



Westchester Luxury Townhouses 2015 Year End Market Update Report

| Community | School District | Real Buyers That Closed | Days On Market in 2015 | | | | | | Sales Prices in 2015 | | | Current Inventory |
|-----------------------------|------------------|-------------------------|------------------------|--------|------|----------|---------|--------|----------------------|-------------|-------------|-------------------|
| | | | 0-90 | 91-180 | 181+ | Shortest | Longest | Median | Lowest | Highest | Median | |
| Briarcliff Manor | | | | | | | | | | | | |
| Scarborough Glen | Briarcliff Manor | 12 | 10 | 2 | 1 | 17 | 239 | 76 | \$415,000 | \$699,000 | \$608,500 | 1 |
| Wyndcrest | Briarcliff Manor | 2 | 1 | 0 | 1 | 22 | 211 | 117 | \$485,000 | \$719,000 | \$602,000 | 0 |
| Bronxville | | | | | | | | | | | | |
| Beverly Gardens | Bronxville | 4 | 3 | 1 | 0 | 12 | 155 | 66 | \$999,000 | \$1,145,000 | \$1,100,000 | 0 |
| Gramatan Court | Bronxville | 4 | 4 | 0 | 0 | 11 | 46 | 26 | \$1,226,000 | \$1,411,000 | \$1,300,000 | 0 |
| Kensington | Bronxville | 6 | 5 | 0 | 1 | 12 | 227 | 65 | \$815,000 | \$900,000 | \$862,500 | 1 |
| Oak Court | Bronxville | 2 | 2 | 0 | 0 | 19 | 28 | 24 | \$920,000 | \$1,347,000 | \$1,133,500 | 0 |
| Dobbs Ferry | | | | | | | | | | | | |
| Enclave Of Dobbs Ferry | Ardsley | 5 | 2 | 2 | 1 | 13 | 204 | 114 | \$709,900 | \$745,000 | \$719,900 | 0 |
| The Landings At Dobbs Ferry | Ardsley | 5 | 5 | 0 | 0 | 20 | 51 | 35 | \$700,000 | \$775,000 | \$770,000 | 1 |
| Washington's Headquarters | Dobbs Ferry | 2 | 2 | 0 | 0 | 18 | 35 | 27 | \$860,323 | \$892,000 | \$876,162 | 0 |
| Eastchester | | | | | | | | | | | | |
| Townhouses At Lake Isle | Eastchester | 2 | 1 | 1 | 0 | 11 | 165 | 88 | \$749,000 | \$830,000 | \$789,500 | 1 |
| New Rochelle | | | | | | | | | | | | |
| Brookridge | New Rochelle | 2 | 1 | 1 | 0 | 14 | 148 | 81 | \$605,000 | \$804,000 | \$704,500 | 1 |
| Hugeunot Hills | New Rochelle | 6 | 4 | 1 | 1 | 23 | 317 | 110 | \$485,000 | \$725,000 | \$612,500 | 3 |
| Rye | | | | | | | | | | | | |
| Water's Edge | Ardsley | 5 | 4 | 0 | 1 | 11 | 249 | 62 | \$809,834 | \$2,200,000 | \$1,051,000 | 0 |
| Scarsdale | | | | | | | | | | | | |
| Boulder Ridge | Ardsley | 11 | 6 | 3 | 2 | 10 | 290 | 109 | \$700,000 | \$1,040,000 | \$777,000 | 8 |
| White Plains | | | | | | | | | | | | |
| Brook Hills | White Plains | 5 | 5 | 0 | 0 | 21 | 40 | 27 | \$700,000 | \$990,000 | \$790,000 | 0 |
| Club Pointe | White Plains | 6 | 6 | 0 | 0 | 11 | 85 | 30 | \$949,000 | \$1,373,000 | \$1,224,500 | 1 |
| Winding Ridge | White Plains | 6 | 5 | 1 | 0 | 28 | 118 | 50 | \$585,000 | \$760,000 | \$662,000 | 1 |

Summary

With interest rates remaining at historic lows, buyers have a strong presence in the market right now. Since there is low inventory of homes, we are seeing multiple offers coming in at full price and even above price.

Homes are selling quickly so this is great news for smart sellers putting their homes on the market. While there is less competition, you should take advantage of this opportunity to list your home for sale now!

**Data as of 1/15/16 from HGMLS. Real Buyers reflects the number of people that not only contracted to purchase a home but also showed up to the closing and walked away owning it!*

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