

MARKET ACTION REPORT

February 2014

City: Bethany, Branford, E Haven, Guilford, Hamden, Madison, Milford, N Branford, North Haven, Orange, W Haven, Wallingford, Woodbridge



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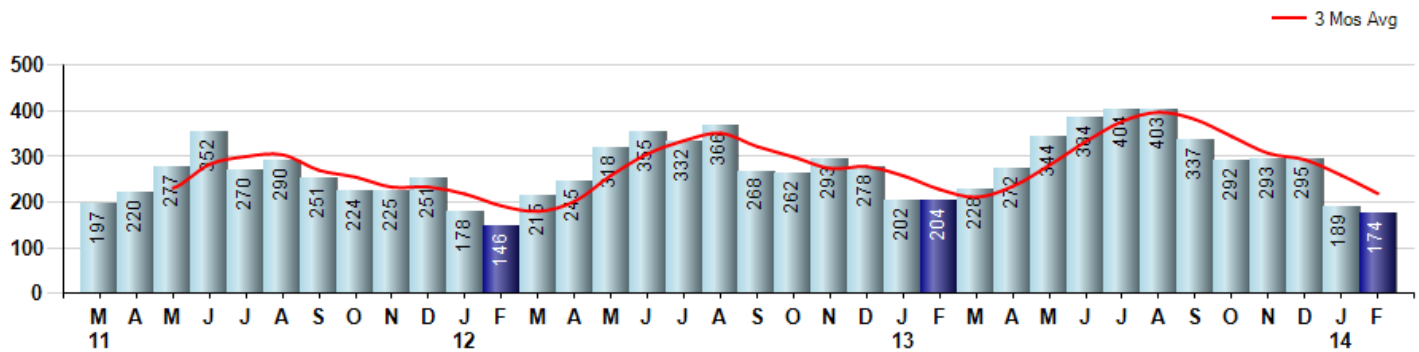
Price Range: \$0 to \$600,000 | Properties: Single Family Home, Townhome, Condo

Market Profile & Trends Overview	Month	Trending Versus*:				YTD	Trending Versus*:	
		LM	L3M	PYM	LY		PriorYTD	PriorYear
Median List Price of all Current Listings	\$259,900	↑		↑				
Average List Price of all Current Listings	\$279,954	↑		↑				
February Median Sales Price	\$196,478	↑	↓	↑	↓	\$195,000	↓	↓
February Average Sales Price	\$217,552	↓	↓	↓	↓	\$219,603	↓	↓
Total Properties Currently for Sale (Inventory)	1,843	↔		↑				
February Number of Properties Sold	174	↓		↓		363	↓	
February Average Days on Market (Solds)	97	↑	↑	↓	↑	89	↓	↑
Asking Price per Square Foot (based on New Listings)	\$164	↑	↑	↑	↑	\$161	↑	↑
February Sold Price per Square Foot	\$136	↓	↓	↓	↓	\$138	↓	↓
February Month's Supply of Inventory	10.6	↑	↑	↑	↑	10.2	↑	↑
February Sale Price vs List Price Ratio	94.6%	↑	↓	↓	↓	94.9%	↓	↓

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

Property Sales

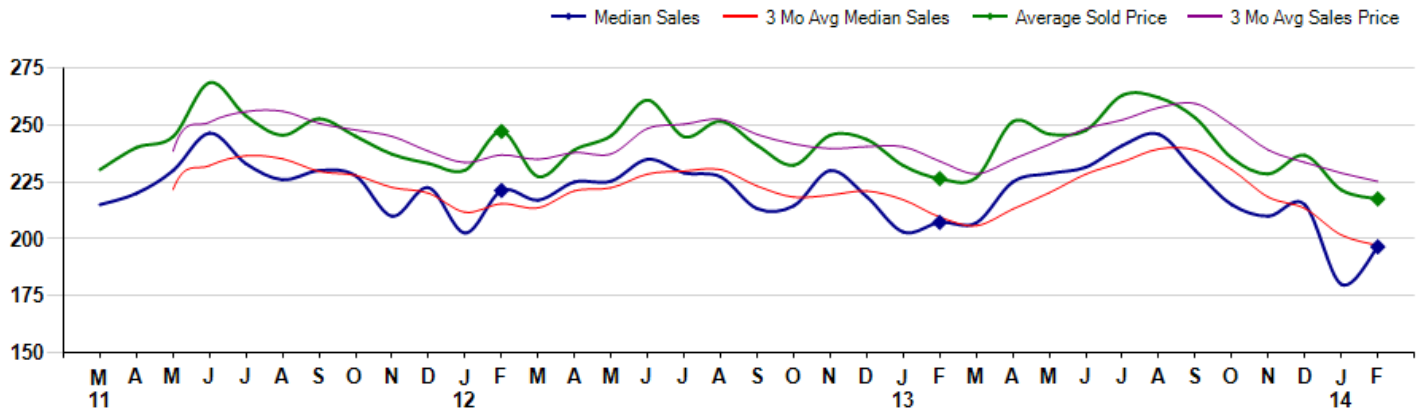
February Property sales were 174, down -14.7% from 204 in February of 2013 and -7.9% lower than the 189 sales last month. February 2014 sales were at a mid level compared to February of 2013 and 2012. February YTD sales of 363 are running -10.6% behind last year's year-to-date sales of 406.



Prices

The Median Sales Price in February was \$196,478, down -5.2% from \$207,225 in February of 2013 and up 9.2% from \$180,000 last month. The Average Sales Price in February was \$217,552, down -3.9% from \$226,479 in February of 2013 and down -1.8% from \$221,491 last month. February 2014 ASP was at the lowest level compared to February of 2013 and 2012.

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



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Based on information from Connecticut Multiple Listing Service, Inc. for the period 3/1/2011 through 2/28/2014. Due to MLS reporting methods and allowable reporting policy, this data is only informational and may not be completely accurate. Therefore, Coldwell Banker Residential Brokerage does not guarantee the data accuracy. Data maintained by the MLS's may not reflect all real estate activity in the market.



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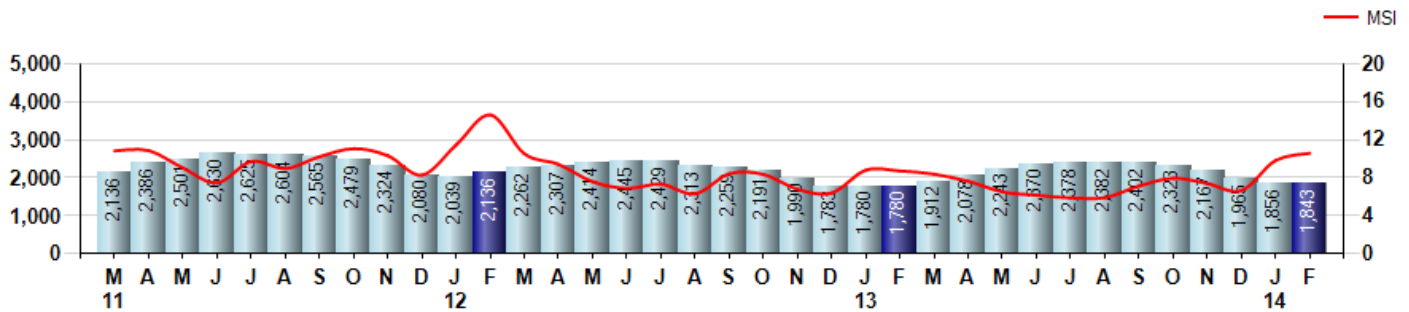
Price Range: \$0 to \$600,000 | Properties: Single Family Home, Townhome, Condo

Inventory & MSI

The Total Inventory of Properties available for sale as of February was 1,843, down -0.7% from 1,856 last month and up 3.5% from 1,780 in February of last year. February 2014 Inventory was at a mid range compared to February of 2013 and 2012.

A comparatively lower MSI is more beneficial for sellers while a higher MSI is better for buyers. The February 2014 MSI of 10.6 months was at a mid range compared with February of 2013 and 2012.

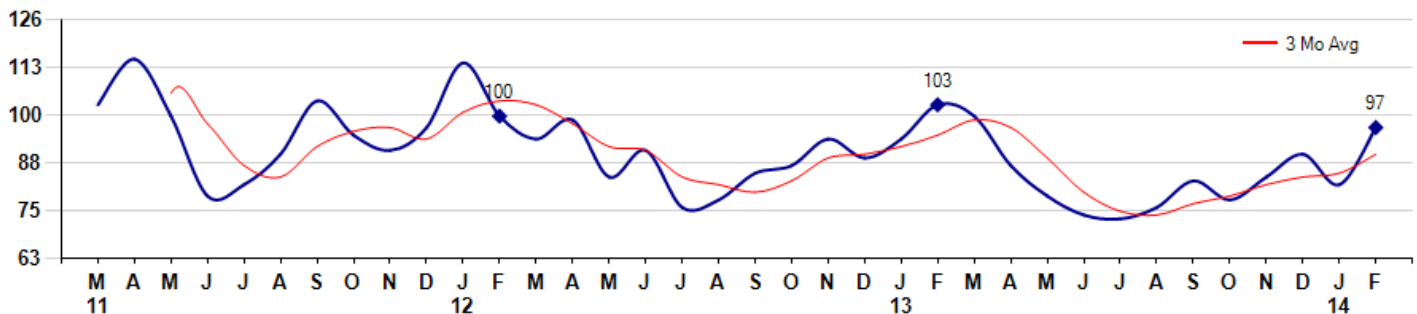
MSI is the # of months needed to sell all of the Inventory at the monthly Sales Pace



Market Time

The average Days On Market(DOM) shows how many days the average Property is on the Market before it sells. An upward trend in DOM tends to indicate a move towards more of a Buyer's market, a downward trend a move towards more of a Seller's market. The DOM for February was 97, up 18.3% from 82 days last month and down -5.8% from 103 days in February of last year. The February 2014 DOM was at its lowest level compared with February of 2013 and 2012.

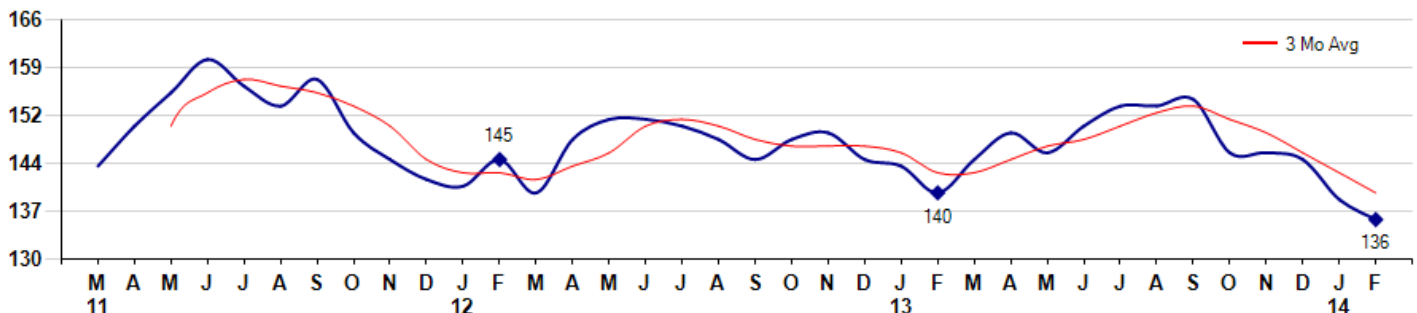
Average Days on Market(Listing to Contract) for properties sold during the month



Selling Price per Square Foot

The Selling Price per Square Foot is a great indicator for the direction of Property values. Since Median Sales Price and Average Sales price can be impacted by the 'mix' of high or low end Properties in the market, the selling price per square foot is a more normalized indicator on the direction of Property values. The February 2014 Selling Price per Square Foot of \$136 was down -2.2% from \$139 last month and down -2.9% from \$140 in February of last year.

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



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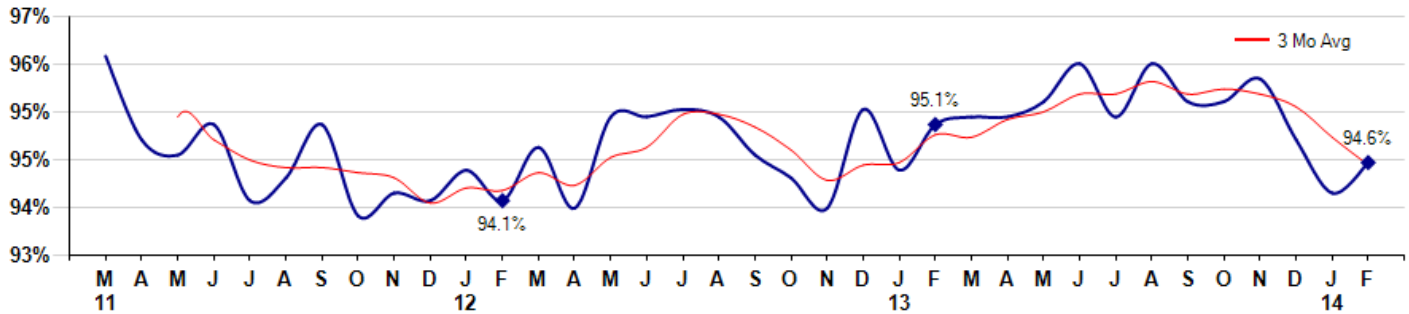


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Selling Price vs Listing Price

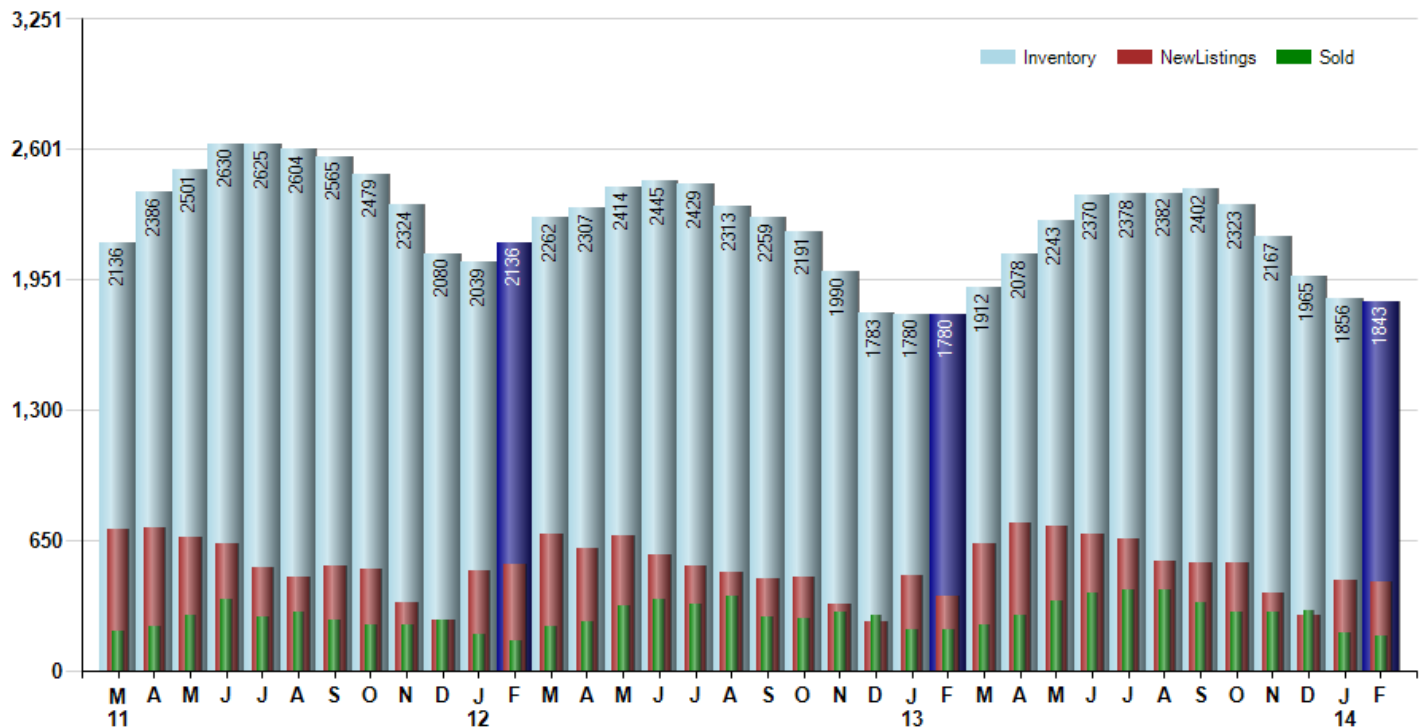
The Selling Price vs Listing Price reveals the average amount that Sellers are agreeing to come down from their list price. The lower the ratio is below 100% the more of a Buyer's market exists, a ratio at or above 100% indicates more of a Seller's market. The February 2014 Selling Price vs List Price of 94.6% was up from 94.2% last month and down from 95.1% in February of last year.

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



Inventory / New Listings / Sales

This last view of the market combines monthly inventory of Properties for sale along with New Listings and Sales. The graph shows the basic annual seasonality of the market as well as the relationship between these items. The number of New Listings in February 2014 was 442, down -2.2% from 452 last month and up 19.5% from 370 in February of last year.



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