



HOUSING REPORT

2016

year to date

In February 2016, as compared to February 2015, Unit Sales* rose 19.3% in Connecticut, 26.2% in New York**, 28.3% in Manhattan, 11.3% in Brooklyn, 5.5% in Rhode Island, 20.7% in Vermont and 24.5% in New Hampshire. Meanwhile, Sales to List Price rose 0.7% in Massachusetts and 2.8% in Maine.

**All data is based off of year-to-date numbers for single-family homes, except for Manhattan and Brooklyn, which pulls from condominium data.*

***Includes a combination of data for Westchester, Putnam, Rockland, Sullivan, Ulster and Orange Counties in New York.*

WILLIAM RAVEIS

— REAL ESTATE • MORTGAGE • INSURANCE —

The Largest Family-Owned Real Estate Company in the Northeast

2016



CONNECTICUT

	<i>Through February 2016</i>	<i>Through February 2015</i>	<i>% Chg</i>
Unit Sales	3,649	3,059	19.3%
Average Sales Price	\$362,032	\$380,968	-5.0%
Sales to List Price Ratio	94.8%	94.6%	0.2%
Months of Supply	7.0	7.7	-8.6%

Units
% Change
19.3%



NEW YORK*

	<i>Through February 2016</i>	<i>Through February 2015</i>	<i>% Chg</i>
Unit Sales	1,759	1,394	26.2%
Average Sales Price	\$483,631	\$508,989	-5.0%
Sales to List Price Ratio	96.2%	95.6%	0.7%
Months of Supply	7.8	8.7	-9.8%

Units
% Change
26.2%



**Includes a combination of year-to-date, single-family data for Westchester, Putnam, Rockland, Sullivan, Ulster and Orange Counties in New York.*

NEW YORK MANHATTAN

	<i>Through February 2016</i>	<i>Through February 2015</i>	<i>% Chg</i>
Unit Sales	1,314	1,094	20.1%
Average Sales Price	\$2,845,320	\$2,217,334	28.3%
Price Per Square Foot For Sold	\$1,860	\$1,784	4.2%
Market Time (Days)	212	146	45.2%

Avg. Sales
Price
28.3%



NEW YORK BROOKLYN

	<i>Through February 2016</i>	<i>Through February 2015</i>	<i>% Chg</i>
Unit Sales	479	440	8.9%
Average Sales Price	\$935,597	\$930,055	0.6%
Price Per Square Foot For Sold	\$704	\$934	-24.6%
Market Time (Days)	128	115	11.3%

Market Time
(Days)
11.3%



2016



MASSACHUSETTS

	<i>Through February 2016</i>	<i>Through February 2015</i>	<i>% Chg</i>
Unit Sales	5,714	4,747	20.4%
Average Sales Price	\$432,895	\$452,165	-4.3%
Sales to List Price Ratio	96.6%	95.9%	0.7%
Months of Supply	3.8	4.3	-10.6%

*Sales to List
Price Ratio
% Change*
0.7%



MASSACHUSETTS

CAPE COD

	<i>Through February 2016</i>	<i>Through February 2015</i>	<i>% Chg</i>
Unit Sales	419	419	0.0%
Average Sales Price	\$494,673	\$476,454	3.8%
Sales to List Price Ratio	93.0%	94.3%	-1.3%
Months of Supply	7.4	7.6	-2.1%

*Avg. Sales
Price*
3.8%



RHODE ISLAND

	<i>Through February 2016</i>	<i>Through February 2015</i>	<i>% Chg</i>
Unit Sales	1,148	1,041	10.3%
Average Sales Price	\$291,780	\$276,599	5.5%
Sales to List Price Ratio	94.1%	94.6%	-0.6%
Months of Supply	5.2	4.9	5.7%

*Avg. Sales
Price*
5.5%



2016



VERMONT

	<i>Through February 2016</i>	<i>Through February 2015</i>	<i>% Chg</i>
Unit Sales	577	478	20.7%
Average Sales Price	\$249,789	\$246,490	1.3%
Sales to List Price Ratio	94.6%	89.9%	5.1%
New Listings	654	551	18.7%

Units
% Change



20.7%

NEW HAMPSHIRE

	<i>Through February 2016</i>	<i>Through February 2015</i>	<i>% Chg</i>
Unit Sales	1,678	1,348	24.5%
Average Sales Price	\$263,483	\$256,090	2.9%
Sales to List Price Ratio	96.5%	96.3%	0.2%
New Listings	1,587	1,339	18.5%

Units
% Change



24.5%

MAINE

	<i>Through February 2016</i>	<i>Through February 2015</i>	<i>% Chg</i>
Unit Sales	26	31	-16.1%
Average Sales Price	\$282,264	\$326,997	-13.7%
Sales to List Price Ratio	97.5%	94.8%	2.8%
New Listings	57	56	1.8%

Sales Price
% Change



2.8%



20
16

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Current Market Conditions

William Raveis provides instant access to data on the market conditions in Connecticut, Massachusetts, Manhattan, Brooklyn, Westchester County, New York, Rhode Island, New Hampshire, Vermont and Maine. Pulling from multiple MLS' across the Northeast, Current Market Conditions is accessible 24 hours a day, 7 days a week at no charge. Information is available on a town, county and statewide level and can be viewed for single family, condominium, multi-unit and co-ops.

Statistics are provided for unit sales, average sale price, median sale price, average list price, sales to list price ratio, inventory, months of supply, market time (days), price per square foot and new listings, and results are shown for one-month comparison, three-months ending, 12-months ending and year-to-date. Raw data is updated on a constant basis as it becomes available from the MLSs. However, for the official analysis check the site on the 10th of each month (or the 26th for Manhattan and Brooklyn.) In addition to the market conditions available, you can view all the recent sales information for properties in the selected area.

Most recently, William Raveis is utilizing years of historical MLS data to take Current Market Conditions to the next level. We're no longer simply reporting current statistics—we're forecasting the future of the housing market. This unprecedented, industry-first data can help you decide the best time to buy or put your home on the market, all based on prior data.

To see all of our Current Market Conditions, visit raveis.com.