

City: Westport



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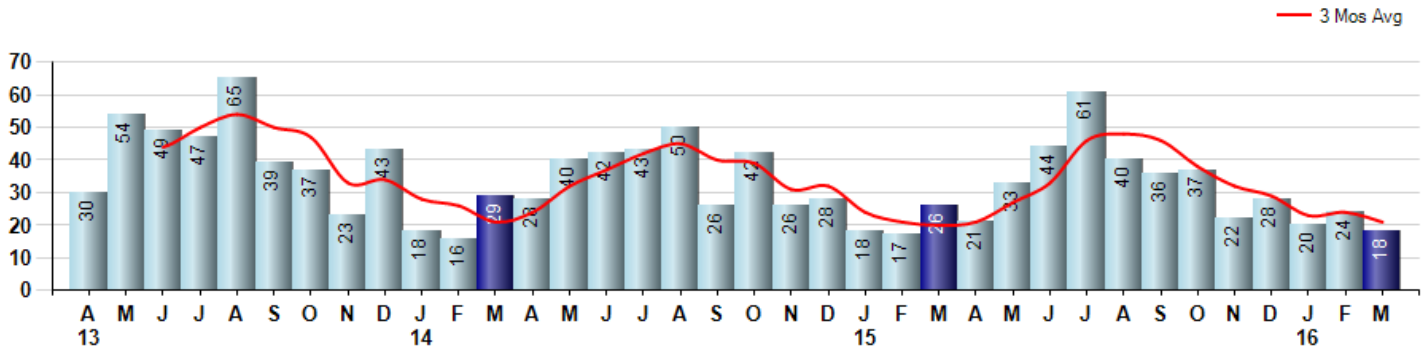
Price Range: \$0 to \$999,999,000 | Properties: Single Family Home

Market Profile & Trends Overview	Month	Trending Versus*:				YTD	Trending Versus*:	
		LM	L3M	PYM	LY		PriorYTD	PriorYear
Median List Price of all Current Listings	\$1,699,000	1%		-6%				
Average List Price of all Current Listings	\$2,136,313	0%		-5%				
March Median Sales Price	\$1,161,500	-23%	-20%	-9%	-12%	\$1,380,000	10%	4%
March Average Sales Price	\$1,358,847	-24%	-18%	-19%	-18%	\$1,638,149	-12%	-1%
Total Properties Currently for Sale (Inventory)	380	15%		4%				
March Number of Properties Sold	18	-25%		-31%			2%	
March Average Days on Market (Solds)	164	-31%	-19%	1%	3%	193	5%	21%
Asking Price per Square Foot (based on New Listings)	\$468	-4%	-2%	2%	-4%	\$475	2%	-3%
March Sold Price per Square Foot	\$405	-6%	-3%	-2%	-8%	\$418	-4%	-5%
March Month's Supply of Inventory	21.1	53%	25%	50%	53%	16.9	2%	23%
March Sale Price vs List Price Ratio	95.4%	-1.2%	-2%	-1%	0.9%	96.5%	4.4%	2.0%

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

Property Sales

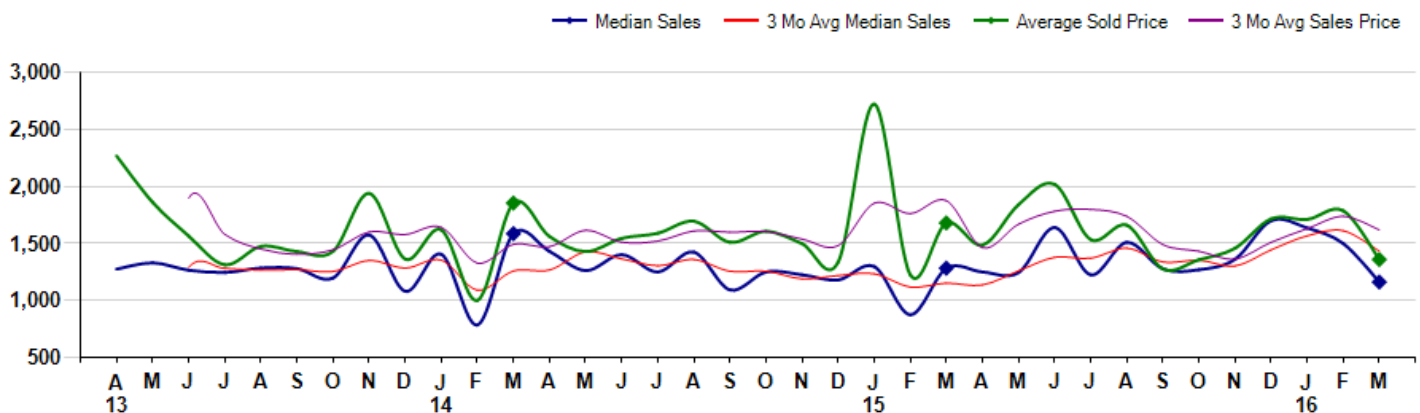
March Property sales were 18, down -30.8% from 26 in March of 2015 and -25.0% lower than the 24 sales last month. March 2016 sales were at their lowest level compared to March of 2015 and 2014. March YTD sales of 62 are running 1.6% ahead of last year's year-to-date sales of 61.



Prices

The Median Sales Price in March was \$1,161,500, down -9.4% from \$1,282,500 in March of 2015 and down -22.5% from \$1,499,500 last month. The Average Sales Price in March was \$1,358,847, down -19.1% from \$1,679,249 in March of 2015 and down -24.0% from \$1,786,792 last month. March 2016 ASP was at the lowest level compared to March of 2015 and 2014.

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



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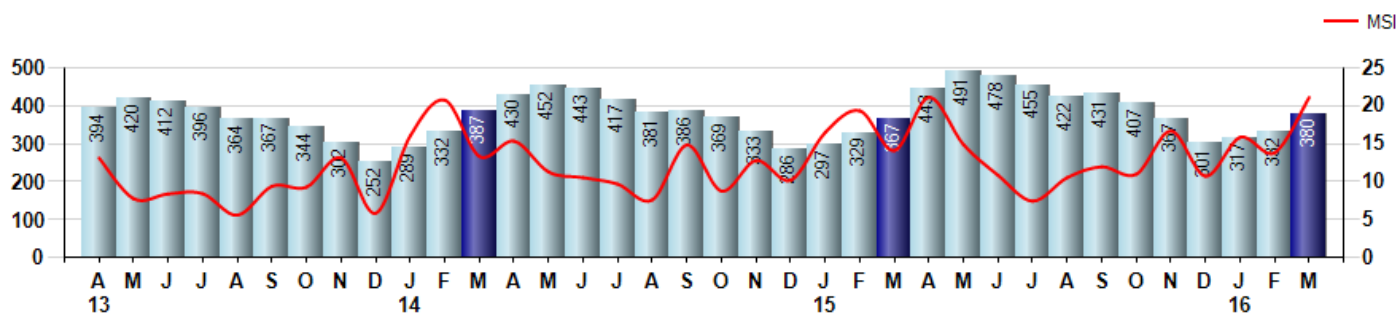
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Inventory & MSI

The Total Inventory of Properties available for sale as of March was 380, up 14.5% from 332 last month and up 3.5% from 367 in March of last year. March 2016 Inventory was at a mid range compared to March of 2015 and 2014.

A comparatively lower MSI is more beneficial for sellers while a higher MSI is better for buyers. The March 2016 MSI of 21.1 months was at its highest level compared with March of 2015 and 2014.

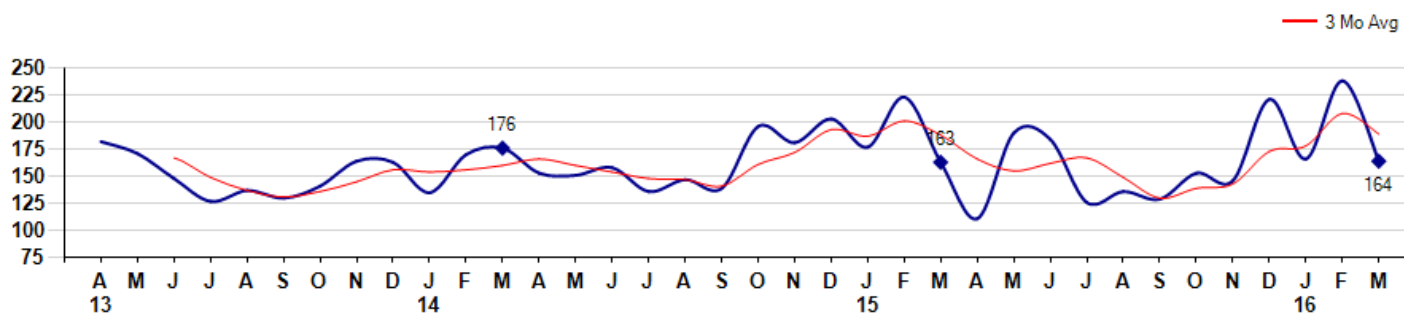
MSI is the # of months needed to sell all of the Inventory at the monthly Sales Pace



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 164, down -31.1% from 238 days last month and up 0.6% from 163 days in March of last year. The March 2016 DOM was at a mid range compared with March of 2015 and 2014.

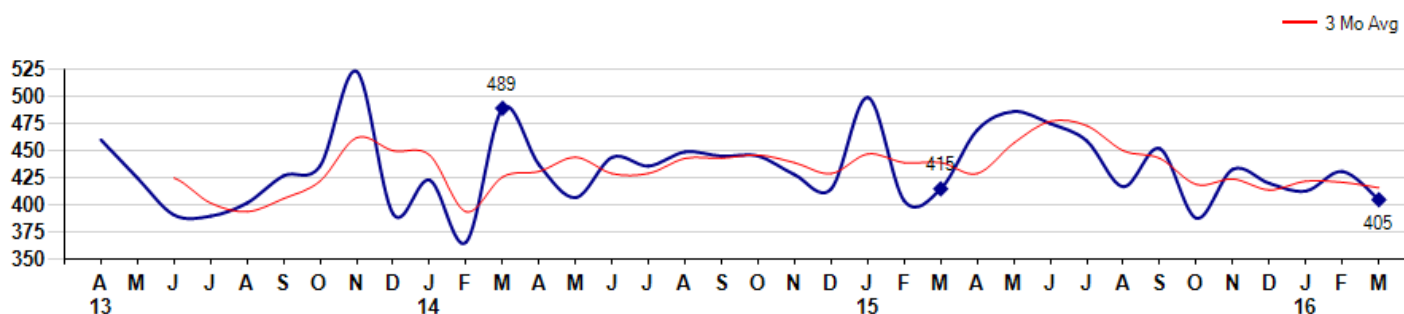
Average Days on Market(Listing to Contract) for properties sold during the month



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 2016 Selling Price per Square Foot of \$405 was down -6.0% from \$431 last month and down -2.4% from \$415 in March of last year.

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



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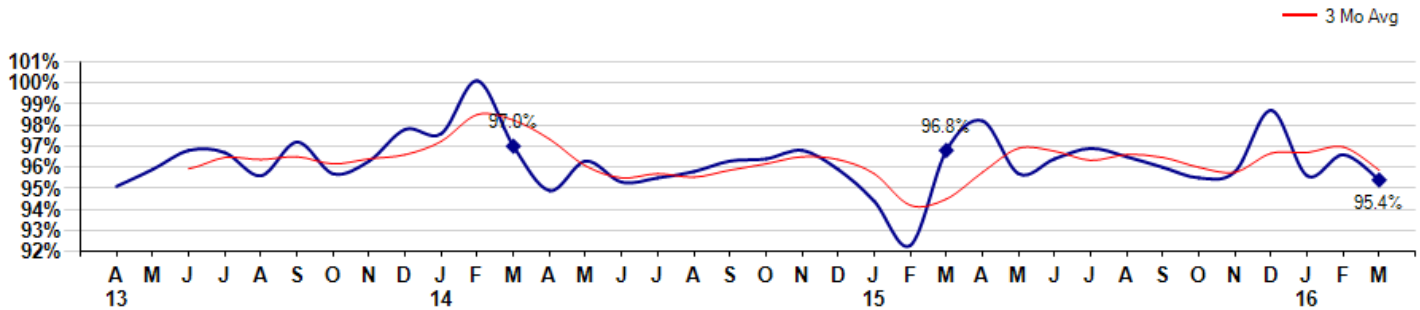


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Selling Price vs Listing Price

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 2016 Selling Price vs List Price of 95.4% was down from 96.6% last month and down from 96.8% in March of last year.

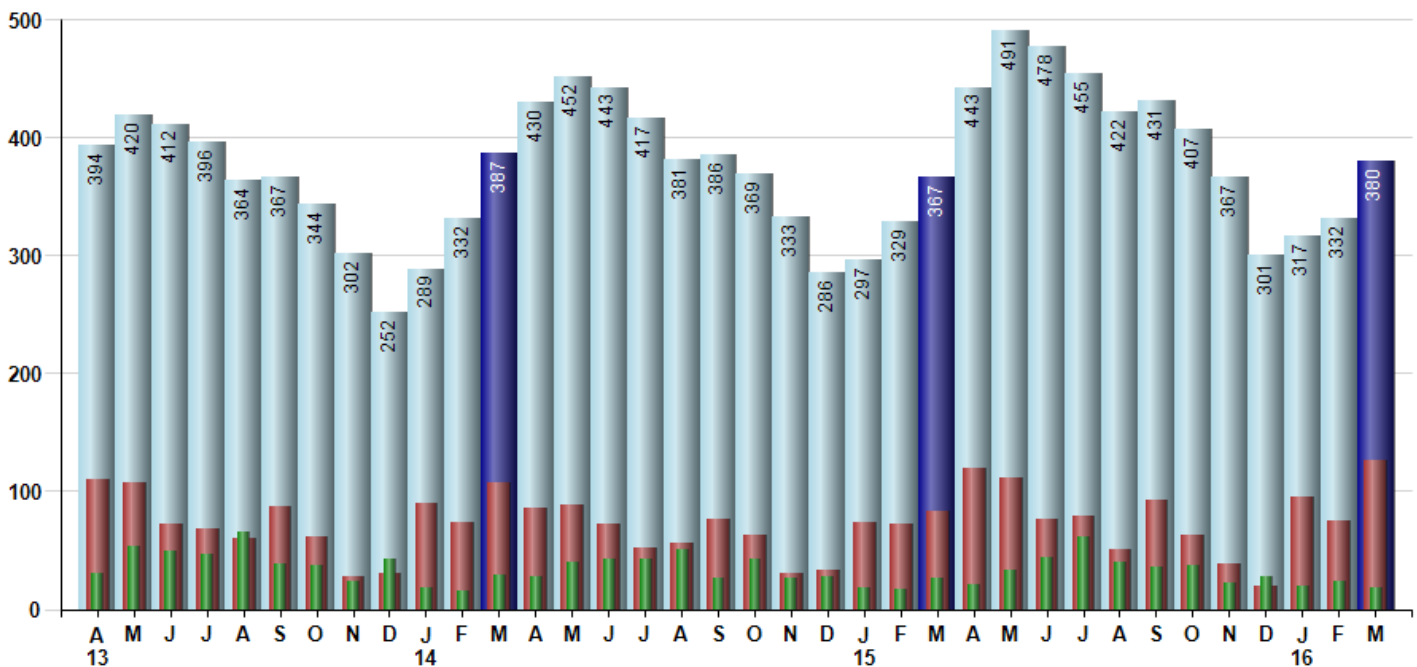
Avg Selling Price divided by Avg Listing Price for sold properties during the month



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 2016 was 126, up 68.0% from 75 last month and up 51.8% from 83 in March of last year.

Inventory / New Listings / Sales



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