

City: Westport



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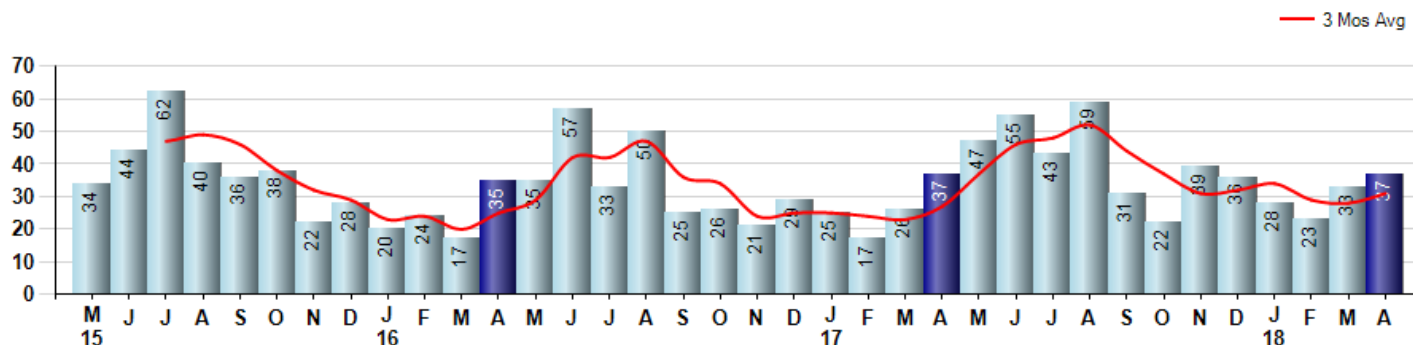
Price Range: 0 to 999999999 | Properties: Single Family Home

Market Profile & Trends Overview	Month	Trending Versus*:				Trending Versus*:		
		LM	L3M	PYM	LY	YTD	PriorYTD	PriorYear
Median List Price of all Current Listings	\$1,599,000	-2%		1%				
Average List Price of all Current Listings	\$1,990,798	-4%		-1%				
April Median Sales Price	\$1,308,000	-7%	-3%	6%	0%	\$1,349,000	-7%	3%
April Average Sales Price	\$1,663,946	5%	6%	4%	9%	\$1,574,788	0%	3%
Total Properties Currently for Sale (Inventory)	366	19%		-22%				
April Number of Properties Sold	37	12%		0%			15%	
April Average Days on Market (Solds)	102	4%	-8%	-45%	-30%	111	-35%	-23%
Asking Price per Square Foot (based on New Listings)	\$387	4%	3%	-3%	-3%	\$377	-8%	-6%
April Sold Price per Square Foot	\$360	4%	3%	-3%	0%	\$349	-1%	-3%
April Month's Supply of Inventory	9.9	6%	-6%	-22%	-15%	10.1	-37%	-13%
April Sale Price vs List Price Ratio	93.7%	0.1%	2%	2%	2.0%	92.3%	0.6%	0.5%

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

Property Sales

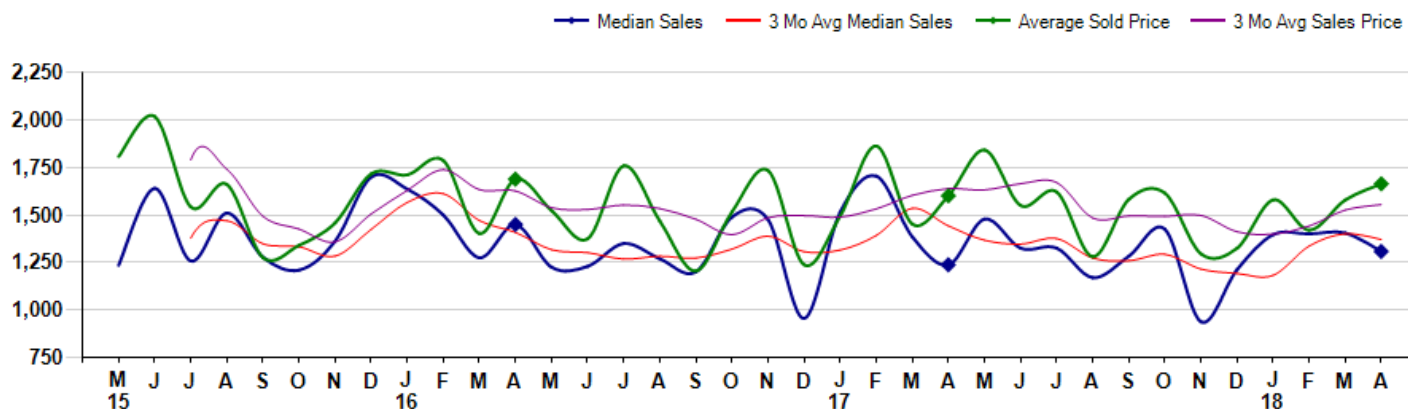
April Property sales were 37, equal to 37 in April of 2017 and 12.1% higher than the 33 sales last month. April 2018 sales were at a mid level compared to April of 2017 and 2016. April YTD sales of 121 are running 15.2% ahead of last year's year-to-date sales of 105.



Prices

The Median Sales Price in April was \$1,308,000, up 5.7% from \$1,237,500 in April of 2017 and down -6.9% from \$1,405,000 last month. The Average Sales Price in April was \$1,663,946, up 3.9% from \$1,600,822 in April of 2017 and up 5.4% from \$1,578,773 last month. April 2018 ASP was at a mid range compared to April of 2017 and 2016.

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



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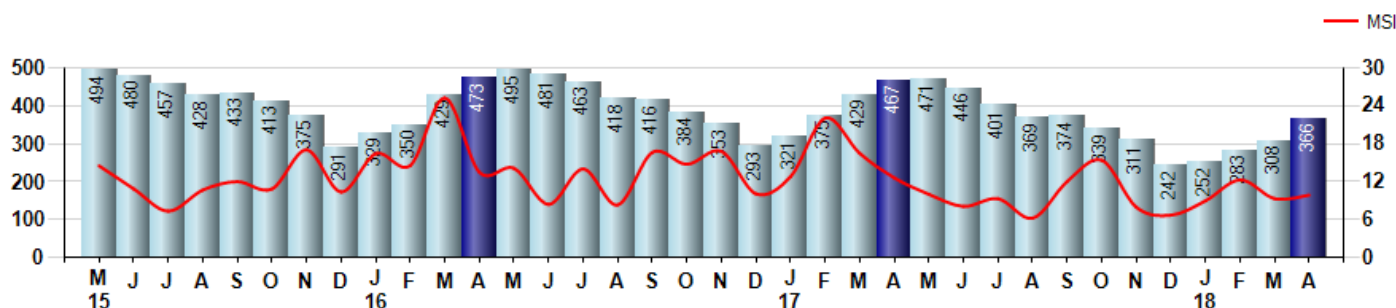
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Inventory & MSI

The Total Inventory of Properties available for sale as of April was 366, up 18.8% from 308 last month and down -21.6% from 467 in April of last year. April 2018 Inventory was at the lowest level compared to April of 2017 and 2016.

A comparatively lower MSI is more beneficial for sellers while a higher MSI is better for buyers. The April 2018 MSI of 9.9 months was at its lowest level compared with April of 2017 and 2016.

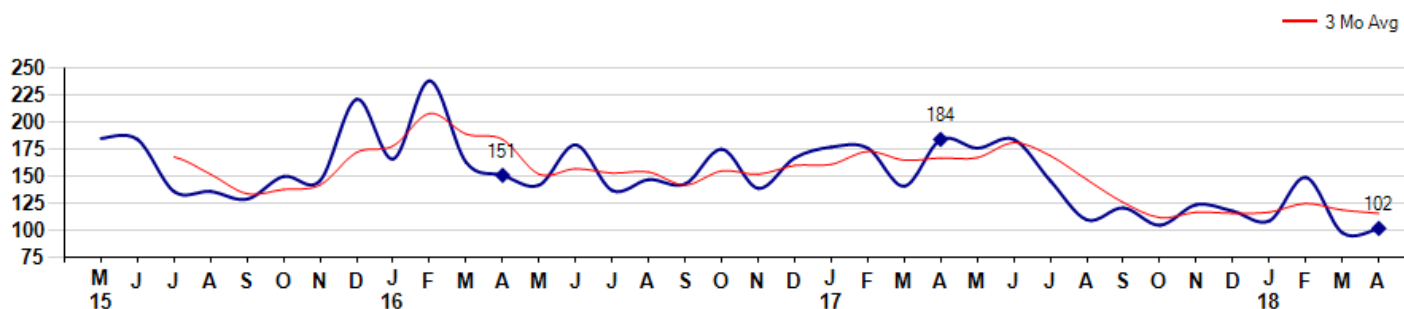
MSI is the # of months needed to sell all of the Inventory at the monthly Sales Pace



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 April was 102, up 4.1% from 98 days last month and down -44.6% from 184 days in April of last year. The April 2018 DOM was at its lowest level compared with April of 2017 and 2016.

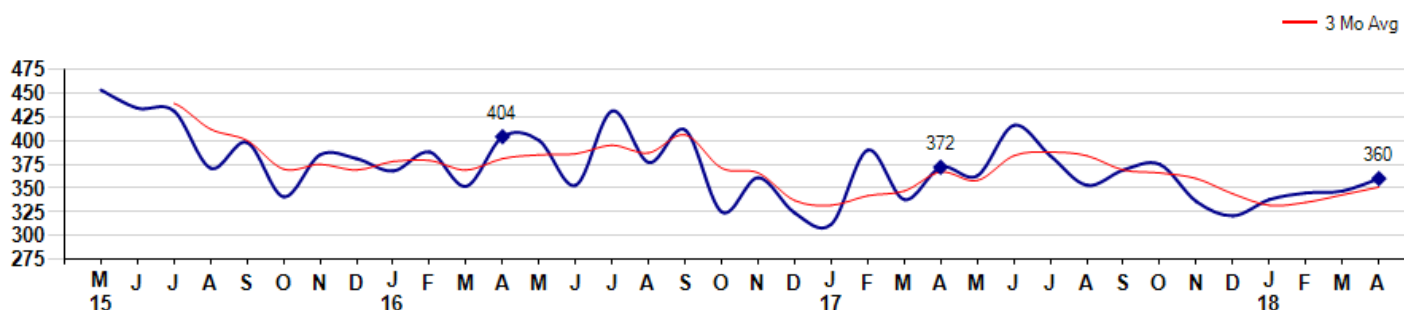
Average Days on Market(Listing to Contract) for properties sold during the month



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 April 2018 Selling Price per Square Foot of \$360 was up 3.7% from \$347 last month and down -3.2% from \$372 in April of last year.

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



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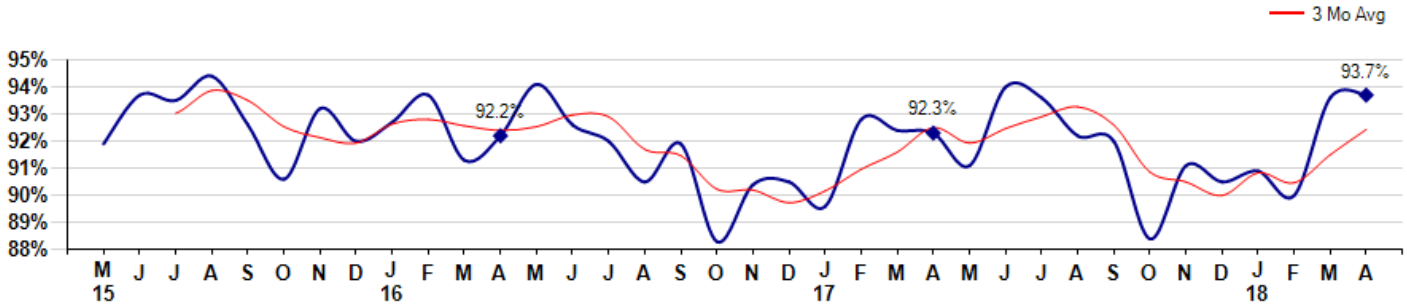


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Selling Price vs Listing Price

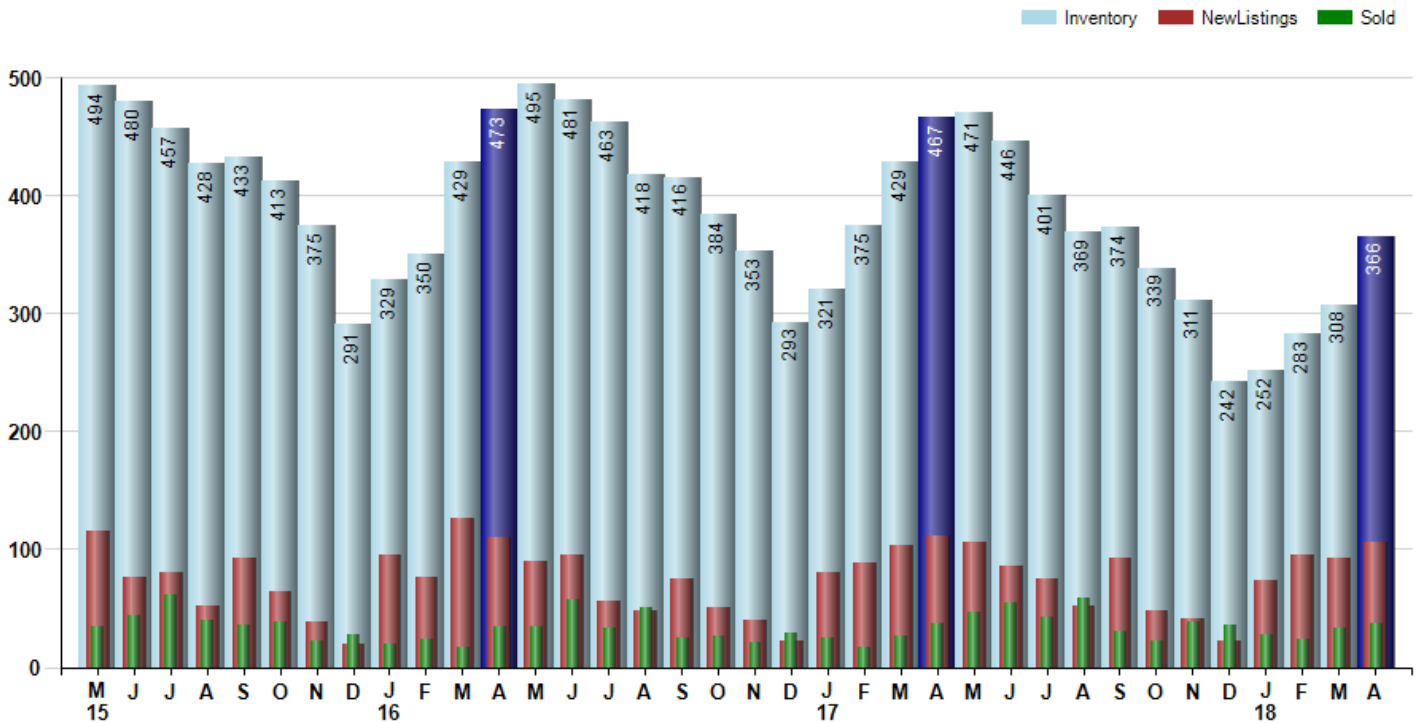
The Selling Price vs Listing Price reveals the average amount that Sellers are agreeing to come down from their list price. The lower the ratio is below 100% the more of a Buyer's market exists, a ratio at or above 100% indicates more of a Seller's market. The April 2018 Selling Price vs List Price of 93.7% was up from 93.6% last month and up from 92.3% in April 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 April 2018 was 106, up 14.0% from 93 last month and down -5.4% from 112 in April of last year.



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