

## City: Westport



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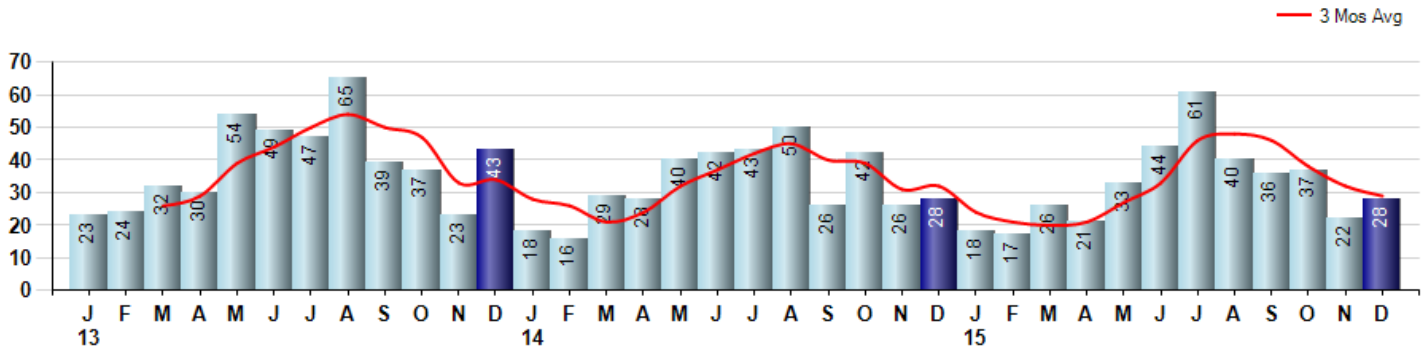
Price Range: \$0 to \$999,999,000 | Properties: Single Family Home

Market Profile & Trends Overview	Month	Trending Versus*:				YTD	Trending Versus*:	
		LM	L3M	PYM	LY		PriorYTD	PriorYear
Median List Price of all Current Listings	\$1,799,000	3%		-5%				
Average List Price of all Current Listings	\$2,325,471	8%		-6%				
December Median Sales Price	\$1,699,750	25%	31%	44%	29%	\$1,300,000	-1%	-1%
December Average Sales Price	\$1,716,376	18%	20%	28%	7%	\$1,646,444	6%	3%
Total Properties Currently for Sale (Inventory)	264	-25%		-7%				
December Number of Properties Sold	28	27%		0%			-1%	
December Average Days on Market (Solds)	221	51%	38%	9%	36%	159	-1%	-2%
Asking Price per Square Foot (based on New Listings)	\$556	6%	9%	7%	14%	\$493	1%	1%
December Sold Price per Square Foot	\$420	-3%	-1%	1%	-4%	\$444	2%	1%
December Month's Supply of Inventory	9.4	-41%	-22%	-7%	-25%	13.5	7%	7%
December Sale Price vs List Price Ratio	98.7%	3.0%	2%	3%	3.4%	94.5%	-1.6%	-1.0%

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

### Property Sales

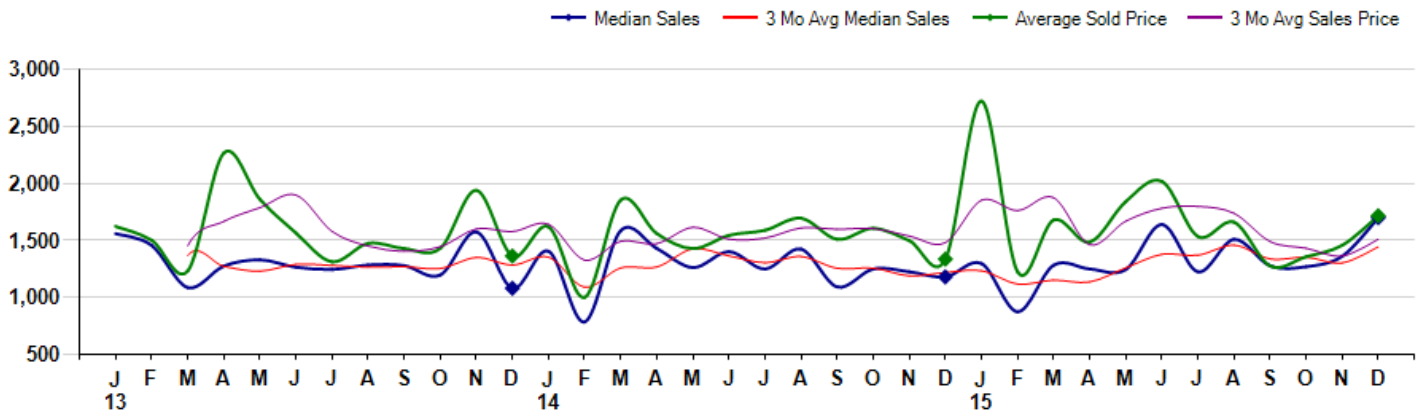
December Property sales were 28, equal to 28 in December of 2014 and 27.3% higher than the 22 sales last month. December 2015 sales were at their lowest level compared to December of 2014 and 2013. December YTD sales of 383 are running -1.3% behind last year's year-to-date sales of 388.



### Prices

The Median Sales Price in December was \$1,699,750, up 44.0% from \$1,180,000 in December of 2014 and up 24.9% from \$1,361,250 last month. The Average Sales Price in December was \$1,716,376, up 28.4% from \$1,336,250 in December of 2014 and up 17.7% from \$1,457,993 last month. December 2015 ASP was at highest level compared to December of 2014 and 2013.

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



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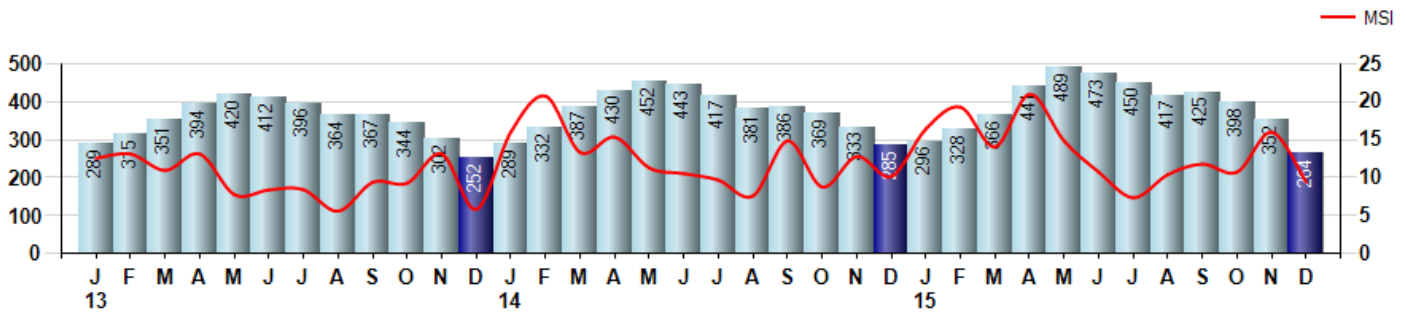
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### Inventory & MSI

The Total Inventory of Properties available for sale as of December was 264, down -25.0% from 352 last month and down -7.4% from 285 in December of last year. December 2015 Inventory was at a mid range compared to December of 2014 and 2013.

A comparatively lower MSI is more beneficial for sellers while a higher MSI is better for buyers. The December 2015 MSI of 9.4 months was at a mid range compared with December of 2014 and 2013.

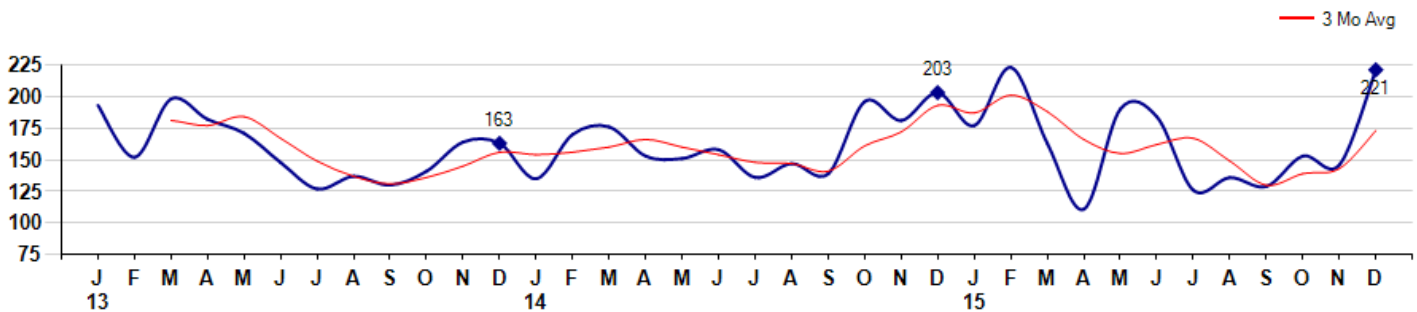
MSI is the # of months needed to sell all of the Inventory at the monthly Sales Pace



### 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 221, up 51.4% from 146 days last month and up 8.9% from 203 days in December of last year. The December 2015 DOM was at its highest level compared with December of 2014 and 2013.

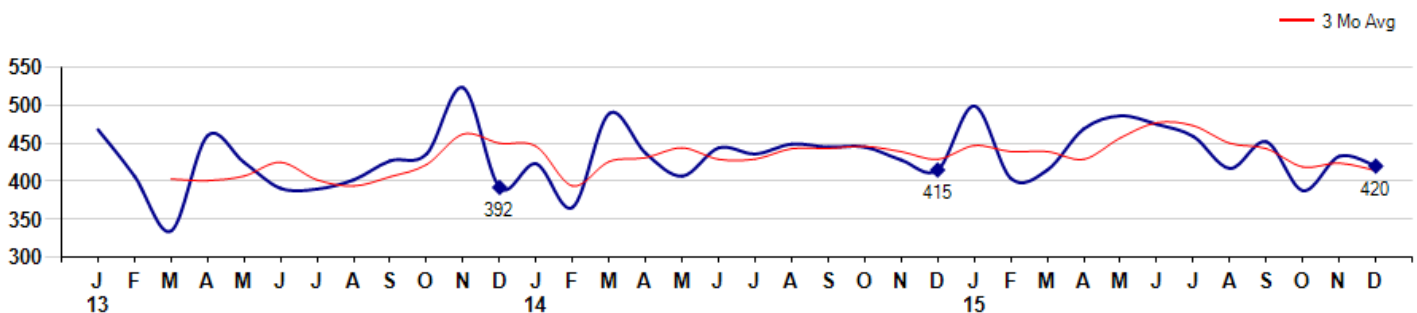
Average Days on Market(Listing to Contract) for properties sold during the month



### 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 2015 Selling Price per Square Foot of \$420 was down -3.0% from \$433 last month and up 1.2% from \$415 in December of last year.

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



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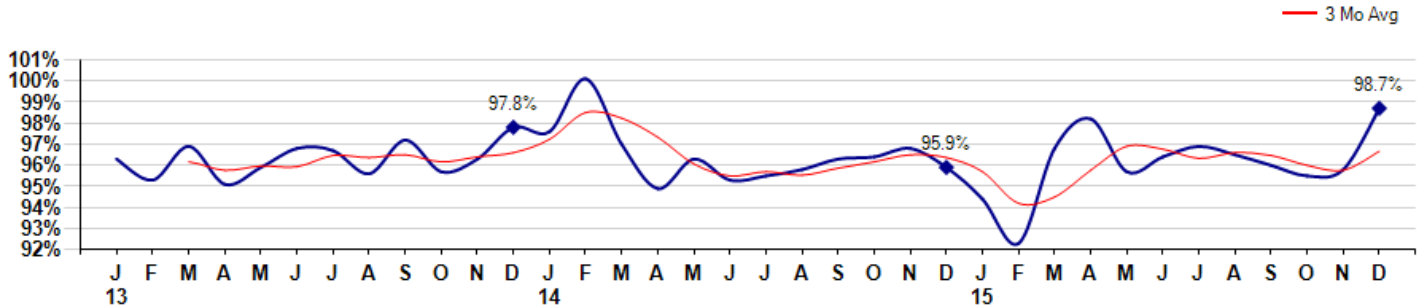


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### Selling Price vs Listing Price

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 2015 Selling Price vs List Price of 98.7% was up from 95.8% last month and up from 95.9% in December of last year.

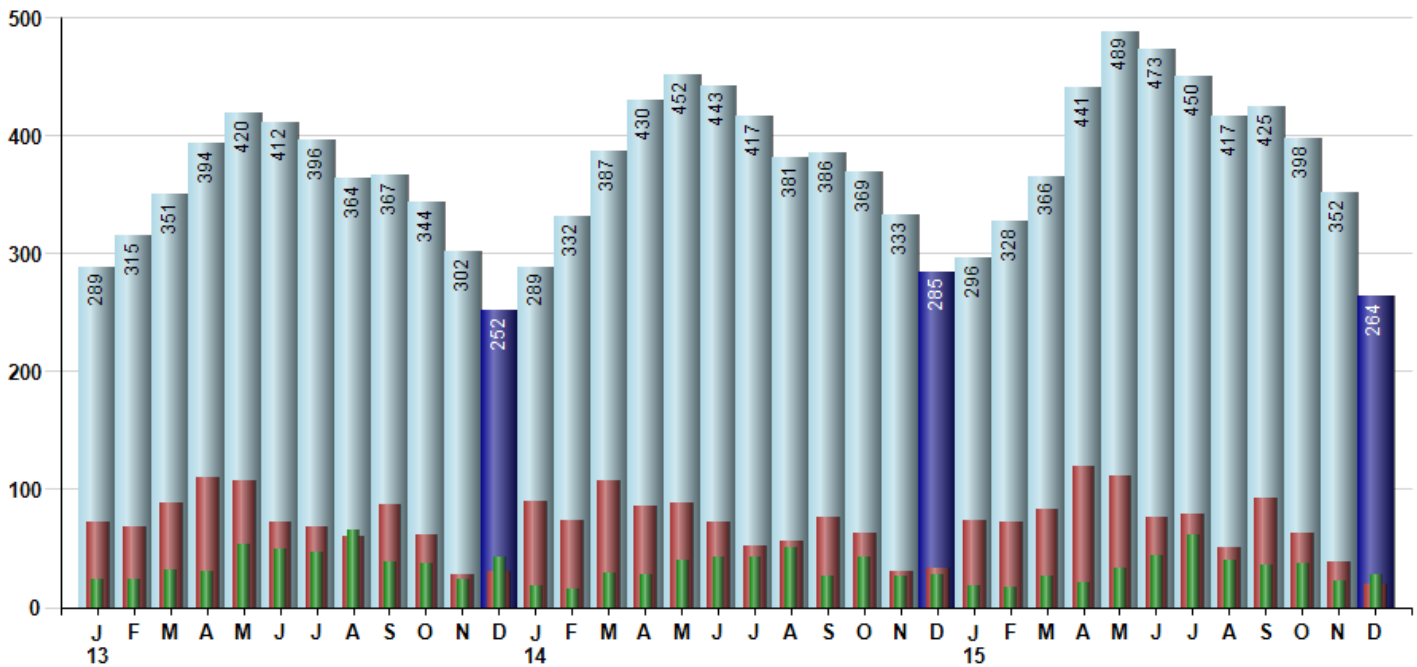
Avg Selling Price divided by Avg Listing Price for sold properties during the month



### 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 2015 was 19, down -51.3% from 39 last month and down -42.4% from 33 in December of last year.

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



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