | 38% | \$338,000 | \$336,000 | -1% | \$320,000 | \$350,000 | 9% |
| North Salem | 19 | 9 | -53% | 31 | 23 | -26% | -59% | -29% | \$520,000 | \$440,000 | -15% | \$520,000 | \$528,000 | 2% |
| Peekskill | 17 | 22 | 29% | 31 | 30 | -3% | 42% | -2% | \$236,000 | \$260,000 | 10% | \$251,000 | \$257,000 | 2% |
| Somers | 32 | 30 | -6% | 56 | 49 | -13% | -21% | -18% | \$553,000 | \$440,000 | -20% | \$560,000 | \$535,000 | -4% |
| Yorktown | 31 | 45 | 41% | 58 | 75 | 29% | 13% | 14% | \$475,000 | \$394,000 | -17% | \$426,000 | \$415,000 | -3% |



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Fairfield County



Turnkey Living on Collins Pond • New Canaan, CT • MLS: 99095218

Fairfield County

1 Sales growth exceeded 2014 levels for both the first and second quarters.

After a blistering first quarter, sales activity was more moderate in the second quarter of 2015, yet remained ahead of second quarter 2014 levels. Year-to-date dollar volume is 12% higher than a year ago, while unit sales are 9% ahead. This is a sustainable growth pace and should successfully restore predictability and confidence to our markets.

2 Demand is uneven across price categories.

Market activity shifted in the second quarter from the entry price points to the mid-range categories. Contrary to the first quarter of 2015, where sales growth was most vibrant in the entry segments, the greatest year-over-year sales gains in the second quarter occurred in the \$2,000,000 to \$4,000,000 sector. Here, broad selection and preferential pricing drew both trade-up and relocating buyers who recognized the strong value proposition. Sales in this segment were 29% higher than a year ago for the quarter and 16% higher year to date.

3 A surge in new listings resulted in the highest inventory in three years.

As predicted, supply has grown substantially this year in response to 2014's strong sales performance. The pace of new listing activity surged in the second quarter, with inventory growing by 12% versus a year ago and 58% versus the first quarter. New listings were particularly robust in the upper price categories, up 37% for the quarter and 25% for the year.

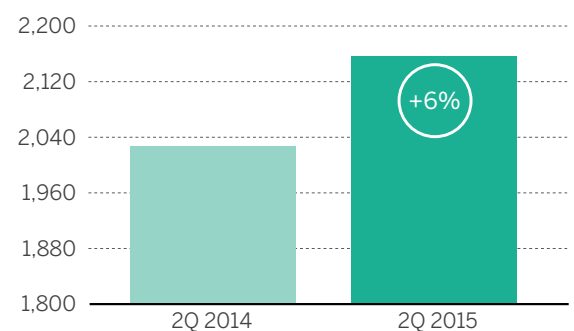
4 Supply outpaced demand.

While sales have improved versus a year ago, buyers held the upper hand in most price categories as demand was not commensurate with inventory levels.

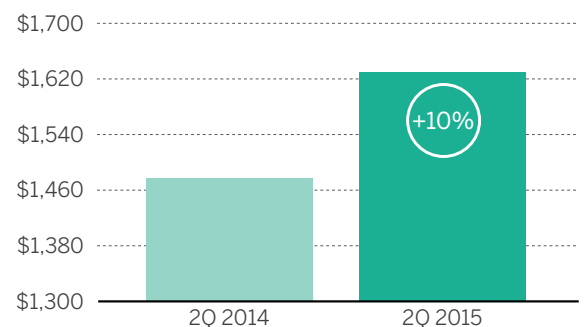
5 Median selling prices are stable except for the most thinly traded segments.

Selling prices have remained firm at the \$450,000 level for some time now. The notable difference this spring has been that an uneven supply-demand ratio has created situations in some towns where sellers have had to take lower than hoped for prices simply to move the property. The upper end, while improving, remains in an over-supply situation, which is causing further price erosion.

Closed Sales* (units)



Closed Dollar Volume* (millions)



* Single Family Homes Only

| TOWNS | QUARTERLY UNIT SALES | | | YTD UNIT SALES | | | QUARTERLY DOLLAR VOLUME | YTD DOLLAR VOLUME | QUARTERLY MEDIAN SELLING PRICE | | | TWELVE MONTH MEDIAN SELLING PRICE | | |
|------------------|----------------------|-------|--------------|----------------|----------|----------------------|-------------------------|----------------------|--------------------------------|-------------|--------------|-----------------------------------|-------------|--------------|
| | | | % CHANGE | | | % CHANGE | % CHANGE | % CHANGE | | | % CHANGE | | | % CHANGE |
| | 2Q14 | 2Q15 | 2Q14 VS 2Q15 | YTD 2014 | YTD 2015 | YTD 2014 VS YTD 2015 | 2Q14 VS 2Q15 | YTD 2014 VS YTD 2015 | 2Q14 | 2Q15 | 2Q14 VS 2Q15 | 2Q14 | 2Q15 | 2Q14 VS 2Q15 |
| FAIRFIELD COUNTY | 2,027 | 2,156 | 6% | 3,166 | 3,446 | 9% | 10% | 12% | \$490,000 | \$485,000 | -1% | \$455,000 | \$451,000 | -1% |
| Bethel | 39 | 41 | 5% | 68 | 77 | 13% | 11% | 11% | \$325,000 | \$297,000 | -9% | \$299,000 | \$306,000 | 2% |
| Brookfield | 65 | 45 | -31% | 83 | 81 | -2% | -32% | -10% | \$400,000 | \$376,000 | -6% | \$366,000 | \$353,000 | -4% |
| Danbury | 106 | 103 | -3% | 169 | 183 | 8% | -7% | 2% | \$264,000 | \$268,000 | 1% | \$257,000 | \$258,000 | 0% |
| Darien | 83 | 89 | 7% | 121 | 123 | 2% | 18% | 15% | \$1,325,000 | \$1,595,000 | 20% | \$1,372,000 | \$1,558,000 | 14% |
| Easton | 41 | 28 | -32% | 53 | 47 | -11% | -38% | -15% | \$615,000 | \$569,000 | -8% | \$546,000 | \$580,000 | 6% |
| Fairfield | 220 | 251 | 14% | 322 | 365 | 14% | 10% | 13% | \$597,000 | \$579,000 | -3% | \$572,000 | \$565,000 | -1% |
| Greenwich | 182 | 208 | 14% | 280 | 298 | 6% | -13% | -11% | \$1,700,000 | \$1,900,000 | 12% | \$1,853,000 | \$1,808,000 | -2% |
| Monroe | 49 | 54 | 10% | 76 | 93 | 22% | 4% | 19% | \$383,000 | \$324,000 | -15% | \$356,000 | \$335,000 | -6% |
| New Canaan | 72 | 85 | 18% | 108 | 119 | 10% | 14% | 7% | \$1,725,000 | \$1,735,000 | 1% | \$1,576,000 | \$1,686,000 | 7% |
| New Fairfield | 43 | 35 | -19% | 69 | 73 | 6% | -12% | 4% | \$300,000 | \$415,000 | 38% | \$315,000 | \$345,000 | 10% |
| Newtown | 88 | 112 | 27% | 164 | 182 | 11% | 27% | 12% | \$360,000 | \$375,000 | 4% | \$355,000 | \$363,000 | 2% |
| Norwalk | 175 | 172 | -2% | 277 | 280 | 1% | -4% | 4% | \$430,000 | \$475,000 | 11% | \$422,000 | \$450,000 | 6% |
| Oxford* | 19 | 27 | 42% | 46 | 48 | 4% | 39% | 19% | \$410,000 | \$365,000 | -11% | \$348,000 | \$344,000 | -1% |
| Redding | 32 | 35 | 9% | 45 | 59 | 31% | 3% | 29% | \$588,000 | \$550,000 | -6% | \$545,000 | \$554,000 | 2% |
| Ridgefield | 105 | 90 | -14% | 150 | 138 | -8% | -19% | -11% | \$695,000 | \$680,000 | -2% | \$701,000 | \$639,000 | -9% |
| Rowayton | 28 | 20 | -29% | 37 | 35 | -5% | -31% | -9% | \$1,029,000 | \$1,293,000 | 26% | \$936,000 | \$1,239,000 | 32% |
| Shelton | 85 | 92 | 8% | 120 | 153 | 28% | -2% | 18% | \$328,000 | \$300,000 | -9% | \$316,000 | \$298,000 | -6% |
| Sherman | 15 | 12 | -20% | 25 | 20 | -20% | -24% | -35% | \$420,000 | \$405,000 | -4% | \$398,000 | \$410,000 | 3% |
| Southbury* | 42 | 49 | 17% | 62 | 68 | 10% | 33% | 20% | \$370,000 | \$393,000 | 6% | \$386,000 | \$343,000 | -11% |
| Stamford | 170 | 199 | 17% | 263 | 321 | 22% | 9% | 15% | \$627,000 | \$574,000 | -8% | \$596,000 | \$569,000 | -5% |
| Stratford | 124 | 156 | 26% | 214 | 256 | 20% | 13% | 19% | \$243,000 | \$226,000 | -7% | \$226,000 | \$223,000 | -1% |
| Trumbull | 107 | 111 | 4% | 161 | 164 | 2% | 5% | 5% | \$370,000 | \$354,000 | -5% | \$358,000 | \$355,000 | -1% |
| Weston | 46 | 51 | 11% | 63 | 72 | 14% | 23% | 17% | \$832,000 | \$865,000 | 4% | \$764,000 | \$786,000 | 3% |
| Westport | 110 | 97 | -12% | 173 | 158 | -9% | 8% | 10% | \$1,388,000 | \$1,450,000 | 5% | \$1,289,000 | \$1,319,000 | 2% |
| Wilton | 75 | 69 | -8% | 109 | 98 | -10% | -9% | -9% | \$825,000 | \$855,000 | 4% | \$778,000 | \$840,000 | 8% |

*New Haven County

The Shoreline



Beautiful Historic Waterfront Home • Old Saybrook, CT • MLS: N10055026

The Shoreline

1 Sales remain higher for the year, despite a slower pace of growth in the second quarter of 2015 relative to the first quarter.

After a very strong first quarter, the strongest in four years, sales in the second quarter rose by 6% relative to a year ago. For the year, both unit and dollar volumes are 10% higher than 2014.

2 Activity is varied by price point.

While the majority of sectors were relatively flat in the second quarter, houses in the \$500,000 to \$700,000 range outperformed the rest of the market, with unit sales growing by 9% relative to a year ago.

3 Supply outweighs demand in the \$1,000,000+ sector.

In Madison, Guilford and Branford there are 111 homes on the market in this bracket, while 9 have closed and 4 are under deposit. While the luxury market in general continues to slowly improve, waterfront, which comprises the bulk of this area's upper end, is still feeling the after-effects of Hurricane Sandy. It should be noted that the generous waterfront supply represents some outstanding buying opportunities.

4 Price is the key incentive for buyers.

When analyzing the homes that have traded in 2015, a clear pattern emerges. Those that sell quickly, often with multiple offers, feature that magic combination of location, condition and price.

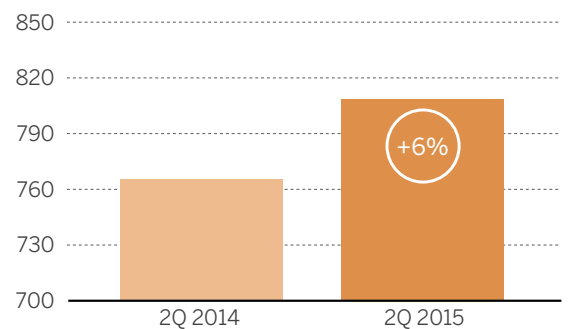
5 Inventory levels grew by 35% compared to the first quarter and stand 10% higher than the three-year average.

Growing inventory is terrific for buyers because it provides choice and leverage. For sellers it creates a challenge. The increase in inventory this spring was overly magnified by the low inventory in the first quarter; nevertheless, the speed and number of new listings made it difficult for buyers to make decisions. It is a testament to the strength of this market that the new inventory was almost fully absorbed, with buyers using the opportunity to select the best properties for their needs.

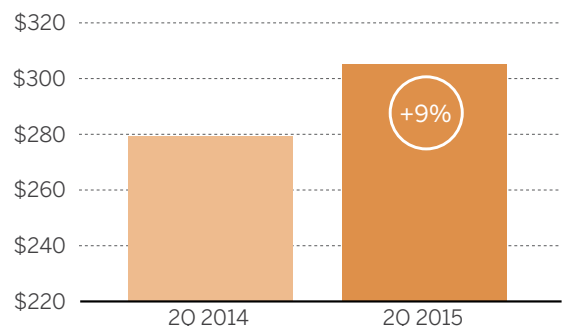
6 Median selling prices remain stable.

The median selling prices along the Shoreline have continued to trend in the \$300,000 range. Given the improving relationship between supply and demand, we expect this stability to continue.

Closed Sales * (units)



Closed Dollar Volume * (millions)



* Single Family Homes Only

| TOWNS | QUARTERLY UNIT SALES | | | YTD UNIT SALES | | | QUARTERLY DOLLAR VOLUME | YTD DOLLAR VOLUME | QUARTERLY MEDIAN SELLING PRICE | | | TWELVE MONTH MEDIAN SELLING PRICE | | |
|---------------|----------------------|------|--------------|----------------|----------|----------------------|-------------------------|----------------------|--------------------------------|-----------|--------------|-----------------------------------|-----------|--------------|
| | | | % CHANGE | | | % CHANGE | | % CHANGE | | % CHANGE | | % CHANGE | | |
| | 2Q14 | 2Q15 | 2Q14 VS 2Q15 | YTD 2014 | YTD 2015 | YTD 2014 VS YTD 2015 | 2Q14 VS 2Q15 | YTD 2014 VS YTD 2015 | 2Q14 | 2Q15 | 2Q14 VS 2Q15 | 2Q14 | 2Q15 | 2Q14 VS 2Q15 |
| THE SHORELINE | 765 | 808 | 6% | 1,171 | 1,290 | 10% | 9% | 10% | \$302,000 | \$310,000 | 3% | \$304,000 | \$295,000 | -3% |
| Branford | 51 | 51 | 0% | 76 | 96 | 26% | 8% | 31% | \$304,000 | \$329,000 | 8% | \$312,000 | \$330,000 | 6% |
| Chester | 15 | 14 | -7% | 27 | 23 | -15% | 21% | 12% | \$287,000 | \$404,000 | 41% | \$302,000 | \$313,000 | 4% |
| Clinton | 45 | 44 | -2% | 58 | 82 | 41% | 34% | 59% | \$230,000 | \$255,000 | 11% | \$255,000 | \$251,000 | -2% |
| Deep River | 13 | 8 | -39% | 19 | 16 | -16% | -21% | 14% | \$250,000 | \$255,000 | 2% | \$242,000 | \$250,000 | 3% |
| East Lyme | 52 | 52 | 0% | 85 | 80 | -6% | 1% | 3% | \$287,000 | \$293,000 | 2% | \$280,000 | \$284,000 | 1% |
| Essex* | 22 | 20 | -9% | 44 | 40 | -9% | -14% | -16% | \$396,000 | \$389,000 | -2% | \$458,000 | \$389,000 | -15% |
| Groton | 89 | 73 | -18% | 143 | 119 | -17% | -24% | -32% | \$210,000 | \$242,000 | 15% | \$220,000 | \$223,000 | 1% |
| Guilford | 79 | 76 | -4% | 108 | 120 | 11% | -20% | -4% | \$385,000 | \$354,000 | -8% | \$366,000 | \$369,000 | 1% |
| Killingworth | 19 | 19 | 0% | 35 | 31 | -11% | 37% | 1% | \$350,000 | \$342,500 | -2% | \$352,000 | \$347,000 | -1% |
| Lyme | 8 | 6 | -25% | 12 | 10 | -17% | -14% | -11% | \$616,000 | \$513,000 | -17% | \$592,000 | \$599,000 | 1% |
| Madison | 74 | 75 | 1% | 109 | 120 | 10% | -1% | 5% | \$457,000 | \$422,500 | -8% | \$452,000 | \$422,000 | -7% |
| New London | 33 | 47 | 42% | 52 | 68 | 31% | 20% | 24% | \$139,000 | \$129,000 | -8% | \$129,000 | \$149,000 | 16% |
| Old Lyme | 31 | 32 | 3% | 54 | 52 | -4% | 25% | 7% | \$360,000 | \$429,000 | 19% | \$373,000 | \$377,000 | 1% |
| Old Saybrook | 35 | 55 | 57% | 60 | 77 | 28% | 114% | 80% | \$320,000 | \$370,000 | 16% | \$314,000 | \$351,000 | 12% |
| Stonington | 59 | 70 | 19% | 77 | 110 | 43% | 26% | 39% | \$275,000 | \$311,000 | 13% | \$294,000 | \$276,000 | -6% |
| Waterford | 60 | 67 | 12% | 94 | 109 | 16% | -6% | 3% | \$240,000 | \$230,000 | -4% | \$218,000 | \$216,000 | -1% |
| Westbrook | 15 | 29 | 93% | 28 | 36 | 29% | 140% | 30% | \$275,000 | \$290,000 | 6% | \$346,000 | \$289,000 | -16% |

*Includes Essex, Ivoryton and Centerbrook



Private Estate Close to Village • Essex, CT • MLS: N10048968

Litchfield County



Heron Mill Farm • Warren, CT • MLS: L10054360

Litchfield County

1 The spring market came early, resulting in year-over-year sales improvement.

Despite the long winter that mimicked last year, the Litchfield County real estate market took off in March, a full two months ahead of 2014, resulting in first quarter unit sales that were 7% higher than a year ago and second quarter sales that were 24% higher. The market is healthy and vibrant, with year-to-date unit and dollar sales growing at double-digit levels relative to 2014.

2 All market sectors have contributed to this year's sales growth.

Building on 19% year-over-year growth in the first quarter, homes valued under \$500,000 experienced a 26% increase in sales in the second quarter. Year-to-date, the entry segment stands 16% higher than the same period of 2014. The mid-range held its own with volume standing parallel with the same period a year ago despite an 11% increase in listings.

3 There was significant activity in the upper end during the second quarter.

Both the \$1,000,000 to \$2,000,000 and \$2,000,000+ segments have been active all year. In the second quarter, aggregated sales for luxury properties were 19% higher than a year ago. Most of the big sales have been on or around Lake Waramaug in northwestern Litchfield County, although there has been a sprinkling of sales in other areas too. Buyer preference continues to favor turnkey properties with a reasonable maintenance history.

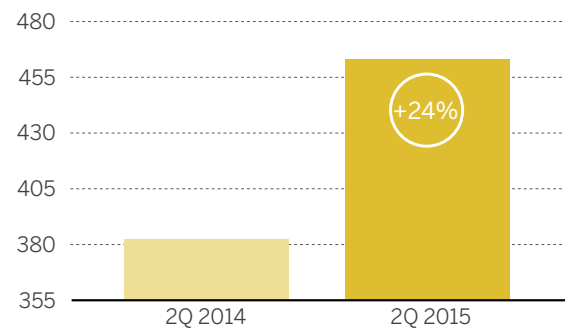
4 There is an abundance of inventory, requiring sellers to be highly strategic when positioning their home on the market.

Despite the improving sales figures, the actual number of transactions remains low relative to inventory levels, particularly in the upper end. This situation is putting a lot of pressure on sellers. To be successful in attracting and incentivizing buyers to act, a property has to really stand out – both in terms of presentation and value.

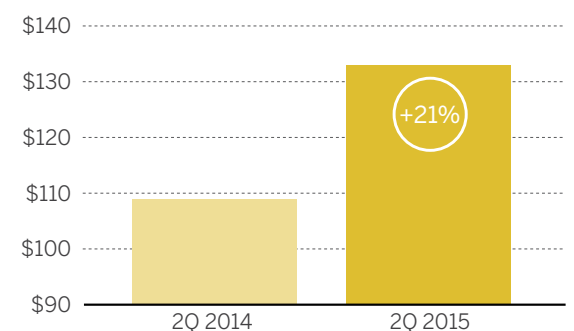
5 The median selling price is relatively consistent at \$210,000.

The median selling price has hovered in a similar range for the past three years despite the downward price pressure on certain property types.

Closed Sales * (units)



Closed Dollar Volume * (millions)



* Single Family Homes Only

| TOWNS | QUARTERLY UNIT SALES | | | YTD UNIT SALES | | | QUARTERLY DOLLAR VOLUME | YTD DOLLAR VOLUME | QUARTERLY MEDIAN SELLING PRICE | | | TWELVE MONTH MEDIAN SELLING PRICE | | |
|-------------------|----------------------|------|--------------|----------------|----------|----------------------|-------------------------|----------------------|--------------------------------|-----------|--------------|-----------------------------------|-----------|--------------|
| | | | % CHANGE | | | % CHANGE | % CHANGE | % CHANGE | | | % CHANGE | | | % CHANGE |
| | 2Q14 | 2Q15 | 2Q14 VS 2Q15 | YTD 2014 | YTD 2015 | YTD 2014 VS YTD 2015 | 2Q14 VS 2Q15 | YTD 2014 VS YTD 2015 | 2Q14 | 2Q15 | 2Q14 VS 2Q15 | 2Q14 | 2Q15 | 2Q14 VS 2Q15 |
| LITCHFIELD COUNTY | 326 | 405 | 24% | 672 | 780 | 16% | 21% | 15% | \$215,000 | \$210,000 | -3% | \$218,000 | \$209,000 | -4% |
| Barkhamsted | 10 | 13 | 30% | 14 | 20 | 43% | 33% | 54% | \$277,000 | \$235,000 | -15% | \$222,000 | \$232,000 | 5% |
| Bethlehem | 5 | 10 | 100% | 13 | 18 | 39% | 76% | 36% | \$290,000 | \$251,000 | -13% | \$262,000 | \$297,000 | 13% |
| Bridgewater | 4 | 6 | 50% | 8 | 9 | 13% | 189% | 26% | \$276,000 | \$491,000 | 78% | \$366,000 | \$505,000 | 38% |
| Canaan | 5 | 7 | 40% | 5 | 14 | 180% | 3% | 192% | \$173,000 | \$94,000 | -46% | \$192,000 | \$160,000 | -17% |
| Colebrook | 3 | 4 | 33% | 4 | 5 | 25% | -19% | -10% | \$249,000 | \$144,000 | -42% | \$228,000 | \$189,000 | -17% |
| Cornwall* | 6 | 1 | -83% | 10 | 3 | -70% | -94% | -89% | \$355,000 | \$150,000 | -58% | \$452,000 | \$269,000 | -40% |
| Goshen | 10 | 16 | 60% | 18 | 28 | 56% | 68% | 24% | \$300,000 | \$290,000 | -3% | \$356,000 | \$309,000 | -13% |
| Harwinton | 15 | 12 | -20% | 29 | 27 | -7% | -1% | 0% | \$220,000 | \$305,000 | 39% | \$231,000 | \$229,000 | -1% |
| Kent, South Kent | 4 | 8 | 100% | 11 | 17 | 55% | -31% | -3% | \$391,000 | \$259,000 | -34% | \$382,000 | \$360,000 | -6% |
| Litchfield** | 20 | 24 | 20% | 35 | 39 | 11% | 29% | -16% | \$302,000 | \$330,000 | 9% | \$318,000 | \$341,000 | 7% |
| Morris | 7 | 5 | -29% | 10 | 13 | 30% | -50% | -14% | \$186,000 | \$128,000 | -31% | \$388,000 | \$234,000 | -40% |
| New Hartford | 18 | 19 | 6% | 27 | 31 | 15% | 6% | 2% | \$323,000 | \$298,000 | -8% | \$253,000 | \$248,000 | -2% |
| New Milford | 30 | 27 | -10% | 56 | 49 | -13% | -2% | -10% | \$249,000 | \$326,000 | 31% | \$264,000 | \$293,000 | 11% |
| Norfolk | 3 | 2 | -33% | 6 | 3 | -50% | -51% | -78% | \$420,000 | \$260,000 | -38% | \$378,000 | \$192,000 | -49% |
| Plymouth | 28 | 25 | -11% | 57 | 48 | -16% | 0% | -11% | \$145,000 | \$161,000 | 11% | \$159,000 | \$163,000 | 3% |
| Roxbury | 8 | 9 | 13% | 16 | 15 | -6% | -24% | -30% | \$730,000 | \$350,000 | -52% | \$682,000 | \$576,000 | -16% |
| Salisbury | 12 | 12 | 0% | 22 | 21 | -5% | 26% | 44% | \$445,000 | \$675,000 | 52% | \$465,000 | \$488,000 | 5% |
| Sharon | 10 | 22 | 120% | 18 | 31 | 72% | 130% | 112% | \$493,000 | \$280,000 | -43% | \$469,000 | \$474,000 | 1% |
| Thomaston | 8 | 18 | 125% | 23 | 35 | 52% | 147% | 43% | \$180,000 | \$165,000 | -8% | \$181,000 | \$177,000 | -2% |
| Torrington | 74 | 78 | 5% | 128 | 122 | 5% | -19% | -13% | \$149,000 | \$121,000 | -19% | \$141,000 | \$125,000 | -11% |
| Warren | 4 | 1 | -75% | 5 | 3 | -40% | -88% | -78% | \$448,000 | \$245,000 | -45% | \$704,000 | \$437,000 | -38% |
| Washington*** | 8 | 14 | 75% | 14 | 20 | 43% | 94% | 130% | \$440,000 | \$426,000 | -3% | \$475,000 | \$918,000 | 93% |
| Winchester | 19 | 26 | 37% | 32 | 42 | 31% | 54% | 41% | \$125,000 | \$127,000 | 2% | \$130,000 | \$122,000 | -6% |
| Woodbury | 22 | 26 | 18% | 32 | 42 | 31% | 4% | 30% | \$340,000 | \$314,000 | -8% | \$351,000 | \$299,000 | -15% |

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

Berkshire County



6 Acre Lakefront Paradise on Stockbridge Bowl with 2 Homes • Stockbridge, MA • MLS: 211857

Berkshire County

1 The Southern Berkshires bounced back strongly in the second quarter.

Recovering from a 33% decline in unit sales and a 54% decline in dollar volume in the first quarter, largely resulting from the winter weather. The second quarter came back nicely with a 19% unit gain and 38% dollar volume gain versus a year ago. Year-to-date, the market is still down by 9%, but it is catching up quickly. The pending sales activity and continuing vibrancy of the market indicates that the year will end at or close to 2014 levels.

2 The entire market has shared in the sales gains, but activity is concentrated in the \$300,000 to \$600,000 range.

Appealing to a broad swath of buyers, this mid-range category has experienced a 19% increase in both dollar volume and unit sales year-to-date.

3 Inventory levels are up slightly, creating heightened competition among sellers.

In addition to excellent property condition, the competitive framework is requiring aggressive pricing to successfully sell a home. Buyers are cautious, and there is a discernible lack of urgency on their part. Price is the single most important motivator in these market conditions.

4 Median selling prices are stable.

The median selling price rose by 30% in the second quarter of 2015 versus the second quarter of 2014, but that percentage was distorted by this quarter's higher number of more expensive homes sold. On a twelve-month basis the median selling price is a slight 3% lower.

5 In a trend that is consistent with other markets, buyers prefer new or completely renovated homes.

The traditional Berkshires summer cottage is still in favor, but buyers do not want to spend the time or money to bring them up to 2015 standards.

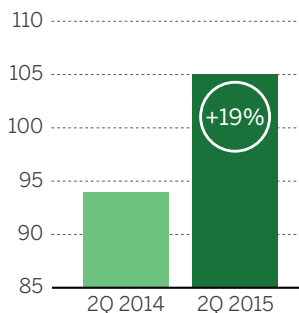
6 Nine homes have sold above \$1,000,000 in the second quarter, and 12 year-to-date.

Year-to-date luxury sales are now close to 2014 levels in the Southern Berkshires, with 14 units having sold in 2014 versus 12 this year. Yet they are significantly lower across Berkshire County as a whole, with 17 units having sold in 2014 versus 12 in 2015.

Southern Berkshires

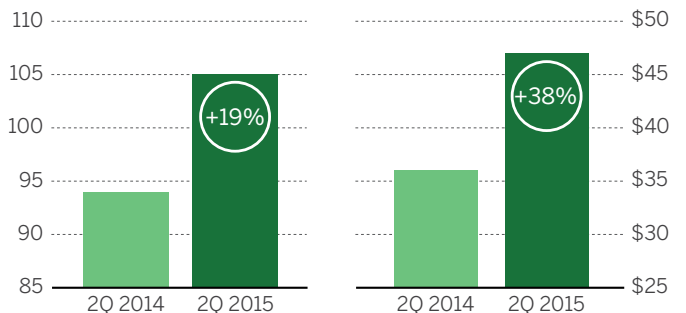
Closed Sales*

(units)



Closed Dollar Volume*

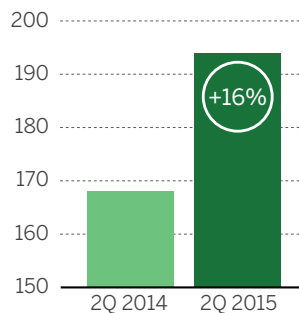
(millions)



Northern Berkshires

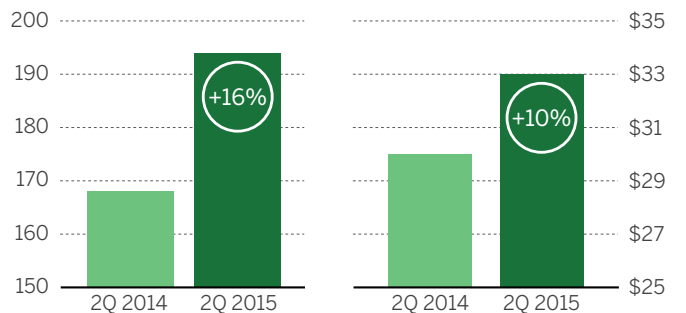
Closed Sales*

(units)



Closed Dollar Volume*

(millions)



* Single Family Homes Only

| TOWNS | QUARTERLY UNIT SALES | | | YTD UNIT SALES | | | QUARTERLY DOLLAR VOLUME | YTD DOLLAR VOLUME | QUARTERLY MEDIAN SELLING PRICE | | | TWELVE MONTH MEDIAN SELLING PRICE | | |
|---------------------------|----------------------|------|--------------|----------------|----------|----------------------|-------------------------|----------------------|--------------------------------|-------------|--------------|-----------------------------------|-------------|--------------|
| | | | % CHANGE | | | % CHANGE | % CHANGE | % CHANGE | | | % CHANGE | | | % CHANGE |
| | 2Q14 | 2Q15 | 2Q14 VS 2Q15 | YTD 2014 | YTD 2015 | YTD 2014 VS YTD 2015 | 2Q14 VS 2Q15 | YTD 2014 VS YTD 2015 | 2Q14 | 2Q15 | 2Q14 VS 2Q15 | 2Q14 | 2Q15 | 2Q14 VS 2Q15 |
| BERKSHIRE COUNTY | 264 | 310 | 17% | 458 | 478 | 4% | 26% | -6% | \$173,000 | \$183,000 | 6% | \$186,000 | \$183,000 | -2% |
| Southern Berkshire County | 91 | 108 | 19% | 159 | 174 | 9% | 38% | -15% | \$264,000 | \$343,000 | 30% | \$295,000 | \$287,000 | -3% |
| Alford | 2 | 3 | 50% | 5 | 5 | 0% | 2% | 21% | \$2,651,000 | \$1,523,000 | -43% | \$1,045,000 | \$1,116,000 | 7% |
| Becket | 12 | 11 | -8% | 17 | 16 | -6% | -19% | -18% | \$233,000 | \$215,000 | -8% | \$203,000 | \$212,000 | 4% |
| Egremont | 4 | 9 | 125% | 13 | 11 | -15% | 204% | -20% | \$463,000 | \$435,000 | -6% | \$569,000 | \$352,000 | -38% |
| Gt. Barrington | 15 | 17 | 13% | 26 | 28 | 8% | 69% | 39% | \$235,000 | \$290,000 | 23% | \$301,000 | \$276,000 | -8% |
| Lee | 8 | 9 | 13% | 20 | 13 | -35% | 27% | -41% | \$235,000 | \$201,000 | -14% | \$236,000 | \$227,000 | -4% |
| Lenox | 7 | 15 | 114% | 17 | 22 | 29% | 105% | -6% | \$230,000 | \$373,000 | 62% | \$340,000 | \$314,000 | -8% |
| Monterey | 3 | 4 | 33% | 8 | 5 | -38% | 33% | -44% | \$342,000 | \$344,000 | 0% | \$486,000 | \$562,000 | 16% |
| Mt. Washington | 0 | 0 | 0% | 0 | 1 | N/A | 0% | N/A | NO SALES | NO SALES | 0% | \$98,000 | \$232,000 | 137% |
| New Marlborough | 4 | 6 | 50% | 7 | 12 | 71% | 41% | -8% | \$318,000 | \$362,000 | 14% | \$340,000 | \$354,000 | 4% |
| Otis | 9 | 6 | -33% | 14 | 8 | -43% | 3% | -37% | \$195,000 | \$351,000 | 80% | \$242,000 | \$259,000 | 7% |
| Richmond | 2 | 9 | 350% | 7 | 9 | 29% | 345% | -14% | \$389,000 | \$360,000 | -7% | \$433,000 | \$308,000 | -29% |
| Sandisfield | 1 | 6 | 500% | 5 | 7 | 40% | 610% | -48% | \$290,000 | \$339,000 | 17% | \$269,000 | \$267,000 | -1% |
| Sheffield | 13 | 6 | -54% | 17 | 11 | -35% | -40% | -17% | \$275,000 | \$353,000 | 28% | \$278,000 | \$304,000 | 9% |
| Stockbridge | 10 | 9 | -10% | 14 | 18 | -22% | 17% | -34% | \$292,000 | \$400,000 | 37% | \$428,000 | \$359,000 | -16% |
| Tyringham | 0 | 1 | N/A | 0 | 1 | 0% | 0% | N/A | NO SALES | \$523,000 | N/A | \$628,000 | \$428,000 | -32% |
| West Stockbridge | 5 | 3 | -40% | 6 | 5 | -17% | -46% | -35% | \$562,000 | \$315,000 | -44% | \$498,000 | \$357,000 | -28% |

| TOWNS | QUARTERLY UNIT SALES | | | YTD UNIT SALES | | | QUARTERLY DOLLAR VOLUME | YTD DOLLAR VOLUME | QUARTERLY MEDIAN SELLING PRICE | | | TWELVE MONTH MEDIAN SELLING PRICE | | |
|---------------------------|----------------------|------|--------------|----------------|----------|----------------------|-------------------------|----------------------|--------------------------------|-----------|--------------|-----------------------------------|-----------|--------------|
| | | | % CHANGE | | | % CHANGE | % CHANGE | % CHANGE | | | % CHANGE | | | % CHANGE |
| | 2Q14 | 2Q15 | 2Q14 VS 2Q15 | YTD 2014 | YTD 2015 | YTD 2014 VS YTD 2015 | 2Q14 VS 2Q15 | YTD 2014 VS YTD 2015 | 2Q14 | 2Q15 | 2Q14 VS 2Q15 | 2Q14 | 2Q15 | 2Q14 VS 2Q15 |
| BERKSHIRE COUNTY | 264 | 310 | 17% | 458 | 478 | 4% | 26% | -6% | \$173,000 | \$183,000 | 6% | \$186,000 | \$183,000 | -2% |
| Northern Berkshire County | 168 | 194 | 16% | 277 | 307 | 11% | 10% | 6% | \$154,000 | \$149,000 | -3% | \$152,000 | \$147,000 | -3% |
| Adams | 15 | 13 | -13% | 28 | 24 | -14% | -10% | 1% | \$144,000 | \$112,000 | -22% | \$115,000 | \$127,000 | 10% |
| Cheshire | 3 | 5 | 67% | 6 | 9 | 50% | 32% | 3% | \$185,000 | \$165,000 | -11% | \$170,000 | \$132,000 | -22% |
| Clarksburg | 3 | 2 | -33% | 5 | 3 | -40% | -24% | -29% | \$120,000 | \$144,000 | 20% | \$124,000 | \$118,000 | -5% |
| Dalton | 20 | 12 | -40% | 29 | 24 | -17% | -66% | -40% | \$174,000 | \$125,000 | -29% | \$164,000 | \$150,000 | -9% |
| Florida | 0 | 0 | 0% | 1 | 1 | 0% | N/A | -62% | NO SALES | NO SALES | 0% | \$162,000 | \$111,000 | -31% |
| Hancock | 1 | 0 | N/A | 2 | 2 | 0% | N/A | -44% | \$290,000 | NO SALES | N/A | \$295,000 | \$175,000 | -41% |
| Hinsdale | 3 | 3 | 0% | 5 | 4 | -20% | -11% | -44% | \$120,000 | \$133,000 | 11% | \$220,000 | \$149,000 | -32% |
| Lanesboro | 9 | 8 | -11% | 16 | 14 | -13% | -1% | -10% | \$190,000 | \$157,000 | -17% | \$190,000 | \$182,000 | -4% |
| New Ashford | 0 | 1 | N/A | 0 | 1 | N/A | N/A | N/A | NO SALES | \$180,000 | N/A | \$335,000 | \$265,000 | -21% |
| North Adams | 18 | 22 | 22% | 30 | 31 | 3% | -4% | -12% | \$136,000 | \$124,000 | -9% | \$119,000 | \$113,000 | -5% |
| Peru | 3 | 2 | -33% | 3 | 2 | -33% | -44% | -44% | \$181,000 | \$163,000 | -10% | \$185,000 | \$145,000 | -22% |
| Pittsfield | 84 | 110 | 31% | 135 | 164 | 22% | 28% | 17% | \$151,000 | \$150,000 | 0% | \$152,000 | \$147,000 | -3% |
| Savoy | 0 | 4 | N/A | 0 | 5 | N/A | N/A | N/A | NO SALES | \$136,000 | N/A | \$140,000 | \$145,000 | 4% |
| Williamstown | 9 | 12 | 33% | 14 | 22 | 57% | 89% | 71% | \$154,000 | \$323,000 | 110% | \$270,000 | \$298,000 | 10% |



Classic Center Entrance Colonial on Three Acres • Pittsfield, MA • MLS: 210714

Condominiums and Cooperatives



Condominiums and Cooperatives

1 Similar to the first quarter of 2015, Westchester County condominium and cooperative sales outpaced single family home sales growth.

Together condominiums and co-ops grew by 9% in the second quarter of 2015 relative to the second quarter of 2014. The condominium segment drove this growth, with sales increasing by 13% for the second quarter and 23% for the first six months of the year, compared to the same periods of 2014. A key factor inhibiting the co-op market is the reduced inventory. With few new listings coming on the market, inventory declined by 14%.

2 Fairfield County condominium sales steadied in the second quarter.

Coming off a 10% sales increase in the first quarter, condominium sales slowed in the second quarter, declining a slight 2% relative to the same period in 2014. Both the quarterly and twelve-month median selling prices are stable. The strength of this market is reflected in the Months Supply of Inventory (MSI) figure, which is 6.8 months, the lowest since July 2013. Six month is considered equilibrium.

3 Condominium sales continue to improve in the Shoreline.

Despite a flattening of the single family home market this quarter, condominiums along the Connecticut Shoreline accelerated their pace of year-over-year growth, resulting in a 22% improvement over a year ago. Inventory levels were slightly lower, with a 12% decline in new listings. Both the second quarter 2015 and the twelve-month median selling prices were stable in the \$160,000 range.

4 The Litchfield County condominium market reversed course in the second quarter, declining 28% versus a year ago.

The condominium market is small in Litchfield County, but it slowed substantially this quarter on all metrics. Inventory levels declined, new listings were flat, days on market increased and the quarterly median selling prices declined by 35%.

5 The Berkshires rebounded in the second quarter to surpass 2014 sales levels.

Second quarter 2015 sales grew by 100% versus the second quarter of 2014, recouping all the first quarter 2015 losses and moving this category firmly into positive territory. The sales growth coupled with the declining inventory and new listing activity has moved this segment of the market into greater equilibrium. As evidenced by the 13% decline in median selling price, sales activity was focused in the lower price points.

| COUNTIES | QUARTERLY UNIT SALES | | | YTD UNIT SALES | | | QUARTERLY DOLLAR VOLUME | YTD DOLLAR VOLUME | QUARTERLY MEDIAN SELLING PRICE | | | TWELVE MONTH MEDIAN SELLING PRICE | | |
|-----------------------------------|----------------------|------|--------------|----------------|----------|----------------------|-------------------------|----------------------|--------------------------------|-----------|--------------|-----------------------------------|-----------|--------------|
| | | | % CHANGE | | | % CHANGE | % CHANGE | % CHANGE | | | % CHANGE | | | % CHANGE |
| | 2Q14 | 2Q15 | 2Q14 VS 2Q15 | YTD 2014 | YTD 2015 | YTD 2014 VS YTD 2015 | 2Q14 VS 2Q15 | YTD 2014 VS YTD 2015 | 2Q14 | 2Q15 | 2Q14 VS 2Q15 | 2Q14 | 2Q15 | 2Q14 VS 2Q15 |
| Southern Westchester Condominiums | 182 | 199 | 9% | 289 | 365 | 26% | 19% | 31% | \$397,000 | \$401,000 | 1% | \$377,000 | \$372,000 | -1% |
| Southern Westchester Cooperatives | 366 | 402 | 10% | 693 | 727 | 5% | 11% | 5% | \$155,000 | \$151,000 | -3% | \$152,000 | \$150,000 | -1% |
| Northern Westchester Condominiums | 93 | 112 | 20% | 163 | 192 | 18% | 13% | 21% | \$329,000 | \$300,000 | -9% | \$305,000 | \$320,000 | 5% |
| Northern Westchester Cooperatives | 30 | 19 | -37% | 49 | 42 | -14% | -30% | -16% | \$86,000 | \$75,000 | -13% | \$84,000 | \$86,000 | 2% |
| Fairfield County | 696 | 681 | -2% | 1,183 | 1,134 | -4% | 3% | 1% | \$250,000 | \$258,000 | 3% | \$246,000 | \$249,000 | 1% |
| The Shoreline | 200 | 243 | 22% | 321 | 377 | 17% | 17% | 22% | \$160,000 | \$159,000 | -1% | \$152,000 | \$154,000 | 1% |
| Litchfield County | 68 | 44 | -28% | 103 | 99 | -4% | -45% | -22% | \$141,000 | \$92,000 | -35% | \$117,000 | \$102,000 | -13% |
| Berkshire County | 17 | 34 | 100% | 33 | 45 | 36% | 113% | 19% | \$190,000 | \$165,000 | -13% | \$209,000 | \$185,000 | -11% |



Sun Filled Garden Co-op • Hartsdale, NY • MLS: 4502547

Where We Are Headed



The View That Built The House • Kent, CT • MLS: 99033123

The threat of rising interest rates and the enhanced consumer confidence levels are anticipated to energize our markets through the remainder of 2015. Based on the agent-reported strong showing activity, we expect sales levels to continue to grow modestly through the summer months and into the back half of the year. Sales at the entry price points are poised to outperform the market, but only if appropriately positioned inventory is made available.

Coming off the 2009 to 2012 downturn in sales, we believe that buyers will continue to be investment driven, buying homes for the long term and taking the emotion out of the purchase. For sellers this means that crisp pricing and turnkey presentation are the keys to a successful sale.

While luxury sales continue to improve, this sector remains challenged by high levels of inventory and a lack of buyer urgency. Each of these homes is unique and beautiful, and the standouts will be those where buyers are presented with an exceptionally strong value proposition, making it impossible to walk away from a purchase.

An interesting dynamic this year is the return of the public open house as an important way to attract buyers to a home. We are experiencing serious buyers visiting public open houses. After their internet search, consumers find that the public open house allows them to explore before committing to an area.

We at William Pitt and Julia B. Fee Sotheby's International Realty are highly enthusiastic about the remainder of this year. We also believe that our marketing analysis, presentation and reach is the best in the business, allowing us to successfully market and sell even the most challenging home. We welcome the opportunity to serve you.

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.
