

City: Westport



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

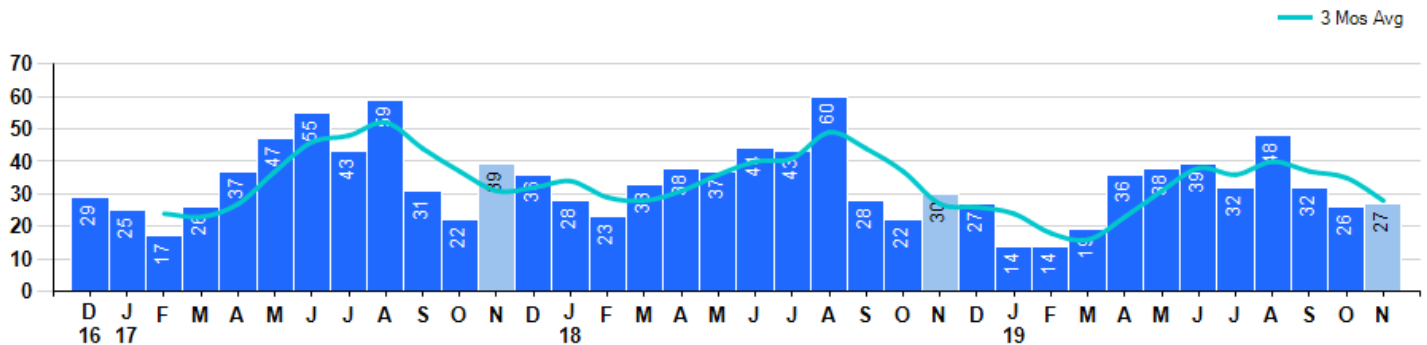
Price Range: 0 to 999999999 | Properties: Single Family Home

Market Profile & Trends Overview	Month	Trending Versus*:				Trending Versus*:		
		LM	L3M	PYM	LY	YTD	PriorYTD	PriorYear
Median List Price of all Current Listings	\$1,399,000	0%		-2%				
Average List Price of all Current Listings	\$2,117,521	1%		4%				
November Median Sales Price	\$1,000,000	10%	-5%	-24%	-18%	\$1,142,857	-8%	-6%
November Average Sales Price	\$1,317,717	21%	-3%	-16%	-9%	\$1,354,408	-8%	-7%
Total Properties Currently for Sale (Inventory)	296	-13%		-6%				
November Number of Properties Sold	27	4%		-10%			-16%	
November Average Days on Market (Solds)	152	6%	19%	41%	49%	120	22%	18%
Asking Price per Square Foot (based on New Listings)	\$388	-7%	-3%	-11%	-2%	\$404	3%	3%
November Sold Price per Square Foot	\$384	7%	6%	3%	8%	\$349	-2%	-2%
November Month's Supply of Inventory	11.0	-16%	-7%	4%	8%	13.8	36%	36%
November Sale Price vs List Price Ratio	86.6%	0.1%	-2%	-7%	-6.1%	90.5%	-2.2%	-1.9%

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

Property Sales

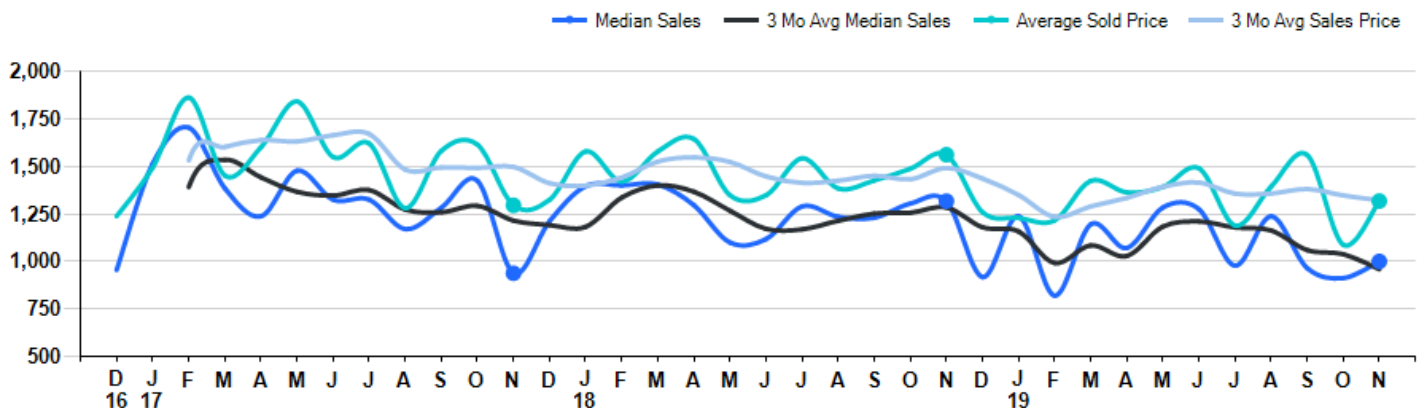
November Property sales were 27, down -10.0% from 30 in November of 2018 and 3.8% higher than the 26 sales last month. November 2019 sales were at their lowest level compared to November of 2018 and 2017. November YTD sales of 325 are running -15.8% behind last year's year-to-date sales of 386.



Prices

The Median Sales Price in November was \$1,000,000, down -24.1% from \$1,317,500 in November of 2018 and up 9.6% from \$912,500 last month. The Average Sales Price in November was \$1,317,717, down -15.6% from \$1,561,572 in November of 2018 and up 21.1% from \$1,087,731 last month. November 2019 ASP was at a mid range compared to November of 2018 and 2017.

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



City: Westport



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

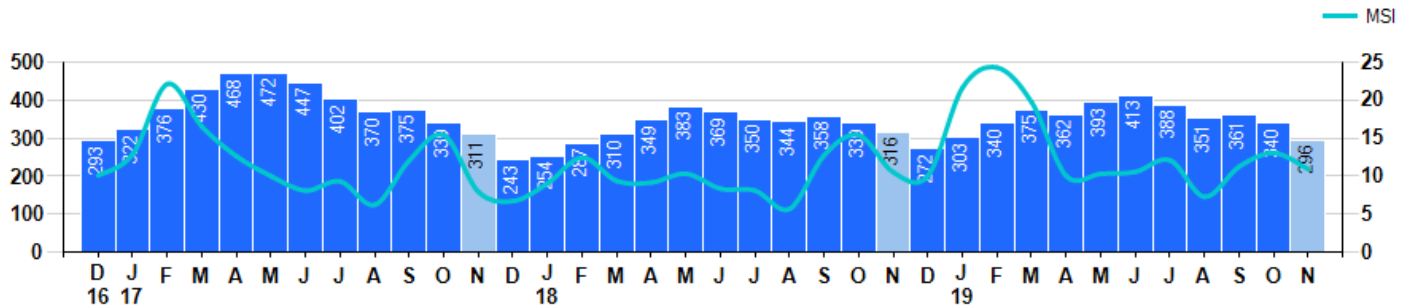
Price Range: 0 to 999999999 | Properties: Single Family Home

Inventory & MSI

The Total Inventory of Properties available for sale as of November was 296, down -12.9% from 340 last month and down -6.3% from 316 in November of last year. November 2019 Inventory was at the lowest level compared to November of 2018 and 2017.

A comparatively lower MSI is more beneficial for sellers while a higher MSI is better for buyers. The November 2019 MSI of 11.0 months was at its highest level compared with November of 2018 and 2017.

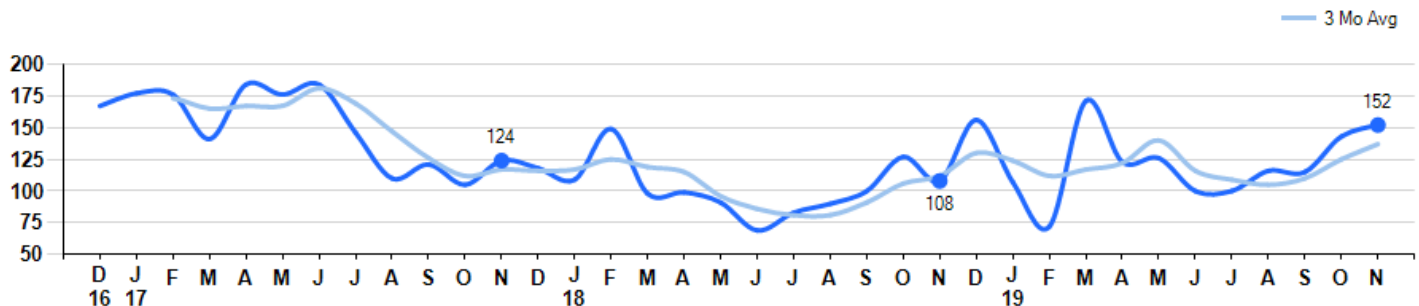
MSI is the # of months needed to sell all of the Inventory at the monthly Sales Pace



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 November was 152, up 6.3% from 143 days last month and up 40.7% from 108 days in November of last year. The November 2019 DOM was at its highest level compared with November of 2018 and 2017.

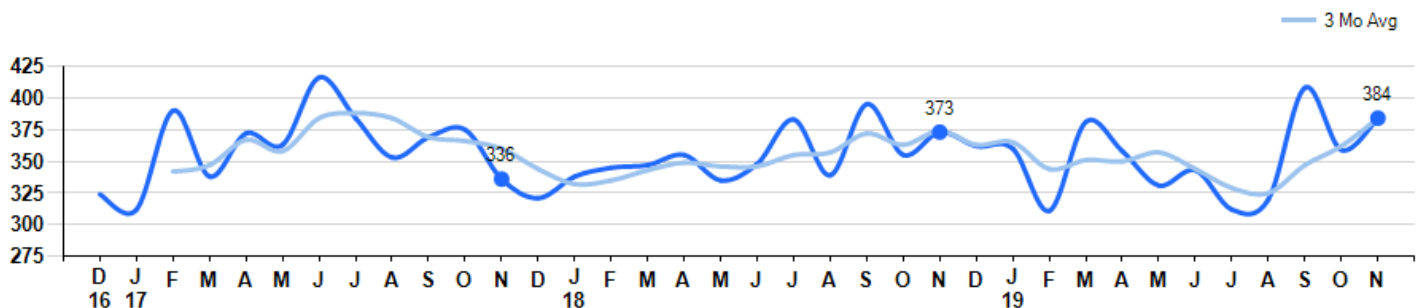
Average Days on Market(Listing to Contract) for properties sold during the month



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 November 2019 Selling Price per Square Foot of \$384 was up 7.0% from \$359 last month and up 2.9% from \$373 in November of last year.

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



City: Westport



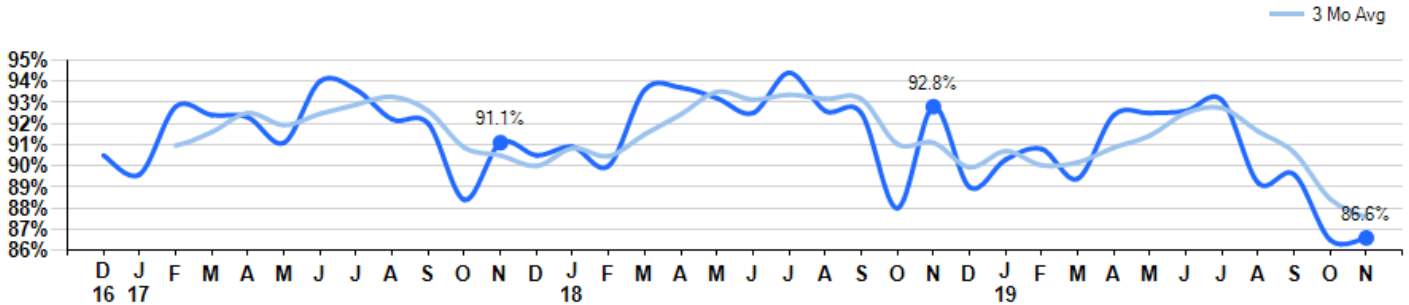
Barbara Sweeney
 Residential Real Estate Specialist
 (203) 451-6522
www.BarbaraSweeneyHomes.com
Barbara.Sweeney@cbmoves.com

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

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 November 2019 Selling Price vs List Price of 86.6% was up from 86.5% last month and down from 92.8% in November 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 November 2019 was 24, down -53.8% from 52 last month and down -36.8% from 38 in November of last year.

