

City: Westport



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

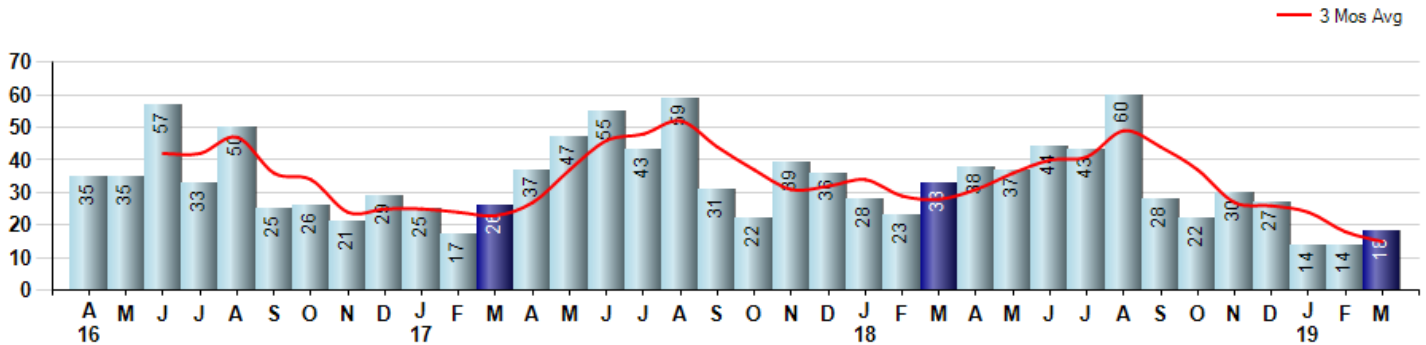
Price Range: 0 to 999999999 | Properties: Single Family Home

Market Profile & Trends Overview	Month	Trending Versus*:				YTD	Trending Versus*:	
		LM	L3M	PYM	LY		PriorYTD	PriorYear
Median List Price of all Current Listings	\$1,495,000	3%		-7%				
Average List Price of all Current Listings	\$1,973,373	1%		-2%				
March Median Sales Price	\$1,190,000	45%	10%	-15%	-3%	\$1,196,250	-15%	-2%
March Average Sales Price	\$1,398,639	15%	9%	-11%	-4%	\$1,291,595	-16%	-11%
Total Properties Currently for Sale (Inventory)	369	10%		19%				
March Number of Properties Sold	18	29%		-46%			-45%	
March Average Days on Market (Solds)	179	149%	32%	83%	76%	125	8%	23%
Asking Price per Square Foot (based on New Listings)	\$382	-3%	-4%	4%	-4%	\$404	10%	2%
March Sold Price per Square Foot	\$381	23%	7%	10%	7%	\$353	3%	-1%
March Month's Supply of Inventory	20.5	-14%	-7%	118%	103%	21.9	113%	117%
March Sale Price vs List Price Ratio	88.9%	-2.1%	-1%	-5%	-3.6%	89.9%	-1.9%	-2.5%

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

Property Sales

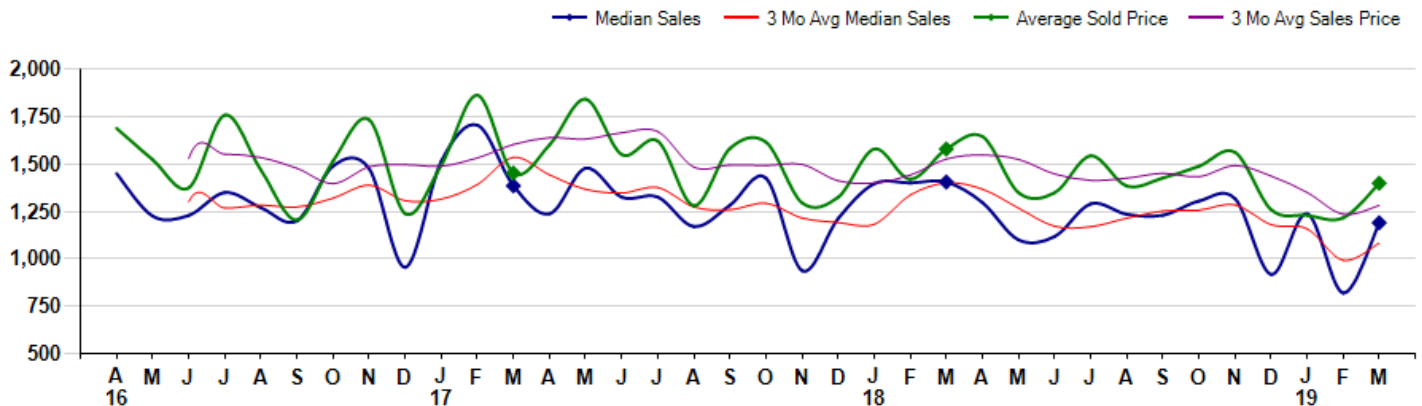
March Property sales were 18, down -45.5% from 33 in March of 2018 and 28.6% higher than the 14 sales last month. March 2019 sales were at their lowest level compared to March of 2018 and 2017. March YTD sales of 46 are running -45.2% behind last year's year-to-date sales of 84.



Prices

The Median Sales Price in March was \$1,190,000, down -15.3% from \$1,405,000 in March of 2018 and up 45.1% from \$820,000 last month. The Average Sales Price in March was \$1,398,639, down -11.4% from \$1,578,773 in March of 2018 and up 15.0% from \$1,216,332 last month. March 2019 ASP was at the lowest level compared to March of 2018 and 2017.

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



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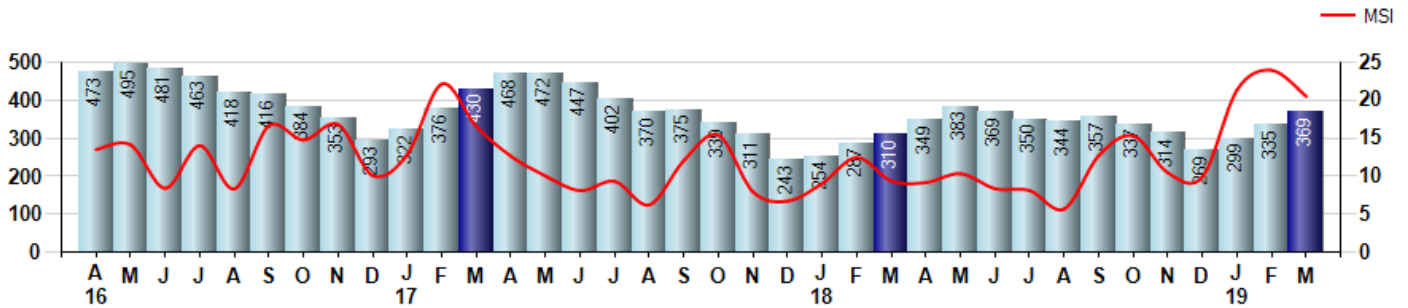
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Inventory & MSI

The Total Inventory of Properties available for sale as of March was 369, up 10.1% from 335 last month and up 19.0% from 310 in March of last year. March 2019 Inventory was at a mid range compared to March of 2018 and 2017.

A comparatively lower MSI is more beneficial for sellers while a higher MSI is better for buyers. The March 2019 MSI of 20.5 months was at its highest level compared with March of 2018 and 2017.

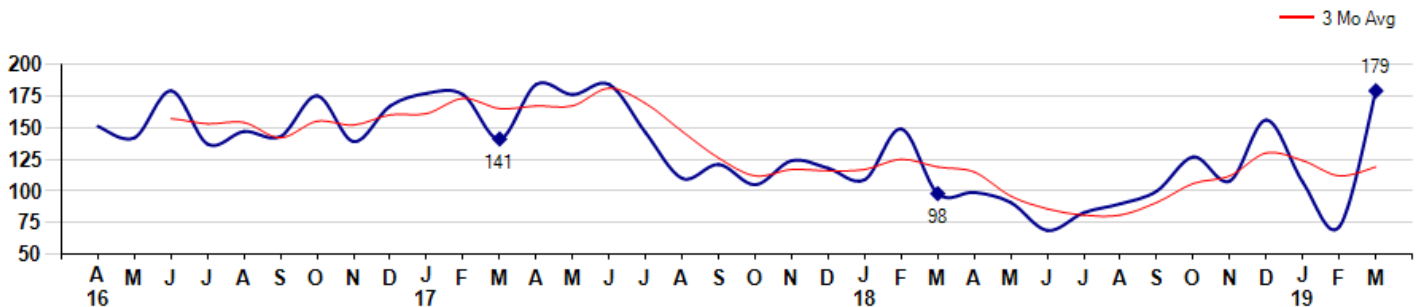
MSI is the # of months needed to sell all of the Inventory at the monthly Sales Pace



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 March was 179, up 148.6% from 72 days last month and up 82.7% from 98 days in March of last year. The March 2019 DOM was at its highest level compared with March of 2018 and 2017.

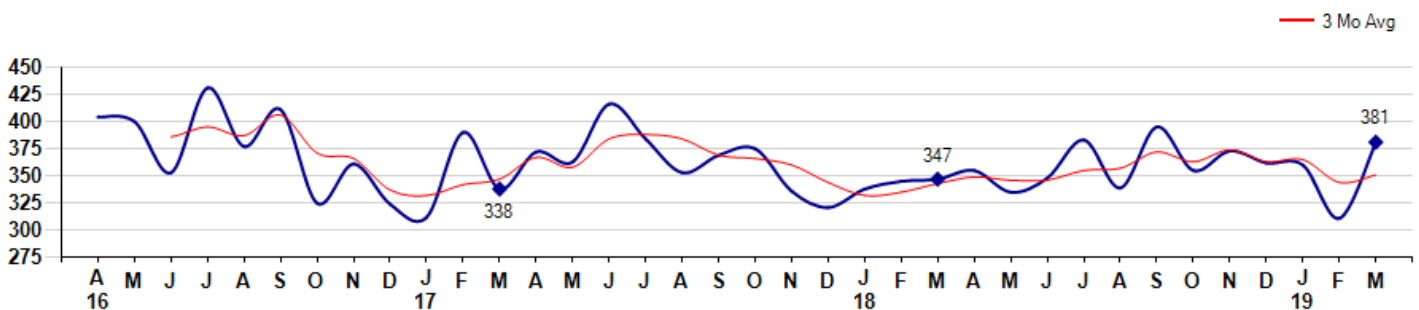
Average Days on Market(Listing to Contract) for properties sold during the month



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 March 2019 Selling Price per Square Foot of \$381 was up 22.5% from \$311 last month and up 9.8% from \$347 in March of last year.

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



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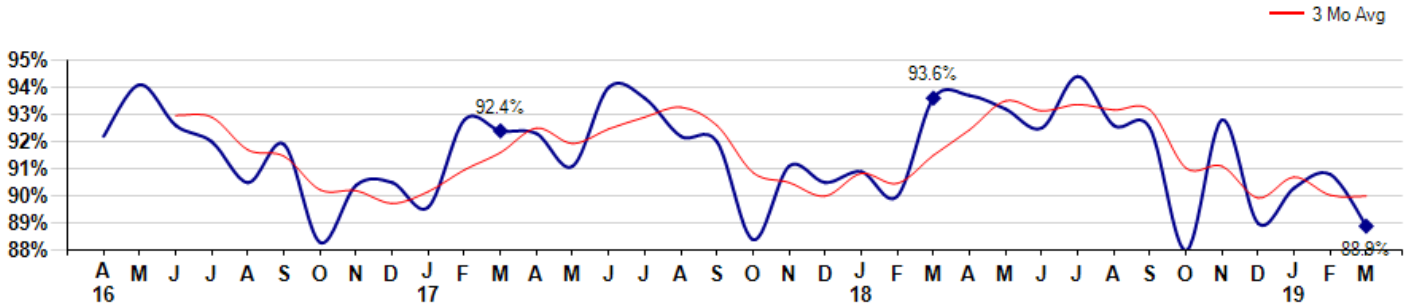
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Selling Price vs Listing Price

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 March 2019 Selling Price vs List Price of 88.9% was down from 90.8% last month and down from 93.6% in March 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 March 2019 was 95, equal to 95 last month and up 2.2% from 93 in March of last year.

