

City: Westport



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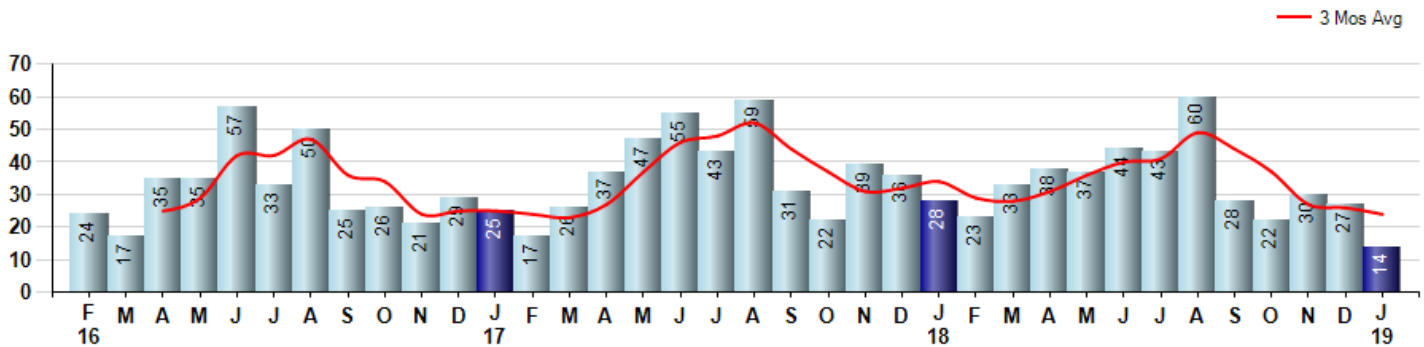
Price Range: 0 to 999999999 | Properties: Single Family Home

Market Profile & Trends Overview	Month	Trending Versus*:				Trending Versus*:		
		LM	L3M	PYM	LY	YTD	PriorYTD	PriorYear
Median List Price of all Current Listings	\$1,559,500	4%		-8%				
Average List Price of all Current Listings	\$2,046,875	-3%		-3%				
January Median Sales Price	\$1,238,000	35%	3%	-11%	2%	\$1,238,000	-11%	2%
January Average Sales Price	\$1,229,231	-2%	-13%	-22%	-16%	\$1,229,231	-22%	-16%
Total Properties Currently for Sale (Inventory)	294	10%		16%				
January Number of Properties Sold	14	-48%		-50%			0%	
January Average Days on Market (Solds)	107	-31%	-15%	-2%	5%	107	-2%	5%
Asking Price per Square Foot (based on New Listings)	\$443	32%	4%	18%	11%	\$443	18%	11%
January Sold Price per Square Foot	\$360	-1%	-1%	7%	1%	\$360	7%	1%
January Month's Supply of Inventory	21.0	112%	53%	132%	108%	21.0	132%	108%
January Sale Price vs List Price Ratio	90.3%	1.5%	0%	-1%	-2.1%	90.3%	-0.6%	-2.0%

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

Property Sales

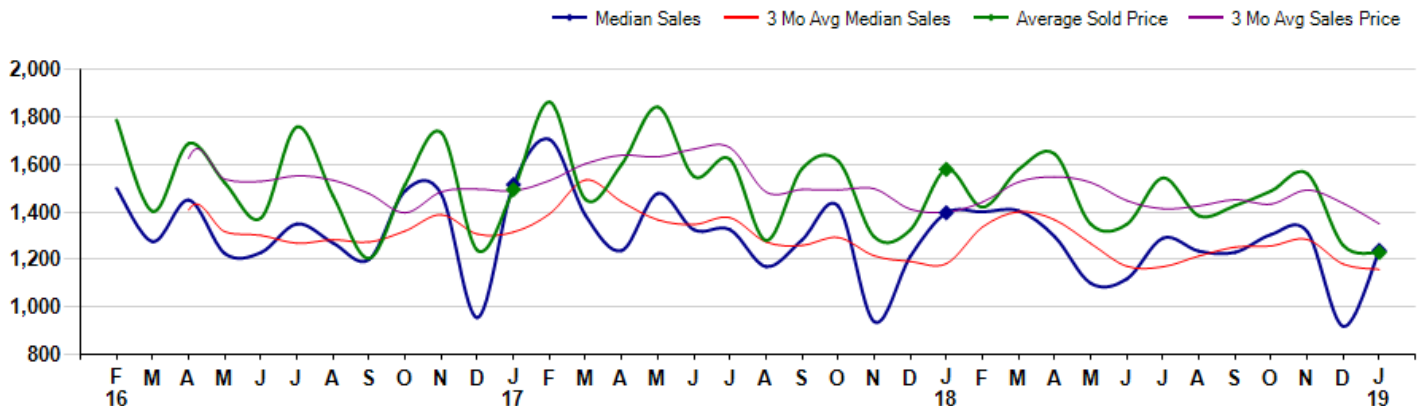
January Property sales were 14, down -50.0% from 28 in January of 2018 and -48.1% lower than the 27 sales last month. January 2019 sales were at their lowest level compared to January of 2018 and 2017. January YTD sales of 14 are running -50.0% behind last year's year-to-date sales of 28.



Prices

The Median Sales Price in January was \$1,238,000, down -11.3% from \$1,396,250 in January of 2018 and up 34.9% from \$918,000 last month. The Average Sales Price in January was \$1,229,231, down -22.2% from \$1,579,224 in January of 2018 and down -2.4% from \$1,259,125 last month. January 2019 ASP was at the lowest level compared to January of 2018 and 2017.

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



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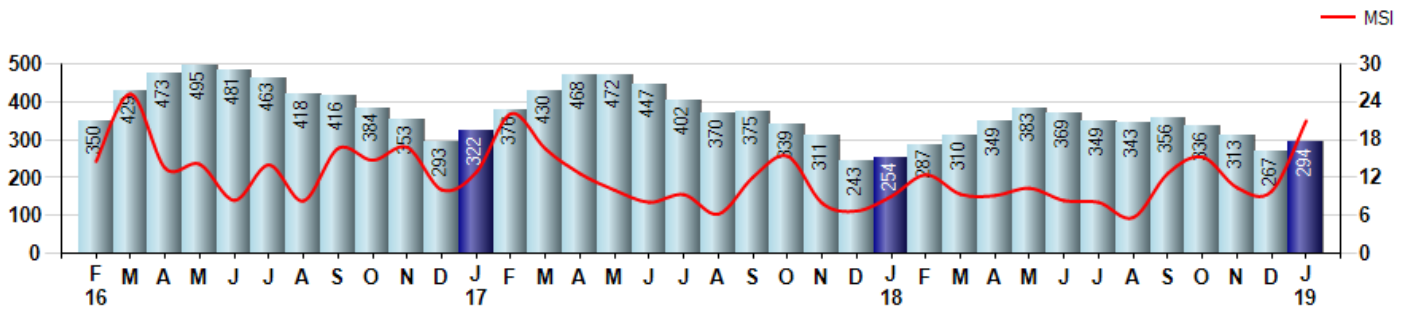
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Inventory & MSI

The Total Inventory of Properties available for sale as of January was 294, up 10.1% from 267 last month and up 15.7% from 254 in January of last year. January 2019 Inventory was at a mid range compared to January of 2018 and 2017.

A comparatively lower MSI is more beneficial for sellers while a higher MSI is better for buyers. The January 2019 MSI of 21.0 months was at its highest level compared with January of 2018 and 2017.

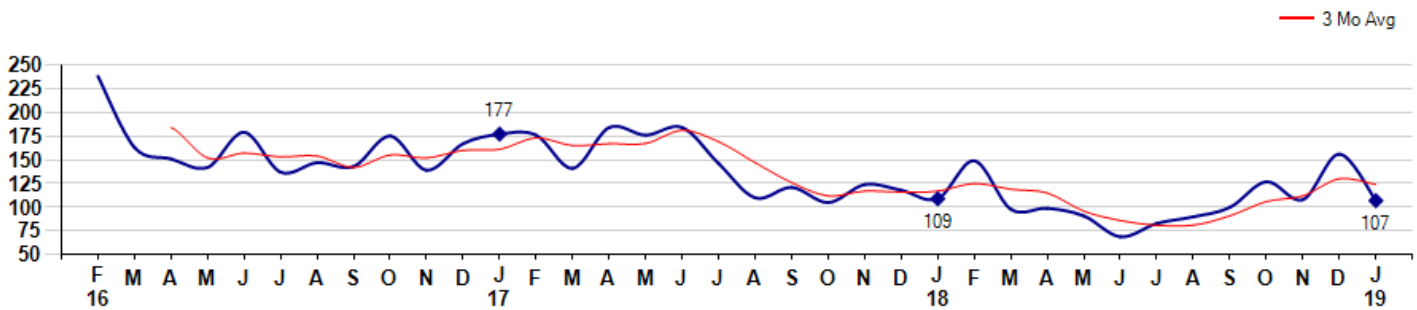
MSI is the # of months needed to sell all of the Inventory at the monthly Sales Pace



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 January was 107, down -31.4% from 156 days last month and down -1.8% from 109 days in January of last year. The January 2019 DOM was at its lowest level compared with January of 2018 and 2017.

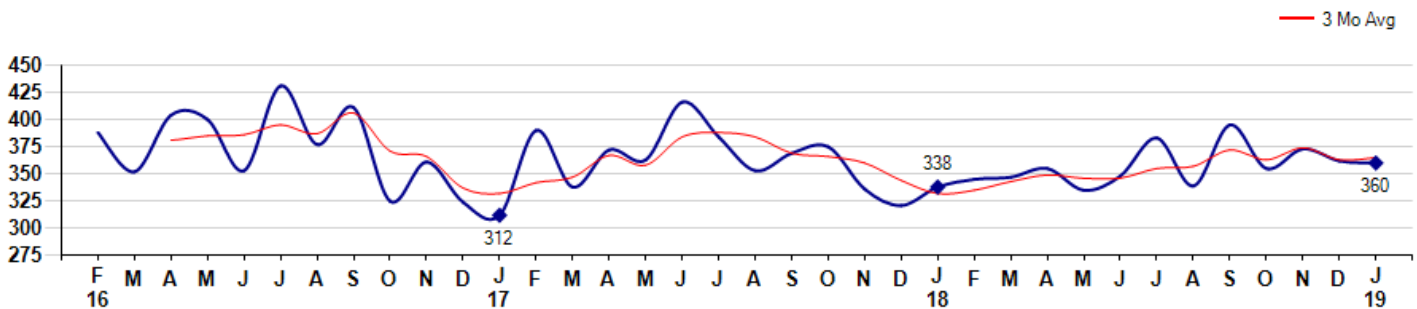
Average Days on Market(Listing to Contract) for properties sold during the month



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 January 2019 Selling Price per Square Foot of \$360 was down -0.6% from \$362 last month and up 6.5% from \$338 in January of last year.

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



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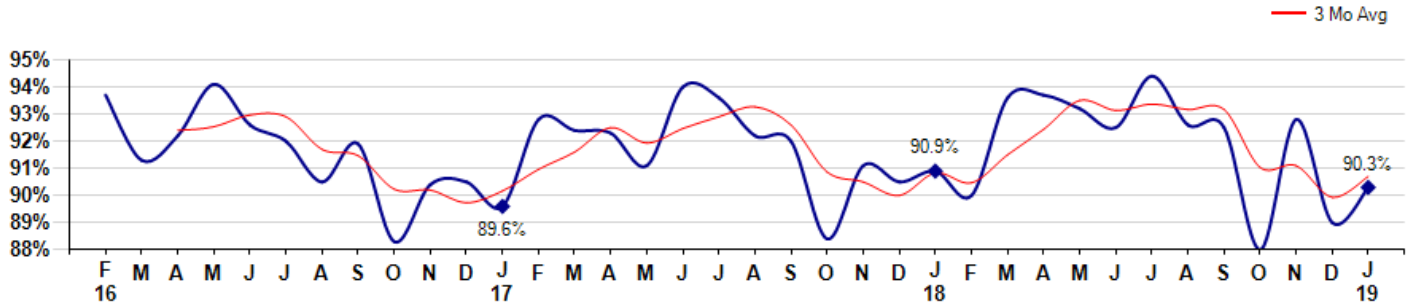


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Selling Price vs Listing Price

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 January 2019 Selling Price vs List Price of 90.3% was up from 89.0% last month and down from 90.9% in January of last year.

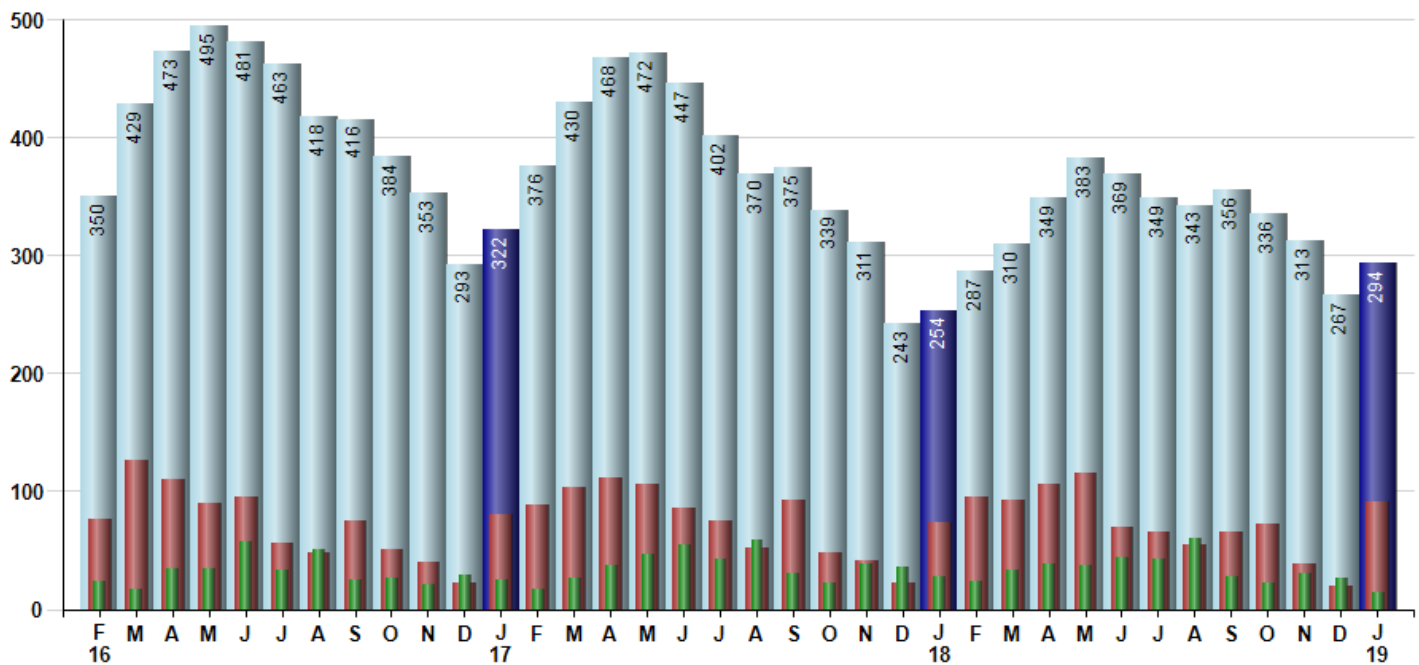
Avg Selling Price divided by Avg Listing Price for sold properties during the month



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 January 2019 was 91, up 355.0% from 20 last month and up 24.7% from 73 in January of last year.

Inventory (light blue), New Listings (red), Sold (green)



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