

City: Westport



Joni Usdan

Residential Real Estate Specialist

203-216-7654

www.jonihomes.com

joni@jonihomes.com



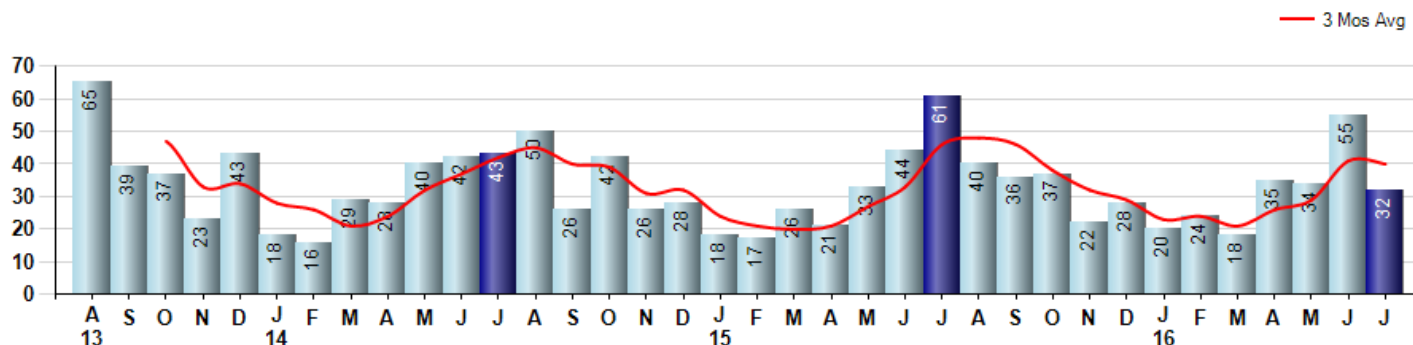
Price Range: \$0 to \$999,999,000 | Properties: Single Family Home

Market Profile & Trends Overview	Trending Versus*:					Trending Versus*:		
	Month	LM	L3M	PYM	LY	YTD	PriorYTD	PriorYear
Median List Price of all Current Listings	\$1,777,500	5%		5%				
Average List Price of all Current Listings	\$2,211,157	2%		5%				
July Median Sales Price	\$1,350,000	8%	5%	10%	2%	\$1,300,000	0%	-2%
July Average Sales Price	\$1,785,141	27%	13%	16%	8%	\$1,595,870	-10%	-3%
Total Properties Currently for Sale (Inventory)	408	-12%		-10%				
July Number of Properties Sold	32	-42%		-48%			-1%	
July Average Days on Market (Solds)	141	-23%	-11%	12%	-11%	169	4%	6%
Asking Price per Square Foot (based on New Listings)	\$477	-1%	-5%	4%	-2%	\$484	1%	0%
July Sold Price per Square Foot	\$493	23%	11%	7%	12%	\$436	-5%	-1%
July Month's Supply of Inventory	12.8	51%	8%	71%	-8%	14.7	-2%	6%
July Sale Price vs List Price Ratio	95.0%	-0.7%	0%	-2%	0.4%	95.4%	2.1%	0.9%

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

Property Sales

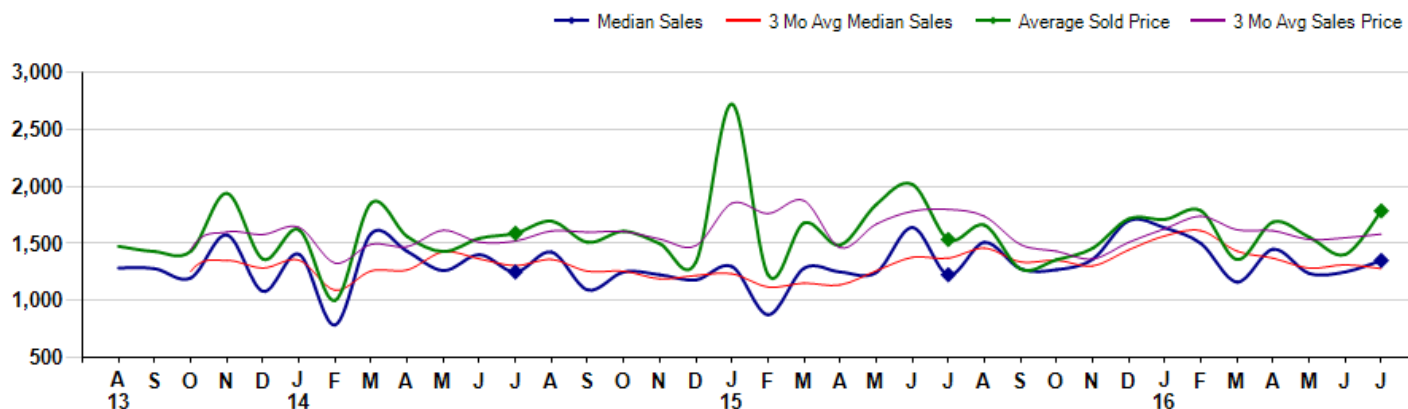
July Property sales were 32, down -47.5% from 61 in July of 2015 and -41.8% lower than the 55 sales last month. July 2016 sales were at their lowest level compared to July of 2015 and 2014. July YTD sales of 218 are running -0.9% behind last year's year-to-date sales of 220.



Prices

The Median Sales Price in July was \$1,350,000, up 10.2% from \$1,225,000 in July of 2015 and up 8.0% from \$1,250,000 last month. The Average Sales Price in July was \$1,785,141, up 16.4% from \$1,534,223 in July of 2015 and up 27.2% from \$1,403,882 last month. July 2016 ASP was at highest level compared to July of 2015 and 2014.

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



City: Westport

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



Joni Usdan
Residential Real Estate Specialist
203-216-7654
www.jonihomes.com
joni@jonihomes.com

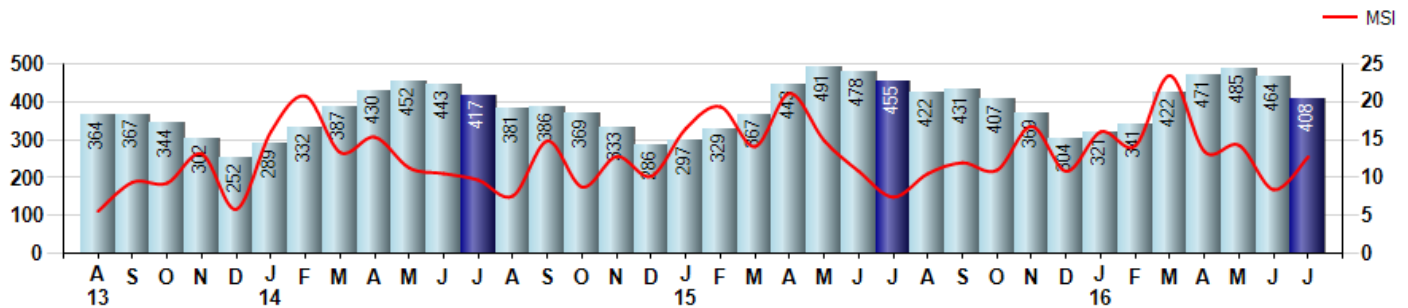


Inventory & MSI

The Total Inventory of Properties available for sale as of July was 408, down -12.1% from 464 last month and down -10.3% from 455 in July of last year. July 2016 Inventory was at the lowest level compared to July of 2015 and 2014.

A comparatively lower MSI is more beneficial for sellers while a higher MSI is better for buyers. The July 2016 MSI of 12.8 months was at its highest level compared with July of 2015 and 2014.

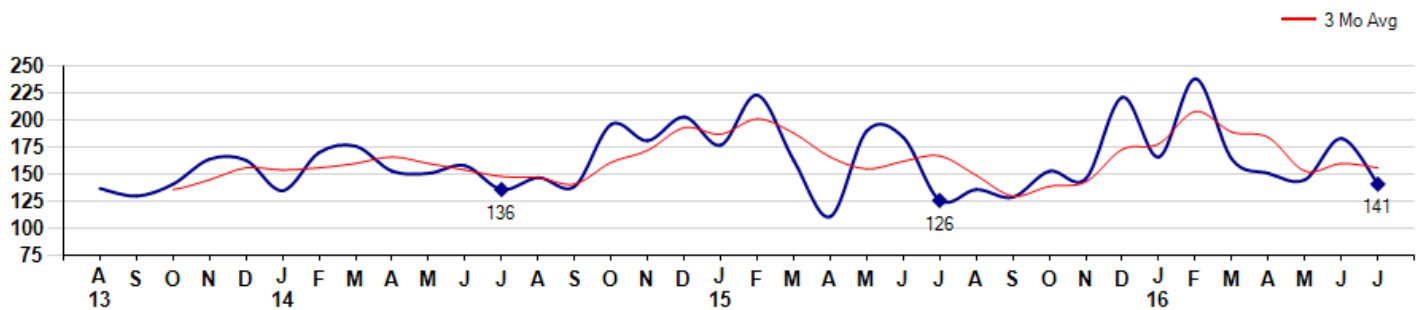
MSI is the # of months needed to sell all of the Inventory at the monthly Sales Pace



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 July was 141, down -23.0% from 183 days last month and up 11.9% from 126 days in July of last year. The July 2016 DOM was at its highest level compared with July of 2015 and 2014.

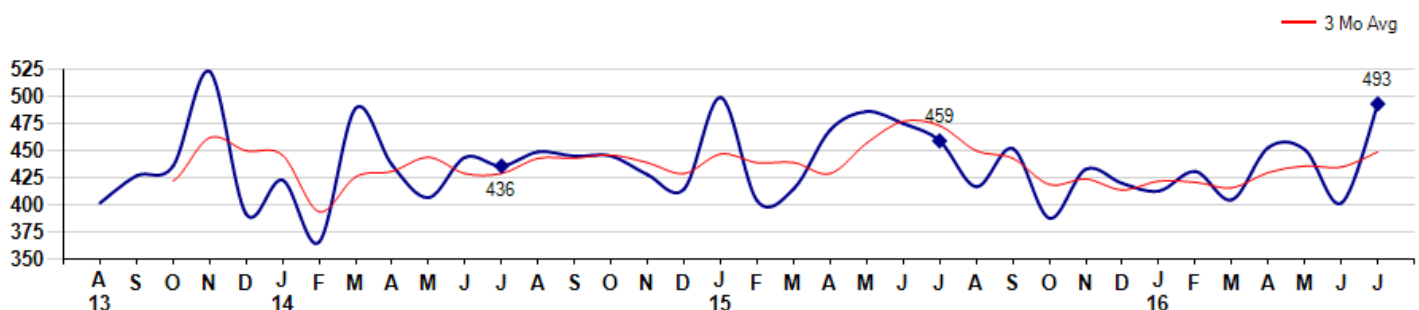
Average Days on Market(Listing to Contract) for properties sold during the month



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 July 2016 Selling Price per Square Foot of \$493 was up 22.6% from \$402 last month and up 7.4% from \$459 in July of last year.

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



City: Westport



Joni Usdan
Residential Real Estate Specialist
203-216-7654
www.jonihomes.com
joni@jonihomes.com

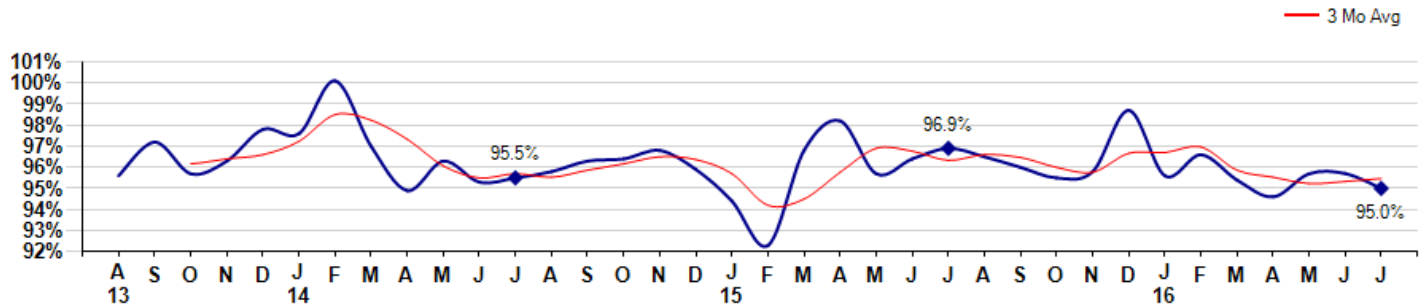


Price Range: \$0 to \$999,999,000 | Properties: Single Family Home

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 July 2016 Selling Price vs List Price of 95.0% was down from 95.7% last month and down from 96.9% in July of last year.

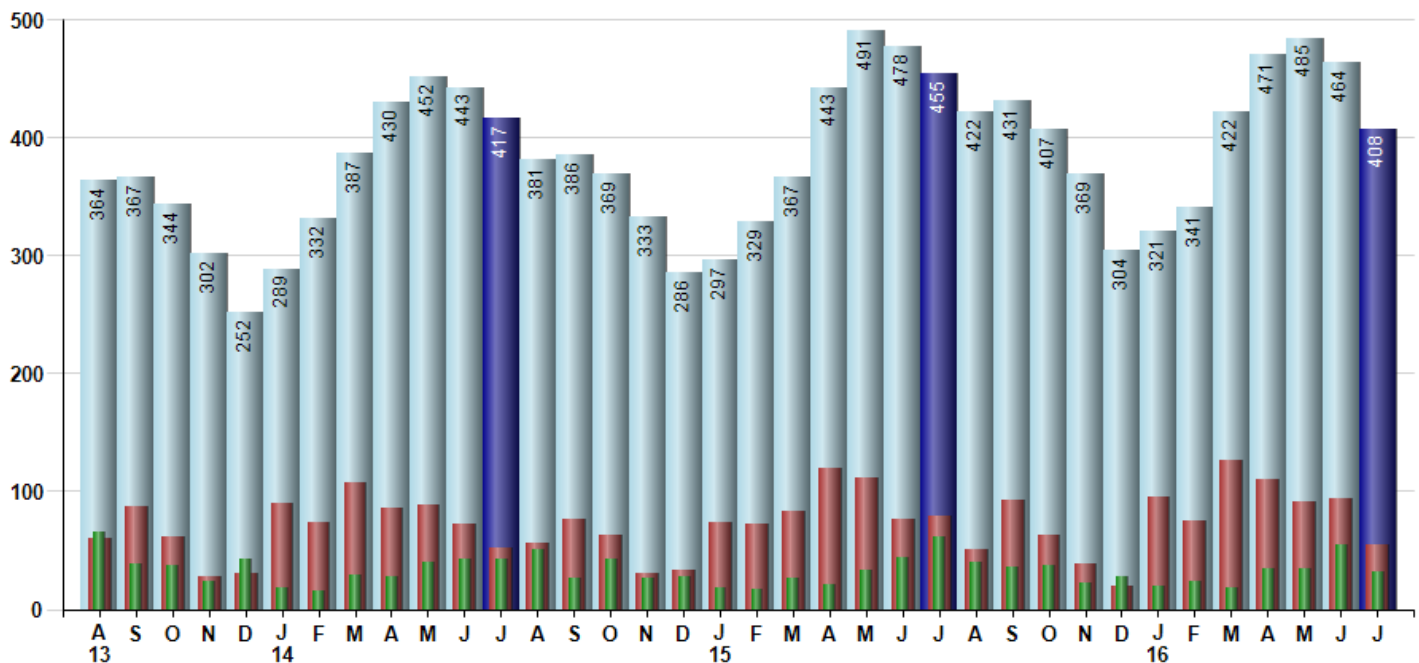
Avg Selling Price divided by Avg Listing Price for sold properties during the month



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 July 2016 was 55, down -41.5% from 94 last month and down -30.4% from 79 in July of last year.

Inventory NewListings Sold



© 2016 Coldwell Banker Real Estate LLC. All Rights Reserved. Coldwell Banker Residential Brokerage fully supports the principles of the Fair Housing Act and the Equal Opportunity Act. Coldwell Banker Residential Brokerage is operated by a subsidiary of NRT LLC. Coldwell Banker and the Coldwell Banker Logo are registered service marks owned by Coldwell Banker Real Estate LLC.

Based on information from Greater Fairfield County CMLS, Inc. for the period 8/1/2013 through 7/31/2016. Due to MLS reporting methods and allowable reporting policy, this data is only informational and may not be completely accurate. Therefore, Coldwell Banker Residential Brokerage does not guarantee the data accuracy. Data maintained by the MLS's may not reflect all real estate activity in the market.

