

Quarterly Survey of Residential Sales

WESTCHESTER COUNTY DASIBOARD

year-over-year

PRICES
Median Sales Price

2.3%

PACE

Absorption Rate

0.3 mos

SALES

Closed Sales

0.4%

INVENTORY

Total Inventory

3.0%

MARKETING TIME

Days on Market

15 days

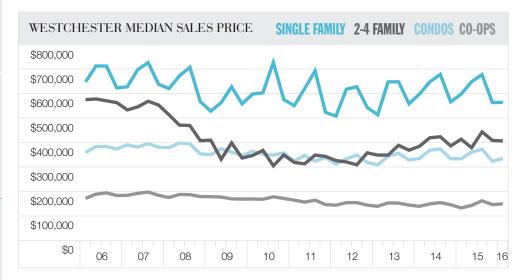
NEGOTIABILITY

Listing Discount

- 0.1%
- Closed sales were flat as contracts jumped
- Median sales price and inventory edged higher
- Faster marketing time as negotiability stabilized

The Douglas Elliman Report series is recognized as the industry standard for providing the state of the residential real estate market. The report includes an extensive suite of tools to help readers objectively identify and measure market trends, provide historical context to current information and provide comprehensive analysis of the results.

| | %∆ (qtr) | 4Q-2015 | %∆ (YR) | 1Q-2015 |
|-----------|---|--|--|--|
| \$585,865 | 6.7% | \$548,877 | -5.8% | \$621,724 |
| \$284 | 1.4% | \$280 | 0.7% | \$282 |
| \$440,000 | 3.5% | \$425,000 | 2.3% | \$430,000 |
| 1,640 | -32.0% | 2,412 | -0.4% | 1,647 |
| 105 | 7.1% | 98 | -12.5% | 120 |
| 3.9% | | 3.6% | | 4.0% |
| 4,847 | 27.1% | 3,814 | 3.0% | 4,707 |
| 8.9 | 89.4% | 4.7 | 3.5% | 8.6 |
| 1Q-2016 | %Δ (QTR) | 4Q-2015 | %Δ (YR) | 1Q-2015 |
| \$585,865 | N/A | N/A | -5.8% | \$621,724 |
| \$284 | N/A | N/A | 0.7% | \$282 |
| \$440,000 | N/A | N/A | 2.3% | \$430,000 |
| 1,640 | N/A | N/A | -0.4% | 1,647 |
| | \$284 \$440,000 1,640 105) 3.9% 4,847 8.9 1Q-2016 \$585,865 \$284 | \$284 1.4% \$440,000 3.5% 1,640 -32.0% 105 7.1% 3.9% 4,847 27.1% 8.9 89.4% 1Q-2016 %Δ (απ) \$585,865 N/A \$284 N/A \$440,000 N/A | \$284 1.4% \$280 \$440,000 3.5% \$425,000 1,640 -32.0% 2,412 105 7.1% 98) 3.9% 3.6% 4,847 27.1% 3,814 8.9 89.4% 4.7 1Q-2016 %Δ (απ) 4Q-2015 \$585,865 N/A N/A \$284 N/A N/A \$440,000 N/A N/A | \$284 1.4% \$280 0.7% \$440,000 3.5% \$425,000 2.3% 1,640 -32.0% 2,412 -0.4% 105 7.1% 98 -12.5%) 3.9% 3.6% 4,847 27.1% 3,814 3.0% 8.9 89.4% 4.7 3.5% 1Q-2016 %Δ (ατκ) 4Q-2015 %Δ (γκ) \$585,865 N/A N/A -5.8% \$284 N/A N/A 0.7% \$440,000 N/A N/A 2.3% |



Westchester county sales volume essentially stabilized as listing inventory edged higher. The number of countywide sales slipped a nominal 0.4% to 1,640 from the prior year quarter. However the number of total sales under contract surged 16.3% to 2,338 over the same period. This increase was brought about by a 19.2% jump in signed contracts to 1,928 during the first quarter as compared to the same quarter last year. A robust New York City economy and falling affordability there have pushed county housing demand higher. Days on market, the number of days from the original list price to the contract

price, fell 12.5% to 105 days from the prior year quarter. Listing discount, the percentage from the original list price to the sales price, nominally tightened to 3.9% from 4% in the year ago quarter. Although listing inventory increased 3% to 4,847 from the year ago quarter, first quarter supply was at the second lowest level in 11 years. The absorption rate, the number of months to sell all listing inventory at the current rate of sales was 8.9, up nominally from 8.6 in the same period last year. Median sales price for all residential properties increased 2.3% to \$440,000 from the year ago quarter. Average price per square



foot edged up 0.7% to \$284 from the year ago quarter. Consistent with weaker conditions in the luxury market, average sales price declined 5.8% to \$585,865 over the same period. Price trends by property type varied as compared to the prior year quarter. The median sales price for single family sales, representing 59% of all county transactions, fell 5.7% to \$566,000. The single family luxury market, representing the top 10% of all sales showed more weakness, with median sales price falling 16.8% to \$1,985,000 over the same period. As mentioned in the prior guarter, pricing of luxury single family homes continued to be anchored to the previous market peak, disconnected with current market conditions and under performing the overall market. Luxury marketing times expanded 9.9% to 144 while negotiability expanded to 5.5% from 4.2% respectively from the year ago quarter. Co-op sales fell 22.3% to 258 sales, 15.7% of overall sales while co-op median sales price jumped 12.6% to \$150,000. Condo sales rose 15.9% to 270 sales, 16.5% of the market. Condo median sales price remained essentially unchanged at \$335,750.

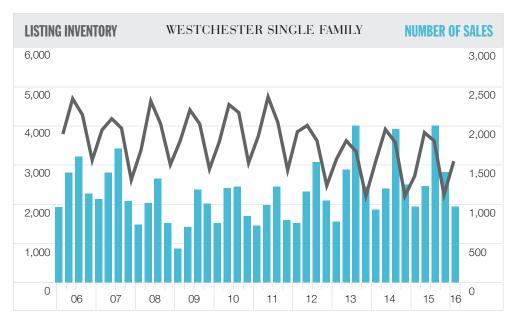
SINGLE FAMILY

- Sales remained unchanged as inventory expanded
- · All price indicators fell short of year ago levels
- Shorter days on market and a stable listing discount

| Single Family Mix - School District Grouping | Sales Share | Median Sales Price YOY% |
|---|----------------|----------------------------|
| Northeast | 17.3% | -21.2% |
| Northwest | 13.7% | -9.9% |
| Rivertowns | 15.6% | 6.6% |
| White Plains & Vicinity | 7.9% | -4.1% |
| Sound Shore | 14.2% | 3.5% |
| Lower | 9.1% | 0.0% |
| South | 22.3% | 4.8% |

| Single Family Quintiles | Median Sales Price | % Change YOY% |
|----------------------------|-----------------------|------------------|
| 5/5 | \$1,398,020 | -12.6% |
| 4/5 | \$783,662 | -7.3% |
| 3/5 | \$566,000 | -5.7% |
| 2/5 | \$432,500 | -3.3% |
| 1/5 | \$290,000 | -6.5% |

| Single Family Market Matrix | 1Q-2016 | $\%\Delta$ (QTR) | 4Q-2015 | %∆ (YR) | 1Q-2015 |
|---|-----------|------------------|-----------|---------|-----------|
| Average Sales Price | \$769,654 | 5.0% | \$733,291 | -9.8% | \$853,596 |
| Average Price per Sq Ft | \$308 | 2.0% | \$302 | -5.5% | \$326 |
| Median Sales Price | \$566,000 | 0.2% | \$565,000 | -5.7% | \$600,000 |
| Number of Sales (Closed) | 967 | -31.0% | 1,401 | 0.0% | 967 |
| Days on Market (From Original List Date) | 106 | 12.8% | 94 | -9.4% | 117 |
| Listing Discount (From Original List Price) | 3.9% | | 3.7% | | 4.0% |
| Listing Inventory | 3,105 | 37.2% | 2,263 | 13.6% | 2,734 |
| Absorption Rate (Mos) | 9.6 | 100.0% | 4.8 | 12.9% | 8.5 |



CONDOS

- Price indicators showed stability
- Surge in number of sales as inventory slipped
- · Drop in days on market as negotiability edged higher

| Condo Market Matrix | 1Q-2016 | %∆ (QTR) | 4Q-2015 | %∆ (YR) | 1Q-2015 |
|---|-----------|----------|-----------|---------|-----------|
| Average Sales Price | \$412,082 | 0.5% | \$410,094 | 0.0% | \$412,069 |
| Average Price per Sq Ft | \$312 | 4.3% | \$299 | 3.0% | \$303 |
| Median Sales Price | \$335,750 | 3.3% | \$325,000 | 0.2% | \$335,000 |
| Number of Sales (Closed) | 270 | -24.2% | 356 | 15.9% | 233 |
| Days on Market (From Original List Date) | 94 | 10.6% | 85 | -7.8% | 102 |
| Listing Discount (From Original List Price) | 2.8% | | 3.0% | | 3.0% |
| Listing Inventory | 508 | 23.3% | 412 | -3.4% | 526 |
| Absorption Rate (Mos) | 5.6 | 60.0% | 3.5 | -17.6% | 6.8 |
| | | | | | |

10-2016

Westchester County Market by LOCATION/SCHOOL DISTRICTS

NORTHEAST

- Price indicators fell sharply
- Sales and days on market slipped

NORTHWEST

- Decline across all price indicators
- Sales increased as marketing time fell

RIVERTOWNS

- Price indicators moved higher
- Sales increased while days on market declined

WHITE PLAINS & VICINITY

- Price trend indicators were mixed
- The number of sales continued to fall

SOUND SHORE

- Price trend indicators declined
- Number of sales slipped nominally

LOWER

- Price trend indicators were effectively stable
- Sales edged higher as marketing time fell

SOUTH

- Price trend indicators moved higher
- Number of sales jumped as negotiability increased

| Northeast Market Matrix 1Q-2016 %A (cm) 4Q-2015 %A (cm) 10-2016 Average Price per Sq Ft \$785,338 -7.5% \$848,763 -1.8% \$991,106 Average Price per Sq Ft \$825,000 -6.0% \$665,000 -2.12% \$793,000 Number of Sales (Closed) 167 -38.8% 273 -4.0% 172 Bys on Market (From Original Let Price) 5.8% -4.5% -1.0 126 Listing Discount (From Original Let Price) 5.8% -4.5% -5.0% 5.5% Northwest Market Matrix 1Q-2016 %A(cm) 1Q-2015 %A(.0%) 10-2015 Average Price per Sq Ft \$401,087 -6.2% \$247,371 -6.0% \$262,50 Average Price per Sq Ft \$364,950 -7.5% \$333,750 -9.99 \$405,250 Average Price per Sq Ft \$364,950 -8.7% \$2.0% -118 Listing Discount (From Original List Price) 2.9% 2.0% -5.1% 118 Listing Discount (From Original List Price) 2.9% -6.2% </th <th>N/SCHOOL DISTRICTS</th> <th></th> <th></th> <th></th> <th></th> <th></th> | N/SCHOOL DISTRICTS | | | | | |
|--|---|-------------------------|--------------------|----------------|----------------------|-------------|
| Median Sales Price \$265,000 -6.0% \$665,000 -21.2% \$793,000 | Northeast Market Matrix | 1Q-2016 | %∆ (QTR) | 4Q-2015 | %∆ (YR) | 1Q-2015 |
| Median Sales Price \$25,000 6.0% \$665,000 -21.2% \$793,000 Number of Sales (Closed) 167 -38.8% 273 -4.0% 174 Days on Markett (From Original List Date) 5.8% -4.0% -5.5% Northwest Markett Matrix 10-2016 %6.0m w -0.2015 %6.0m -0.2015 Northwest Markett Matrix 10-2016 %6.0m w -0.2015 %6.0m -0.2015 Northwest Markett Matrix 10-2016 %6.0m w -0.2015 %6.0m -0.2015 Northwest Markett Matrix 10-2016 w -0.2015 w -0.2015 w -0.2015 Northwest Markett Matrix 10-2016 w -0.2015 w -0.2015 w -0.2015 Northwest Markett Matrix 10-2016 w -0.2015 w -0.2015 w -0.2015 Northwest Markett Matrix 10-2016 w -0.2015 w -0.2015 w -0.2015 Northwest Markett Matrix 10-2016 w -0.2015 w -0.2015 w -0.2015 Northwest Markett Matrix 10-2016 w -0.2015 w -0.2015 w -0.2015 w -0.2015 Northwest Markett Matrix 10-2016 w -0.2015 w -0. | Average Sales Price | \$785,338 | -7.5% | \$848,763 | -18.3% | \$961,106 |
| Number of Sales (Closed) 167 38.8% 273 4.0% 174 Days on Market (From Original List Pato) 130 18.2% 110 3.2% 126 Listing Discount (From Original List Pato) 1.88 - 8.4% 4.2 5.5% Northwest Market Matrix 10-2016 %0.40m 42-2015 46.0% \$427,371 -6.0% \$426,739 Average Price per Sq R \$199 -2.5% \$32,04 -1.5% \$2020 Median Sales Price \$364,950 -4.9% \$383,750 -9.9% \$405,250 Murbar of Sales (Closed) 132 -3.9% 2.20% -5.1% 112 Discount (From Original List Price) 1.29 2.0% 2.0% -5.1% 112 Listing Discount (From Original List Price) 1.29 40-2015 \$40 (n) 40-2015 \$40 (n) 1.27% \$6281,166 Average Sales Price \$707,83 10.7% \$6291 9.1% \$2821 Average Sales Price \$565,000 -3.7% \$587,000 -6.7% \$ | Average Price per Sq Ft | \$278 | -3.5% | \$288 | -4.5% | \$291 |
| Lishing Discount (From Original List Price) 1.80 18.2% 4.5% 5.5% North Stand Districtation (From Original List Price) 5.8% 4.6% 4.5% 5.5% Northwest Market Matrix 10–2016 % (Arm) 4Q–2015 % (Arm) 10–2016 Average Price per Sq Ft \$199 2–2% \$247.37 4–6.0% \$405.79 Median Sales Price \$199 4–2.9% \$280 4–1.9% \$405.250 Number of Sales (Closed) 132 -39.9% 216 3.1% 128 Days on Market (From Original List Date) 112 12.7% 2.0% 5.1% 118 Bitting Discount (From Original List Date) 2.9% 40–2015 % (Arm) 1.27% 5.21% 1.28 Roys and Market Matrix 10–2016 % (Arm) 40–2015 % (Arm) 10–2015 % (Arm) 10–2016 % (Arm) 40–2015 % (Arm) 10–2016 % (Arm) 10–2016 % (Arm) 10–2016 % (Arm) 10–2016 % (Arm) 10–2015 % (Arm) 10–2015 <th< td=""><td>Median Sales Price</td><td>\$625,000</td><td>-6.0%</td><td>\$665,000</td><td>-21.2%</td><td>\$793,000</td></th<> | Median Sales Price | \$625,000 | -6.0% | \$665,000 | -21.2% | \$793,000 |
| Second (From Original List Price) 5.8% | Number of Sales (Closed) | 167 | -38.8% | 273 | -4.0% | 174 |
| Northwest Market Matrix 10-2016 96.6 (zms) 40-2015 96.6 (m) 10-2015 40-2016 40- | Days on Market (From Original List Date) | 130 | 18.2% | 110 | 3.2% | 126 |
| Northwest Market Matrix 1Q-2016 8\(\alpha \) (4\(\alpha \) (7\(\alpha \) (3\(\alpha \) (7\(\alpha \) (3\(\alpha \ | Listing Discount (From Original List Price) | 5.8% | | 4.5% | | 5.5% |
| Average Sales Price per Sq Ft | North School Districts:Bedford, Byram Hills, Chappaqua, K | | th Salem, Pleasan | tville, Somers | | |
| Median Sales Price \$199 -2.5% \$33,750 -9.9% \$405,250 Mumber of Sales (Closed) 132 -3.8% 2.0% -5.1% 118 Listing Discount (From Original List Date) 1.12 16.7% 2.0% -5.1% 1.18 Listing Discount (From Original List Date) 1.20 1.0% -5.1% 1.0% Median Sales Price \$707,833 10.7% \$639,554 12.7% \$628,156 Average Sales Price \$707,833 10.7% \$639,554 12.7% \$628,156 Average Price per Sq Ft \$313 10.7% \$639,554 12.7% \$628,156 Average Price per Sq Ft \$313 10.7% \$637,000 6.6% \$630,000 Mumber of Sales (Closed) 151 -31.7% 221 11.0% 13.0% Listing Discount (From Original List Date) 99 13.8% 87 -20.2% 12.44 Listing Discount (From Original List Date) 10.4% 10.4% Average Sales Price \$14 4.0% 4.0% 4.0% 4.0% 4.0% Average Sales Price \$14 4.0% 4.0% 4.0% 4.0% 4.0% Average Sales Price \$14 4.0% 4.0% 4.0% 4.0% 4.0% 4.0% Average Sales Price \$147,641 4.0% 5.1% 5.0% 4.0% 4.0% 4.0% Average Sales Price \$147,641 4.0% 5.0% 4.0% 5.0% 4.0% 4.0% Average Sales Price \$147,641 4.0% 5.0% 5.0% 5.0% 4 | Northwest Market Matrix | 1Q-2016 | %∆ (QTR) | 4Q-2015 | %∆ (YR) | |
| Mediain Sales Price \$364,950 -4.9% \$333,760 -9.9% \$405,220 Number of Sales (Closed) 132 -38.9% 216 3.1% 128 Days on Market (From Original List Date) 112 16.7% 96 -5.1% 31.4% Isting Discount (From Original List Price) 2.9% 2.0% 2.0% 3.4% Northwest School Districts/Croton Hammon, Hendrick Hulston, Labeland (Presidual, Victorium) 10.7% \$639,554 12.7% \$628,156 Average Sales Price \$707,833 10.7% \$639,554 12.7% \$2828 Median Sales Price per Sq Ft \$313 7.6% \$291 9.1% \$287 Median Sales (Closed) 151 -3.17% \$287,000 6.6% \$530,000 Number of Sales (Closed) 151 -3.8% 87 -20.2% 12.4 Listing Discount (From Original List Price) 0.4% 2.7% 3.7% White Plains & Wichits? 10-2016 %∆ (rm) \$40-2015 %∆ (rm) \$1.24 Listing Discount (From Original List Price) 0.4% | Average Sales Price | \$401,087 | -6.2% | \$427,371 | -6.0% | \$426,739 |
| Number of Sales (Closed) 132 -38.9% 216 3.1% 128 Days on Market (From Original List Price) 2.9% 2.0% 5.1% 118 Usting Discount (From Original List Price) 2.9% 2.0% 3.4% Northrest School Districts Coton-Hamon, Hendrick-Hudson, Listerland, Percistal, Torkorn Name of Sales (Closed) \$707.833 10.7% \$639,654 12.7% \$8281.166 Average Price per Sq Ft \$313 7.6% \$5291 9.1% \$287 Median Sales Price \$565,000 -3.7% \$587,000 6.6% \$530,000 Number of Sales (Closed) 151 -31.7% 221 11.0% 136 Days on Market (From Original List Price) 0.4% 2.7% 20.2% 3.7% White Plains & Vicinity 104-2016 %∆ (rm) 404-2015 %∆ (rm) 10-2016 Average Sales Price \$1.247.641 4.2% \$1,197.237 -4.7% \$1,307.6 Average Price per Sq Pt \$406 -4.7% \$426 -7.1% \$437 Median Sales Price per | | · | -2.5% | • | -1.5% | • |
| Days on Market (From Original List Date) | Median Sales Price | \$364,950 | -4.9% | \$383,750 | -9.9% | \$405,250 |
| Listing Discount (From Original List Price) 2.9% 2.0% 3.4% | Number of Sales (Closed) | 132 | -38.9% | 216 | 3.1% | 128 |
| Northweat School Districts Corton-Harmor, Hendrick-Hudson, Lakeland, Peels-Will, Virktown Market Matrix | Days on Market (From Original List Date) | 112 | 16.7% | 96 | -5.1% | 118 |
| Rivertowns Market Matrix 1Q-2016 %∆ (mr) 4Q-2015 %∆ (rs) 1Q-2015 Average Sales Price \$707,833 10.7% \$639,554 12.7% \$528,156 Average Price per Sq Ft \$565,000 3.7% \$587,000 6.6% \$530,000 Number of Sales (Closed) 151 -31.7% \$221 11.0% 136 Days on Market (From Original List Date) 99 13.8% 87 -20.2% 3.7% Westerious School Entickt Arides (Price) 0.4% 2.27% 3.7% \$3.7% Westerious School Entickt Arides (Price) 0.4% 2.27% 2.2% 3.7% Westerious School Entickt Arides (Price) 10.4% 4.2% \$1,197,237 -4.7% \$10,2015 Average Sales Price \$1,247,641 4.2% \$1,197,237 -4.7% \$430,00 Average Price per Sq Ft \$406 4.7% \$426 -7.1% \$430,00 Median Sales Price \$137 -16.0% 118 -13.9% 115 Listing Discount (From Original List Price) <td< td=""><td></td><td></td><td>I Vorktown</td><td>2.0%</td><td></td><td>3.4%</td></td<> | | | I Vorktown | 2.0% | | 3.4% |
| Average Sales Price \$707,833 10.7% \$639,554 12.7% \$628,156 Average Price per Sq Ft \$313 7.6% \$291 9.1% \$287 Median Sales Price \$565,000 -3.7% \$587,000 6.6% \$530,000 Number of Sales (Closed) 151 -31.7% 221 11.0% 132 Days on Market (From Original List Date) 99 13.8% 87 -20.2% 124 Listing Discount (From Original List Date) 0.4% volve 10 to | | | | 4Q-2015 | %Δ (yr) | 1Q-2015 |
| Median Salas Price \$565,000 3.7% \$587,000 6.6% \$530,000 Mumber of Sales (Closed) 151 -31.7% 221 11.0% 136 Days on Market (From Original List Date) 9.4% 2.7% -20.2% 13.8% Rivertowns School Districts Ardsley, Braceliff Manor, Dotbs Ferry, Einstord, Hastwas, Invington, Mt Pleasert, Ossining, Powertown School Districts Ardsley, Braceliff Manor, Dotbs Ferry, Einstord, Hastwas, Invington, Mt Pleasert, Ossining, Powertown School Districts Ardsley, Braceliff Manor, Dotbs Ferry, Einstord, Hastwas, Invington, Mt Pleasert, Ossining, Powertown School Districts Ardsley, Braceliff Manor, Dotbs Ferry, Einstord, Hastwas, Invington, Mt Pleasert, Ossining, Powertown School Districts Ardsley, Braceliff Manor, Dotbs Ferry, Einstord, Hastwas, Invington, Mt Pleasert, Ossining, Powertown School Districts William School Districts Generburgh, William School Schoo | | | , , | - | () | |
| Number of Sales (Closed) 151 -31.7% 587.000 6.6% 136 | | | | | | |
| Number of Sales (Closed) 151 -31.7% 221 11.0% 136 Days on Market (From Original List Date) 99 13.8% 87 -20.2% 124 Listing Discount (From Original List Price) 0.4% 2.7% 2.7% 3.7% Newtowns School DistrictArdstep Etherilf Manor, Dobbs Perry, Emsterd Haberus, Linkington, MP Perasurit, Perantic Hell Its, Terry Horidan, MP Perasurit, Perantic Hellis, Terry Horidan, MP Perasurit, Perasuri | | <u>.</u> | | | | |
| Days on Market (From Original List Date) 99 13.8% 87 -20.2% 3.7% | | | | | 11.0% | |
| Listing Discount (From Original List Price) 0.4% 2.7% 3.7% | | 99 | | 87 | | |
| Number of Sales (Closed) Private Plains & Vicinity 10—2016 9\lambda (original Acceptage Sales Price \$1,247,641 4.2% \$1,197,237 4.7% \$1,308,752 Average Price per Sq Ft \$406 -4.7% \$426 -7.1% \$4375 Average Price per Sq Ft \$406 -4.7% \$426 -7.1% \$4375 Average Price per Sq Ft \$406 -4.7% \$426 -7.1% \$4375 Average Price per Sq Ft \$406 -4.7% \$4426 -7.1% \$4375 Average Price per Sq Ft \$406 -4.7% \$4426 -7.1% \$4375 Average Price per Sq Esles (Closed) 137 -16.0% 163 -9.3% 151 Days on Market (From Original List Date) 99 17.9% 84 -13.9% 115 Listing Discount (From Original List Price) 4.6% 4.7% 4.9% White Plains & Vicinity School Districts Greenburgh, Valhalla, Whiter Plains, Hawther Plains A Vicinity School Districts Greenburgh, Valhalla, Whiter Plains, Hawther Plains & Vicinity School Districts Greenburgh, Valhalla, Whiter Plains, Hawther Plains & Vicinity School Districts Greenburgh, Valhalla, Whiter Plains, Hawther Plains & Vicinity School Districts Greenburgh, Valhalla, Whiter Plains, Hawther Plains, | | | | | | |
| Average Sales Price \$1,247,641 4.2% \$1,197,237 -4.7% \$1,308,752 Average Price per Sq Ft \$406 -4.7% \$426 -7.1% \$437 Median Sales Price \$998,888 17.7% \$849,000 3.5% \$965,000 Number of Sales (Closed) 137 -16.0% 163 -9.3% 151 Days on Market (From Original List Date) 99 17.9% 84 -13.9% 115 Listing Discount (From Original List Price) 4.6% 4.7% 4.9% 4.9% White Plairs & Winnity School Districts Greenburgh, Valhala, White Plairs, Hawthere Sound Shore Market Matrix 1Q-2016 %Δ (αrв) 4Q-2015 %Δ (γr) 1Q-2015 Average Sales Price \$577,910 0.9% \$572,847 -7.9% \$627,274 Average Price per Sq Ft \$261 -7.4% \$282 -3.7% \$271 Median Sales Price \$518,750 -2.1% \$530,000 -4.1% \$540,750 Number of Sales (Closed) 76 -35.0% 117 -1.3% 77 </td <td></td> <td>s Ferry, Elmsford, Hast</td> <td>ings, Irvington, M</td> <td></td> <td>ocantico Hills, Tari</td> <td></td> | | s Ferry, Elmsford, Hast | ings, Irvington, M | | ocantico Hills, Tari | |
| Average Price per Sq Ft | White Plains & Vicinity | 1Q-2016 | $\%\Delta$ (QTR) | 4Q-2015 | %∆ (YR) | 1Q-2015 |
| Median Sales Price \$998,888 17.7% \$849,000 3.5% \$965,000 Number of Sales (Closed) 137 -16.0% 163 -9.3% 151 Days on Market (From Original List Date) 99 17.9% 84 -13.9% 115 Listing Discount (From Original List Price) 4.6% 4.7% 4.9% 4.9% White Plains & Vicinity School Districts-Greenburgh, Valhalla, White Plains, Hawther Sound Shore Market Matrix 1Q-2016 %Δ (απ) 4Q-2015 %Δ (νπ) 1Q-2015 4.2% 4 | Average Sales Price | \$1,247,641 | 4.2% | \$1,197,237 | -4.7% | \$1,308,752 |
| Number of Sales (Closed) 137 -16.0% 163 -9.3% 151 Days on Market (From Original List Date) 99 17.9% 84 -13.9% 115 Listing Discount (From Original List Price) 4.6% 4.7% 4.9% White Plains & Vicinity School Districts Greenburgh, Valhalla, White Plains, Hawthere Plains & Vicinity School Districts Greenburgh, Valhalla, White Plains, Hawthere Plains & Vicinity School Districts Greenburgh, Valhalla, White Plains, Hawthere Plains & Vicinity School Districts Greenburgh, Valhalla, White Plains, Hawthere Plains & Vicinity School Districts Greenburgh, Valhalla, White Plains, Hawthere Plains & Vicinity School Districts Greenburgh, Valhalla, White Plains, Hawthere Plains & Vicinity School Districts Greenburgh, Valhalla, White Plains, Hawthere Plains & Vicinity School Districts Greenburgh, Valhalla, White Plains, Hawthere Plains & Vicinity School Districts Greenburgh, Valhalla, White Plains, Hawthere Plains & Vicinity School Districts Price \$577,910 0.9% \$572,847 -7.9% \$627,274 Average Price per Sq Iclosed) 76 -35.0% 117 -1.3% \$77 Days on Market (From Original List Date) 104 50.7% 69 -8.8% 1114 Listing Discount (From Original List Price) 4.0% 2.4% -8.8% 1114 Listing Discount (From Original List Price) 4.0% 2.4% 40-2015 \$60 \$1,380,288 4.3% \$1,324,005 -0.6% \$1,388,288 Average Sales Price \$1,390,288 4.3% \$1,324,005 -0.6% \$1,388,288 Average Price per Sq Ft \$452 -0.9% \$456 0.9% \$448 Median Sales Price \$1,095,000 18.0% \$928,000 0.0% \$1,095,000 Number of Sales (Closed) 88 -11.1% 99 3.5% 85 Days on Market (From Original List Date) 4.2% 3.9% -23.1% 117 Listing Discount (From Original List Price) 4.2% 3.9% 40-2015 \$60 \$6 | Average Price per Sq Ft | \$406 | | \$426 | -7.1% | \$437 |
| Days on Market (From Original List Date) 99 17.9% 84 -13.9% 115 | Median Sales Price | \$998,888 | 17.7% | \$849,000 | 3.5% | \$965,000 |
| Listing Discount (From Original List Price) 4.6% 4.7% 4.9% | Number of Sales (Closed) | 137 | -16.0% | 163 | -9.3% | 151 |
| White Plains & Vicinity School Districts: Greenburgh, Valhalla, White Plains, Hawtheresound Shore Market Matrix 1Q-2016 %Δ (orrs) 4Q-2015 %Δ (vrs) 1Q-2015 Average Sales Price \$577,910 0.9% \$572,847 -7.9% \$627,274 Average Price per Sq Ft \$261 -7.4% \$282 -3.7% \$271 Median Sales Price \$518,750 -2.1% \$530,000 -4.1% \$540,750 Number of Sales (Closed) 76 -35.0% 117 -1.3% 77 Days on Market (From Original List Date) 104 50.7% 69 -8.8% 114 Listing Discount (From Original List Price) 4.0% 2.4% 3.7% Sound Shore School Districts:Blind Brook, Harrison, Mamaroneck, Port Chester, Rye City, Rye Neck 2.4% 3.7% Lower Market Matrix 1Q-2016 %Δ (orrs) 4Q-2015 %Δ (vrs) 1Q-2015 Average Price per Sq Ft \$452 -0.9% \$456 0.9% \$448 Median Sales Price \$1,095,000 18.0% \$928,000 0.0% \$1,095,000 Nu | Days on Market (From Original List Date) | 99 | 17.9% | 84 | -13.9% | 115 |
| Sound Shore Market Matrix 1Q-2016 %Δ (ατπ) 4Q-2015 %Δ (νπ) 1Q-2015 Average Sales Price \$577,910 0.9% \$572,847 -7.9% \$627,274 Average Price per Sq Ft \$261 -7.4% \$282 -3.7% \$271 Median Sales Price \$518,750 -2.1% \$530,000 -4.1% \$540,750 Number of Sales (Closed) 76 -35.0% 117 -1.3% 77 Days on Market (From Original List Date) 104 50.7% 69 -8.8% 114 Listing Discount (From Original List Price) 4.0% 2.4% 3.7% Sound Shore School Districts:Blind Brook, Harrison, Mamaroneck, Port Chester, Rye City, Rye Neck Lower Market Matrix 1Q-2016 %Δ (στκ) 4Q-2015 %Δ (γκ) 1Q-2015 Average Sales Price \$1,380,288 4.3% \$1,324,005 -0.6% \$1,388,238 Average Price per Sq Ft \$452 -0.9% \$456 0.9% \$448 Median Sales Price \$1,095,000 18.0% \$928,000 0.0% \$1,095,000 | , | | 200 | 4.7% | | 4.9% |
| Average Sales Price \$577,910 0.9% \$572,847 -7.9% \$627,274 Average Price per Sq Ft \$261 -7.4% \$282 -3.7% \$271 Median Sales Price \$518,750 -2.1% \$530,000 -4.1% \$540,750 Number of Sales (Closed) 76 -35.0% 117 -1.3% 77 Days on Market (From Original List Date) 104 50.7% 69 -8.8% 114 Listing Discount (From Original List Price) 4.0% 2.4% 3.7% Sound Shore School Districts:Blind Brook, Harrison, Mamaroneck, Port Chester, Rye City, Rye Neck Lower Market Matrix 1Q-2016 %Δ (στη) 4Q-2015 %Δ (γκ) 1Q-2015 Average Sales Price \$1,380,288 4.3% \$1,324,005 -0.6% \$1,388,238 Average Price per Sq Ft \$452 -0.9% \$456 0.9% \$448 Median Sales Price \$1,095,000 18.0% \$928,000 0.0% \$1,095,000 Number of Sales (Closed) 88 -11.1% 99 3.5% 85 | | | | 4Q-2015 | %Δ (YR) | 1Q-2015 |
| Average Price per Sq Ft \$261 -7.4% \$282 -3.7% \$271 Median Sales Price \$518,750 -2.1% \$530,000 -4.1% \$540,750 Number of Sales (Closed) 76 -35.0% 1117 -1.3% 77 Days on Market (From Original List Date) 104 50.7% 69 -8.8% 114 Listing Discount (From Original List Price) 4.0% 2.4% 5.8% 114 Listing Discount (From Original List Price) 4.0% 2.4% 2.4% 3.7% Sound Shore School Districts:Blind Brook, Harrison, Mamaroneck, Port Chester, Rye City, Rye Neck Verage Sales School Districts:Blind Brook, Harrison, Mamaroneck, Port Chester, Rye City, Rye Neck Verage Sales School Districts:Blind Brook, Harrison, Mamaroneck, Port Chester, Rye City, Rye Neck Verage Sales School Districts:Blind Brook, Harrison, Mamaroneck, Port Chester, Rye City, Rye Neck Verage Sales Price \$1,092,000 \$40,000 \$40,000 \$40,000 \$40,000 \$40,000 \$40,000 \$40,000 \$40,000 \$40,000 \$40,000 \$40,000 \$40,000 \$40,000 \$40,000 \$40,000 \$40,000 \$40,000 \$40,000 \$40,000< | | | , , | | ` ' | |
| Median Sales Price \$518,750 -2.1% \$530,000 -4.1% \$540,750 Number of Sales (Closed) 76 -35.0% 117 -1.3% 77 Days on Market (From Original List Date) 104 50.7% 69 -8.8% 114 Listing Discount (From Original List Price) 4.0% 2.4% 3.7% Sound Shore School Districts:Blind Brook, Harrison, Mamaroneck, Port Chester, Rye City, Rye Neck Lower Market Matrix 1Q-2016 %Δ (ατη) 4Q-2015 %Δ (γη) 1Q-2015 Average Sales Price \$1,380,288 4.3% \$1,324,005 -0.6% \$1,388,238 Average Price per Sq Ft \$452 -0.9% \$456 0.9% \$448 Median Sales Price \$1,095,000 18.0% \$928,000 0.0% \$1,095,000 Number of Sales (Closed) 88 -11.1% 99 3.5% 85 Days on Market (From Original List Date) 90 -3.2% 93 -23.1% 117 Listing Discount (From Original List Price) 4.2% 3.9% *4.2% Lower Scho | | | | | -3.7% | |
| Number of Sales (Closed) 76 -35.0% 117 -1.3% 77 | | \$518,750 | -2.1% | \$530,000 | -4.1% | \$540,750 |
| Days on Market (From Original List Date) 104 50.7% 69 -8.8% 114 Listing Discount (From Original List Price) 4.0% 2.4% 3.7% Sound Shore School Districts:Blind Brook, Harrison, Mamaroneck, Port Chester, Rye City, Rye Neck Lower Market Matrix 1Q-2016 %Δ (ατκ) 4Q-2015 %Δ (γκ) 1Q-2015 Average Sales Price \$1,380,288 4.3% \$1,324,005 -0.6% \$1,388,238 Average Price per Sq Ft \$452 -0.9% \$456 0.9% \$448 Median Sales Price \$1,095,000 18.0% \$928,000 0.0% \$1,095,000 Number of Sales (Closed) 88 -11.1% 99 3.5% 85 Days on Market (From Original List Date) 90 -3.2% 93 -23.1% 117 Listing Discount (From Original List Price) 4.2% 3.9% 4.2% Lower School Districts:Bronxville, Eastchester, Edgemont, Scarsdale, Tuckahoe South Market Matrix 1Q-2016 %Δ (ατκ) 4Q-2015 %Δ (γκ) 1Q-2015 Average Price per Sq Ft \$246 -2.0% | Number of Sales (Closed) | | -35.0% | | -1.3% | |
| Sound Shore School Districts:Blind Brook, Harrison, Mamaroneck, Port Chester, Rye City, Rye Neck Lower Market Matrix 1Q-2016 %Δ (αтв) 4Q-2015 %Δ (γв) 1Q-2015 Average Sales Price \$1,380,288 4.3% \$1,324,005 -0.6% \$1,388,238 Average Price per Sq Ft \$452 -0.9% \$456 0.9% \$448 Median Sales Price \$1,095,000 18.0% \$928,000 0.0% \$1,095,000 Number of Sales (Closed) 88 -11.1% 99 3.5% 85 Days on Market (From Original List Date) 90 -3.2% 93 -23.1% 117 Listing Discount (From Original List Price) 4.2% 3.9% 4.2% Lower School Districts:Bronxville, Eastchester, Edgemont, Scarsdale, Tuckahoe South Market Matrix 1Q-2016 %Δ (ατκ) 4Q-2015 %Δ (γκ) 1Q-2015 Average Sales Price \$541,501 0.1% \$540,789 4.6% \$517,614 Average Price per Sq Ft \$246 -2.0% \$251 1.7% \$242 Median Sales Price \$476,750 0. | | | | | | |
| Lower Market Matrix 1Q-2016 %Δ (orrs) 4Q-2015 %Δ (vrs) 1Q-2015 Average Sales Price \$1,380,288 4.3% \$1,324,005 -0.6% \$1,388,238 Average Price per Sq Ft \$452 -0.9% \$456 0.9% \$448 Median Sales Price \$1,095,000 18.0% \$928,000 0.0% \$1,095,000 Number of Sales (Closed) 88 -11.1% 99 3.5% 85 Days on Market (From Original List Date) 90 -3.2% 93 -23.1% 117 Listing Discount (From Original List Price) 4.2% 3.9% 4.2% Lower School Districts:Bronxville, Eastchester, Edgemont, Scarsdale, Tuckahoe South Market Matrix 1Q-2016 %Δ (orrs) 4Q-2015 %Δ (vrs) 1Q-2015 Average Sales Price \$541,501 0.1% \$540,789 4.6% \$517,614 Average Price per Sq Ft \$246 -2.0% \$251 1.7% \$242 Median Sales Price \$476,750 0.1% \$476,250 4.8% \$455,000 < | Listing Discount (From Original List Price) | 4.0% | | 2.4% | | 3.7% |
| Average Sales Price \$1,380,288 4.3% \$1,324,005 -0.6% \$1,388,238 Average Price per Sq Ft \$452 -0.9% \$456 0.9% \$448 Median Sales Price \$1,095,000 18.0% \$928,000 0.0% \$1,095,000 Number of Sales (Closed) 88 -11.1% 99 3.5% 85 Days on Market (From Original List Date) 90 -3.2% 93 -23.1% 117 Listing Discount (From Original List Price) 4.2% 3.9% 4.2% Lower School Districts:Bronxville, Eastchester, Edgemont, Scarsdale, Tuckahoe South Market Matrix 1Q-2016 %Δ (qтp) 4Q-2015 %Δ (γrp) 1Q-2015 Average Sales Price \$541,501 0.1% \$540,789 4.6% \$517,614 Average Price per Sq Ft \$246 -2.0% \$251 1.7% \$242 Median Sales Price \$476,750 0.1% \$476,250 4.8% \$455,000 Number of Sales (Closed) 216 -30.8% 312 23.4% 175 Days on Mar | | | | | 0(4() | 10 0015 |
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| Number of Sales (Closed) 88 -11.1% 99 3.5% 85 Days on Market (From Original List Date) 90 -3.2% 93 -23.1% 117 Listing Discount (From Original List Price) 4.2% 3.9% 4.2% Lower School Districts:Bronxville, Eastchester, Edgemont, Scarsdale, Tuckahoe South Market Matrix 1Q-2016 %Δ (απ) 4Q-2015 %Δ (γπ) 1Q-2015 Average Sales Price \$541,501 0.1% \$540,789 4.6% \$517,614 Average Price per Sq Ft \$246 -2.0% \$251 1.7% \$242 Median Sales Price \$476,750 0.1% \$476,250 4.8% \$455,000 Number of Sales (Closed) 216 -30.8% 312 23.4% 175 Days on Market (From Original List Date) 102 6.3% 96 -15.0% 120 | | | | | | |
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| Lower School Districts:Bronxville, Eastchester, Edgemont, Scarsdale, Tuckahoe WΔ (απκ) 4Q-2015 %Δ (γκ) 1Q-2015 Average Sales Price \$541,501 0.1% \$540,789 4.6% \$517,614 Average Price per Sq Ft \$246 -2.0% \$251 1.7% \$242 Median Sales Price \$476,750 0.1% \$476,250 4.8% \$455,000 Number of Sales (Closed) 216 -30.8% 312 23.4% 175 Days on Market (From Original List Date) 102 6.3% 96 -15.0% 120 | | | -3.2% | | -23.1% | |
| South Market Matrix 1Q–2016 %Δ (σтв) 4Q–2015 %Δ (γπ) 1Q–2015 Average Sales Price \$541,501 0.1% \$540,789 4.6% \$517,614 Average Price per Sq Ft \$246 -2.0% \$251 1.7% \$242 Median Sales Price \$476,750 0.1% \$476,250 4.8% \$455,000 Number of Sales (Closed) 216 -30.8% 312 23.4% 175 Days on Market (From Original List Date) 102 6.3% 96 -15.0% 120 | | | | 3.9% | | 4.2% |
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| Average Price per Sq Ft \$246 -2.0% \$251 1.7% \$242 Median Sales Price \$476,750 0.1% \$476,250 4.8% \$455,000 Number of Sales (Closed) 216 -30.8% 312 23.4% 175 Days on Market (From Original List Date) 102 6.3% 96 -15.0% 120 | | | . , | | | |
| Median Sales Price \$476,750 0.1% \$476,250 4.8% \$455,000 Number of Sales (Closed) 216 -30.8% 312 23.4% 175 Days on Market (From Original List Date) 102 6.3% 96 -15.0% 120 | | | | | | |
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| Days on Market (From Original List Date) 102 6.3% 96 -15.0% 120 | | | | | | |
| | | | | | | |
| | | | | 3.4% | | |

South School Districts: Mt Vernon, New Rochelle, Pelham, Yonkers

LUXURY

- Price trend indicators fell and marketing time expanded
- Listing inventory jumped as negotiability edged higher
- Luxury entry price threshold continued to move lower

| Luxury Market Matrix | 1Q-2016 | $\%\Delta$ (QTR) | 4Q-2015 | %∆ (YR) | 1Q-2015 |
|---|-------------|------------------|-------------|---------|-------------|
| Average Sales Price | \$2,365,910 | 9.1% | \$2,168,998 | -13.4% | \$2,731,192 |
| Average Price per Sq Ft | \$462 | -0.6% | \$465 | -14.3% | \$539 |
| Median Sales Price | \$1,985,000 | 4.5% | \$1,900,000 | -16.8% | \$2,386,625 |
| Number of Sales (Closed) | 97 | -31.2% | 141 | -3.0% | 100 |
| Days on Market (From Original List Date) | 144 | 20.0% | 120 | 9.9% | 131 |
| Listing Discount (From Original List Price) | 5.5% | | 5.2% | | 4.2% |
| Listing Inventory | 915 | 46.9% | 623 | 56.1% | 586 |
| Absorption Rate (Mos) | 28.3 | 112.8% | 13.3 | 60.8% | 17.6 |
| Entry Threshold | \$1,400,000 | 9.8% | \$1,275,000 | -12.5% | \$1,600,000 |

Note: This sub-category is the analysis of the top ten percent of all sales. The data is also contained within the other markets presented

CO-OPS

- Price trend indicators increased
- Number of sales fell faster than decline in supply
- Days on market dropped while negotiability increased

| Co-op Market Matrix | 1Q-2016 | $\%\Delta$ (QTR) | 4Q-2015 | %∆ (YR) | 1Q-2015 |
|---|-----------|------------------|-----------|---------|-----------|
| Average Sales Price | \$173,734 | 2.3% | \$169,830 | 3.4% | \$168,052 |
| Average Price per Sq Ft | \$189 | 1.6% | \$186 | 4.4% | \$181 |
| Median Sales Price | \$150,000 | 2.0% | \$147,000 | 12.6% | \$133,250 |
| Number of Sales (Closed) | 258 | -48.0% | 496 | -22.3% | 332 |
| Days on Market (From Original List Date) | 109 | -6.0% | 116 | -22.1% | 140 |
| Listing Discount (From Original List Price) | 4.6% | | 4.1% | | 4.3% |
| Listing Inventory | 941 | 13.2% | 831 | -11.4% | 1,062 |
| Absorption Rate (Mos) | 10.9 | 118.0% | 5.0 | 13.5% | 9.6 |
| | | | | | |

2-4 FAMILY

- Price trend indicators were mixed
- Number of sales surged as inventory fell sharply
- Listing discount and days on market tightened

| 2-4 Family Market Matrix | 1Q-2016 | %∆ (QTR) | 4Q-2015 | %Δ (YR) | 1Q-2015 |
|---|-----------|----------|-----------|---------|-----------|
| Average Sales Price | \$417,089 | 0.0% | \$417,110 | 2.6% | \$406,500 |
| Average Price per Sq Ft | \$160 | -5.3% | \$169 | -1.2% | \$162 |
| Median Sales Price | \$408,000 | -0.5% | \$410,000 | -1.7% | \$415,000 |
| Number of Sales (Closed) | 145 | -8.8% | 159 | 26.1% | 115 |
| Days on Market (From Original List Date) | 114 | 0.0% | 114 | -10.9% | 128 |
| Listing Discount (From Original List Price) | 4.6% | | 4.1% | | 5.6% |
| Listing Inventory | 293 | -4.9% | 308 | -23.9% | 385 |
| Absorption Rate (Mos) | 6.1 | 5.2% | 5.8 | -39.0% | 10.0 |

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Report Methodology:

http://www.millersamuel.com/research-reports/methodology

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Chappaqua

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Katonah

83 Katonah Avenue Katonah, NY 10536 914.232.3700

Pleasantville

343 Manville Road Pleasantville, NY 10570 914.769.3333

Scarsdale

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