

# City: Westport

**Barbara Sweeney**

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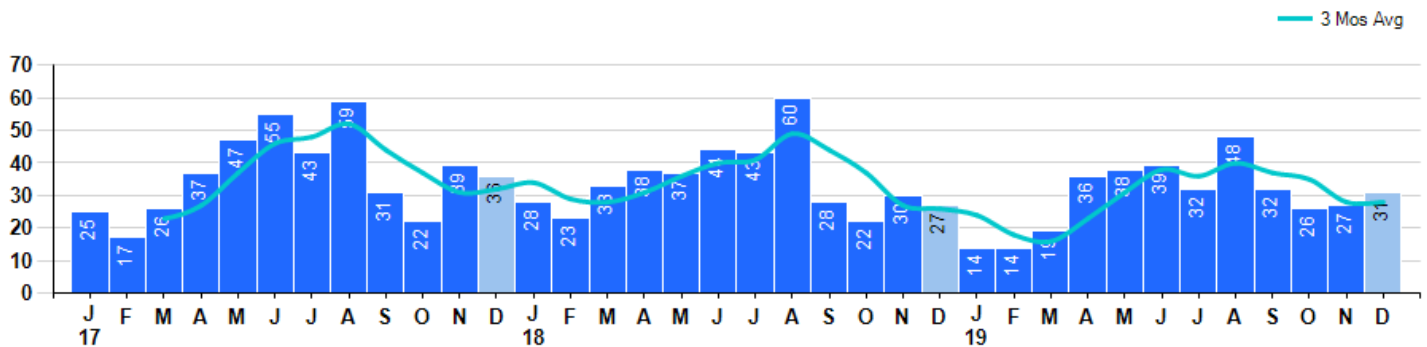
Price Range: 0 to 999999999 | Properties: Single Family Home

Market Profile & Trends Overview	Month	Trending Versus*:				Trending Versus*:		
		LM	L3M	PYM	LY	YTD	PriorYTD	PriorYear
Median List Price of all Current Listings	\$1,375,000	-2%		-5%				
Average List Price of all Current Listings	\$1,989,918	-6%		-2%				
December Median Sales Price	\$1,100,000	10%	9%	20%	-10%	\$1,125,000	-8%	-8%
December Average Sales Price	\$1,440,720	9%	6%	14%	-1%	\$1,361,924	-7%	-6%
Total Properties Currently for Sale (Inventory)	242	-18%		-11%				
December Number of Properties Sold	31	15%		15%			-14%	
December Average Days on Market (Solds)	141	-7%	3%	-10%	38%	122	21%	20%
Asking Price per Square Foot (based on New Listings)	\$361	-7%	-10%	11%	-8%	\$402	3%	2%
December Sold Price per Square Foot	\$307	-20%	-16%	-15%	-14%	\$346	-3%	-3%
December Month's Supply of Inventory	7.8	-29%	-27%	-23%	-23%	13.3	31%	31%
December Sale Price vs List Price Ratio	88.1%	1.7%	0%	-1%	-4.5%	90.3%	-2.2%	-2.1%

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

## Property Sales

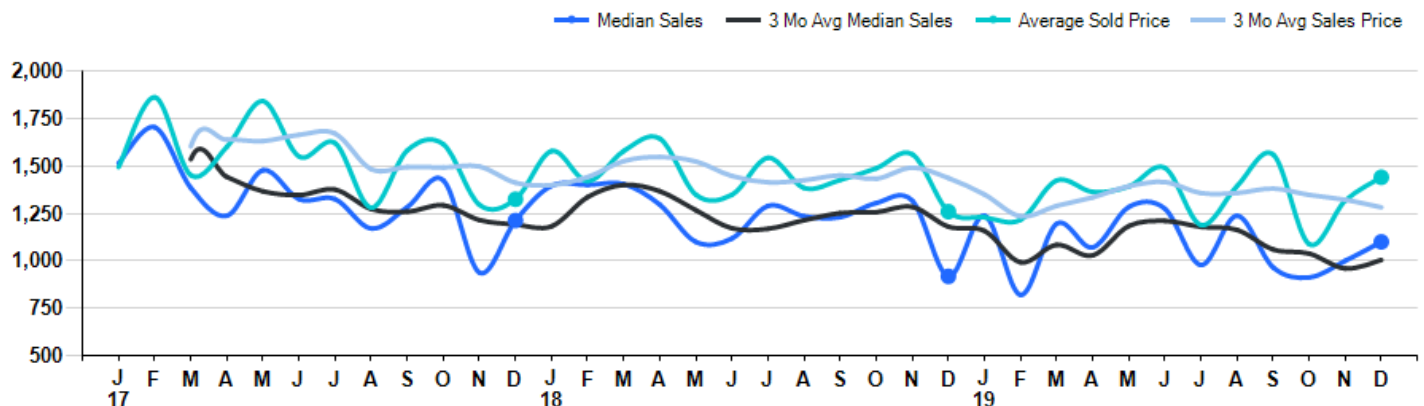
December Property sales were 31, up 14.8% from 27 in December of 2018 and 14.8% higher than the 27 sales last month. December 2019 sales were at a mid level compared to December of 2018 and 2017. December YTD sales of 356 are running -13.8% behind last year's year-to-date sales of 413.



## Prices

The Median Sales Price in December was \$1,100,000, up 19.8% from \$918,000 in December of 2018 and up 10.0% from \$1,000,000 last month. The Average Sales Price in December was \$1,440,720, up 14.4% from \$1,259,125 in December of 2018 and up 9.3% from \$1,317,717 last month. December 2019 ASP was at highest level compared to December of 2018 and 2017.

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



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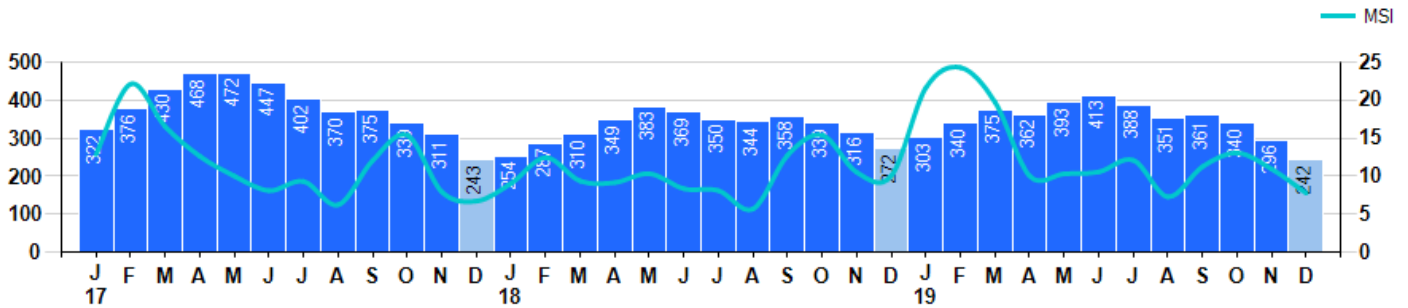
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## Inventory & MSI

The Total Inventory of Properties available for sale as of December was 242, down -18.2% from 296 last month and down -11.0% from 272 in December of last year. December 2019 Inventory was at the lowest level compared to December of 2018 and 2017.

A comparatively lower MSI is more beneficial for sellers while a higher MSI is better for buyers. The December 2019 MSI of 7.8 months was at a mid range compared with December of 2018 and 2017.

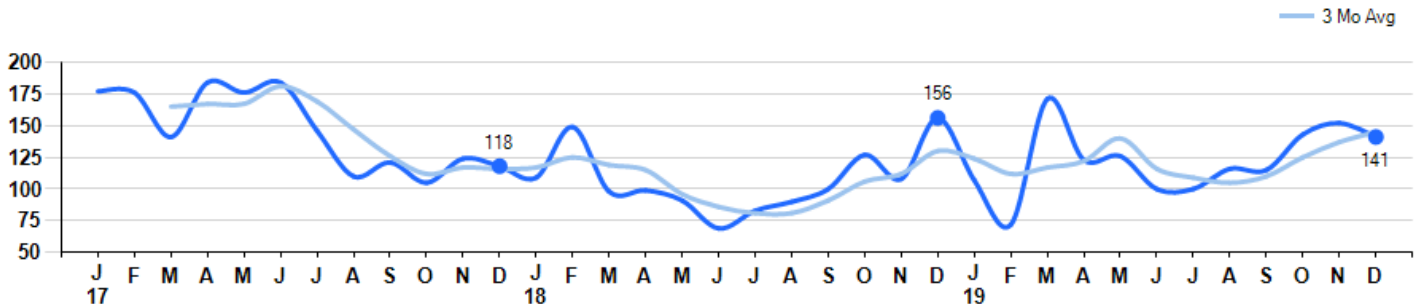
MSI is the # of months needed to sell all of the Inventory at the monthly Sales Pace



## 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 December was 141, down -7.2% from 152 days last month and down -9.6% from 156 days in December of last year. The December 2019 DOM was at a mid range compared with December of 2018 and 2017.

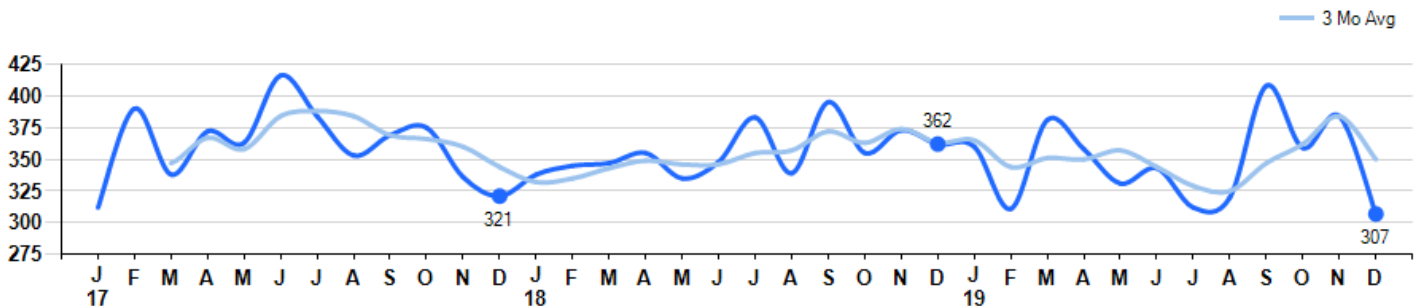
Average Days on Market(Listing to Contract) for properties sold during the month



## 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 December 2019 Selling Price per Square Foot of \$307 was down -20.1% from \$384 last month and down -15.2% from \$362 in December of last year.

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



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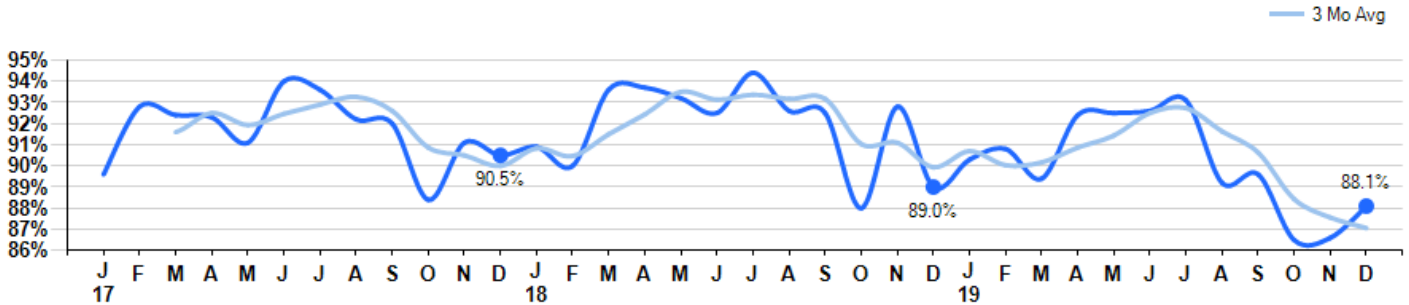
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## Selling Price vs Listing Price

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 December 2019 Selling Price vs List Price of 88.1% was up from 86.6% last month and down from 89.0% in December 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 December 2019 was 20, down -16.7% from 24 last month and equal to 20 in December of last year.

