

City: Westport



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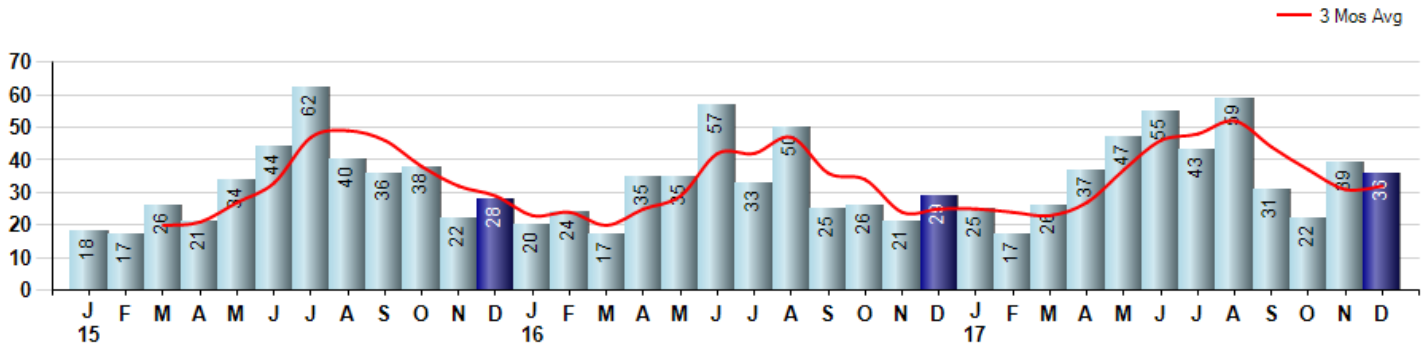
Price Range: 0 to 999999999 | Properties: Single Family Home

Market Profile & Trends Overview	Month	Trending Versus*:				Trending Versus*:		
		LM	L3M	PYM	LY	YTD	PriorYTD	PriorYear
Median List Price of all Current Listings	\$1,700,000	2%		6%				
Average List Price of all Current Listings	\$2,176,631	2%		5%				
December Median Sales Price	\$1,212,550	29%	0%	27%	-6%	\$1,300,100	2%	1%
December Average Sales Price	\$1,324,681	2%	-7%	7%	-13%	\$1,523,732	0%	0%
Total Properties Currently for Sale (Inventory)	243	-22%		-17%				
December Number of Properties Sold	36	-8%		24%			18%	
December Average Days on Market (Solds)	118	-5%	0%	-29%	-27%	147	-9%	-9%
Asking Price per Square Foot (based on New Listings)	\$378	4%	-2%	-11%	-9%	\$403	-3%	-3%
December Sold Price per Square Foot	\$321	-5%	-8%	-1%	-14%	\$363	-4%	-2%
December Month's Supply of Inventory	6.8	-15%	-33%	-33%	-53%	11.6	-19%	-19%
December Sale Price vs List Price Ratio	90.5%	-0.7%	0%	0%	-1.2%	91.9%	0.2%	0.3%

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

Property Sales

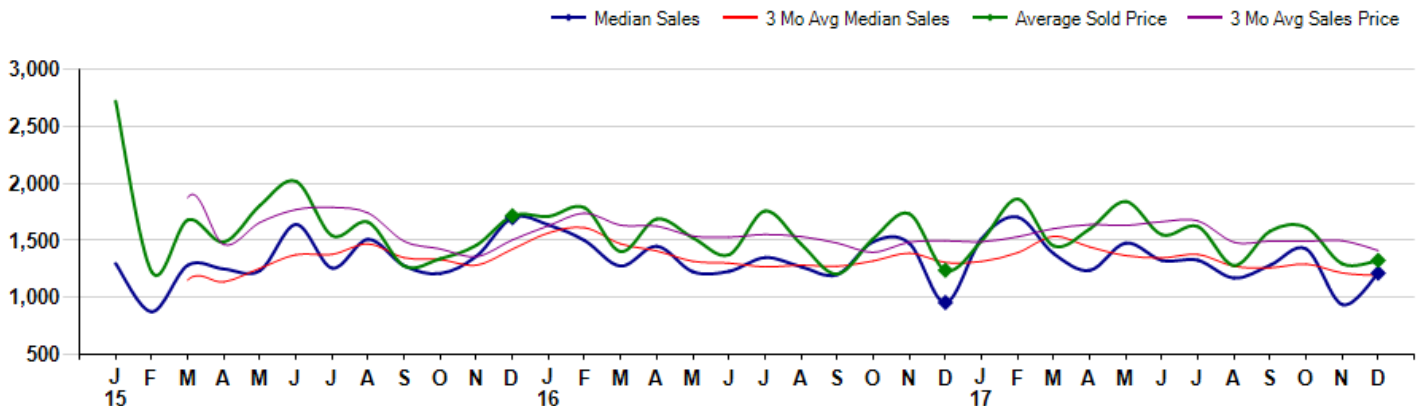
December Property sales were 36, up 24.1% from 29 in December of 2016 and -7.7% lower than the 39 sales last month. December 2017 sales were at their highest level compared to December of 2016 and 2015. December YTD sales of 437 are running 17.5% ahead of last year's year-to-date sales of 372.



Prices

The Median Sales Price in December was \$1,212,550, up 27.0% from \$955,000 in December of 2016 and up 29.3% from \$937,500 last month. The Average Sales Price in December was \$1,324,681, up 7.0% from \$1,238,055 in December of 2016 and up 2.3% from \$1,295,240 last month. December 2017 ASP was at a mid range compared to December of 2016 and 2015.

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



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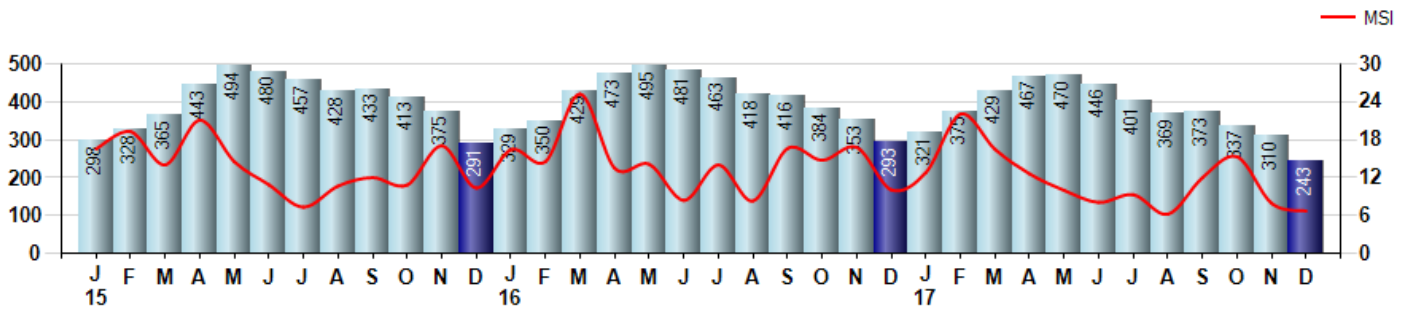
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Inventory & MSI

The Total Inventory of Properties available for sale as of December was 243, down -21.6% from 310 last month and down -17.1% from 293 in December of last year. December 2017 Inventory was at the lowest level compared to December of 2016 and 2015.

A comparatively lower MSI is more beneficial for sellers while a higher MSI is better for buyers. The December 2017 MSI of 6.8 months was at its lowest level compared with December of 2016 and 2015.

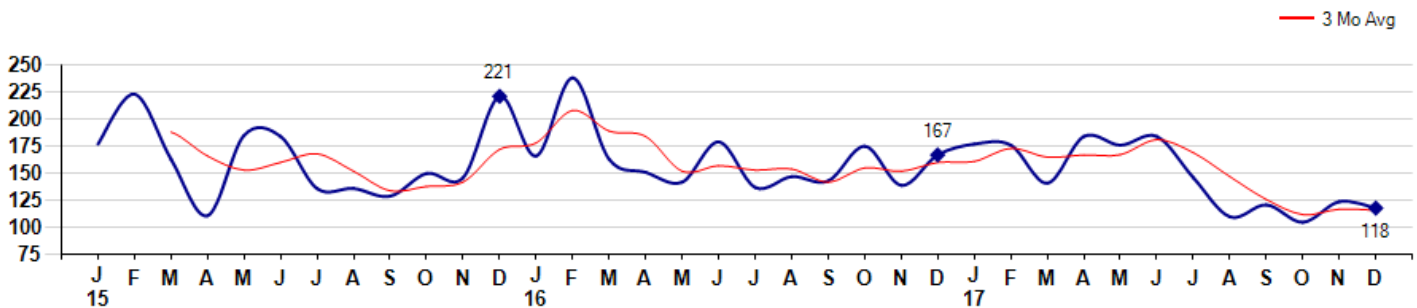
MSI is the # of months needed to sell all of the Inventory at the monthly Sales Pace



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 December was 118, down -4.8% from 124 days last month and down -29.3% from 167 days in December of last year. The December 2017 DOM was at its lowest level compared with December of 2016 and 2015.

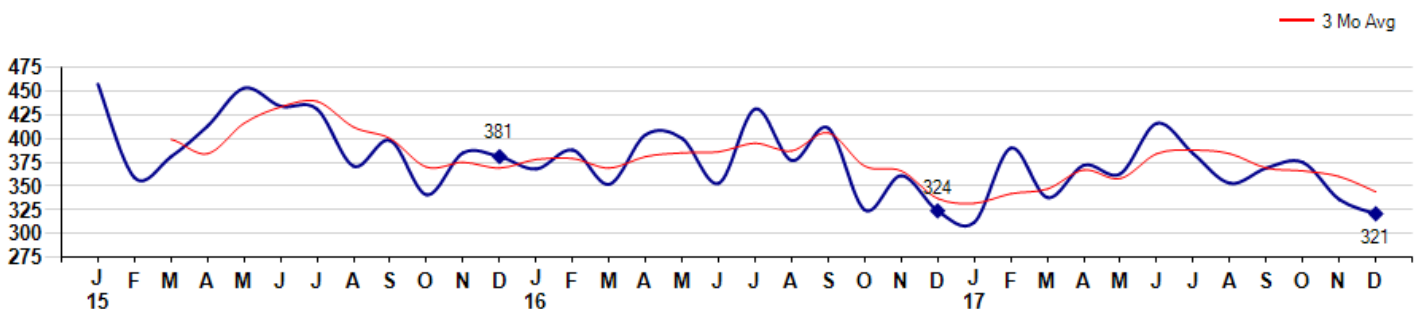
Average Days on Market(Listing to Contract) for properties sold during the month



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 December 2017 Selling Price per Square Foot of \$321 was down -4.5% from \$336 last month and down -0.9% from \$324 in December of last year.

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



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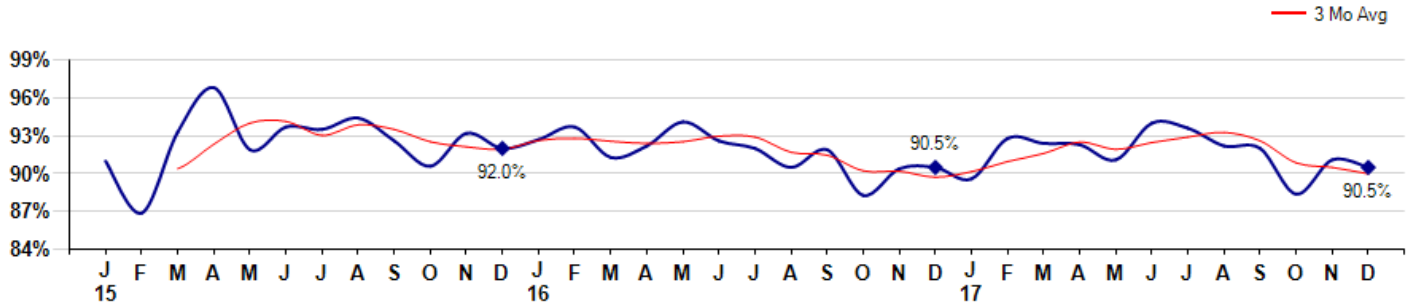


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Selling Price vs Listing Price

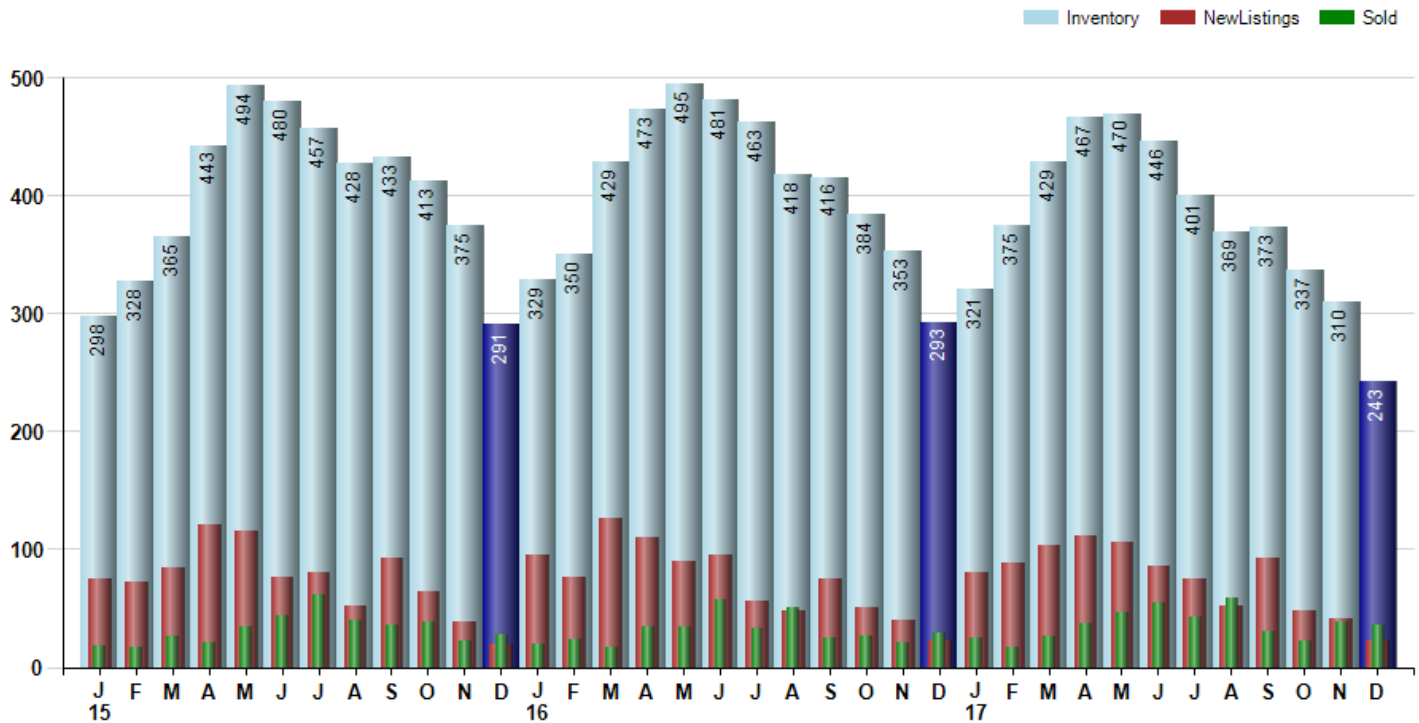
The Selling Price vs Listing Price reveals the average amount that Sellers are agreeing to come down from their list price. The lower the ratio is below 100% the more of a Buyer's market exists, a ratio at or above 100% indicates more of a Seller's market. The December 2017 Selling Price vs List Price of 90.5% was down from 91.1% last month and equal to 90.5% in December 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 December 2017 was 22, down -46.3% from 41 last month and equal to 22 in December of last year.



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MARKET ACTION REPORT

December 2017

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	J 15	F	M	A	M	J	J	A	S	O	N	D	J 16	F	M	A	M	J	J	A	S	O	N	D	J 17	F	M	A	M	J	J	A	S	O	N	D
Homes Sold	18	17	26	21	34	44	62	40	36	38	22	28	20	24	17	35	35	57	33	50	25	26	21	29	25	17	26	37	47	55	43	59	31	22	39	36
3 Mo. Roll Avg			20	21	27	33	47	49	46	38	32	29	23	24	20	25	29	42	42	47	36	34	24	25	25	24	23	27	37	46	48	52	44	37	31	32

(000's)	J 15	F	M	A	M	J	J	A	S	O	N	D	J 16	F	M	A	M	J	J	A	S	O	N	D	J 17	F	M	A	M	J	J	A	S	O	N	D
MedianSalePrice	1,298	875	1,283	1,250	1,235	1,640	1,258	1,510	1,278	1,210	1,361	1,700	1,636	1,500	1,275	1,450	1,225	1,229	1,350	1,270	1,200	1,490	1,475	955	1,515	1,705	1,385	1,238	1,478	1,325	1,325	1,170	1,283	1,425	938	1,213
3 Mo. Roll Avg			1,152	1,136	1,256	1,375	1,378	1,469	1,348	1,333	1,283	1,424	1,566	1,612	1,470	1,408	1,317	1,301	1,268	1,283	1,273	1,320	1,388	1,307	1,315	1,392	1,535	1,443	1,367	1,347	1,376	1,273	1,259	1,293	1,215	1,192

	J 15	F	M	A	M	J	J	A	S	O	N	D	J 16	F	M	A	M	J	J	A	S	O	N	D	J 17	F	M	A	M	J	J	A	S	O	N	D
Inventory	298	328	365	443	494	480	457	428	433	413	375	291	329	350	429	473	495	481	463	418	416	384	353	293	321	375	429	467	470	446	401	369	373	337	310	243
MSI	17	19	14	21	15	11	7	11	12	11	17	10	16	15	25	14	14	8	14	8	17	15	17	10	13	22	17	13	10	8	9	6	12	15	8	7

	J 15	F	M	A	M	J	J	A	S	O	N	D	J 16	F	M	A	M	J	J	A	S	O	N	D	J 17	F	M	A	M	J	J	A	S	O	N	D
Days On Market	177	223	163	111	185	184	136	136	129	150	146	221	166	238	163	151	142	179	137	147	143	175	139	167	177	176	141	184	176	184	146	110	121	105	124	118
3 Mo. Roll Avg			188	166	153	160	168	152	134	138	142	172	178	208	189	184	152	157	153	154	142	155	152	160	161	173	165	167	167	181	169	147	126	112	117	116

	J 15	F	M	A	M	J	J	A	S	O	N	D	J 16	F	M	A	M	J	J	A	S	O	N	D	J 17	F	M	A	M	J	J	A	S	O	N	D
Price per Sq Ft	457	359	381	413	453	434	431	371	398	341	385	381	368	388	352	404	400	353	431	377	411	325	361	324	312	390	338	372	363	416	384	353	369	375	336	321
3 Mo. Roll Avg			399	384	416	433	439	412	400	370	375	369	378	379	369	381	385	386	395	387	406	371	366	337	332	342	347	367	358	384	388	384	369	366	360	344

	J 15	F	M	A	M	J	J	A	S	O	N	D	J 16	F	M	A	M	J	J	A	S	O	N	D	J 17	F	M	A	M	J	J	A	S	O	N	D
Sale to List Price	0.910	0.869	0.933	0.968	0.919	0.937	0.935	0.944	0.926	0.906	0.932	0.920	0.927	0.937	0.913	0.922	0.941	0.926	0.920	0.905	0.919	0.883	0.904	0.905	0.896	0.928	0.924	0.923	0.911	0.940	0.936	0.922	0.920	0.884	0.911	0.905
3 Mo. Roll Avg			0.904	0.923	0.940	0.941	0.930	0.939	0.935	0.925	0.921	0.919	0.926	0.928	0.926	0.924	0.925	0.930	0.929	0.917	0.915	0.902	0.902	0.897	0.902	0.910	0.916	0.925	0.919	0.925	0.929	0.933	0.926	0.909	0.905	0.900

	J 15	F	M	A	M	J	J	A	S	O	N	D	J 16	F	M	A	M	J	J	A	S	O	N	D	J 17	F	M	A	M	J	J	A	S	O	N	D
New Listings	75	72	84	121	115	77	80	52	92	64	39	20	95	76	127	110	90	95	56	48	75	51	40	22	81	89	103	112	106	86	75	52	93	48	41	22
Inventory	298	328	365	443	494	480	457	428	433	413	375	291	329	350	429	473	495	481	463	418	416	384	353	293	321	375	429	467	470	446	401	369	373	337	310	243
Sales	18	17	26	21	34	44	62	40	36	38	22	28	20	24	17	35	35	57	33	50	25	26	21	29	25	17	26	37	47	55	43	59	31	22	39	36

(000's)	J 15	F	M	A	M	J	J	A	S	O	N	D	J 16	F	M	A	M	J	J	A	S	O	N	D	J 17	F	M	A	M	J	J	A	S	O	N	D
Avg Sale Price	2,723	1,225	1,679	1,486	1,808	2,019	1,542	1,661	1,276	1,340	1,458	1,716	1,711	1,787	1,402	1,688	1,523	1,375	1,759	1,468	1,205	1,516	1,734	1,238	1,494	1,863	1,452	1,601	1,842	1,550	1,621	1,280	1,582	1,615	1,295	1,325
3 Mo. Roll Avg			1,876	1,463	1,657	1,771	1,789	1,741	1,493	1,426	1,358	1,505	1,629	1,738	1,633	1,626	1,538	1,529	1,552	1,534	1,477	1,396	1,485	1,496	1,489	1,532	1,603	1,639	1,632	1,664	1,671	1,484	1,495	1,493	1,497	1,412

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