

## City: Westport



**Barbara Sweeney**  
Residential Real Estate Specialist  
(203) 451-6522  
www.BarbaraSweeneyHomes.com  
Barbara.Sweeney@cbmoves.com



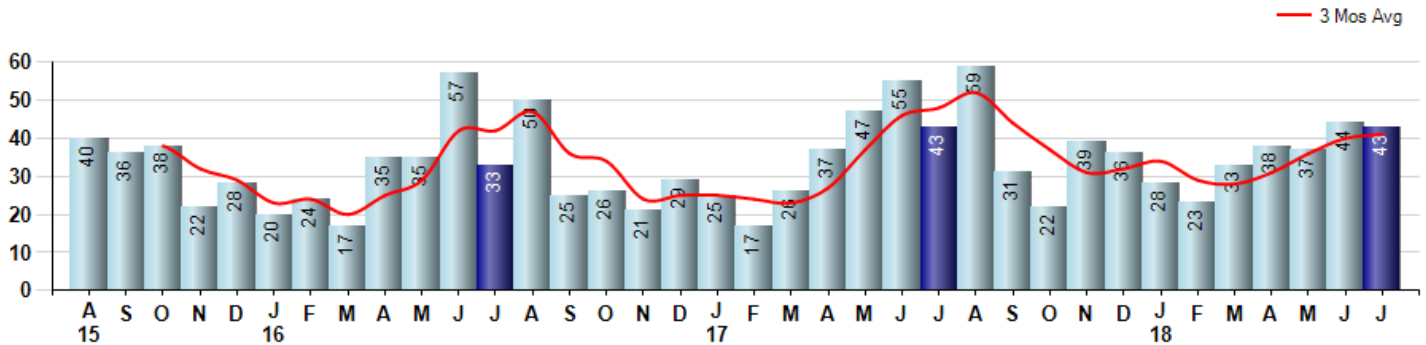
Price Range: 0 to 999999999 | Properties: Single Family Home

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	0%		0%				
Average List Price of all Current Listings	\$2,090,359	3%		4%				
July Median Sales Price	\$1,290,000	15%	8%	-3%	-2%	\$1,236,250	-11%	-6%
July Average Sales Price	\$1,543,302	14%	5%	-5%	1%	\$1,492,321	-9%	-2%
Total Properties Currently for Sale (Inventory)	365	-1%		-9%				
July Number of Properties Sold	43	-2%		0%			-2%	
July Average Days on Market (Solds)	83	20%	-2%	-43%	-43%	95	-44%	-35%
Asking Price per Square Foot (based on New Listings)	\$454	3%	10%	13%	14%	\$394	-4%	-1%
July Sold Price per Square Foot	\$383	10%	8%	0%	6%	\$352	-6%	-3%
July Month's Supply of Inventory	8.5	1%	-7%	-9%	-27%	9.6	-27%	-18%
July Sale Price vs List Price Ratio	94.4%	2.1%	1%	1%	2.8%	92.9%	0.4%	1.1%

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

### Property Sales

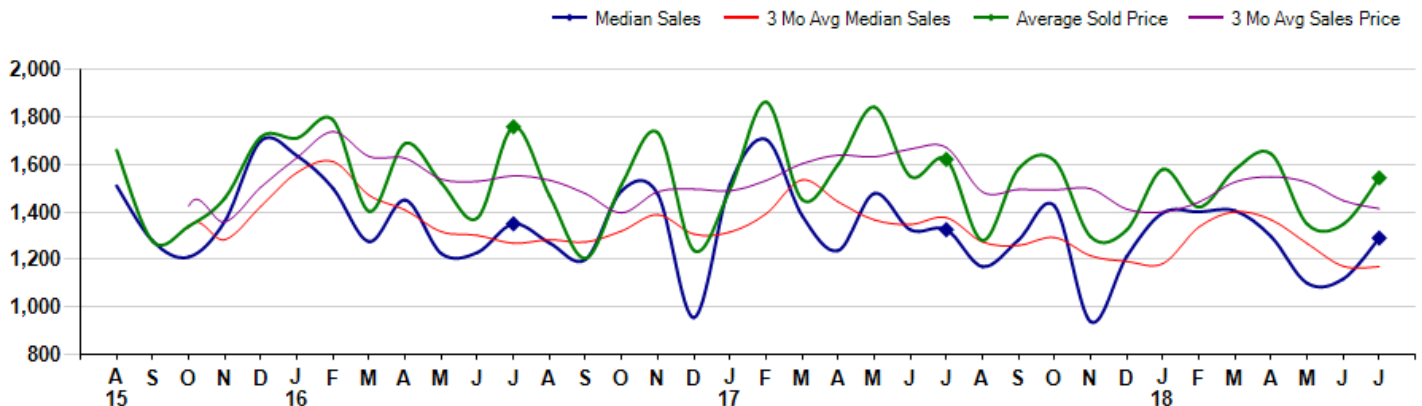
July Property sales were 43, equal to 43 in July of 2017 and -2.3% lower than the 44 sales last month. July 2018 sales were at a mid level compared to July of 2017 and 2016. July YTD sales of 246 are running -1.6% behind last year's year-to-date sales of 250.



### Prices

The Median Sales Price in July was \$1,290,000, down -2.6% from \$1,325,000 in July of 2017 and up 15.4% from \$1,117,500 last month. The Average Sales Price in July was \$1,543,302, down -4.8% from \$1,621,198 in July of 2017 and up 14.4% from \$1,348,822 last month. July 2018 ASP was at the lowest level compared to July of 2017 and 2016.

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



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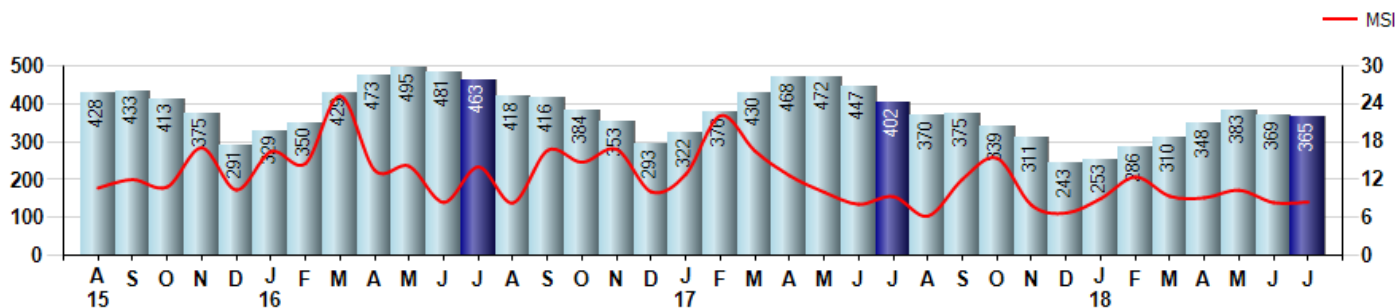
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### Inventory & MSI

The Total Inventory of Properties available for sale as of July was 365, down -1.1% from 369 last month and down -9.2% from 402 in July of last year. July 2018 Inventory was at the lowest level compared to July of 2017 and 2016.

A comparatively lower MSI is more beneficial for sellers while a higher MSI is better for buyers. The July 2018 MSI of 8.5 months was at its lowest level compared with July of 2017 and 2016.

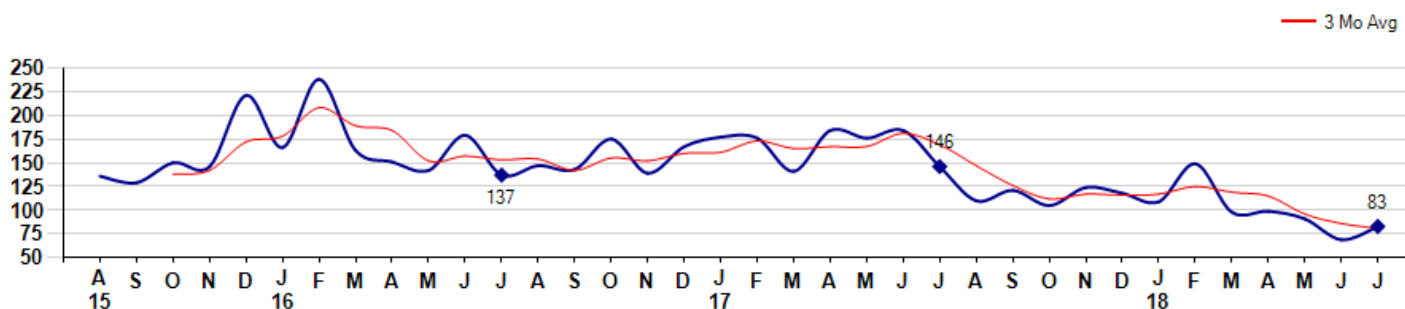
MSI is the # of months needed to sell all of the Inventory at the monthly Sales Pace



### 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 July was 83, up 20.3% from 69 days last month and down -43.2% from 146 days in July of last year. The July 2018 DOM was at its lowest level compared with July of 2017 and 2016.

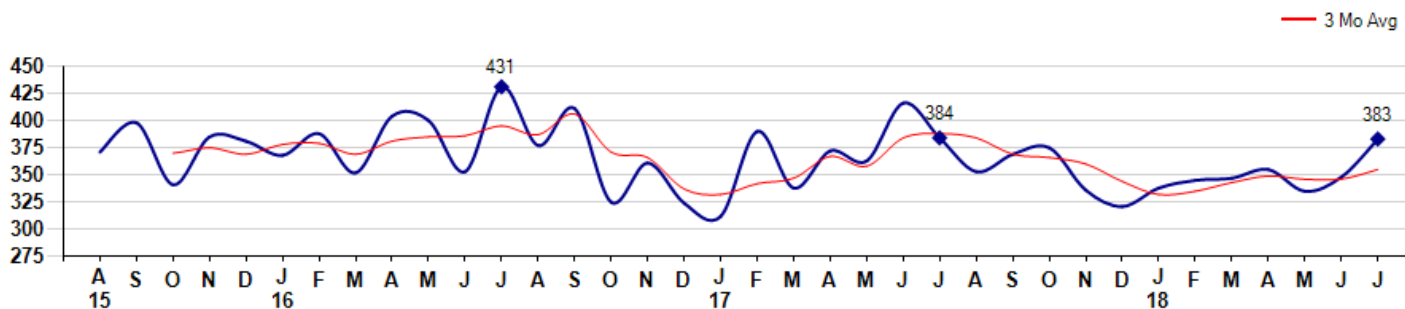
Average Days on Market(Listing to Contract) for properties sold during the month



### 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 July 2018 Selling Price per Square Foot of \$383 was up 10.1% from \$348 last month and down -0.3% from \$384 in July of last year.

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



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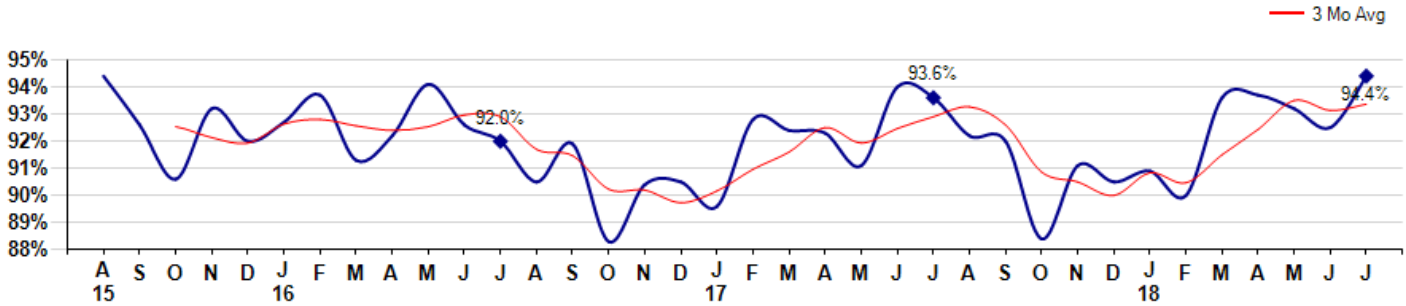


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### Selling Price vs Listing Price

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 July 2018 Selling Price vs List Price of 94.4% was up from 92.5% last month and up from 93.6% in July of last year.

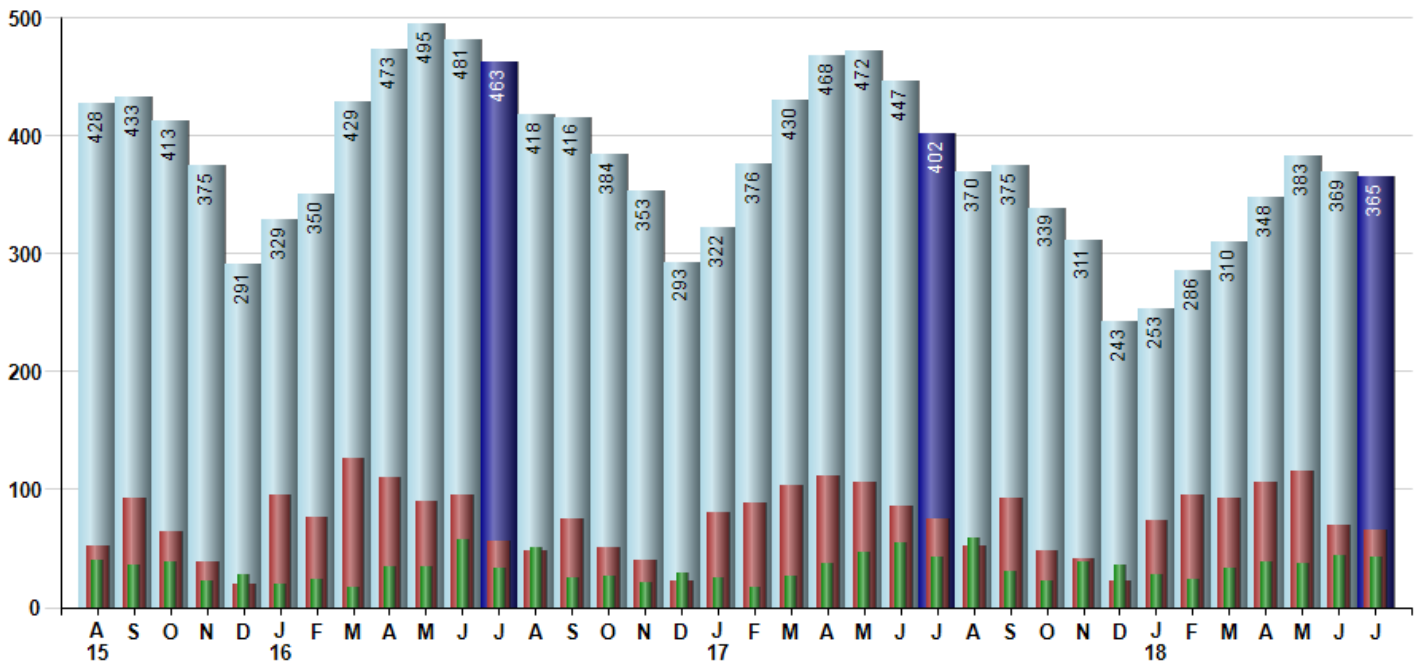
Avg Selling Price divided by Avg Listing Price for sold properties during the month



### 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 July 2018 was 65, down -5.8% from 69 last month and down -13.3% from 75 in July of last year.

Inventory NewListings Sold



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